



Grupo Los Grobo  
Buenos Aires, Argentina  
[www.losgrobo.com.ar](http://www.losgrobo.com.ar)

**Industry:**

Natural Resources

**Annual Revenue:**

US\$190 million

**Employees:**

Fewer than 500

**Oracle Products and Services:**

Oracle Database  
Oracle Collaboration Suite  
Oracle Business Intelligence

**Oracle Partner:**



Grupo MOST IT Solutions  
[www.grupomost.com/en](http://www.grupomost.com/en)

**“Oracle’s solutions facilitate customer data integration in a stable and secure system.”**

– Gabriel Pane, Systems Director,  
Grupo Los Grobo

**Grupo Los Grobo Streamlines Business Processes and Improves Collaboration**

Since its establishment in 1984, Grupo Los Grobo has evolved from a farming and livestock family business to one of the primary grain producers in Argentina. Currently, Grupo Los Grobo is comprised of several businesses and coordinates its extensive agriculture food chain in both the foreign and domestic markets by taking advantage of its widespread network of collaborative commerce.

**Challenges**

- Improve operational efficiency
- Enable more informed and agile decisions
- Improve internal communication and collaboration
- Centralize client services management

**Solution**

- Standardized on Oracle Database, integrating data from more than 30 branches and businesses of the group
- Improved data integrity and enabled enterprise-wide access to critical business information, driving more informed and rapid decisions
- Reduced maintenance costs by establishing Oracle as a standard to reduce the information technology complexity
- Maximized productivity by establishing an email storage quota and a document archival process using Oracle Collaboration Suite
- Optimized reporting processes and provided real-time analysis of critical data using Oracle Business Intelligence
- Worked with Oracle Partner Grupo MOST IT Solutions to complete datawarehouse design and analysis configuration, creating a collaborative environment
- Adopted a hosted-application approach, selecting Grupo MOST IT Solutions to manage the company’s Oracle infrastructure