



Lowara
Montecchio Maggiore, Italy
www.lowara.com

Industry:

Industrial Manufacturing

Annual Revenue:

US\$313 million

Employees:

800

Oracle Products & Services:

Hyperion Financial Management

Oracle Partner:



IConsulting
www.iconconsulting.biz

“Oracle’s Hyperion software allowed us to standardize reporting tasks in all of our markets, offering major benefits including improved data quality that is more suitable for browsing and online publication.” – Luisa Menara, Group Manufacturing Controller, ITT, Lowara

Lowara Leverages Performance Management System to Support Data Integration and Standardization

Established in 1968, Lowara serves the residential and industrial pump market—specializing in hydraulic pumps. The company is a member of ITT, a multi-industry company producing pumps and complementary products for water and industrial liquids, as well as fluid technologies, defense systems, automotive components, and connectors and switches for information and telecommunications technology.

Challenges

- Guarantee traceability of data, activities, and approval processes
- Ensure compliance with international regulations, especially Sarbanes-Oxley requirements
- Increase the sales network’s involvement in setting revenue goals
- Apply a single reporting and consolidation process to different companies serving various markets

Solution

- Worked with IConsulting to implement a system based on Oracle’s Hyperion Financial Management to support and integrate the entire data collection cycle for Web sales, budget preparation, various forecasts, and strategic three-year plans
- Rationalized, accelerated, and optimized management processes and hierarchical approval monitoring
- Deployed a multidimensional sales planning and control system, permitting action at all levels in product, plant, market, customer, agent, and company hierarchies
- Recovered more than 90% of the time spent collecting and managing reports, allowing staff to focus on tasks with greater added value
- Optimized the consolidation process and reporting to the United States parent company