



Case Study: School Specialty, Inc.

Business Challenge

School Specialty is an education company that provides innovative and proprietary products, programs, and services to help educators engage and inspire students of all ages and abilities.

School Specialty designs, develops, and distributes the latest and very best curriculum, supplemental learning resources, and classroom basics to PreK-12 educators. They reach beyond the scope of textbooks to help teachers, guidance counselors, and school administrators ensure that every student reaches his or her full potential.

Recent success and growth led School Specialty to conclude they needed a stable, scalable ERP system that would grow with them. They decided to implement Oracle's EBS Software and hired Hitachi Consulting to manage the project. Due to School Specialty's business requirements and reporting needs, it became apparent that the software would need extensive customizations plus development of a large body of custom reports in order for School Specialty to go live.

Hitachi Consulting can quickly scale a project team to meet client requirements by supplementing our deep industry, business, and strategy skills with additional technical resources from the Hitachi Consulting Global Resource Center (GSC) to quickly form an effective, integrated team.

The Solution

School Specialty selected Hitachi Consulting to perform the Oracle implementation, and to provide managers and consultants for the project management office (PMO), functional, and team lead roles. To ensure completion of the numerous customizations and reports in time for the planned go-live, the project team requested additional technical and development assistance from the Hitachi GSC.

Through the GSC, which is jointly managed by Hitachi Consulting and Hitachi, Ltd Japan, Hitachi Consulting has access to thousands of highly-trained, low-cost consultants and project managers worldwide. These resources have expertise across the entire spectrum of ERP and application development platforms, including the Oracle E-Business Suite.

The GSC quickly provided a team of six Oracle programmers and two functional consultants—working in an offshore capacity—to compress the timeline for the development of the application customizations and custom reports and meet the planned go-live date. A U.S.-based manager from Hitachi Consulting served as the gateway manager for the onsite team, controlling the flow of work units to the offshore team, and checking their work upon completion.

School Specialty provides innovative products, programs and services to help educators inspire students. The company's success led to the need for a scalable ERP system that would support future growth.

Hitachi Consulting created a project team to implement the Oracle EBS suite that included eight team members from the Hitachi Global Solutions Center (GSC). The GSC personnel worked on numerous customizations and reports.



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Business Benefits

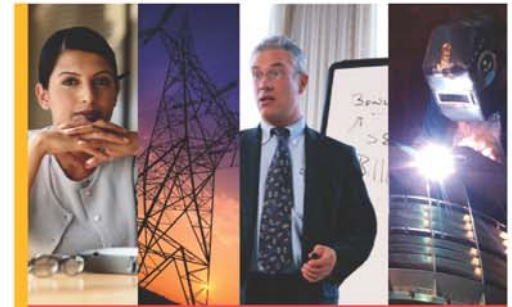
By working with Hitachi Consulting and the Hitachi Consulting Global Solutions Center, School Specialty was able to scale a project team to implement Oracle E-Business Suite with extensive customizations and numerous custom reports while keeping the project on time and on budget.

As a result, School Specialty was able to:

- Augment its development team with highly skilled and dedicated resources
- Achieve numerous customizations critical to go-live in a short period of time
- Obtain high quality deliverables from the offshore team
- Quickly customize the core Oracle E-Business Suite processes like Sourcing and Invoicing
- Save significant costs through the use of offshore resources to perform the customization and report development work

“The Hitachi Consulting Global Solutions Center (GSC) team has provided tremendous value to the School Specialty, Inc. development team. The excellent skills and the fast ramp up of the GSC team allowed us to deliver critical requirements in a tight timeframe resulting in a successful Phase 1 implementation.”

**—Kristi Vicchiollo
Development Manager
School Specialty, Inc.**



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

Hitachi Consulting - Inspiring your next success®.

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