



Innovative Management
Consulting
São Paulo, Brazil
www.innovative.com.br

Industry:
Professional Services

Annual Revenue:
US\$4.6 million

Employees:
130

Oracle Products & Services:

Oracle Business Accelerators
Oracle Database Enterprise Edition
Oracle Application Server Enterprise Edition
Oracle Financials
Oracle Payables
Oracle Receivables/Revenue
Oracle General Ledger
Oracle Internet Expenses
Oracle Project Management
Oracle Time and Labor
Oracle Purchasing
Oracle TeleSales

Oracle Partner:

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“We are not only an Oracle client, we are a Partner. Implementing Oracle software helped us to streamline our processes, save time, and cut costs.” – Ivan Morais, Managing Partner, Innovative Managing Consulting

Innovative Management Consulting Centralizes Data and Reduces Monthly Financial Closing Times by 500%

Innovative Management Consulting is a management systems consulting and implementation firm, and an Oracle Partner since 2005. The company’s US\$4.6 million in earnings for 2007 marked a 100% increase year-over-year. Innovative has offices in São Paulo, Rio de Janeiro, and Porto Alegre, serving clients from a wide array of market segments.

Challenges

- Implement a new IT system to optimize information control throughout the company, reducing workflow times and maximizing equipment potential—quickly and within budget
- Eliminate finance data duplication and reprocessing by creating a centralized databank
- Maintain an internal structure that will scale with the company’s growth rate in number of clients, projects, and earnings

Solution

- Implemented Oracle Business Accelerators to reduce the project implementation time by 50%—from six to three months
- Gained a 60% savings in total labor costs via Oracle E-Business Suite, as the application streamlined the company’s internal processes
- Reduced monthly financial closing times by 500% by replacing Excel worksheets with centralized Oracle Financials applications
- Increased the number services for the project management office implementation and operation area without hiring additional professionals or expanding the company’s IT infrastructure, through the use of Oracle Business Accelerators and other Oracle products
- Avoided increasing the number of backoffice employees required to meet financial reporting requirements, despite the increased number of projects
- Acquired more clients with the ability to offer a 60% price reduction for projects based in Oracle products