



Agroservicios Pampeanos S.A.
(ASP)
Buenos Aires, Argentina
www.asp-la.com

Industry:

Natural Resources

Annual Revenue:

US\$250 million

Employees:

250

Oracle Products and Services:

JD Edwards EnterpriseOne
Financial Management
Sales Order Management
Supply Chain Management
Transportation Management

“With the security and flexibility of the JD Edwards solutions, our managers and analysts share the same information, which lets us react quickly to the challenges that we face in the market.”

– Christian Scelfo, Systems Manager, Agroservicios Pampeanos S.A. (ASP)

Agroservicios Pampeanos Increases Operating Efficiency with an Integrated IT Infrastructure

Agroservicios Pampeanos has been in the Argentine market for 12 years and has more than 6,000 clients. It is dedicated to retail distribution of supplies and services for agricultural production and markets products such as seeds, fertilizer, and agrochemicals. Among its other services, it also offers soil analysis, application of agrochemicals and fertilizers, crop monitoring, and general agricultural consulting.

Challenges

- Integrate ASP’s systems in a scalable IT infrastructure to facilitate standardizing business rules throughout the company
- Consolidate financial information and client data to improve communication among remote branches
- Gain secure control of the lines of credit that ASP extends to speed up and improve client service
- Achieve operating efficiency in the areas of sales and production to effectively control inventory
- Optimize the transport and distribution processes for ASP’s various products to speed up deliveries to clients
- Achieve operating efficiency among branches to optimize the company’s productivity and competitiveness

Solution

- Integrated financial information systems in a secure and scalable infrastructure with JD Edwards EnterpriseOne applications, standardizing business rules throughout the organization
- Consolidated financial information, which accelerated internal communication among remote branches
- Ensured visibility of the credit history of 5,500 clients, improving control and approval of US\$130 million extended in credit
- Optimized the firm’s productivity, increasing revenue from US\$136 million in 2005 to US\$159 million in 2006
- Reduced the time for sending up-to-date account summaries to clients from one week to on demand through an automated online process
- Achieved efficient inventory control
- Improved operating efficiency by accelerating the transport and distribution of 500,000 tons of fertilizer with JD Edwards EnterpriseOne Transportation Management