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TMEIC Corporation Supports Global Operations with Improved Engineering Project Visibility

TMEIC Corporation designs and develops advanced automation and drive systems for industrial applications, serving the metals, oil and gas, mining, material handling, and renewable energy industries, as well as utilities and other industrial markets. Based in Roanoke, Virginia, TMEIC Corporation is a group company of Toshiba Mitsubishi Electric Industrial Systems Corporation, with its headquarters in Tokyo and operations in the United States, Japan, India, Canada, Spain, Turkey, Australia, Italy, the United Kingdom, Singapore, and China among other countries.

Oracle Customer: [TMEIC Corporation](#)
Location: Roanoke, Virginia (parent company in Tokyo, Japan)
Industry: [Engineering and Construction](#)
Employees: 375 (parent company approximately 2,500)
Annual Revenue: \$100 to \$500 Million

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Challenges

- Deploy an ERP system that meets the needs of an engineering-focused, project-based industrial technology company, as opposed to a manufacturing-focused organization
- Gain greater visibility into engineering project costs to enable more accurate pricing and billing for the company's specialized and customized automation and drive systems
- Deploy a CRM system that enables TMEIC business units across the globe to better coordinate sales activities with multi-national customers and provides expanded reporting capabilities
- Gain the agility and insight required to support expansion into new regions and business segments—such as material handling in ports
- Continue to provide employees with "big-company" applications—such as multi-language and multi-country functionality
- Control IT management costs

A word from TMEIC Corporation

"Oracle E-Business Suite Managed Cloud Services delivered an enterprise resource planning solution that is cost-effective and flexible, meeting the needs of our growing organization." – John Slaski, Director, Information Technology, TMEIC Corporation.

Solutions

- Deployed [Oracle E-Business Suite](#), run by [Oracle Managed Cloud Services](#), to create a highly available, scalable, and reliable IT infrastructure to support the company's global industrial automation and drive system operations
- Rolled out robust collaboration capabilities and sophisticated enterprise applications to which employees had been accustomed when they were part of a larger parent organization
- Streamlined operations while driving growth into new business sectors, such as photovoltaic, with a cost-effective, flexible solution
- Replaced the company's existing CRM tool with [Oracle CRM On Demand](#) to improve day-to-day sales reporting, as well as help the company produce merged sales reports across countries
- Migrated to [Oracle Sales Cloud](#) in concert with other TMEIC group companies in Europe, India, and China—allowing for more accurate forecasts and win probabilities, and collaborating more efficiently with sales teams and partners around the world
- Provided visibility into all aspects of project management—including costs and expenses—to ensure on-time and on-budget engineering-based automation and drive project delivery
- Determined more accurate project profit margins and identified potential roadblocks—like schedule or budget slippage—in advance to avoid overruns and delays
- Expanded visibility into the company's financial and human resources operations, driving more informed decisions, and laid the groundwork to deploy recruiting and talent management functionality in the future
- Enabled the company to close its monthly financial books in just half a day
- Enabled the company to manage a multi-national workforce and diverse benefits for US residents, third-party nationals, and others
- Improved reporting to provide management with greater visibility across markets and channels
- Reduced IT management costs by 30% per year and ensured predictability with the cloud-based solution—reducing resources needed to focus on system maintenance

Oracle Product and Services

- [Oracle E-Business Suite Managed Cloud Services](#)
- [Oracle Sales Cloud](#)

Oracle Stories

- [Oracle Doubles Sales Leads in Two Months with Oracle Eloqua Solutions](#)
- [Oracle Uses Big Data to Strengthen Cloud Security and Optimize Performance](#)
- [Oracle Gives Large Enterprises Confidence to Migrate to the Cloud](#)
- [Oracle Improves Sales Team Productivity and Runs Financial Batch Processes 5x Faster with Oracle Fusion Applications](#)
- [Oracle Seamlessly Integrates New Companies, Improves Database Performance by 4x, and Cuts Costs with Hardware and Software Optimized to Work Together](#)

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- Freed internal IT resources to focus on organizational priorities such as developing quoting and pricing systems tailored to the company's unique market which sells specialized equipment and services for steel mills, ports, oil and gas production, mining, and other industrial clients

Why Oracle

"We found it very difficult to gain visibility into all aspects of our projects—including scheduling, expenses, and staff time—across the company. We also needed timely access to essential information from applications across the enterprise. Oracle E-Business Suite, run by Oracle Managed Cloud Services, enabled us to consolidate our disparate systems and improve business performance," said John Slaski, director, information technology, TMEIC Corporation.

Resources

- [More Reference Assets About Engineering and Construction](#)

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