



Westcon Group, Inc., is a global channel provider of networking technology. Through its divisions, Westcon, Comstor and Voda One, the company offers products and services for convergence technology, remote access, Internet and e-business, virtual private networks, videoconferencing, wireless connectivity and network security initiatives.



C Case Study: Westcon Group, Inc.

Business Challenge

Westcon Group's global distribution business demanded a robust Enterprise Resource Planning (ERP) system to support its financial and distribution applications including purchasing, inventory management, order processing and shipping. The daily dependence on such applications meant that the company needed a solution quickly. Westcon also needed improved software functionality with reduced maintenance requirements, improved customer service and marketing and Web-enabled application functionality.

Westcon acquired more than six companies since 1998, and Hitachi Consulting supported Westcon with the continued rollout of PeopleSoft Enterprise One (formerly J.D. Edwards OneWorld), helping standardize Westcon's business processes and practices across multiple entities.

The Solution

Through a focused and rapid implementation of the PeopleSoft EnterpriseOne platform, Hitachi Consulting assisted Westcon in meeting their strategic business objectives. Hitachi Consulting led Westcon through the process with strategic, functional and technical guidance and a transfer of ERP knowledge.

The worldwide project included divisions in the U.S., Canada, Germany and Australia. The initial Financials rollout was performed in only six and a half weeks. In addition to the rapid hardware and software installation, the Hitachi Consulting team provided the necessary training, CNC and database configuration, software modeling using standalone and configured environments and user training with a train-the-trainer approach.

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As the company grew through acquisitions, Westcon worked with Hitachi Consulting to rapidly deploy each of the following solutions:

- Westcon USA Sales & Distribution
- Westcon Canada Financials, Sales & Distribution
- Westcon UK Financials, Sales & Distribution
- VodaOne Financials, Sales & Distribution
- Comstor-Germany Financials, Sales & Distribution
- Comstor-USA Financials, Sales & Distribution
- LanSystems-Australia Financials, Sales & Distribution
- Marketing Purchasing and Distribution
- Job Costing
- Advanced Pricing
- Work Order Processing
- Localization (GST/VAT) Processing

Hitachi Consulting assisted Westcon in migrating to version B73.3.3 (XE) and launching XE to all of its worldwide locations. Hitachi Consulting implemented order status and sales reporting, developed the worldwide infrastructure and programmed the connectivity between Westcon's Web site and their PeopleSoft back office.

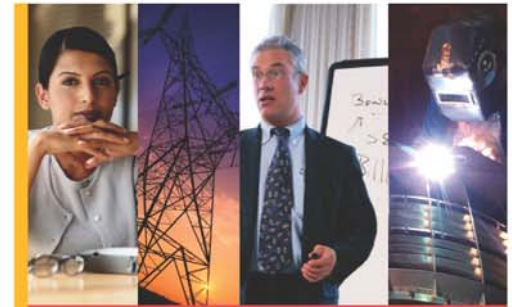
Hitachi Consulting also provided report writing/customization, chart of accounts fine-tuning, budgeting, foreign currency, consolidations and form modifications to address data entry and navigation.

Business Benefits

As a result of the rapid PeopleSoft EnterpriseOne implementation, Westcon has better information access, a faster financial close, automated payments, customer collection assistance and online PO approvals.

The company also benefits from an order entry system with inventory availability and pricing, unique order process flows and automated purchasing recommendations. In addition, the shipping, billing, insurance and tracking number systems are now all integrated.

Hitachi Consulting continues to assist Westcon in the deployment of PeopleSoft applications, process design refinements, user training and provides ongoing strategic and application guidance as business needs evolve.



About Hitachi Consulting

As Hitachi, Ltd.'s (NYSE: HIT) global consulting company, Hitachi Consulting is a recognized leader in delivering proven business and IT solutions to Global 2000 companies across many industries.

We leverage decades of business process, vertical industry, and leading-edge technology experience to understand each company's unique business needs.

From business strategy development through application deployment, our consultants are committed to helping clients quickly realize measurable business value and achieve sustainable ROI.

Hitachi Consulting's client base includes nearly 30 percent of the Fortune 100 as well as many leading mid-market companies. We offer a client-focused, collaborative approach and transfer knowledge to our clients throughout each engagement. For more information, call 877-664-0010 or visit www.hitachiconsulting.com

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