



# Campbell Scientific / Rover Data Systems

## Manufacturer of Technical Weather Instrumentation Reduces Inventory Control Costs and Improves Data Collection with Rocket® D3 Database Management System Solution

Campbell Scientific, headquartered in Logan, Utah, is a manufacturer of technical weather instrumentation (data-loggers, data acquisition systems, and measurement and control products) used worldwide in research and industry. Their instrumentation is known for its flexibility; precise measurements; dependability even in harsh, remote environments; and customizable configurations to meet each of their end user's specific needs.

### Situation/Challenge

With a virtually unlimited number of configurable options to their product line and the need to both build and support their unique business process applications, Campbell Scientific set their sights to reduce inventory control costs, improve their data collection efforts to reduce stock shortages, and dramatically improve customer delivery time.

### Solution

To attain their goal, Campbell Scientific hired Rover Data Systems, who runs an ERP solution powered by the Rocket® D3 Database Management System.

The most significant aspect of this customer account was replacing the existing Oracle system, which was not the right fit and was a continuous drain on resources. The solution resulted in converting the Oracle system to Rover Data's Millennium III (M3) ERP solution built on the Rocket® D3 product. "Campbell Scientific had purchased and installed Oracle Financials package over three years ago. They were not happy with the cost of on-going support from Oracle or their inability to make changes to the applications without paying a large amount for a big project, plus they had three full time IT personnel dedicated just to servicing the Oracle database" explained Ron Vogel, Vice President, Rover Data Systems. "We were able to successfully replace the complete Oracle implementation including the Oracle DBMS and Oracle Business and Manufacturing applications with our M3 system."

The customer benefits were tremendous:

- ❖ M3 significantly cut the costs for overhead and support and allowed Campbell Scientific to have an implementation that was customized to meet their specific needs and wants
- ❖ The three IT personnel were trained in M3 and D3 and then became an internal team to support user change requests



- ❖ Campbell Scientific realized a huge boost in performance and user satisfaction
- ❖ This resulted in a huge reduction in support costs and overhead

"Today, the M3 system is working so well that Campbell Scientific has been spending time on ways to expand the system and streamline processes instead of how to get their old Oracle applications to fit their business."

Rover Data's M3 system is an enterprise-wide business solution, which incorporates all of the following business applications: Finance and Accounting, Purchasing, Sales Management, CRM and Order Entry, Production Management, Engineering and Product Configuration, Customer Support, Parts Management, Inventory Control, Shipping, Project Management, Workflow, Field Service, POS and eCommerce.

With the help of Rocket D3's low total cost of ownership, small footprint, scalability to support existing users and future expansion, customizability, and overall fit embedded as part of the M3 application, Campbell Scientific's implementation, training and customization of the M3 product went very smoothly and they are very pleased with the performance and support of their needs.

Overall the solution provided:

- ❖ System improvements in both functionality and scalability
- ❖ Ease of use and customization
- ❖ Reduced maintenance fees by utilizing existing in-house support staff
- ❖ Measurable ROI by reducing business costs, supporting the ability for Campbell Scientific to expand as their business grows, and giving them a distinctive competitive advantage

Based on the Rocket D3's functionality and performance, Rover Data's total M3 application package and solution solved their customer's critical IT issues and requirements. Campbell Scientific has consistently grown its revenues at approximately 10-20% per year.

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