



**Salt Union Ltd**  
Winsford, England  
[www.saltunion.com](http://www.saltunion.com)

**Industry:**  
Natural Resources

**Annual Revenue:**  
US\$750 million

**Employees:**  
150

**Oracle Products & Services:**

Oracle Financials  
Oracle Purchasing  
Oracle Order Management  
Oracle Enterprise Asset Management  
Oracle Database 10g

**Oracle Partner:**



**Percipient Consulting**  
[www.percipient.co.uk](http://www.percipient.co.uk)

**“Percipient’s understanding of our business and in-depth knowledge of Oracle’s suite of products makes them a key strategic partner as we continue to leverage our investment in Oracle.”** – Nick Newton, IT Manager, Salt Union Ltd



**Infrastructure Modernization and Consolidation Improves Efficiencies and Cuts Costs for Salt Union**

Salt Union owns and operates the UK’s largest and oldest rock salt mine located 150 meters below the Cheshire Plain. The mine has been operational since 1844 and produces over one million tonnes of rock salt each year which is used for highway de-icing.

**Challenges**

- Leverage the enhancements of the latest Oracle technology versions to streamline processes and boost efficiencies
- Gain real-time visibility of data on assets such as mining equipment, crushers, and conveyors and improve reporting
- Simplify compliance with stringent health and safety legislation and codes of practice relating to the mining industry
- Further strategy to consolidate processes on Oracle to benefit from pre-integrated functionality and single look and feel
- Cut hardware costs and maximize performance and availability
- Benefit from the expertise of a technology partner with in-depth Oracle and industry knowledge and a proven track record

**Solution**

- Commissioned Oracle Certified Partner Percipient Consulting to upgrade Oracle Financials, Purchasing, and Order Management to the newest versions to ensure best-practice
- Benefited from two test instances provided by Percipient allowing users to test their business processes on the upgraded instance and identify and resolve any issues before go-live
- Used Percipient to replace existing asset management system with Oracle Enterprise Asset Management to enforce proactive, condition-based maintenance strategies for all equipment and ensure end-to-end process integration with Oracle back office
- Leveraged Percipient’s Oracle expertise and understanding of Salt Union’s business to complete the upgrade, migration, and go-live on time, on budget, and with only 5 days downtime
- Commissioned Percipient to port Oracle applications to a multi-tier environment to improve resilience and scalability
- Used Percipient to effect switch from high-cost proprietary to low-cost commodity hardware and migrate to Red Hat Linux to benefit from higher performance and Oracle support for Linux
- Working with Percipient to analyze the benefits of Oracle’s business intelligence suite to build a management information system with daily dashboards for financial and asset managers