

CSS International, Inc. Integrates Oracle's BI Toolset to JD Edwards and Lets Amarr Garage Doors Plan For The Future

TECHNOLOGY IQ.
BUSINESS SENSE.



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CAPABILITIES:

- Deployment
- Process Improvement
- Oracle Applications
- Oracle Technology
- Oracle Education

Industry Focus:

Manufacturing
Wholesale Distribution
Construction

Oracle Products:

Applications reseller
Implementation partner for e-business, JD Edwards, and PeopleSoft

Quote from CSS International:

"CSS is laser-focused on Oracle's offerings so that we continue to provide our customers with the unmatched service they've grown accustomed to over the decade."

Kirk King, CEO, CSS International, Inc.

Company Description

For nearly a decade, CSS has been a trusted name for implementation and support of Oracle solutions for manufacturing, distribution and construction industries, including: E-Business Suite, JD Edwards Enterprise One/JD Edwards World, and PeopleSoft Enterprise. CSS is an award-winning Oracle Certified Advantage Partner (CAP)—Oracle's highest membership level and one extended to fewer than 3% of the 15,000+ partners in the global network.

CSS laser focus on Oracle's offerings means CSS is able to offer customers superior product knowledge, technical expertise, advanced levels of service, training, benefits, and resources that help address the challenges of an increasingly competitive marketplace and make Oracle projects successful by any measure. CSS has an unmatched record of success helping hundreds of companies deploy and derive measurable business value from their Oracle solutions.

Target Market

CSS helps mid- and large-sized companies implement complex technology solutions provided by Oracle. The ideal customer has revenues in excess of \$100 million and is motivated to streamline their operational processes for measurable business value. CSS also implements solutions for and resells Oracle applications to the small business market (<\$100 million annual revenues).

Why CSS International Chose Oracle

CSS exclusively partners with Oracle to offer and implement their entire suite of solutions, from applications to technology to education. CSS chose to exclusively support Oracle's product line because working with Oracle provides the best opportunity for growth – now and in the future. And it allows CSS to be true subject matter experts on Oracle applications, providing customers with the best service possible.

How CSS International Won Amarr Garage Door's Business

Amarr looked to CSS because of our Oracle-only focus, our history of expertise with JDE applications, and our subject matter expertise in the manufacturing industry. "CSS was able to take what they know in manufacturing and bridge it to what our business is, which is also distribution, and we find that to be invaluable," said Steve Crawford, CIO at Amarr Garage Doors, Inc.

Amarr Garage Doors, Inc Concentrates Their Focus on Core Competency With CSS & Oracle BI

DRIVING TOWARDS
THE NEXT DECADE



KEY BENEFITS:

- Ease of Use
- Ease of Integration
- Increased Security and Modest Cost
- Oracle Portal Capabilities
- Accurate and Direct Reporting Capabilities
- Organization Hierarchy maps to Application Hierarchy
- Focus on Core Competency
- Makes Your Boss Look Good
- Reduction in IT Resources
- Anticipated ROI less than 2 years

AMARR ON ORACLE:

"I see this as an easy-to-use product and anticipate a lot of buy-in. I feel we have chosen the right tool to carry us forward and it's a definite plus while staying in the Oracle suite of products,"

Andy Pryce, Director
Enterprise Applications at
Amarr

Description of Amarr Garage Doors, Inc.

Amarr is one of the world's leading designers, manufacturers and distributors of door access systems for residential garages, warehouses, shopping malls and other commercial applications.

Make no mistake about it. Amarr is far from the typical "garage door" company. With sales in excess of \$300 million, and more than 3,000 professional independent garage door dealers selling Amarr doors worldwide, Amarr is the style and safety choice for door systems. With 17 residential product lines, Amarr has a door that is right for any opening. Amarr garage doors are sold by America's leading retailers.

CSS International Helped Amarr Garage Doors Be Successful

With the integration of Oracle's BI tool to Amarr's JD Edwards applications, CSS has delivered an easy-to-use tool that gives access to business-critical enterprise data that will drive decision-making for the company into the hands of decision-makers. The benefit of the tool's ease-of-use gets even more mileage at Amarr because the division of responsibility within the tool sets work very efficiently and parallels the division of responsibility at the company. For example a DBA and/or CNC could handle the Administration, while the power users could develop the reports via Discoverer Plus and then the general community could be granted access to the reports they need to view in Discoverer Viewer via the Web. Executives at Amarr anticipate seeing results immediately and Andy Pryce, Director of Information Technology at Amarr says, "CSS has been a true business partner in working with Amarr and instrumental in the development and implementation processes from planning through implementation."

Why Amarr Garage Doors Chose Oracle

Amarr needed to use BI to make improvements through metrics, focus, and implementation of best practices. The intent was to put in the hands of decision-makers an easy-to-use tool that gives access to business-critical enterprise data that would drive decision-making for Amarr Garage Doors. The bottomline is that the tool would make it easier for Amarr to concentrate on their core competency — garage doors — and that's the single best thing they could do.