



Whirlwind Steel Buildings, Inc.
Houston, TX
www.whirlwindsteel.com

Industry:

Industrial Manufacturing

Annual Revenue:

US\$170 million

Employees:

350

Oracle Products & Services:

Oracle Financials
Oracle Projects
Oracle Order Management
Oracle Manufacturing
Oracle On Demand

Oracle Partner:

SmartDog Services, LLC
www.smartdogservices.com

“Oracle Projects has dramatically improved the efficiency, control, and profitability of our complex engineer-to-order metal building projects. We experienced tangible financial results within three months of go-live.” – Ty Sturdivant, Chief Information Officer, Whirlwind Steel Buildings, Inc.

Whirlwind Steel Buildings, Inc. Keeps Projects on Track and on Budget with Improved Cost Visibility

Whirlwind Steel Buildings, Inc. is a manufacturer of pre-engineered metal buildings and metal building components for the architectural, commercial, industrial, agricultural, residential, municipal, and self-storage markets. The company operates four manufacturing facilities in Texas, Georgia, Oklahoma, and Minnesota.

Challenges

- Accelerate revenue recognition in the company’s three lines of custom building business, while continuing to recognize revenue at shipment for the components line of business
- Track all labor costs incurred against a project
- Reduce financing and other costs through more accurate accounting procedures

Solution

- Worked with Oracle Partner SmartDog Services, LLC to implement Oracle E-Business Suite applications for financial management, projects, order management, and manufacturing in just over three months—on time and below budget
- Created project templates to provide the flexibility to support the unique needs of 80 users and each line of business
- Enabled tracking of all costs for more than 1,000 projects each year and to identify any projects in danger of going over budget
- Tracked contract labor costs more effectively by allocating a standard project/task number for engineering/contract labor, so that upon return by the contractor, the system automatically accounts for the cost
- Achieved better accounting and tracking of freight costs—for more than 75,000 metric tons shipped each year—with a project and task number and automatic data transfers from Oracle Financials to Oracle Projects
- Improved efficiency by automatically populating project and task numbers in complex orders—many with 500 to 600 lines
- Accelerated revenue recognition in the custom solutions lines of business, rather than waiting for products to ship
- Maintained adherence to construction generally accepted accounting principles, which vary from conventional requirements, while enabling Whirlwind to obtain credit at competitive rates to maintain and grow its position in the marketplace