

» Greif®, Inc.

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## ► consolidate, standardize and simplify your IT solutions.

### Business Issues

Greif, Inc. had an information technology (IT) infrastructure that consisted of disparate systems resulting from several strategic acquisitions. With 175 operating locations worldwide, the company needed to consolidate its systems in order to unlock the value of its acquisitions and offset the adverse impact of rapidly increasing materials costs.

Greif launched initiatives to consolidate, standardize and simplify its IT infrastructure that were an integral part of a corporate-wide transformation strategy intended to maintain the company's position as the low-cost producer of packaging products and services. To address its IT consolidation needs, Greif chose to standardize its worldwide operations on core enterprise resource planning (ERP) and extended solutions from SSA Global.

### The Company

Greif, Inc., a world leader in industrial packaging products and services, produces a full line of packaging containers such as steel and plastic drums and paper packaging materials, in addition to a wide range of related services. The company also owns more than 300,000 acres of timberland in the U.S. and Canada from which it supplies the pulpwood, saw timber and chip/saw wood industries.

Founded in 1877, Greif is based in Delaware, Ohio and has 175 locations in more than 40 countries.

company -----	Greif, Inc.
solution -----	SSA® Enterprise Resource Planning
products -----	SSA Baan™, SSA BPCS®
platform -----	IBM eServer™ i5 570
database -----	DB2®, Oracle®
industry -----	General Manufacturing
customer revenue -----	USD \$2.25B
employees -----	9,800
country -----	USA

### What's Critical

Because of its acquisitions, Greif had more than seven different ERP systems at its 175 locations and a wide range of capabilities. “We had a handful of legacy systems from previous acquisitions which simply didn't have the functionality and hadn't kept up with the requirements to meet our current and future business needs,” says Ken Andre, vice president and CIO, Greif, Inc. “There were significant costs and time delays in keeping multiple ERP systems up to date.”

In addition, Greif was getting pressure from the outside to achieve greater efficiency. “We also face a market of rapidly increasing raw material prices and so we were looking for year-over-year real cost productivity improvements to maintain our position as the low-cost producer in the industry,” Andre explains.

Greif was looking for solutions that would make it possible to consolidate, standardize and simplify its IT infrastructure by reducing the number of different ERP systems in its operations. The company also needed a solid IT foundation on which to introduce new extended solutions in lean manufacturing, supply chain management, customer relationship management and eBusiness.

### Finding the Right Solution

Greif had been a long-standing customer of SSA Global and had both the SSA Baan and SSA BPCS systems installed at its locations. To leverage this situation, the company embarked on a strategy to consolidate many of its country data centers into three regional data centers, (Americas, EMEA & APAC). “Over the past few years, we've migrated 16 of our acquired plants onto our SSA ERP environment in North America and now we have over 50 plants running on one instance of SSA ERP,” Andre continues. “This has significantly reduced the complexity of our IT operations and created a leaner infrastructure to make us a more agile company.”

As part of its long-term IT strategy, Greif sought the help of an independent consultant to evaluate the state of the company's IT infrastructure and make recommendations for the future. Based on this independent evaluation, Greif determined that the SSA Global extended portfolio of solutions was the right fit for their business.

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SSA Global's commitment to converge and modernize its ERP platforms will help Greif maintain its migration paths and allow for low-cost upgrades.”

— KEN ANDRE, VICE PRESIDENT & CIO, GREIF, INC.

## ► leverage your IT investment with SSA ERP extension solutions.

“We're benefiting from the out-of-the-box integration between SSA Baan and SSA BPCS,” says Andre, noting that the easy integration of the SSA Extended Solutions will be very helpful as the company introduces new e-business functionality and customer support solutions.

### Implementing Fast

Greif is leveraging SSA Global's strategic alliance with IBM by consolidating multiple SSA ERP systems on a single IBM eServer i5 570 running both i5/OS™ and AIX®. This has created greater cost savings and faster SSA ERP deployment by consolidating its data centers more quickly.

Integral to the success of its IT consolidation strategy has been the capabilities of SSA Global, and the IBM POWER5™ micro partitioning and multiple operating systems support capabilities that allowed the consolidation. “We have a very committed team supporting us around the world,” Andre explains. “SSA Global has supported Greif's business transformation process very well over the last couple of years and has really earned our respect and trust.”

“SSA Global is a real business partner who takes the time to understand our needs, where our industry is going, and through their strategic partnership with IBM, where our IT will be going for the longterm.”

### Making it Pay

Greif has achieved significant financial benefit from its IT consolidation initiatives. According to Greif chief financial officer, Don Huml, “The IT consolidation made possible by the SSA Global solutions and IBM on demand infrastructure has saved Greif more than \$1 million dollars a year in IT costs and has also led to a broad range of other business benefits.” For example, in Greif's North American data center, 17 servers have been consolidated to a single IBM eServer i5 system. The flexibility of IBM's system allows disparate systems to share resources through its unique virtualization engine technology.

“We believe the biggest benefits of SSA Global solutions are the low total cost of ownership and the high level of functionality to meet our business transformation goals,” says Huml. He further notes that the new infrastructure has also enabled Greif management to more easily roll up information for better decision making.

### Forward Faster™ - Into the Future

“SSA Global's commitment to converge and modernize its ERP platforms will help Greif maintain its migration paths and allow for low-cost upgrades,” continues Andre. “Our plans are to move toward further consolidation.”

“Over time, we will be upgrading our ERP systems to the latest versions, SSA ERP<sub>LN</sub> for SSA Baan and SSA ERP<sub>LX</sub> for SSA BPCS, as well as adding functionality from SSA Extended Solutions. Greif has plans to leverage its investment in SSA ERP by implementing a number of products from the SSA Supply Chain Management, SSA Customer Relationship Management and SSA eBusiness solution areas.”

“In SSA ERP, we see a lot of good new base functionality that will really take our IT infrastructure to the next level,” concludes Andre. “When we consider the strength of the SSA Global product line, the company's strategy and the SSA Global team, it is easy for us to say that SSA Global has earned the right to have us as a customer for life.”

### about SSA Global

SSA Global is a leading provider of extended ERP solutions for manufacturing, distribution, retail, services and public organizations worldwide. In addition to core ERP applications, SSA Global offers a full range of integrated extension solutions including corporate performance management, customer relationship management, product lifecycle management, supply chain management and supplier relationship management. Headquartered in Chicago, SSA Global has 63 locations worldwide and its product offerings are used by approximately 13,000 active customers in over 90 countries. For additional information, visit the SSA Global web site at [www.ssaglobal.com](http://www.ssaglobal.com).



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