



Goal:

- Achieve Y2K compliance
- Improve productivity in material management and financial reporting

Challenge:

Find robust functionality in a solution that does not require significant customization

Solution:

Cincom's Enterprise Management System – ERP

Key Results:

- Two site implementations – one achieved in 13 months, the other in 15 months
- Eliminated divergent business systems
- Improved productivity in material management and financial reporting
- Achieved Y2K compliance

Profile in Success: **Rockwell Automation UK**

Rockwell Automation UK

Improving Productivity with Enterprise Resource Planning from Cincom



Rockwell Automation UK designs, integrates and services digitally controlled factory-automation systems. Formed from the merger of three original companies, Rockwell Automation sought an engineer-to-order system to achieve Y2K compliance and improve productivity in materials management and financial reporting. The company found that Cincom offered the most complete functionality without a need for significant customization. With Cincom, the company expects to see long-term benefits of flexibility, market responsiveness and operational agility.

Industrial Automation Systems Integrator Needed an Integrated System

As the largest division of Rockwell International – with \$US 4.5 billion out of the corporation's seven billion dollars in sales – Rockwell Automation has focused much of its attention recently on developing new products and on expanding outside of its home base in the USA.

In the United Kingdom, the largest of Rockwell Automation's operations are in Bletchley and Telford, England where the company recently completed implementations of a Cincom Enterprise Resource Planning (ERP) system in 13 and 15 months, respectively.

"What Cincom offers is an engineer-to-order product that lends itself to our systems business."

– John English
Director of Operations
Rockwell Automation UK

The products that Rockwell Automation UK designs, integrates and services out of Bletchley and Telford are complex, digitally controlled factory-automation systems. Those automation systems – which feature components produced by Rockwell Automation's Allen-Bradley, Reliance Electric, Dodge and Rockwell Software brands – control operations in industries such as automotive, consumer products, printing and publishing, pulp and paper and transportation. UK customers for Rockwell Automation include Toyota, Procter & Gamble, Goss Graphic Systems (printing presses for newspapers and magazines), Fort James Paper and the Heathrow Express underground transportation system.

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"We supply the end-user with application-specific solutions, using Rockwell Automation products and components," said John English, the director of operations at Bletchley.

In 1997, when English began to search for an ERP system, he set three goals. The first goal was Y2K compliance in the UK. The second goal was to eliminate the three business systems that were inherited from the three constituent companies that merged to form Rockwell Automation UK. Goal number three was to improve productivity in materials management and financial reporting.

Corporate Standard Is PeopleSoft but Cincom Fits Better at UK Plants

English said recently that even though Rockwell Automation's corporate standard for ERP is PeopleSoft, he chose Cincom over PeopleSoft and SAP. "What Cincom offers is an engineer-to-order product. It is an engineer-to-order system which, if you like, lends itself to our systems business," he said.

"We had to replace three discrete, computer-based manufacturing systems across two sites with a single solution," English said. "This had to be achieved in relatively short time scales and take into account both Year 2000 and European Monetary Union issues. We chose Cincom because it offered the most complete functionality and we didn't want to have to do significant customization work," he said.

"Two Companies Working Together" Keeps Project "On Time, On Budget"

In looking back at the 1998-99 Cincom implementation, English said that he was pleased with the process. "This project was a good example of two companies working together to get a complex solution in place on time and on budget," he said. "We've made an investment in a modern open-systems ERP solution and, going forward, we will continue to see long-term benefits through our manufacturing operation. We're growing and, in our business, flexibility, market responsiveness and operational agility are the name of the game," he said.