



Triangle Group  
Weihai, China  
www.triangle.com.cn

#### Industry:

Automotive

#### Annual Revenue:

\$380 million

#### Employees:

5,000 to 9,999

#### Oracle Products & Services:

Oracle Database  
Oracle Financials  
Oracle Assets  
Oracle Cash Management  
Oracle Inventory Management  
Oracle Procurement  
Oracle Order Management  
Oracle Discrete Manufacturing

#### Implementor:

Han Consulting  
www.hanconsulting.com

**“Oracle provides us with a dynamic and flexible technology infrastructure that delivers information we can rely on. Both Oracle and Triangle Group have an entrepreneurial spirit, so we look forward to building a long-lasting partnership with Oracle.”**

– Hou Rucheng, Vice President

## Triangle Group Boosts Competitiveness with Oracle

Triangle Group manufactures and distributes tires and tire components for automobiles and construction, agricultural, and industrial vehicles. The company produces up to 10 million sets of tires annually and exports its products to leading car manufacturers worldwide. Triangle Group is the leading tire manufacturer in China and the 12th largest globally.

### Challenges

- Replace disparate finance, sales, production, human resources, and inventory systems with a single integrated business management platform
- Establish a unified accounting system for greater cost control
- Migrate subsidiaries onto a common, centralized system
- Ensure the timely delivery of business information to expedite decision-making and marketing development
- Support future business growth with a flexible, scalable system

### Solution

- Engaged Oracle Certified Partner Han Consulting to deploy Oracle E-Business Suite at Triangle Group, Triangle Tire Company, external warehouses, and distribution offices
- Improved information sharing between departments by ensuring authorized staff have around-the-clock access to accurate, current data via the Web
- Boosted efficiency and productivity by standardizing business processes and eliminating unnecessary steps
- Gained tighter control of warehouse and purchasing functions through the use of integrated Oracle distribution management solution to oversee costs and stock movement
- Strengthened financial management with Oracle Financials, which ensures the timely delivery of enterprise-wide information to senior managers
- Enabled standard manufacturing costs to come within 1% of projections through strict discrepancy analysis and control using Oracle Discrete Manufacturing