



ZenSār

Increase In Sales with Oracle SOA

CASE STUDY

Enabled increase in sales and reduced bill processing time with Oracle SOA

Client is a manufacturer of systems and software that combines global positioning technology with wireless communications to provide location and position data and make it actionable.

Highlights

Zensar studied the existing business processes, developed and deployed the integration services on high-available and scalable environment. Zensar enabled seamless integration of dealer, customer and device data from Caterpillar system with Oracle ERP 11i; Oracle ERP 11i with the billing system for running and maintaining billing schedule for customer's GPS devices. Thus, streamlining processes and reducing billing process time.

Company:

GPS, laser manufacturers

Headquarters:

Sunnyvale, CA, USA

Industries:

Hi-Tech manufacturing

Products and Services:

GPS, laser rangefinders, UAVs, and inertial navigations systems

Employees:

More than 8,000

Total Revenue:

\$ 2.4 billion

Business Benefits

- Increased sales by 15%
- Reduced bill processing time by 35%
- 25% increase in transaction accuracy
- Real time consistent information with better decision-making capabilities

Challenges

- Very high billing processing time leading to lost sales and revenue
- Lack of a systemised billing schedule for the products

Top Benefits Achieved

