



Grupo CVA - Comercializadora de
Valor Agregado
Guadalajara, Mexico
www.grupocva.com

Industry:

Retail

Annual Revenue:

US\$105 million

Employees:

350

Oracle Products & Services:

Oracle Database Standard Edition
Oracle Real Application Clusters

Oracle Partner:

Grupo Luthé
www.grupoluthé.com

“Oracle Database Standard Edition with Real Application Clusters gives us high availability for our services, which we can offer online to our customers. It also lets us keep IT administration and maintenance costs low. We can handle our company’s growth without large investments in infrastructure.” – Eduardo Ramirez Carrasco, IT Manger, Grupo CVA - Comercializadora de Valor Agregado

Grupo CVA - Comercializadora de Valor Agregado Achieves Growth and Reduces IT Costs by 75%

Grupo CVA - Comercializadora de Valor Agregado is an original equipment manufacturer of name-brand computers. It has direct and solid relations with the manufacturers it serves. The company imports and distributes high quality, technologically innovative products to distributors and wholesalers. Grupo CVA has corporate offices in Guadalajara and 13 branches. It has 16,000 clients in Mexico.

Challenges

- Implement a flexible, high-availability platform to handle large volumes of data and the company’s growth
- Develop an easy-to-access Web environment to let clients consult their statements, get quotations, and see inventory online
- Accelerate the time required for customer service and for product distribution to increase the company’s competitiveness
- Reduce IT administration and maintenance costs

Solution

- Implemented Oracle Database Standard Edition with Real Application Clusters, creating a flexible, high-availability platform that supports the company’s 30% growth
- Worked with Grupo Luthé to create a robust database that gives 16,000 clients quick, secure access to their accounts, statements and inventory
- Developed an easy-to-access Web environment to give clients up-to-date information online, helping them get quotations, see statements, and query inventory
- Improved the company’s competitiveness, accelerating the time required for customer service and deliveries by 30%
- Enabled the addition of new hardware to Oracle Real Application Clusters with no heavy investment in infrastructure and no operating problems
- Reduced the time needed for IT administration and maintenance from 40 hours per week to 5 hours per week
- Lowered costs for IT infrastructure maintenance by 75%