

A GAME-CHANGING PARTNERSHIP



Overview

Within two years, a global, publicly traded organization headquartered in Las Vegas, Nevada had acquired two organizations, one for \$1.5B and the other for \$5.1B. In the midst of the acquisitions, the company was converting from Epicor ERP to Oracle. Discover how The Intersect Group partnered with this industry giant to deliver much-needed techno functional resources for three, multi-year ERP projects.

Challenge

Prior to acquiring two large organizations, the client had identified shortcomings with their instance of Epicor ERP.

Challenges included:

Collections

Not only did the client not have a clear lens into the collection of invoices for their equipment leasing division but they were not able to easily identify and report on any potential financial losses.

Compliance

The industry is heavily regulated; disparate systems not only made visibility difficult, but it was exposing the business to regulatory backlash, fines or potentially even suspension of their license.

Inventory, Warehouse and Distribution Management

There was not an accurate system of record; in Epicor, the client was experiencing delays in shipping due to a general lack of inventory, warehouse and distribution management.

Post-acquisitions, the client wanted to have all of their businesses on one, centralized ERP system. The second of the two acquired companies had been using Mapex, an antiquated ERP system that was not compatible with any of the software the other two companies were using.

Additionally, during this time, there were leadership changes and other acquisition activities taking place. The IT department was tasked with balancing demands from across the various lines of business and prioritizing what needed to get done first.

the client determined they wanted to convert their ERP to Oracle E-Business Suite (EBS), the system the acquired company had just recently implemented.

"The success The Intersect Group has had with this particular client comes down to our relationship with them. We invested the time and resources to travel to meet with them in all of their major hubs across the country. We took the time to get to know them, their work environment and their business challenges. As a result, we were better positioned to provide consultants with the right mix of technical and soft skills.

This ongoing partnership, to me, is what staffing should be – it's relationship building and it's understanding and hitting project deliverables."

DAVID BABA,

Client Director of Technology
The Intersect Group

Solution

The Intersect Group needed to identify resources with the right mix of experience, including project management, implementation and the right system experience, including Epicor ERP, Oracle EBS and Mapex.

Results

Of the highly skilled consultants with Oracle EBS experience, The Intersect Group was able to identify those with the application experience necessary for the full suite implementation the client was going through, including experience with the following modules: accounts payable, accounts receivable, inventory management, warehouse management, distribution management and maintenance.

After successfully providing resources throughout three separate projects, spanning seven years, The Intersect Group is being engaged to ideate on an additional fourth project: digitizing the client's equipment rental inventory and synchronizing them within the instance of Oracle.

About The Intersect Group

Founded in 2006, The Intersect Group is part of the MSouth portfolio of investment companies and operates in Atlanta, Dallas and Charlotte. Specializing in the recruitment of technology and finance and accounting professionals, The Intersect Group provides clients with the means of finding the best talent on the market.