

# Trane Goes Live with CONTROL

The Taicang facility manufacturers unitary and chiller systems, designed for commercial and residential applications worldwide.

Cincom Australia played a major role in the deployment by leading the project and providing technical and functional resources, both onsite and remotely, which was critical to the successful implementation, said Paul Hargreaves, Managing Director of Cincom Australia. We were also involved in the installation and configuration of the software as well as a knowledge transfer to the customers technical team who will support the application.

Leveraging previous experience in working with Chinese companies, our functional consultants assisted Trane with matching its business needs with the application software, and incorporating the corporate requirements for how the software was to be operated, he said.

The installation marks a number of firsts for Cincom:

First live Control:200x site in Asia Pacific;

First Control:200x site with DBCS (double byte character support) for the data;

First Cincom China implementation to use Demand Manager and Kanban to support a lean manufacturer and be completely demand-driven.

Since the opening of Cincom Software Solutions in Shanghai, Cincom China has been providing full product support and implementation for its clients, including Ericsson, Goodrich and COSCO. With a current industrial growth rate of 15 to 20 per cent and a local force dedicated to bringing Cincoms promise of high value, low cost, rapid ROI and low risk combined with global resources, Cincom solutions offer immediate and long-term gains for its Chinese customers.

This deployment signifies the 23rd Trane site where Cincoms CONTROL has been successfully deployed, said Hargreaves. In addition to CONTROL 2003, Taicang has deployed Cincoms Demand-Driven Solutions, which include the Demand Manager and Kanban products.

Robert Fitzgerald, Managing Director of Cincom China, said Cincom has been the corporate standard for Enterprise Management solutions at Trane Corporation for many years, starting our collaboration with the global HVAC leader in 1988.

The implementation of CONTROL in Trane demonstrates the global approach Cincom took for this project as it involved Cincom staff from China, Australia and the US. It shows that it doesnt matter where you are in the world, Cincom offers a truly collaborative, seamless solution.

About Cincom

Cincom is the world's most experienced software company. Now spanning five decades, Cincom provides solutions to help customers simplify complex business processes and transform corporate information into competitive advantage. Our software products include manufacturing control systems, contact centre and customer relationship management systems, databases, document management, sales knowledge systems and e-business solutions. Cincom has a variety of clients in Australia including ASC, Thales, Commonwealth Bank, Westpac, Mills Display and Alcatel and has a track record for on-time, on-budget implementations that result in a faster return on investment.

For more information about Cincom's products and services, visit the Cincom Australia website at [www.cincom.com/au](http://www.cincom.com/au).

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