

# JD Edwards World A7.3 to EnterpriseOne 8.12

An ERP Migration Case Study

## Overview:

**Country:** USA

**Industry:** Wholesale Distribution - Seeds

### Company Profile:

Seedway, LLC is a manufacturer and distributor of seeds and supplies to the agriculture industry. Formed in 1963, Seedway® has expanded through mergers and acquisitions and currently has offices and warehouses in four states. Seedway is a subsidiary of GROWMARK, Inc.

### Challenges:

Seedway was running JD Edwards World A7.3, which lacked the reporting flexibility required by its customers, vendors, and parent company. The parent company, GROWMARK, also required Seedway to have a more effective disaster recovery system. Meanwhile, a key personnel change was leaving Seedway's data center disconnected from the IT staff. Faced with these challenges, among others, it was time for Seedway to make a change in ERP software and IT infrastructure.

### Solution:

Corning Data Services, Inc. helped Seedway to:

- Migrate to EnterpriseOne
- Implement a disaster recovery software
- Move the location of its data center
- Migrate from the AS/400 platform to Windows with the Oracle database

### Results:

EnterpriseOne 8.12 gave Seedway the reporting flexibility it needed, and the new DR software was a major improvement over the original backup system. Also, by moving the data center, the IT staff had greater access to the new infrastructure. Finally, moving to Windows and the Oracle database was easier and less expensive than staffing IBM-skilled IT workers to maintain the AS/400 platform. The resulting cost savings helped to offset some of the project costs.

## Seed Distributor Grows Out of World Software, Finds Better Fit with EnterpriseOne



*"To partner with our customers to provide innovative, quality products and services."* – The Seedway® Mission

### The Company

Seedway is a wholesale distributor of seeds and agriculture supplies to the Northeast US and Ontario, Canada. It is one of few in its industry with a complete product line of farm, turf, and vegetable seed. Founded in 1963 and headquartered in Hall, NY, Seedway maintains offices and warehouses in New York, Vermont, Pennsylvania, and Florida. For over 45 years, the company has steadily expanded its markets and customer base, helped largely by numerous mergers and acquisitions.

Seedway is a subsidiary of GROWMARK, Inc.



*“We needed to comply with certain reporting requirements that our customers, vendors, and parent company set forth. Our ERP system just didn’t have the flexibility we required.”*

-IT Manager, Seedway

According to Gartner and the National Archives and Records Administration in Washington, 40% of all small and midsize companies that experience a catastrophic system failure will go out of business within five years if they can’t get back their data in 24 hours.

## The Challenges

Seedway had been stable on JD Edwards World A7.3 for almost 10 years, supporting significant growth, mergers, and acquisitions. But in 2007, Seedway was facing several organizational changes and new business requirements that created a whole new set of challenges.

The seed industry was evolving and becoming more driven by technology to produce higher quality products. As a leading distributor in the industry, quality control was becoming increasingly important to the Seedway brand. For QC purposes, Seedway has multiple dates and quality testing numbers associated with their seed lots—even more so when the lots are a mix of seed varieties. These multiple dates and numbers were problematic for the older release of World on which they ran. A7.3 did not have the flexibility to compile all of these numbers into the meaningful reports required by Seedway’s customers, vendors, and parent company, GROWMARK, Inc.

In addition to reporting capabilities, Seedway had a need for other ERP features that were not available in their release of World. Some of these include Positive Pay, EDI, and ACH. Although A7.3 is still supported by Oracle, it is not being enhanced. Therefore, even though it had been adequate for Seedway’s needs in the past, these new requirements were driving the company to either upgrade its ERP software or replace it.

Whatever Seedway would decide about their ERP system, they were facing another issue with their hardware situation. Due to company growth, as well as personnel changes, the ERP equipment needed to be moved from Hall, NY to Elizabethtown,

PA.

Not only was the location of the data center problematic, but the hardware itself would have to be replaced. Seedway’s World software was running on an older AS/400 model that IBM no longer supported and which could not be upgraded. If Seedway upgraded or moved to a new ERP software, new hardware would be required.

Along with Seedway’s need for a new ERP system and IT infrastructure, they also lacked an adequate disaster recovery system. When the IT Manager was asked how long it would take Seedway to recover from a complete loss of their data center, he said it would take months, if they recovered at all. Previously, their disaster recovery plan amounted to the CFO bringing backup tapes to his home. But Seedway’s continuing growth and dependence on the system demanded a real-time solution. GROWMARK also required Seedway to have a better DR plan in place.

Finally, Seedway had to address all of these challenges on a fairly tight budget. Their parent company would be monitoring Seedway’s IT project carefully. GROWMARK already had an ERP system, and although they let Seedway choose their own, the solution would have to be less expensive than running on GROWMARK’s homegrown system.

## The Solution

Seedway’s options for a new ERP system were clear.

- 1) An industry specific package for the seed industry
- 2) Utilize the parent company’s system (homegrown code)

## Why did Seedway select EnterpriseOne?

*“All around best fit for our business... with the functionality for today and the flexibility for the future.”*

-IT Manager, Seedway



\*Double-Take® Software offers affordable workload optimization products that are simple to use and enable you to move workloads for migration, continuously backup and recover data and applications, ensure workload availability, or easily manage desktop and server workloads in physical and virtual environments, regardless of platform or location.

