



LOCATION • MATERIEL • SERVICES

Kiloutou
Marcq-en-Baroeul, France
www.kiloutou.com

Industry:

Professional Services

Annual Revenue:

US\$404 million

Employees:

2,500

Oracle Products & Services:

Oracle Financials
Oracle Advanced Collections
Oracle Order Management
Oracle Advanced Pricing
Oracle Inventory Management
Oracle Purchasing
Oracle Internet Procurement
Oracle Product Hub

Oracle Partner:

Logica
www.logica.com

“Oracle E-Business Suite has supported our growth plan by enabling us to enhance the integrated nature of our processes and save time at all levels. Since the solution went live, we have opened 80 new outlets.” – Christophe Laloyer, Research & Development Director, Kiloutou

Kiloutou Achieves More Detailed Financial Reporting and Speeds up Annual Closing by One Month

Founded in 1980, Kiloutou has become one of France’s premier professional equipment rental companies. It serves large national clients, companies in the public buildings and works sector, craftspeople, local authorities and administrations, industries, services and small and midsize enterprises, as well as private individuals. It offers a range of nearly 1,000 items for rent through its national network of 270 outlets. The range covers equipment for working at heights, structural systems, finishing tools and equipment, utility vehicles, heating and air-conditioning systems, equipment for events and audiovisual equipment, and landscaping equipment.

Challenges

- Support a strong growth plan, as determined by management, towards the goal of opening 100 new outlets
- Make financial reporting quicker and more detailed
- Provide companywide management rules and a single database to cover customers, suppliers, and rental inventory
- Enhance administrative productivity and visibility

Solution

- Replaced heterogenous solutions by deploying 14 Oracle E-Business Suite modules in just 16 months, to handle financial management, fixed assets, purchasing, and collections
- Managed 175,000 fixed assets in the rental inventory, including frequent transfers of equipment between outlets
- Achieved monthly closing, not done under the previous system, within five days of month’s end, and achieved annual closing within one month, down from two months previously
- Opened 80 new outlets in 24 months, without increasing the number of backoffice employees
- Enabled more detailed analyses of profitability, customers, and financing by saving time in producing management audit reports
- Simplified the management of rented equipment and suppliers and enhanced customer tracking by making companywide data more available through the single database
- Improved supplier management by implementing automatic document reading for supplier invoices—previously done on paper with a signature book