



Elucid Solution S/A  
São Paulo, Brazil  
www.elucid.com.br

**Industry:**

High Technology

**Annual Revenue:**

US\$30 million

**Employees:**

300

**Oracle Products & Services:**

Oracle Financing  
Oracle Server Enterprise Edition  
Oracle Real Application Clusters  
Oracle Billing On Demand

**“With the acquisition through Oracle Financing it was possible to implement the Billing On Demand project, helping Elucid become an extremely competitive company.”** – Paulo Fernando Hirata, Operations Vice-President, Elucid

**Simple and Efficient Financing Helps Elucid Solutions Invest in IT and Other Strategic Business Areas**

Elucid Solutions S/A is an IT consultancy specializing in the development of utility management software. With its management systems, Business Intelligence software and loss recovery project used by 45% of Brazil’s energy companies, Elucid has become one of the fifteen largest IT consultancies in Brazil. Currently, Elucid solutions are run in companies throughout Brazil and benefit more than six million consumers.

**Challenges**

- Acquire Oracle solutions needed for company growth, while also conserving the capital required for strategic (non-IT) business investments
- Identify an alternative payment model to reduce upfront costs of software acquisition
- Closely align project costs to service revenue
- Optimize cash flow management

**Solution**

- Leveraged a payment plan from Oracle Financing to free up capital resources for other business needs
- Maintained financial flexibility by spreading its costs over time
- Reduced upfront costs with monthly payments aligned to service revenue
- Obtained a quick and simple financing plan, providing Elucid with enough time to prepare for the implementation
- Acquired the necessary Oracle Billing On Demand solution while meeting cash flow needs with affordable payments