

Customer Q&A:

The Weitz Company is Ready for Integration



CIO says larger pool of talent and resources will pay off in better products.



The Weitz Company started in 1855 as a small carpentry shop. Almost a century and half later, Weitz is the 23rd largest building contractor in the United States, with more than \$1 billion in annual revenues. The company has offices in 12 U.S. cities, providing construction and related services for both private and public clients. Weitz projects include retail, retirement living, education, industrial plants, golf courses, institutional and commercial buildings, and luxury homes.

The Weitz Company runs its business with JD Edwards EnterpriseOne Solutions—including applications for accounting and financials, construction project management, human resources, and payroll. Weitz went live with the applications in 2002.

Mark Federle, chief information officer, discusses the Oracle-PeopleSoft combination and the company's plans for the future.



Q: Do you plan to continue using your current applications?

A: We absolutely plan on staying where we are and upgrading to future versions of EnterpriseOne. We've invested significantly in training and in middleware to integrate with other applications, so we're not in a position to consider migrating at this time. We're glad to hear Oracle say that they'll support JD Edwards well into the future, including plans for support and development of another release of JD Edwards EnterpriseOne. We're excited about the new functionality the new version may bring, and hopefully we'll have the opportunity to work in partnership with Oracle to continue to enhance the product.

Q: How do you feel your company will benefit from the combination?

A: The new combined companies will have the resources—both human and financial—to be competitive in the global market. We're also excited about the synergies that can come from the combined talents and resources and look forward to even better products for the construction industry in the future.

Q: Do you expect a smooth transition from working with PeopleSoft and working with the combined companies?

A: Transitions like this are always challenging. I think it's smart from a business standpoint to integrate quickly. To drag it out wouldn't be in the best interest of either Oracle or its customers. One thing I like about Oracle is its support for independent user groups. I very much want to see user groups that are separate from the vendor, and I want to see user groups that are specific to the applications.

Q: What other thoughts do you have about the integration?

A: Weitz very much wants to be involved in future product direction. We've been active in user groups in the past with JD Edwards and PeopleSoft, and look forward to continuing this involvement with Oracle. We have fairly specific needs related to the construction industry and we look forward to Oracle building on the solid foundation we currently have. I also see the integration as a good opportunity for Oracle to learn more about the midmarket and how to support it, and Weitz is ready to collaborate with Oracle to help make that happen.