Case Study

Major business transformation program for Europe-based market leader in Fuel Retail
Client

The client is the market leader in Gasoline and Diesel business, and the second largest supplier of transport fuel in Scandinavian market, with about 2300 fuel station, 750 lubricants products, and 85 Aviation Fuel Centres. It operates 12 key terminals, approximately 400 road tankers, and 50 depots in eight countries. Other Sales products include - stationary energy, marine fuel and chemicals.

Challenges

- Establish a unified business process across different regions
- One common future IT landscape
- Incorporate globally accepted industry best business practices to all countries of operations easing international expansion of core business
- Strategic evaluation of different ERPs to assess the solution fitment as per business needs for the retail business

LTI Solution

- Provided strategic consultancy services in evaluating the right ERP (SAP Clone Vs New ERP - JDE)
- Leveraged domain expertise to map business processes/ strategic Imperatives & solution fitment of SAP / JDE
- Identified major areas for process simplifications, standardization
- Provided end-to-end solution including two-year roadmap for ERP, BI & Middleware Applications
- Implemented applications for all business units & line of business - JD Edwards, BI analytics along with ORDM, and Oracle CRM on-demand
- Redesigned interfaces with legacy systems using Fusion Technology
- Portal development using Webcenter
- Business Process Automation requiring real-time integration
- Single Sign-On & Role Allocation using Identity Management
Business Benefits Delivered

- Harmonization, Standardization, Simplification and Less Customization of business processes across countries
- Reduced TCO through Oracle eco system of VCP, Order Promising, Production Scheduling, Oracle IdM etc.
- Development of add-on programs to take care of statutory requirements - Excise, VATS, Product Pricing (Platt/Argus)
- Channelized Sales Decision across cross border movements, Automated Account & Stock Reconciliation
- KPI-enabled approach facilitating value chain realization
- Seamless integration by developing 189 interfaces across business activities
- Complete automation of Supply chain & Terminal Management
- Reduced administrative overhead, freeing resources to focus on profitable business activities
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