

Case Study:  
**R<sup>2</sup>I EXPRESS/ENTERPRISE SOLUTIONS**

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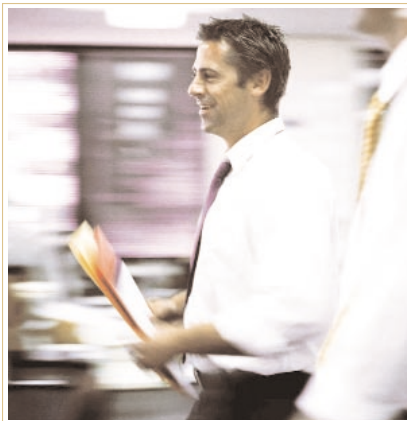
# R<sup>2</sup>I EXPRESS: RAPID DEPLOYMENT AND BENEFITS

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## TONI & GUY USA

Toni & Guy USA, based in Carrollton, Texas, provides hair-care services in 250 salons around the world. TIGI Linea® Inc., a division of Toni & Guy, manufactures and distributes high-end hair-care and cosmetic products. Additionally, they have educational centers in Dallas, Dublin, Glasgow, London, Long Beach, Manchester, Milan, New York, Singapore, Stuttgart, Sydney, and Tokyo. To accommodate rapid growth and optimize its business systems, Toni & Guy leadership asked BearingPoint to help implement Oracle® Applications eBusiness Suite to replace its existing fragmented systems.

Toni & Guy used a basic tracking system that ran several nonintegrated systems, including a financial inventory system and separate general ledger systems for the manufacturing and salon lines of business. These systems offered limited features and did not support the increasing numbers of



users. To combat these challenges and enhance functionality, BearingPoint helped Toni & Guy achieve the following project objectives:

- Implement optimized business processes by integrating Oracle Applications modules

- Create minimal disruption on the current business environment in terms of time, cost, and risk
- Implement a back-office inventory system to help with rapid growth
- Integrate Oracle applications with the SalonBiz® Point of Sale System (an intelligent cash register connected to back-office systems)

The company faced a multiphased, global manufacturing process that strained its existing infrastructure. For example, empty containers (bottles, tubes, or jars) might be purchased from one manufacturer and shipped to another to be filled with a selected hair-care product. After the containers were filled, they were transported to another site for labeling and packaging, eventually arriving at the company's main warehouse in Dallas. This complex manufacturing system required an



integrated, scalable enterprise resource planning (ERP) system.

Specifically, executive leadership sought an eBusiness Suite that included an integrated manufacturing resource planning (MRP) system capable of matching the changing needs of product lines complicated by more components per product and by multilevel bills of materials in the manufacturing process. Completed in less than five months, our industry-focused team applied its **R<sup>2</sup>i** Rapid Return on Investment<sup>SM</sup> and **R<sup>2</sup>i** Express methodology to the implementation and upgrade. Specifically, we used our **R<sup>2</sup>i** Express offering, which expands on the BearingPoint **R<sup>2</sup>i** toolkit, to provide a prepackaged enterprise application implementation approach. This approach helps to shorten implementation cycles, reduce cost, enable scalability to support future growth, and decrease the risk associated with the deployment of enterprise applications.

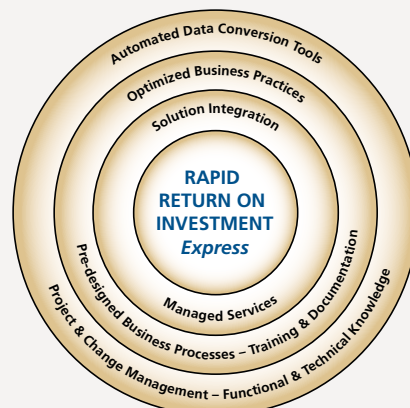
### **R<sup>2</sup>i** EXPRESS: ENABLING RAPID, COST-EFFECTIVE IMPLEMENTATIONS WITH MINIMAL RISK

Using this rapid and cost-effective solution, our teams can help your organization upgrade back-office systems and streamline information technology resources, enabling you to focus on your core competencies. Our **R<sup>2</sup>i** Express solution enables middle-market enterprises to implement manufacturing, financial, and distribution applications in short time frames.

In addition, our **R<sup>2</sup>i** Express solution is one of the first preconfigured solutions designed to help midsize companies achieve rapid, cost-effective implementations at minimal risk. **R<sup>2</sup>i** Express offers:

- Cost-reduction opportunities
- An opportunity to create consistency across the enterprise
- Information access
- Scalability to support future growth
- Ability to respond to the changing business environment

Additionally, we designed and implemented interfaces between SalonBiz and Oracle GL, which uploads revenue transactions daily, and Order Entry, which uploads replenishment orders from the salons to the corporate offices.



## LEVERAGING THE SUN MICROSYSTEMS ALLIANCE

Toni & Guy also asked our team to implement a Sun Microsystems® operating system and platform. BearingPoint recommended the robust Sun 450 for its scalability and efficiency. Our strategic alliance with Sun, coupled with extensive implementation experience and technical skills, allowed for a rapid deployment of the Sun product. Since the original implementation, Toni & Guy has purchased additional Sun Microsystems hardware to enable its expansion into additional international markets.

## FOCUS ON ACCELERATED RESULTS

Had this been a conventional implementation, it would have doubled the time and cost of the project. With **RI** Express, Toni & Guy has been able to quickly take advantage of Oracle, gaining an infrastructure backbone and new structure around its formerly nonintegrated information technology and business organizations. This fully integrated system will easily handle surges in growth over the next 5 to 10 years, with upgrades as warranted. In addition, Toni & Guy has realized numerous benefits, including:

“[BearingPoint] and Sun helped us expand our infrastructure, integrate our back-office functions, and support distribution and inventory management. By choosing these best-in-class technology partners, we were able to implement a solution quickly, rather than being locked in to a long and costly evaluation and implementation process. We are confident the resulting solution will scale with our growth and won’t break the bank in the process.”

—WADE PEDDY  
Chief Technology Officer,  
Toni & Guy International

- An accelerated eBusiness Suite implementation with minimal risk
- Enhanced functionality with Oracle modules
- Greater scalability with robust Sun hardware
- Reduced shipment process lead-time while improving process quality, inventory accuracy, and real-time transaction processing with a mobile supply chain
- Greater visibility across the fulfillment process and improved customer service with Oracle 11i’s Order Management product

## BUSINESS AND SYSTEMS ALIGNED. BUSINESS EMPOWERED.

BearingPoint provides business consulting and systems integration to Global 2000 and government organizations. Our approximately 16,000 professionals in 39 countries leverage extensive industry and technology domain experience and flexible tools and methodologies to successfully deliver on time and on budget. We get the job done for our clients because we do whatever it takes to deliver on our promises with speed and purpose.

As our name implies, at BearingPoint we help our clients set the direction to reach their goals. As business systems integrators, we align our clients’ business processes and information systems to enable them to access the right information at the right time, empowering them to achieve their desired business results and create enterprise value. To learn more about BearingPoint, please contact us at 1-866-BRNGPNT (1-703-747-6748 from outside the U.S. and Canada) or visit our Web site at [www.bearingpoint.com](http://www.bearingpoint.com).



Business and Systems Aligned. Business Empowered.™

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