

CSS: INDUSTRIAL MANUFACTURING OVERVIEW



CAPABILITIES:

Deployment of Oracle Enterprise Business & Technology Solutions

INDUSTRY FOCUS:

- Industrial Products & Components
- Durable Goods
- Heavy Equipment & Machinery

ORACLE PRODUCTS:

- E-Business Suite
- JD Edwards EnterpriseOne
- JD Edwards World
- PeopleSoft Enterprise
- Demantra

"CSS is laser-focused on Oracle's offerings—nothing else. When it comes helping Oracle clients deploy solutions successfully, CSS is the Go-To partner in the Manufacturing sector."

Kirk King, CEO, CSS International, Inc.

- Consolidated Container

COMPANY DESCRIPTION

For nearly a decade, Industrial Manufacturers have trusted CSS for implementation and support of Oracle Enterprise Business Solutions, including: Oracle E-Business Suite, JD Edwards and PeopleSoft Enterprise.

CSS is a multi-year Titan Award winner and an Oracle Certified Advantage Partner (CAP)—Oracle's highest partnership level and one offered to fewer than 3% of Oracle's 15,000+ partners worldwide.

Since its inception, CSS has focused on deploying solutions for the Industrial Manufacturing sector. As a result, CSS has built superb product knowledge, technical acumen and industry subject matter expertise to help manufacturing companies improve cycle times, compress supply chains and eliminate waste.

TARGET MARKET

CSS thrives in a variety of manufacturing environments. With deep knowledge of Lean and pull-based operations and the know-how to make Oracle applications work in concert with these processes, CSS understands the differences between high volume production, process and engineer-to-order operations.

And when it comes to implementing Oracle ERP solutions, we understand that for mid- and large-sized manufacturing companies, one size does not fit all. That's why we provide services across the entire Oracle ERP suite for:

- Discrete & Batch Process
- Make to Stock
- Make to Order
- Configure to Order
- Engineer to Order

Our list of representative clients spans industrial products, medical equipment, heavy equipment, furniture and durable goods.

- US Silica Company
- All-American Semiconductor
- Amarr Garage Doors
- Asten Johnston
- Baxter Healthcare
- Blue Ridge Paper, Inc.
- Broyhill Furniture Industries
- Commscope
- Conbraco Industries, Inc.
- Cummins MerCruiser Diesel
- First Horizon Pharma.
- Giant Cement Co.
- Hickory Springs
- IDEX Corporation
- Maverick Tube
- Simmons Company
- Springs Industries
- Thermal Ceramics
- Voith Fabrics



"CSS provided project leadership and application experience to help make our deployment successful. They are very responsive and very good at creative problem-solving."

Les Studebaker, CIO, Giant Cement

"CSS is a very critical driver in making sure we're successful. CSS has the knowledge of the manufacturing industry – both discrete and process manufacturing. We find that invaluable."

Steve Crawford, CIO, Amarr Garage Doors, Inc.

"CSS sent experienced, knowledgeable, people who care deeply about the quality of their work. They are the champions of our implementation. We intend to utilize them wherever possible."

Lynn Stroock, VP & General Manager, Nucor Steel—Vulcraft Division

WHY CSS INTERNATIONAL CHOSE ORACLE

CSS partners exclusively with Oracle. This focus translates to a one-of-a-kind service experience for Industrial Manufacturing companies. CSS implements the entire Enterprise Business Solutions portfolio. And we understand how Oracle's market-leading Fusion Technology components reinforce those business applications to provide clients with even greater ROI. This combination enables CSS and Oracle to help growing companies implement a scalable software solution that will grow along with them.

WHY SHOULD INDUSTRIAL MANUFACTURING COMPANIES CHOOSE ORACLE?

In today's highly competitive global economy, Industrial Manufacturers constantly search for ways to:

- Decrease cycle times
- Reduce non-value add processes and paper flow
- Minimize unplanned downtime of key manufacturing assets
- Reduce purchasing cost through lean procurement

To accomplish this, many companies embrace innovative techniques such as lean manufacturing, and/or operational sourcing. These approaches demand flexible technology to foster compliance with the desired behavior and enable swift decision-making at every level of the company. Oracle's Enterprise Business Solutions help provide a stable environment where innovation can happen for manufacturing companies of all sizes.

WHY SHOULD INDUSTRIAL MANUFACTURING COMPANIES CHOOSE CSS?

A great implementation partner brings three key attributes to the table:

- Process knowledge to understand a company's business goals
- Applications expertise to help configure software to meet those business goals
- Technology skills to make process and cooperate

At CSS, most of our consultants have been in the customer's shoes. Typical industry experience as an Oracle end-user averages 8-10 years. This firsthand knowledge of how ERP applications should help mitigate the effects of volatile energy prices, interest rates and production utilization is critical.

CSS consultants have compiled an unmatched record of success with Industrial Manufacturing customers in such businesses as furniture, appliances, containers and packaging, construction supplies and equipment, metal fabrication, heavy machinery, plastics and paper products, apparel and others.

