



Kiabi
Hem, France
www.kiabi.com

Industry:

Retail

Annual Revenue:

US\$1.4 billion

Employees:

6,000

Oracle Products & Services:

Oracle E-Business Suite
Oracle Financials
Oracle Purchasing
Oracle Financial & Sales Analyzer
Oracle Tutor for Applications

Implementor:

Oracle Consulting

Partner:

Sopra
www.sopra.fr

“With Oracle E-Business Suite we were easily able to double our sales outlets and extend our activities at the international level. Oracle’s monitoring of regulatory and technological development, made possible by the new versions, is also an asset in bolstering this growth.”

– Philippe Pauwels, Financial Systems Manager, Kiabi

Kiabi Doubles Its Sales Outlets with Oracle E-Business Suite

Since its creation in 1978, the Kiabi ready-to-wear group has experienced tremendous growth driven by its “fashion at low price” concept. Today, the Kiabi network includes more than 200 sales outlets worldwide, each with a floor space of between 1,000 and 2,500 sq. meters: 165 in France, 30 in Spain, four in Italy, two in the French overseas departments and territories, two in the Middle East, and one in China.

Challenges

- Meet the challenges of rapid and international growth with a common and upgradable financial management solution
- Guarantee the homogeneity of the entire accounting system
- Accelerate the consolidation of financial data generated by all the sales outlets

Solution

- Deployed Oracle E-Business Suite centrally with a single base receiving data from all sales outlets
- Provided Oracle E-Business Suite connection to the 12 accounting entities located in France, Spain and Italy
- Allowed initial and continuing training of the 50 accounting users via Oracle Tutor for Applications
- Enabled management of all the sales outlets from national and European service centers
- Reduced monthly close from 10 to 4 workdays using Oracle Financials
- Increased visibility and transparency for managers with intranet access to monthly accounts
- Doubled the number of sales outlets over the last five years due to the ease of accessing the latter’s accounts
- Improved cost control with Oracle Financial & Sales Analyzer
- Enabled company to stay current with regulatory and technological changes (for example, electronic invoices) due to version updates carried out every 12 to 18 months