



<http://villagecommunities.com>

Industry

- Cross Multiple Industries

Oracle Products & Services

- JD Edwards EnterpriseOne
 - Financials
 - Project Management
 - Homebuilder
- Oracle E-Business Suites

Village Communities, LLC Measures Profitability at Any Level with Terillium and Oracle

For three decades, Village Communities has been building quality ranch, townhome and single family detached condominiums throughout the Central Ohio area. During construction, they use dependable building materials and implement a building process that features a number of checkpoints and inspections to ensure high standards. In today's marketplace, home buyers have numerous options when choosing what type of home to purchase. Village Communities realizes you have a choice; that's why they offer an amazing array of locations, product and price ranges to suit customer's needs. Village Communities delivers new homes with prices ranging from \$110,000 to \$230,000. Village Communities offers a variety of beautiful neighborhood locations and a large selection of floor plans.

Challenges

Village Communities looked at several partners for implementation services and chose Terillium for their solid reputation and years of implementation experience. Not only did Terillium have stellar references from other local homebuilders that included Drees Homes, M/I Homes and Dominion Homes; another key factor was that they are local. They wanted a local long-term partner that they could rely on to be available at any time. So, Terillium solid implementation methodology that has been fine tuned over many years and local experience was right combination for a successful implementations.

Solution

Today, Village Communities can instantly determine profit margins not only down to the house/lot level, but even at the individual upgrade level by item (e.g., upgraded dishwasher). Village Communities has the ability to view profitability by area/community/phase and project future profitability and cash flow. All of these requirements that are handled by the EnterpriseOne solution have removed hours of manual effort in updating spreadsheets and custom databases. Now, all data now is keyed in once and shared throughout the organization for sales, closings, financing, upgrades and various other customer data.

JDE EnterpriseOne has streamlined many of their current business processes, especially in construction, where much of their old processes were all performed manually in spreadsheets. Because of JDE EnterpriseOne improvement Village Communities will be able to move from a "Bid" environment to a "Take-off" environment in construction. This will be a huge improvement for the construction side of the business.

Here's what Village Communities has to say about Terillium

■ Terillium was very effective in helping us set up the Enterprise One system that was best for our business needs. I am very thankful for the support and dedication they provided us during our implementation. We like JD Edwards because can track our costs and now have visibility to upgrade profitability. We have been able to cut our manual processes and became more efficient.

– Nancy Inman, CFO, Village Communities

Oracle Accelerate