



## On the Right Track for Success: Trinity Industries Transports Operations to the Cloud

Trinity Industries began providing industrial products and services to customers more than 85 years ago. Starting as a small butane-tank manufacturer, the railcar lease fleet and manufacturer quickly evolved into a premier provider of railcar products and services in North America under the trade name TrinityRail®.



### ! Business Challenges

As Trinity Industries evolved beyond its manufacturing roots, the company needed a modern, enterprise-level ERP system to support its expansion. The existing legacy tools created inefficiencies and errors, requiring manual workflow to create invoices. Master data was outdated, and time-consuming administrative overhead processes led to delays and security gaps. Trinity Industries required a fully integrated solution that would improve reporting accuracy, automate workstreams, and reduce costs. To support its growth and improve security, the company committed to revolutionizing its financial and operational processes with a scalable, AI-enabled solution.

### 🔗 Approach

Peloton collaborated with Trinity Industries to implement Oracle Cloud ERP and Oracle Intelligent Document Recognition (IDR). With an approach focusing on people, processes, and technology, we leveraged Oracle's native functionality because it enables manual functions to be automated across all workstreams (AP, AR, GL, FA, Projects, etc.). To support Trinity's goal of reducing manual touchpoints throughout various workstreams, Oracle's AI-enabled AP invoice ingestion solution, IDR, was implemented, converting 2 years of Accounts Receivable history.

### ⚙️ Business Impact

By leveraging Peloton's deep Oracle expertise and implementation track record, Trinity Industries successfully transitioned to a standardized, automated financial and manufacturing system designed for scale and cost savings. The new solution introduced seamless integrations and AI enhancements, eliminating old data and improving efficiency. With uniform processes in place, Trinity Industries can now focus on their purpose: "Deliver goods for the good of all."

## Summary

Leveraging Peloton's expertise, Trinity Industries realized impressive, tangible results. They save \$1M annually by eliminating infrastructure application rationalization. Technology refresh requirements are now more efficient, moving from every 2 years to now every 10 years. Trinity has successfully converted more than 800,000 fixed assets and 2 years of transactional history.

