



Air Liquide Argentina  
Buenos Aires, Argentina  
www.airliquide.com

**Industry:**

Chemicals

**Annual Revenue:**

Not available

**Employees:**

414

**Oracle Products & Services:**

Oracle Database  
Oracle Financials  
Oracle Purchasing  
Oracle Inventory  
Oracle Order Management

**“We chose Oracle in 1996 because it offered integrated, consolidated, dynamic, reliable information.”** – Ramón Villar, Systems Manager, Air Liquide Argentina

**Air Liquide Argentina Integrates Its Customers Information and Gained Integrity and Speed**

Air Liquide Argentina produces and sells a broad range of industrial and medicinal gases and related services. Air Liquide’s industrial and medical gases combined with engineering services constitute more than 80% of the company’s net sales. Air Liquide operates in more than 60 countries, including United States, France, Australia, Spain, and Poland.

**Challenges**

- Unify databases, reducing interfaces and guaranteeing transparency for financial administration
- Assign tasks optimally to boost administrative productivity and reduce costs
- Standardize Air Liquide’s processes in order to increase data control and eliminate duplicate information

**Solution**

- Standardized business processes throughout the country and centralized information, improving management
- Implemented Oracle Financials, reducing administrative costs for accounting and loan processing, and centralized customer management
- Eliminated duplicate information and inconsistent data with a single Oracle Database
- Reduced processing time and business-change adaptation
- Established online sources of information that helps decision-making in sales, distribution, accounting and loan approval
- Used Oracle Financials to integrate and analyze information from other parts of system, such as Oracle Payables and Oracle Receivables
- Leveraged Oracle Purchasing to reduce cycle times for sales orders, production, and tracking of purchase orders