



Grandi Salumifici Italiani
Modena, Italy
www.grandisalumificitaliani.it

Industry:

Consumer Goods

Annual Revenue:

US\$547.27 million

Employees:

1,124

Oracle Products & Services:

Hyperion Interactive Reporting

Oracle Partner:



Iconsulting
www.iconsulting.biz

“Oracle’s Hyperion business intelligence solution allows us to provide purchasing with essential information for assessing its performance. We conduct specific analyses of price data for decision-making and make it available to purchasing management and buyers immediately.” – Giuliano Carletti, Chief Financial Officer, Grandi Salumifici Italiani

Grandi Salumifici Italiani Improves Purchasing Management with Business Intelligence Solution

Grandi Salumifici Italiani (GSI), a leader in Italy’s domestic cured meats market, boasts four prestigious brands: Casa Modena, Senfter, Cavazzuti, and Gasser. The group operates 12 plants in Italy and two abroad, in Austria and China, with a dedicated marketing organization, integrated logistics managed through a central platform, and a sales network of 350 people.

Challenges

- Allow the purchasing department to assess its performance and contribution to the overall business
- Improve analysis of suppliers, purchase prices, and deferral of payment, to determine the most appropriate suppliers
- Implement a multidimensional system that is easy to browse and use to analyze various system platforms, such as IBM AS400
- Assess changes in raw material purchase prices once a week with respect to budget and fresh meat market prices as compared to previous years

Solution

- Implemented an analysis system based on Oracle’s Hyperion Interactive Reporting to permit the purchasing department to access different hierarchies and views of purchasing data, including suppliers, articles, buyers, items, and cost centers
- Overcame the limitations of printed reports by allowing the company to create and share scenarios via the internet to compare information on multiple levels and on a multi-dimensional basis
- Aggregated unitary price list values by calculating the average price, based on accurate results
- Leveraged the purchase costs variance formula to accurately analyze price increases during the current year and identify associated costs—eliminating reliance on the volume effect previously calculated by comparing current year use and quantities with outdated prices
- Facilitated identification of the best purchase prices by focusing cost analysis on individual suppliers, products, and categories
- Helped the company identify optimal price conditions, such as the suppliers that offer the best discounts and payment cycles, by enabling analysis of average number of weighted payment deferral days per kilogram