

## ligne roset

Ligne Roset  
Briord, France  
www.ligne-roset.com

### Industry:

Retail & Distribution

### Annual Revenue:

\$191 million

### Employees:

1,283

### Oracle Products & Services:

Oracle Collaboration Suite  
Oracle Content Services  
Oracle Portal

### Oracle Partner:

Easyteam  
www.easyteam.fr

**“Oracle’s collaborative portal has helped us optimize our links with our various points of sale and improved the reliability of our order processes for better customer satisfaction.”**

– Charles Lacoste, Director,  
Information Systems

### Ligne Roset Links European Sales Outlets through Collaborative Portal

Since its creation, Ligne Roset, a French designer and manufacturer of contemporary furniture, has set out to be the world’s point of reference for luxury décor. With 66 percent of the international market, it is now France’s major exporter of furniture. The group has a network of 849 points of sale in France and Europe.

### Challenges

- Facilitate communication between the group and its network of retailers
- Provide all points of sale with real time access to information
- Improve the reliability of its ordering processes in a just-in-time manufacturing context

### Solution

- Implemented Oracle Application Server Portal 10g to create a collaborative environment for all retailers in the Ligne Roset network
- Provided each shop with easy access to information and a personalized working environment
- Created better centralized management of estimate and order files with Oracle Content Services’ document management tool
- Improved order life cycle management by adopting a process approach
- Achieved more reliable and durable links with its points of sale
- Easily deployed the portal to partner outlets for greater convenience and collaboration
- Integrated the sales aid tool with the rest of the accounting, financial, and commercial information system, via Oracle’s applications integration tool, to stabilize back office procedures
- Collaborated with Oracle Partner Easyteam to install the portal solution within four months and in accordance with standardized protocol