



# Toro

## Manufacturer of Turf and Landscape Products Trims Implementation Costs by Standardizing Its Data Collection System

### Company Profile—Toro

Headquartered in Bloomington, Minn., The Toro Company has been manufacturing products for the turf and landscape marketplace since the early 1920s, when it mounted five lawn mowers behind a Toro tractor and created the first-ever piece of mechanical golf course maintenance equipment. Since that time, Toro has leveraged a string of acquisitions and new product releases into a thriving \$1 billion business. Today, Toro offers a wide variety of solutions through its five divisions—Home Yard Care, Golf Course Management, Professional Contracting, Grounds and Sports Turf, and Water Management.

### Finding the Right Solution

When Toro implemented its SAP® ERP system in 1995, the company began searching for a data collection application which would enable them to enter time and attendance, labor reporting and payroll data into SAP. Although Toro considered a number of automated data collection (ADC) solutions, the company selected HighJump™

Data Collection Advantage from HighJump Software. According to Toro, HighJump was the obvious choice. “Every one of our facilities operates a little bit differently,” said Jason Haug, network analyst and lead developer on Toro’s ADC projects. “HighJump Data Collection Advantage allowed us to customize data collection for each facility to match the way each one does business.”

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-Jason Haug

In 1996, the initial project scope included only two data collection transactions—employee clock-in and job start—both of which were tied back to SAP. This allowed Toro to better track where the company was spending money within each cost center. Shortly after realizing the benefits of the first two transactions, Toro took the project a step further and began to track actual production hours for automated entry into SAP’s Warehouse Management (WM) and Inventory Management (IM) modules.

Since the early stages of implementation, Toro has continued to enhance HighJump Data Collection Advantage, adding other movement transactions and support for finished goods tracking. In addition, Toro has successfully rolled out the product to 13 different facilities in the last seven years. Haug admits the success of the system is due in large part to HighJump Data Collection





Advantage's adaptable architecture. "With the HighJump personalization tools, all of our facilities can run the exact same version of the software, even though they're using different functionality. This allows us to have specific functionality at each location—and only maintain one set of code."

For Toro, the rollout of HighJump Data Collection Advantage is truly an ongoing process. Over the next two years the company plans to implement shipping and inventory movement transactions in El Paso, Texas, a radio frequency (RF) solution in Juarez, Mexico, and a labor and reporting piece in El Cojon, Calif. Amazingly, in every case Toro will use its internal resources to complete the project. "The HighJump personalization tools have allowed us to save a substantial amount of money over the last seven years," Haug says. "With the HighJump Software technical support phone number and a handful of resources on our end, we've been able to develop this entire system on our own."

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## Results

In addition to cost savings achieved during implementation, Toro has realized substantial benefits from the use of HighJump Data Collection Advantage. At their facility in Lakeville, Minn., for example, the time it takes to get inventory out the door has been cut in half. At the Windom, Minn., plant, HighJump Data Collection Advantage has increased inventory accuracy, streamlined processes and all but eliminated manual part searches. Also in Windom, HighJump Data Collection Advantage has allowed Toro to flawlessly execute on its new contract with nationwide home improvement giant Home Depot. "In the past we would take our finished products and ship them to other facilities before delivering them to the end customer. But with HighJump Data Collection Advantage, we are doing more direct ships, which allows us to handle finished goods inventory once instead of twice—or maybe even three times."

By its progressive nature, Toro will continue to maximize its return on investment for HighJump Data Collection Advantage through the use of new hardware configurations and additional transactions. Haug is presently considering the purchase of Pocket PC-based PDA devices for inventory management and has rolled out HighJump Software's Virtual

Terminal application—allowing supervisors and shipping/receiving personnel to run data collection transactions from their desktop computers. But whatever Toro's future may bring, HighJump Data Collection Advantage from HighJump Software will be an integral part of it—facilitating the development of innovative products.

