

Manitowoc Expands Internationally with Help from IT Convergence



CUSTOMER PROFILE



The Manitowoc Company, Inc.
Manitowoc, Wisconsin
www.manitowoc.com

INDUSTRY

Industrial Products

EMPLOYEES

9,000+

PROJECT LOCATION

- United States, France, China, Argentina



IT CONVERGENCE SERVICES

- Development
- Consulting

APPLICATIONS & TECHNOLOGIES

- Oracle Financials 11.5.9
- Oracle General Ledger 11.5.9
- Oracle Financial Statement Generator 11.5.9
- Oracle Application Desktop Integrator 11.5.9
- Oracle Purchasing 11.5.9
- Oracle Developer 11.5.9
- Oracle Order Management 11.5.9
- Oracle Inventory 11.5.9
- Oracle Planning 11.5.9

Manitowoc partners with IT Convergence to gain cost-effective access to the expertise and development services needed to extend its Oracle systems to France and China.

A LOOK AT THE MANITOWOC COMPANY, INC.

Manitowoc was founded in the lakeshore community of Manitowoc, Wisconsin, in 1902 as a shipbuilding and ship-repair organization. Since that time, the company has grown and diversified. Today, Manitowoc is comprised of three segments – cranes, foodservice equipment, and marine. The company has operations in 14 countries.

THE MANITOWOC FOODSERVICE GROUP NEEDED TO:

Improve visibility into supply chain, customer, and inventory data

Support an E-Business Suite rollout in France

Develop customizations needed to support China rollout

Manitowoc partnered with IT Convergence (ITC) to gain access to senior-level consultants and cost-effective RICE (Reports, Interfaces, Customizations, Extensions) services. Moreover, because of its global reach, ITC was able to support Manitowoc's units in the US, France, and China. ITC's nearshore Development Services Center in Buenos Aires, Argentina, helped the company's US division analyze its functional needs and then developed 30 custom forms and reports. ITC also supported Manitowoc's E-Business suite rollout in France, where ITC's consultants supported two functional tracks, assisted with project management, and led two CRP's. Finally, the ITC Development Services Center provided custom report development for Manitowoc's China business unit.

BY WORKING WITH IT CONVERGENCE MANITOWOC WAS ABLE TO:

Cost-effectively develop 30 reports and customer-facing documents

Configure Oracle systems in France to comply with all local requirements

Develop customer-facing documents in Mandarin

In addition to these specific accomplishments, Manitowoc's relationship with ITC has also brought it the continuity that comes from working with a partner capable of providing global support for an extended time-period.

CONTACT US TODAY TO FIND OUT HOW IT CONVERGENCE CAN HELP YOU MEET YOUR RICE AND CONSULTING NEEDS.

THE ITC ADVANTAGE

- Global Reach
- Cost-effective RICE services
- Europe and China localization expertise