



Bilbao Exhibition Centre Sa  
Bilbao, Spain  
[www.bilbaoexhibitioncentre.com](http://www.bilbaoexhibitioncentre.com)

### Industry:

Professional Services

### Annual Revenue:

US\$34 million

### Employees:

100

### Oracle Products & Services:

Oracle E-Business Suite  
Oracle Financials  
Oracle Database

### Oracle Partner:



PriceWaterhouseCoopers  
[www.pwc.com](http://www.pwc.com)

**“Implementing Oracle’s applications has allowed us to significantly increase productivity. We’ve also streamlined the organization, resulting in improved management of new business needs without altering the size of our workforce.”** – Ander Ibáñez Lopategui, Director of Information Technology, Bilbao Exhibition Centre Sa

## Bilbao Exhibition Centre Focuses on Profitability with Increased Productivity and Controlled Costs

The Bilbao Exhibition Centre Sa (BEC) serves as a public venue for conferences, exchange, trade fairs, exhibitions, congress meetings, concerts, and cultural and sporting events. The BEC has six pavilions, 180,000 square yards of exhibition space, and four thousand parking spaces. Inside the center, Bizkaia Arena holds up to 26,000 people, and BEC Conventions offers 12 halls with capacity for up to 2,500 attendees.

### Challenges

- Implement a technology platform scalable for future growth and adaptable for Internet business
- Standardize business processes and unify information
- Facilitate data collection and simplify extraction for reports and statistics
- Increase efficiencies to minimize time spent on manual and repetitive administrative tasks

### Solution

- Standardized processes and consolidated data with Oracle Database and Oracle E-Business Suite applications, working with Oracle Partner, PriceWaterhouseCoopers
- Integrated information to develop operational standards
- Increased productivity by automating processes, such as generation of purchase orders from sales orders
- Automated purchasing approvals, eliminating unnecessary bureaucracy, delays, and errors
- Increased event activities with new business opportunities
- Minimized outsourcing by improving personnel management
- Enabled tracking of invoices, orders, and requests
- Improved control of internal costs, administrative tasks, and executive decision-making
- Allowed for accurate analysis of business profitability by providing detailed data on revenue and expenses
- Provided automatic client data storage with potential for mass mailings