

## Company Overview

Since its founding in 1906, Mizuno has taken special pride and pleasure in being able to take part in the exciting world of sports and in making the entire globe the stage for their activities. The management philosophy: "To contribute to society through the advancement of sports and quality sporting goods" is clearly reflected in their support of numerous worldwide sports events and in their dedication to advancing sports through cutting edge research and technology. Mizuno's product strategy is to develop products with "uniquely Mizuno" features and market products to the "competitive," "health," and "environment" fields. Today, athletes throughout the world rely upon the high quality products that only Mizuno can produce. They produce superior quality equipment for serious performance, through the artful combination of technology and craftsmanship.



## Challenges Faced

Mizuno implemented EnterpriseOne for the primary purpose of coordinating inventory management processes with demand forecasts. Keith Neely, VP IT at Mizuno, stated their goals:

- Improving requisition and purchase order processes
- Handling custom order configuration (50% of orders are custom)
- Increasing order fill rates and handle demands of tough distribution channel
- Reducing inventory obsolescence while increasing availability
- Improving overall business processes and implementing best practices

## The Solution

Implementation of EnterpriseOne began with General Ledger and Accounts Payable. Later in the year Accounts Receivable and Manufacturing Accounting were added along with the complete Distribution module (Sales Order Processing, Inventory Management, Purchase Order Processing and Configuration Management). Keith and his team established metrics for major business processes,

implemented best practices, and then worked with their consulting partners to tie EnterpriseOne to those metrics and best practices.

After roughly two years, Mizuno added Human Resources Management, Advanced Warehousing and Advanced Transportation to their total solution. Finally, they added the Demand Resource Planning and Demand Management modules. During the implementation, Mizuno evaluated all major business processes and improved upon them to achieve optimum results.



## Benefits Realized

Through its partnership with CD Group and Oracle/JD Edwards, Mizuno continues to achieve its goals of increasing customer satisfaction, maintaining optimum inventory levels with minimal obsolescence, tying carrying values to demand planning and improving forecasting. By focusing on metrics, all business processes are improving and adding to the Mizuno bottom line, reflecting that Mizuno means Serious Performance.

## About CD Group

Founded in 1992, CD Group is a nationwide consulting firm and is a leading provider of enterprise software and services for small and medium-sized Manufacturers and Wholesale Distributors. Our employees specialize in linking business strategy and processes with IT capabilities to drive financial improvement.

Phone: 678-268-2000  
email: [info@cdgroup.com](mailto:info@cdgroup.com)  
[www.CDGroup.com](http://www.CDGroup.com)

5550 Triangle Parkway,  
Suite 200  
Norcross GA 30092