MANUFACTURING

# EATON ACCELERATES PROJECT & REPORT DELIVERY

Eaton wanted a centralized, near-real-time, standardized view of its operational data to help the company run more efficiently and better track, manage, and sell its millions of products.

## Tons of Systems Means Siloed Data, Lack of Efficiency

The big challenge was that Eaton has over eight million products in its catalog and nearly 110 divisions. They wanted a centralized, near-real-time, standardized view of their operational data to see how to better run the business. Because the company couldn't consolidate its data, they couldn't get a clear view of it in order to understand product distribution through their channel partners in a real-time way.

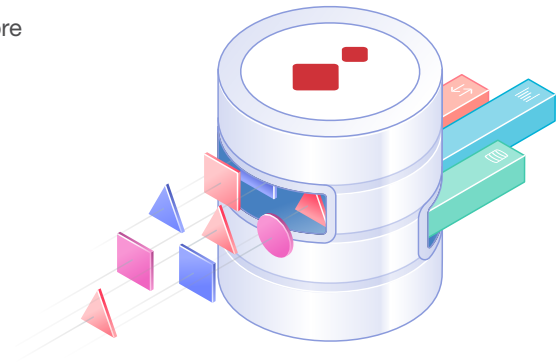
Eaton's first pass at solving this problem was an architecture that they called a "conceptual ERP" — an attempt at one ERP system. But when the team had to make a change to the model, they had to go change all the business logic in the ETL. Figuring out where those changes in the data were made was almost impossible because different groups were doing different things in ETL. The localized data was totally gone, and the model couldn't hold all of the local data that was needed. So business consumers were disappointed because the special fields that came from their ERP system, which helped them run their business and were very important to them, were gone.

> "We absolutely needed this data hub. Having all our data in one hub in a conformed way is very important. Other NoSQL databases don't have the suite of tools that comes with MarkLogic. It's well suited for quicker delivery methods, and the canonical and local data support is a big advantage."
>
> Allen Muller, Manager, Enterprise Information Architecture

MarkLogic

## MarkLogic Data Hub Platform

Eaton's data model was brittle, which they found challenging. It took more than two years to get their sales and orders data into a form where it was working, but then the first people who saw it still couldn't find what they needed.



So the team stepped back, changed course and met with MarkLogic to discuss the Data Hub pattern. They were very cautious, going with a very simple architecture. They didn't build a lot of infrastructure, but wanted to see if MarkLogic could do what they needed it to do.

The Eaton team took hydraulics and aerospace data for invoices, factored in a number of ERP variants and then added 50% to PoC time. They put their finger on the scale against MarkLogic because this was a new endeavor and a small team.

They also factored in the formality of processes that would take place at Eaton to make this "military grade." Even after they did all that, they had a 4.2 to 1 acceleration using MarkLogic. Instead of the project taking two years, it took just six months!

## Flexible Data Model Equals Agility, Customer Satisfaction

The Eaton team appreciated MarkLogic's deployment simplicity. They liked the clustered architecture which helped them avoid buying massive servers. They wanted to go to something they could scale incrementally, horizontally, with smaller commodity servers. With MarkLogic's Data Hub pattern, they could pull data out of tables, put it into MarkLogic and keep track of it as they went, making things a lot simpler.

The Data Hub was able to change the way the team approached its data-management challenges. The flexible data model and the ability to do data model versioning allowed them to work in an agile fashion and release data very quickly, even before the requirements were complete. Most importantly, it was usable data that customers could get at, and their ability to reach the data fields they needed wasn't disrupted.

## MarkLogic Unleashes the Power of Your Data

MarkLogic's Data Hub Platform empowers our manufacturing customers to more quickly achieve a unified, 360 view of their data – at less cost. Find out why leading manufacturing organizations trust MarkLogic to help them deliver innovative products, increase the value of their content, and gain a competitive edge.

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