



China Century Cement Ltd  
Guangzhou, China  
www.ccc.com.cn

#### Industry:

Engineering & Construction

#### Annual Revenue:

US\$285.7 million

#### Employees:

800

#### Oracle Products & Services:

Oracle Financial Management  
Oracle Sales Management  
Oracle Inventory Management  
Oracle Purchasing

#### Oracle Partners:

HAND Enterprise Solutions  
www.hand-china.com

Han Consulting (China) Co., Ltd  
www.hanconsulting.com

**“Oracle E-Business Suite enabled us to integrate the operations of our various subsidiaries, which gave us better control over finance, sales, procurement, and inventory across the group. We have increased efficiency, improved service, lowered costs, and improved cash flow.”**  
– Zhao Siyuan, Chairman, China Century Cement Ltd

## China Century Cement Cuts the Time for Cost Statements from Three Days to One Day

China Century Cement is a joint venture between Yuexiu Group Co., Ltd and Germany-based Heidelberg Cement Group. The company manufactures five million tons of rotary kiln cement and two million cubic meters of ready-mix concrete annually. Export markets include Hong Kong, Macau, and South Asia.

### Challenges

- Enable the financial department to achieve accurate and timely cost assignment and tracking
- Reduce the number of receivables accounts to improve credit management and cash flow
- Establish efficient delivery processes to ensure customers receive their cement shipments on time
- Standardize procurement processes to better manage costs
- Gain visibility into inventory held at subsidiary companies

### Solution

- Strengthened management of core and subsidiary businesses by implementing an enterprise resource planning system based on Oracle E-Business Suite, which provided managers with greater visibility of finance, sales, purchases, and inventory processes
- Achieved real-time information sharing between head office and subsidiaries, eliminating the need for multiple data entry
- Reduced the workload of sales and finance staff and cut the time needed for account checking by automating the generation of end-of-month financial statements
- Cut the time needed to generate sales, procurement, and inventory cost statements from two to three days to one day
- Gained better control over purchasing by recording purchase orders in the procurement and accounts payable systems
- Ensured customers received the right deliveries by cross-checking sales vouchers with delivery vouchers
- Enabled customers to check delivery records 30 minutes after the scheduled delivery time, rather than wait until month-end
- Improved cash flow by reviewing the payment status of customers and withholding deliveries until debts were paid
- Standardized material codes, descriptions, and classifications to make it easier to track the amount of stock across subsidiaries, leading to more efficient resource use and lower costs