

MANUFACTURER REALIZES “MORE DATA MORE QUICKLY”



The Customer

The Challenge: Leaving Legacy Behind

The Action: Multiple Moves at Once

The Results: More Data More Quickly

The Customer

This leading manufacturing company (LMC) is a top provider of industrial equipment, parts, sales, service and support.

The Challenge: Leaving Legacy Behind

LMC's commitment to quality and performance has generated substantial growth, and they're now far and away the leader in their market vertical. Always innovative, LMC's new mobile applications enable customers to quickly diagnose industrial issues on the go, reducing the time required to pinpoint problems and improve overall staff safety. When it comes to its own customers, LMC is on the cutting edge.

However, when it came to analyzing so much new data now available from multiple sources, LMC had difficulty consolidating multiple data integration layers into simplified data feeds. Powered by legacy tools and technologies, data feeds couldn't deliver the dynamic results needed to ensure accurate and on-demand processing. Their unsupported legacy data management framework, while providing basic data functionality, lacked the ability to deliver data management at scale and speed.



The Action: Managing Multiple Activities at Once

As a result, LMC decided to make the move from legacy to the Netezza database client, but the volume and variety of data involved in this shift made it cost- and time-prohibitive to tackle this project in-house. This was exacerbated by COVID, which gave rise to different customer expectations for on-demand shipping and service, as well as the challenges of navigating new supply chain issues. LMC opted to partner with Prolifics to power their Netezza adoption and implementation.

Prolifics has a long-standing partnership with LMC, beginning almost 10 years ago when our teams were brought in to assist in managing LMC's original legacy system deployment. Successful planning, implementation, integration, and follow-up saw LMC partnering directly with Prolifics for ongoing support for years – which led directly to the Netezza work.

This new project meant doing multiple things at once: changing the way data was stored, handled, and reported across the organization's infrastructure while simultaneously ensuring that end users didn't notice a functional difference.

First, Prolifics teams replicated data from existing warehouses and then began slowly rewiring everything underneath. This nine-month process allowed users to access key data even as fundamental processes were being rebuilt. Data was manipulated, formatted, integrated, and transmitted to ensure alignment with the company's requirements until the legacy SQL source server could be fully transferred over to the new Netezza database client.

At this point, all legacy components were retired and the new framework took over. From the user perspective, performance improved without hampering day-to-day processes. From the standpoint of infrastructure management, the entire system was modernized to maximize the company's ability to collect, analyze, and leverage data.

Along with the shift itself, Prolifics provided accelerated and automated data testing to help optimize the migration process and ensure that data feed performance aligned with operational goals.

The Results: More Data More Quickly

The move to Netezza allowed internal teams to access more data more quickly and make better decisions. Consider the case of supplier data processing that previously occurred once per week. Using outdated information, suppliers could run out of parts but lack knowledge of low stock until the following week, potentially impacting key operations. By implementing daily data reconciliation processes, Prolifics helped ensure they were always equipped with relevant and timely information that drove better decision-making.

Shifting to Netezza also enabled LMC to improve its competitive positioning in the industry. While it remained a leader in the equipment provision and service space, changing market dynamics were closing the gap between frontrunners and startup organizations. The difference? Data. Equipped with accurate, on-demand data sources, LMC was able to enhance its overall market position.

In addition, the Netezza shift helped reduce total operating costs. Consider the supplier example above. If outdated information led to the lack of available parts for suppliers, the results could be costly if new stock required rush shipping and current projects had to be put on hold until new parts arrived. Equipped with day-to-day visibility into inventory levels, they were better able to make strategic decisions that reduced total costs.

Finally, infrastructure consolidation helped reduce overall IT sprawl. With a decade of legacy deployments across its infrastructure, LMC struggled with data silos and outliers that made it challenging to capture the operational big picture. By consolidating data management into a single, modern platform, they were able to streamline infrastructure deployment, management, and monitoring.

Ultimately, the move to modernized supply management with dynamic data feeds allowed LMC to support dynamic machine pricing, improve parts fill rates, and enable intra-day reporting on both sales and revenue.

With the Prolifics partnership, LMC was able to both modernize data management and consolidate data integration to deliver insight on demand.

To find out how Prolifics can help your organization, [connect with an expert today.](#)

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We provide consulting, engineering and managed services for all our practice areas – Data & AI, Integration & Applications, Business Automation, DevXOps, Test Automation, and Cybersecurity – at any point our clients need them.

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