### 3) Migrate to EnterpriseOne 8.12

With the help of Corning Data Services® (CDS), Seedway migrated to JD Edwards EnterpriseOne 8.12. They had considered upgrading to World A9.1, but EnterpriseOne offered better options for them, including platform choice and end-user tools. EnterpriseOne gave end-users a smaller learning curve, with training and documentation tools available. Release 8.12 also gave end-users better access to data with enhanced import/export, and more functional reporting. Other solutions either lacked functionality, or were not fully integrated and would require substantial modification.

Migrating to EnterpriseOne created the opportunity to move from the AS/400 to the Windows platform with the Oracle Database. CDS helped Seedway migrate to Intel servers because they are less expensive upfront. They are also more affordable to maintain, since Windows skills are more common among IT professionals. The opportunity to spend less now and create savings long-term was a “win-win” for a company rebuilding its IT infrastructure, while watching its budget.

The cost savings from the platform switch allowed Seedway to invest in other improvements, such as a disaster recovery system. CDS helped Seedway deal with their DR needs in two steps.

First, Seedway and CDS addressed the obvious risks involved with having their entire data center under one roof. The majority of the data center, previously located at Seedway headquarters in Hall, NY, was moved to the Pennsylvania office where the IT staff was located. Replication servers were then set up in Hall, helping to decentralize their infrastructure and protect their data in two separate locations.

Next, CDS introduced DR software by Double-Take\*. The software provided Seedway with a real-time backup solution that met the requirements of Seedway’s parent company.

Seedway’s final challenge, staying on budget, was addressed in several ways. First, CDS helped Seedway by leveraging enhancements in EnterpriseOne to eliminate certain modifications. Limited modifications meant limited consulting costs. Second, Seedway used the JD Edwards User Productivity Kit (UPK) to document processes and train end-users. This helped to make training more efficient and reduce time spent with instructors. Third, CDS helped Seedway to stay on budget through the use of its project management tools.

CDS provided Seedway with a web-based 24x7 customer workspace that empowered the company to monitor the project in a self-service mode. The workspace reports gave Seedway visibility to the project plan, resource scheduling, status reports, and budget versus actual tracking. Seedway was also able to track its costs through CDS’s Self-Service Financial Portal. If any billing questions arose or if a phase of the project was taking longer than expected, Seedway would have the ability to escalate the issue and address the problem or question before it compromised the project timetable or budget.

### The Results

Seedway’s overhaul of their IT infrastructure, including their JD Edwards migration, their migration to the Windows/Oracle platform, and the relocation of their data center, was a major under-taking for the company. But its greatest accomplishment was to keep the project on time and on budget.

*“Corning Data Services® is a group of very talented, experienced, and skilled professionals that truly become part of your team!”*  
-IT Manager, Seedway

Corning Data Services delivers total software and hardware solutions with a fundamentally superior implementation philosophy. Our proven approach empowers our customers to leverage their new technology sooner and more effectively, giving them more control over their system and driving down the cost of implementation.

Corning Data Services is a certified reseller of Oracle's JD Edwards software with 29 years of experience in ERP software sales and implementation services. Corning Data Services has performed over 200 JD Edwards implementations since 1993.

For more information on Corning Data Services, Inc., or our implementation and training services, call 1-800-455-5996 or email us at [info@corningdata.com](mailto:info@corningdata.com).

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Seedway chose to expand their requirements during the course of the project, which did impact the final project cost. Despite the expanded scope, the final project cost was within 6% over the original budget, which was considered a minimal overrun for the modified scope.

The scope change, however, did not affect their timetable. Seedway's EnterpriseOne go-live was originally scheduled for Sept. 1, 2008, and then rescheduled for Sept. 21. For business reasons, they preferred to go live in the middle of the month.

Seedway was able to complete their project on time and on budget mainly because they played an active role in managing it. CDS empowered Seedway to own the project by keeping them involved and giving them the training and project management tools necessary to control costs and consulting time. As a result, Seedway has both an ERP system and an IT infrastructure that meet their needs, and the skills to manage them going forward.

### Cost-Justifying an EnterpriseOne Upgrade

How do you cost-justify an upgrade from JD Edwards World to EnterpriseOne? Start with a simple cost-benefit analysis. Here are some costs to consider.

- **Hardware Costs** – How much will it cost to upgrade your hardware?
- **Software Costs** – Do you have to purchase the EnterpriseOne software?
- **Consulting Costs** – Technical and application consulting costs may depend largely on your team's willingness and ability to learn and own the upgrade project.
- **Development Costs** – Do you have a lot of custom code? Carrying those modifications over to a new release may require some retrofitting.
- **Internal Costs** – How much productivity will you lose while your users are being trained to use the new software?

How should you expect to benefit from an EnterpriseOne upgrade?

- **New Functionality** – Review the upgrade value proposition. New application functionality will include process improvements that will reduce your costs. It may even eliminate your need for certain third-party software.
- **Better Usability** – Many of the core EnterpriseOne applications have vastly improved usability. They are efficient, intuitive, and user-friendly.
- **Better Performance** – User productivity improvements may speed up certain business processes, saving your company money. Sales Order Entry, for instance, is 31% faster. Shipment confirmation, 53% faster.
- **Tools 8.97** – The JD Edwards toolset with EnterpriseOne makes modifications and report writing easier.

Need help attaching some numbers to these considerations? Call Corning Data Services for a free consultation. 1-800-455-5996