

# Overcoming Acquisition Difficulties

## Manufacturer Responds to Integration Ultimatum with Adeptia

### CHALLENGE »

A manufacturing firm had to separate their systems from their parent company's infrastructure and assume responsibility for all integrations and data connectivity within a set timeframe.

### SOLUTION »

Adeptia offered the opportunity for swift, seamless integration migrations with a convenient "configure, no code" approach.

### BENEFITS »

Adeptia enabled the firm to:

- Complete the system separation months ahead of schedule, avoiding costly penalties
- Empower their business users to manage and maintain data connectivity and application integrations
- Migrate integrations with no downtime for partners, vendors, and customers

Acquisitions are never simple matters, particularly when it comes to merging the technology of the various companies involved. A world-class manufacturer of refrigeration systems found that out, both when they acquired other firms and when they themselves were subsequently acquired.

The manufacturing firm had grown through acquisitions and mergers over the years and, as a result, had multiple ERP systems in place, such as Bond, Oracle, and MAPICS. These ERP systems handled parts information, processed orders, managed shipping and manufacturing, etc. This complicated situation required intensive IT efforts to keep data flowing between the various ERP systems and the firm's vendors and clients, all of whom used different file formats to transmit information. The firm's parent company provided the infrastructure and IT support necessary to maintain the systems integrations.

But problems escalated exponentially when the manufacturer was bought from the parent company. The manufacturer was given an ultimatum that they had to separate their systems from the parent company's infrastructure within a certain timeframe, and assume responsibility for all integrations and data connectivity. Failure to complete the separation by the set deadline would carry a price tag in the millions.

The difficulty lay in the fact that the parent company used Software AG's webMethods as an integration tool, which requires high technical expertise to develop and maintain. The manufacturing firm didn't have the IT resources necessary to use webMethods. A new solution was needed, and the months were slipping by. The deadline for separation was looming.

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**"The manufacturer was given an ultimatum: they had to separate their systems by a certain date or pay a heavy price."**

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“Business users manage integrations with a ‘configure, no code’ approach.”

## CASE STUDY:

# OVERCOMING ACQUISITION DIFFICULTIES

## Moving from IT Expert to Business User

The manufacturing firm knew what they wanted: a non-technical integration solution that could be managed and maintained by business users, rather than relying solely on IT personnel. They found that solution in Adeptia’s comprehensive Enterprise Service Bus (ESB) designed to integrate any application with any data at any location.

Adeptia employs a “configure, no code” approach, which means that business users can easily configure connections and solutions by using convenient wizards. IT executes the initial setup and provides appropriate governance and control, but is not called upon to perform daily integration and management activities.

By eliminating the need for custom coding, Adeptia solutions can be implemented rapidly. Adeptia worked with the manufacturing firm to assess their current landscape, e.g., How many integrations existed? What type of integrations

were involved? Was the data flow for each inbound or outbound? Adeptia then established an appropriate architecture to support the firm’s business and technical objectives, including migrating the existing integrations and facilitating the addition of new integrations.

## Swift and Seamless Integrations

Implementing the integrations was swift. Within approximately six months, all the migrations had been completed, the manufacturing firm was completely separated from the parent company and their systems were functioning independently. The timeframe set for the separation had been met with months to spare, a fact made all the more extraordinary because Adeptia had been brought in less than a year before the deadline.

The process also had the benefit of being seamless for all of the manufacturing firm’s partners, vendors, and customers. There was no downtime or system difficulties

associated with the migration that might have impacted the firm in terms of cost or customer satisfaction.

“The timeframe set for the separation was met with months to spare.”

## Acquisition Assurance

The manufacturing firm is now able to leverage a low-maintenance, user-friendly application integration platform for all their partner, vendor, and customer interactions, as well as for their own in-house ERP systems. Data connectivity is assured, and future integrations can be handled with ease by their business users. Whatever acquisitions the future may hold, the manufacturing firm can be confident that their data will continue to flow so that business can prosper.

### About Adeptia Inc.

Adeptia, Inc. is a software company that enables business users to instantly onboard customer data and automate manual processes. Adeptia’s revolutionary social cloud application for digital business connectivity enables businesses to fast-forward revenue, be easier to do business with and reduce operational costs. Adeptia helps Corporate IT manage this capability while retaining control and security.

Adeptia’s unified hybrid offering — with simple data connectivity in the cloud, and optional on-premises enterprise process-based integration — provides a competitive advantage to 450+ users, ranging from Fortune 500 companies to small businesses. Headquartered in Chicago, Illinois, USA and with an office in New Delhi, India, Adeptia provides world-class support to its users around-the-clock.

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