



Juniper Networks
Sunnyvale, CA
www.juniper.net

Industry:

High Technology

Annual Revenue:

US\$3.32 billion

Employees:

7,453

Oracle Products & Services:

Agile Product Lifecycle Management
Agile Product Collaboration
Agile Product Cost Management
Oracle Financials

“Oracle’s Agile Product Lifecycle Management applications have enabled us to streamline the product development process through better visibility, accountability, and enhanced collaboration with suppliers and contractors.”

– Dervinn Caldwell, Manager of Business Systems, Juniper works

Juniper Networks Improves Visibility and Productivity with Product Lifecycle Management

Juniper Networks delivers innovative software, silicon, and systems that transform the experience and economics of networking. The company serves more than 30,000 customers and partners worldwide.

Challenges

- Reduce costs, improve quality, and increase speed in the manufacturing of high technology products
- Improve communication with contract manufacturers and minimize spreadsheet-based product management
- Eliminate manual processes for global commodity management and new product introduction that slow productivity
- Enable better decision-making capabilities by improving global visibility into past, current, and future pricing information

Solution

- Implemented Oracle’s Agile Product Lifecycle Management applications for 1,000 internal users to create a single system for product data and processes, automating operations and improving efficiency
- Leveraged Agile Product Cost Management to systematically facilitate the transactional portion of the quarterly costing process and create scalability for future growth
- Generated engineering change order (ECO) throughput reports on a quarterly basis, enabling management to see how many change orders each business unit generates and determine if it needs to add or remove approvers from the process to accelerate cycle time
- Identified the frequency of post-production ECOs to improve overall design for excellence
- Used the request for quote publishing process integrated within Agile Product Cost Management to allow more than 150 suppliers to submit information directly in the centralized system to minimize number crunching in spreadsheets and reward pricing more easily
- Supported Juniper’s 100% outsourced manufacturing, inventory-less business model by enabling contractor involvement in the engineering process, regardless of location
- Integrated the Agile Product Lifecycle Management applications with Oracle Financials to streamline the entire process, from design to engineering to revenue realization