



“After working with a number of companies, it was surprising that the best fit organisation for Neill Corporation was iTrain, a UK company. They have been flexible, responsive and have provided excellent business advice and consultancy across our Oracle Financials, HR/Payroll rollout, but especially for our business critical CRM and Warehouse systems.”

Edwin Neill III - CEO Neill Corporation

Neill Corporation, a Salon and Spa products distributor, serves 10 States in the South-Eastern United States. Its services include product distribution, technology, education, and retail design.



Neill Corp. project includes a change programme to move from multiple in house legacy systems to a consolidated Oracle Applications ERP solution. The phased program consists of an Oracle HRMS, Financials, CRM, Order Management, and Warehouse Management implementation.

Enabling Change

iTrain initially worked as a technology partner with Neill Corp. on a number of technical projects concerning Oracle Discoverer and Oracle Forms consultancy. During the course of the technical work, it was noted that Neill Corp. could benefit from a business transformation partner to assist in the successful organization wide Oracle ERP suite roll-out and invited iTrain to fulfill this role.

After our initial business consultancy, iTrain specialists worked with Neill Corp. staff to identify their key business needs. We recommended that the project should be split into two phases. **Phase 1:** iTrain implemented Oracle HRMS and Financials, developing a configured solution that represented the diverse business interests of Neill Corp. while accurately detailing their business structures and processes. **Phase 2:** iTrain implemented a Supply Chain Solution including the provision of technical resources to assist the Neill Corp. IS team's development of Oracle Warehouse Management customisations for the organisations' complex business requirements.

Throughout the project, iTrain has provided ongoing business transformation consultancy and advice to Neill Corporation, thus ensuring that the business and its people were completely prepared for the changes and will be able to enjoy maximum benefit from Neill's investment in Oracle technology. iTrain continue to work with Neill Corporation on an upgrade to Oracle R12.

Transformation Benefits

- Provided experienced resources to deliver the Oracle 11i and subsequent R12 implementation of Financials, HRMS/Payroll, CRM and Supply Chain/Warehouse Management
- Developed business knowledge and processes to ensure ERP configuration was fit for purpose
- Aligned cost savings with the business management drivers and real time business information
- Amalgamated 7 separate databases into a single Corporate system



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