



Miat S.p.A.  
Milan, Italy  
www.miat.it

#### Industry:

Chemicals

#### Annual Revenue:

US\$26.2 million

#### Employees:

20

#### Oracle Products & Services:

Oracle Financials  
Oracle Inventory Management  
Oracle Work in Process  
Oracle Purchasing  
Oracle Order Management  
Oracle CRM

#### Oracle Partner:



Dimensione Edp  
Casale Monferrato (AL), Italia  
www.dimedp.it

**“We needed a solution capable of transforming a small enterprise into an organized system in which information circulates harmoniously. Our Oracle applications have improved the flow of all processes in the company.”**

– Alberto Malavasi, IT Manager,  
Miat S.p.A.

## Miat S.p.A. Grows and Organizes Internal Data with Improved Information Management System

Miat S.p.A. is a trader in active ingredients for pharmaceuticals. Its business typically involves buying components from Italian manufacturers and selling products for special formulas (antibiotics, steroids, peptides, natural derivatives) abroad.

### Challenges

- Implement a flexible, dependable enterprise-level solution which is quick and easy to install
- Deploy an application suite that adapts to the needs of small commercial enterprises
- Solve the problem of data consistency experienced with the previous management software
- Adapt the solution to typical issues in the sector such as payment of commissions to agents abroad or registration and management of bank loans covering advances on invoices
- Improve the flow of processes within the company and toward customers and suppliers

### Solution

- Implemented Oracle Financials in nine months with the help of Dimensione Edp
- Leveraged Oracle Financials to standardize processes across the company and improve data accuracy
- Improved the performance of administration, whose processes are now more integrated
- Ensured that the company could handle large invoices with sensitive documentation attached in a precise and secure manner
- Freed IT resources from the task of checking and fixing data, allowing them to concentrate on core activities
- Adopted a scalable technology that the company can easily update in the future to meet ongoing needs
- Allowed employees—especially travelling managers—to connect from any location to access data outside the company
- Ensured total control and monitoring of floating price when buying raw materials
- Enabled competitive advantage to the company and guaranteed lower prices and transparency to the customer