



Gruppo ICA  
Macerata, Italy  
www.icaspa.com

### Industry:

Industrial Manufacturing

### Annual Revenue:

101 million to 500 million

### Employees:

260

### Oracle Products & Services:

Oracle Database  
JD Edwards EnterpriseOne  
Financial Management  
Tools and Technology  
Applications Technology  
Manufacturing and Supply  
Chain Management

### Oracle Partner:

Proxima Italia  
www.prx.it

**“Oracle’s JD Edwards EnterpriseOne products have had a significant impact on our business growth, optimizing our management and facilitating a high level of integration among our offices in Italy and abroad.”**

– Luciano Cesari, Director of Administration and Finance, Gruppo ICA

## Gruppo ICA Boosts Sales by 20% through Inventory and Manufacturing Efficiencies

Founded in 1971, Gruppo ICA manufactures a vast range of wood coatings, paints for interiors, exteriors, parquet, glass and plastic, fire-retardant coatings, colorants, tintometric systems, adhesives, abrasives, and painting accessories. It operates four fully automated production plants and has a sales network composed of seven branch offices, 50 warehouses, and 85 agents in Italy, plus five warehouses and 50 distributors abroad. Gruppo ICA reaches more than 8,000 customers in Italy and abroad.

### Challenges

- Implement an integrated management system capable of supporting international business expansion and guarantee data homogeneity and quality across the organization
- Provide the maximum functional coverage for a mid-sized Italian manufacturing organization
- Support the decision-making processes

### Solution

- Implemented Oracle’s JD Edwards EnterpriseOne ERP solution to manage administration, treasury, purchasing, quality control, production, warehousing, and sales for 135 users
- Increased sales from EUR64.1 million (US\$84.7 million) in 2004 to EUR75.5 million (US\$99.8 million) in 2006
- Reduced the value of overdue credits from EUR8.2 million (US\$10.8 million) in 2004 to EUR5 million (US\$6.6 million) in 2006, through introducing new process efficiencies
- Reduced product stock in the warehouse from 1,929 tons in 2004 to 1,800 tons in 2006 as a result of improved decision-making and more efficient management
- Supported a new organizational model based on processes and the principles of transparency and information-sharing, enabling Gruppo ICA to build a new culture of transparency and internal know-how
- Used Oracle Partner Proxima for its expertise in Oracle JD Edwards and its experience in the manufacturing industry