



Belzona Group
Harrogate, England
www.belzona.com

Industry:

Industrial Manufacturing

Annual Revenue:

Not available

Employees:

200

Oracle Products & Services:

Oracle Financials
Oracle Purchasing
Oracle iProcurement
Oracle Order Management
Oracle Process Manufacturing



Oracle Partner:

Percipient
www.percipient.co.uk

“Percipient’s Oracle expertise and successful track record in the manufacturing sector, combined with their commitment to adding value to our business have made them our preferred long-term technology partner.” – Joel Svendsen, President, Belzona Group



Belzona Underpins Goal to Double Overall Sales in Seven Years with Transparent, Integrated, Global Business Model

Belzona’s comprehensive range of industrial protective coatings and repair composite solutions help businesses in for example, the marine, oil & gas, petrochemicals, and power sectors maximize equipment life, reduce maintenance costs, save energy, and avoid downtime.

Challenges

- Capitalize on business opportunities in the rapidly growing South East Asian market by selling into China and Thailand with the goal of doubling sales in four years
- Improve efficiencies, cut process cycles, and enhance decision making through lean, agile, globally integrated processes

Solution

- Commissioned Oracle Certified Partner Percipient to replace multiple legacy financial, purchasing, order management and manufacturing systems used in the UK and US locations with single platform based on Oracle E-Business Suite applications
- Chose Oracle over SAP for Oracle’s fully Web-based model, and unparalleled scalability, functionality, and configurability
- Selected Percipient for its specialist manufacturing expertise, understanding of the needs of medium-sized businesses, flexible, full-service approach, and strong cultural fit
- Benefited from Percipient’s conference room pilots to prioritize functionality needs and build implementation roadmap
- Leveraged Oracle Financials to gain single, consolidated, up-to-date view of performance for each business unit and region and cut time to generate statutory and management reports
- Cut procurement cycles by enabling managers to approve purchasing requests on line via Oracle iProcurement
- Gained real-time view of every stage of production for each product batch and tightened control over ingredients, recipes, and quality using Oracle Process Manufacturing
- Cut costs and improved customer service using Oracle Process Manufacturing to automate production orders, manage storage and dispatch, and ensure first-in-first-out rotation of stock
- Maximized yield by using Oracle Process Manufacturing to manage variability and optimize production capacity
- Used Oracle Process Manufacturing to automate compliance with regulations for handling, packaging, and shipping different classes of hazardous materials to all customers and countries
- Benefiting from Percipient’s expertise to implement more Oracle modules to meet growing, changing business needs