

CLIENT

Fortune 100 Energy Company

INDUSTRY



Professional Services

SOLUTION

Cloud ERP – Procure-To-Pay integrated with Oracle E-Business Suite

ABOUT

A Fortune 100 company providing aviation, marine and land energy, logistics, and technology solutions to customers and suppliers around the world. With a global team of local professionals, they deliver innovative products and services at more than 8,000 global locations.

CHALLENGES

This Fortune 100 energy company is a global enterprise with a large trading partner network. However, they lacked a formal procurement solution with full integration capabilities for trading partners and with compliance controls to govern corporate spend. They also had a highly customized ERP system that required an upgrade. Management also wanted to lower over all costs by reducing expenses on items such as custom development. This led them to a Cloud solution, integrated to on-premise ERP, and a long term roadmap to incorporate SaaS as their main infrastructure.

THE CSS APPROACH

Leveraging the company’s recognition that a SaaS model was the forward-thinking solution they needed, CSS worked with management to implement Oracle’s Cloud Procure-To-Pay solution globally, including 7 sites in the UK, integrated with on-premise Oracle E-Business Suite, and developed a roadmap for them to take their ERP platform entirely to the Cloud down the road. With a project plan led by CSS, the solution replaced manual processed, provided formal procurement controls and leveraged both on-premise and Cloud integration capabilities to deliver Financials, Self-Service Procurement, Sourcing and Contracts; and Supplier Portal.

RESULTS

In the first year, the company saved 2-4% on indirect spend, which equaled \$4 million. In addition, rogue spending has been significantly reduced and there marked improvement in increased visibility into spend backed by real-time data analytics, supplier assessments, and new strategies for high-spend categories and suppliers. This project allows the organization to mitigate risk by implementing components of functionality at the right pace. And Cloud functionality and ease of use allowed for high user adoption.

“Our long term Cloud strategy will no doubt help us reach our growth, communication and revenue objectives. With help from CSS, the company was able to implement an integrated solution and develop a long term SaaS plan that will give us the modern technology we needed.”

Vice President Business Architecture



SaaS upgrade schedule that drives enhanced functionality with upgrades every 6-8 months



Empowers users’ efficiency by using catalogs, favorites and Cloud requisition import features



Provides a modern infrastructure that will grow and flex with this global organization



First year savings of \$4 million and dramatically reduced rogue spending