

Achieving Organizational Profitability through a Consistent End-To-End Solution



Background

The client is a leading FMCG client in Oman. The client faced numerous challenges relating to the internal and external processes which impacted the productivity and efficiency of the workforce. There were functional silos created which were not free from process disconnects. Lack of insightful data soon impacted the decision making process, program initiative prioritization and rolling out of robust applications. The organization faced lack of predictability in revenue growth and profit. Trianz partnered with client for an Oracle implementation which addressed these challenges and optimized processes



Challenges

The main challenges in executing this project for the client were the following:

- ▶ Incoherent cross-functional processes due to functional silos
- ▶ Limited timeframe to implement the FMCG model or velocity which was confined to sales cross functionally spanning across the entire organization
- ▶ Insufficient business intelligence to enable fact-based decision making



Business Execution Approach

Trianz conducted a detailed analysis of the business models and made fundamental decisions that enable revenue and profit optimization. The focus was to provide a complete full blown solution implementation starting with strategy formulation. Expertise in Analysis, Program Management, Development and Quality Assurance were provided.

An overall strategy was devised to deliver an execution plan and develop a comprehensive framework. The enterprise-wide IT platform that enabled process integration, automation, product optimization and correct data inputs was rolled out to increase efficiency and provide a superior experience.



Technology

Oracle R12, Financials, SCM, Manufacturing, HRMS, Payroll



Successful Business Results

Trianz achieved the following business results for the client:

- ▶ Single source of truth for complex decision making
- ▶ improved profitability through cost streamlining and operational efficiency
- ▶ Key process change and policy recommendations
- ▶ Improved productivity and process efficiencies with built in controls

About Trianz

Trianz is a dynamic and fast growing firm that helps leaders in client organizations formulate and execute operational strategies to achieve business results from a senior management perspective. With a focus on Business Digitization, Analytics, Cloud Enterprise, Mobility and Cloud Infrastructure, we bring the best of consulting and technology experiences, execution models, and IP to deliver consistent success to clients. With offices in Silicon Valley, Washington DC Metro, New York, Bangalore, Chennai, Hyderabad, and the UAE, Trianz serves a wide range of clients from *Fortune* 1000 to emerging companies in high tech, insurance, financial services, retail, life sciences, public sector and logistics industries.