

# CASE STUDY: HUBBELL, INC.

## PARTS MAKER SAYS PARK CITY GROUP HAS ALL THE RIGHT COMPONENTS



Hubbell Incorporated is an international manufacturer of quality electrical and electronic products for a broad range of non-residential and residential construction, industrial and utility applications. With 2007 revenues of \$2.5 billion, Hubbell Incorporated operates manufacturing facilities in the U.S., Canada, Puerto Rico, Mexico, Italy, Switzerland, Brazil, Australia and the United Kingdom, participates in joint ventures in Taiwan and the People's Republic of China, and maintains sales offices in Singapore, Hong Kong, South Korea, the People's Republic of China, Mexico, and the Middle East. The corporate headquarters is located in Orange, CT.

### CLIENT:

"Park City Group not only has superior functionality and the easiest to use GUI we reviewed, but in talking with others in the industry, they are also known for providing exceptional customer service. Everything I have seen and experienced supports this. The service Park City Group has provided for us has been exceptional. They have gone above and beyond anything we ever expected."

-Jim Grimes,  
Vice President of Manufacturing  
Hubbell, Inc.

To find out more about Park City Group solutions, call us at 435-645-2000 or visit us on the web at [www.parkcitygroup.com](http://www.parkcitygroup.com).

### CHALLENGE: PROVIDING BUSINESS SOLUTIONS

Over the years, as Hubbell grew in revenues and launched more and more products, creating accurate inventory forecasts became a bigger and bigger problem. With no real-time data, planners couldn't identify changing trends in time to make adjustments. And because of forecast inaccuracies, inventory levels and operating costs were higher than desired. It needed reliable forecasts based on real-time data, with minimal manual intervention. And as demand changed, Hubbell needed to adjust forecasts and plan accordingly. That's when Hubbell, a leader in business-solution hardware, turned to Park City Group, a leader in business-solution software.



### SOLUTION: DEMAND PLANNING - THE PERFECT FIT

"Hubbell prides itself on being an industry leader. In order to continue to be a leader, we felt it was imperative that our supply chain become more efficient. Throughout our decision process, there were two things we were looking for a system that we could implement now, not a year or two from now, and one that provided us with cutting-edge functionality. Park City Group was the perfect fit," said Jim Grimes, Vice President of Manufacturing at Hubbell, Inc.

### RESULTS: A LONG-TERM FIX

Hubbell launched Park City Group Demand Planning in just a few weeks. According to Hubbell, the training requirements were minimal: Planners were able to use the system immediately. The user interface is intuitive. The availability of real-time data has improved communications among sales, marketing, and operations personnel, who then make necessary adjustments in plenty of time to respond to changes in demand.

Before they knew it, Hubbell service levels and inventory turns were at an all-time high. And inventory levels are down by more than 14%. The system paid for itself in a matter of months. Using Park City Group, Hubbell can drill down into the Demand Planning Reports and get more information than it ever got before – and more than it could have gotten with competitive products.

And the best part is, as Hubbell grows and its requirements change, Park City Group software will grow with them.

