

## Success Story

### **Oracle Apps Implementation for Diversified Indian Group**

**About the Client:** The client has 5 group companies and 7 divisions in Steam Engineering and Control Instrumentation solutions and is in business over more than 50 years. They evaluated various ERP solutions and shortlisted Oracle Applications. As their shortlisted Implementation partner, our mandate was to implement 16 modules of Oracle Applications including all modules of Financials, Manufacturing, Distribution, HRMS and CRM.

#### **Challenges:**

- The team had not implemented certain modules of Oracle Applications as they were just recently launched and there was no live reference site for Oracle in whole of Asia Pacific at that time for these modules.
- The diverse businesses of the client spanned from Process to Discrete Manufacturing and from Projects to Distribution of products. The only modules common to all companies were of Oracle Financials.
- The client expected that the group wide roll outs must complete in a period of 6 calendar months – considering the scope of the pilot followed by 11 roll outs, this was a mammoth task.

#### **Solution:**

- The Pilot was started by a team of Oracle Financials consultants who implemented GL, AP, AR, Fixed Assets across the group which followed a single Chart of Accounts. This ensured that the top management of all group companies could see tangible results for them within a short span of 3 months of starting the project.
- A team of Oracle Manufacturing, Distribution, HRMS consultants carried out Requirements Gathering and Gap Analysis in parallel for all the companies. When the Financials modules were rolled out, the other modules were implemented.
- For new modules, some consultants were trained in Oracle Singapore office who successfully implemented them.
- A large team of Technical Consultants was deployed offsite throughout the project duration to ensure that the development was being carried out and tested.

**Result:** On successful completion of the project, this became the largest reference site for Oracle in the Asia Pacific as no other company had implemented all these modules across a large group until then.