



Dana Corporation

Spicer Heavy Axle and Brake Division

Dana Corporation Finds Alternative to Legacy Systems in ClearOrbit

Dana Corporation's Spicer Heavy Axle and Brake Division, a leading supplier of large drive and steer axles to major truck manufacturers, recognized the limitations its legacy shipping systems placed on the growth of the company.

As one of the world's largest independent suppliers to vehicle manufacturers and their related aftermarkets, Dana Corporation and its Spicer division needed to improve and modernize its fulfillment processes. "Changes in our systems and processes required us to program new code in our legacy system, which translated into lost time and money," said Ron Wolfarth, manager of materials and customer scheduling, Spicer. In response to these needs, Spicer adopted Oracle Applications as its enterprise system, which allowed the company to avoid the danger of obsolescence inherent in its legacy systems.

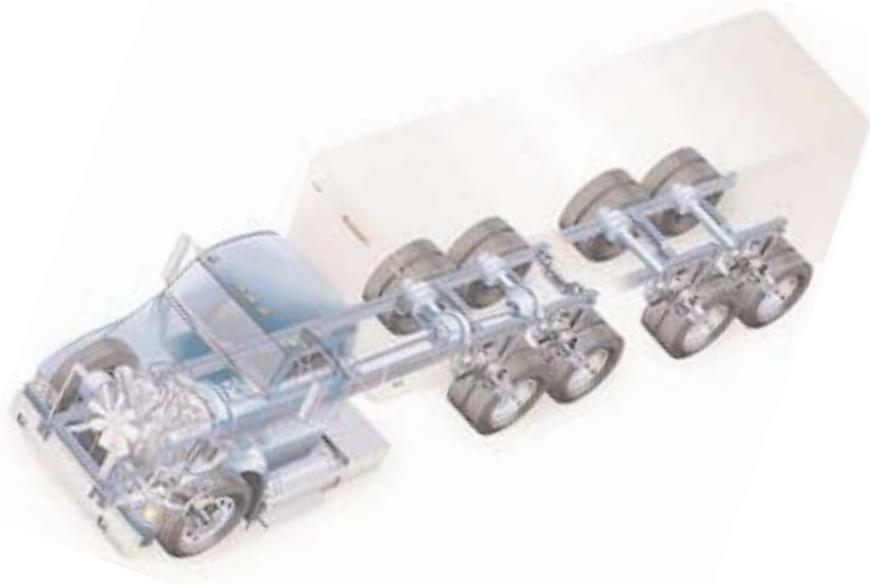
However, the company wanted to expand its new capabilities further, capturing the full potential of its ERP investment. The Spicer division also needed help in optimizing the efficiency of its warehouse environment. Spicer worked with ClearOrbit to develop a solution that enhanced and integrated their new enterprise system, increasing accuracy, productivity, user satisfaction, and ultimately, Spicer's return on its investment.

Unlike other solutions that duplicate functions rather than integrate them, ClearOrbit's solution accesses data where it resides, providing Spicer information with heightened accuracy and eliminating redundant data stores. ClearOrbit streamlined the complexity of their new ERP system and integrated its features to create a Departure Planning Automation solution for Dana's Spicer division. ClearOrbit's solution leveraged the existing logic within Spicer's enterprise applications: with ClearOrbit's software in place, the transactions that drive Spicer's operations are

automatically updated within the enterprise system in real-time — significantly improving Spicer's speed and efficiency and boosting the division's productivity.

"ClearOrbit's integrated approach eliminates the risk of inaccuracies and human error by eliminating the transmission of the error in the first place," said Wolfarth. "The advantages of ClearOrbit's tight integration with our ERP system save us time and resources and increase our effectiveness to a level unattainable without ClearOrbit's help."

As a result of its migration from legacy systems, Spicer now has the advantage of high-quality, ongoing support from ClearOrbit, which provides significant cost savings for Spicer.



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Ron Wolfarth, Manager of Materials and Customer Scheduling, Spicer



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"The folks at ClearOrbit have shown themselves to be very helpful and flexible in their support," said Wolfarth.

"ClearOrbit and its products have helped Spicer achieve significant gains in productivity and we look forward to a continued partnership with them well into the future."

Dana Corporation has implemented ClearOrbit solutions at four of its plants nationwide, significantly leveraging their enterprise investment. Dana now has plans to continue deploying the system throughout the company to ensure continued productivity and measurable returns on their investment.

About Dana Corporation

Dana Corporation is one of the world's largest independent suppliers to vehicle manufacturers and their related aftermarkets. Founded in 1904 and based in Toledo, Ohio, the company operates some 330 major facilities in 32 countries and employs more than 86,000 people. The company reported sales of \$12.5 billion in 1998. For more information on Dana, visit their website at www.dana.com.

The Spicer Heavy Axle and Brake Division, a part of Dana Corporation's Heavy Truck Group, engineers and produces components, modules and systems for the world's on-highway medium and heavy truck manufacturers. The company supplies steer axles, drive axles, trailer and auxiliary axles, brakes and heavy chassis systems.

About ClearOrbit

ClearOrbit extends enterprise value with proven software solutions that allow customers to fully leverage their investment in enterprise applications. ClearOrbit products expand rather than duplicate functionality, eliminating inefficiencies in the

supply chain. Through seamless integration of disparate hardware and software, ClearOrbit applications deliver on the promise of Enterprise Resource Planning (ERP) by addressing functionality issues inherent in most ERP systems. ClearOrbit was founded as BPA SYSTEMS in 1994 and currently serves more than 250 top companies, including Cisco Systems, Texas Instruments and Applied Materials. See how enterprise systems can reach a higher level at www.clearorbit.com.

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