



Nufarm Americas  
Santiago, Chile  
www.nufarm.com

#### Industry:

Chemicals

#### Annual Revenue:

US\$640 million

#### Employees:

2,500

#### Oracle Products & Services

Oracle E-Business Suite On  
Demand  
Oracle Financials  
Oracle Purchasing  
Oracle Discrete Manufacturing  
Oracle Inventory Optimization

#### Oracle Partner:

**ORATECH**

Oratech  
www.oratech-eg.com

**ITConvergence**

ITC  
www.itconvergence.com

**“We needed to expand and improve our procedures and internal control environment. We chose Oracle E-Business Suite because we could use proven procedures, improve our controls, and manage our growth in billing across our regional operations.”** – Fabio de Fillippis, Chief Financial Officer, Nufarm Americas

## Nufarm Americas Integrates Operating Procedures and Reduces Inventory Costs by US\$5 Million

Nufarm Americas is divided into two regions, Latin America South and Latin America North, both of which are part of the Australian group Nufarm Limited. It is one of the world’s 10 largest providers of agrochemicals and has more than 2,400 products—including herbicides, insecticides, and fungicides—that are registered in over 100 countries. Nufarm Americas has eight branches across Central America, Chile, Colombia, Argentina, Brazil, Mexico, the United States, and Canada.

### Challenges

- Establish a solid and scalable IT infrastructure in a common platform to support the company’s growth in the region
- Centralize accounting and financial information to consolidate operations among branches in the region
- Standardize processes to improve business practices throughout the organization
- Improve cost administration for inventory and production
- Reduce complexity in the company’s IT infrastructure to control IT maintenance costs

### Solution

- Implemented Oracle E-Business Suite On Demand, centralizing financial information among branches in the region
- Consolidated administrative and financial procedures, allowing management to make timely decisions online and in real time
- Standardized operating procedures in the region, facilitating rapid decision making and improving regional business practices
- Achieved effective follow-up of purchase orders, accelerating Nufarm America’s buying cycle with suppliers by 50%
- Improved inventory administration and rotation and redefined the company’s sales strategy to reduce inventory costs of up to US\$5 million
- Reduced time for closing accounts from two weeks to 10 days
- Eliminated data reprocessing, reducing human errors and information loss by 95%
- Worked with Oracle Partners Oratech and ITC to create a unified On Demand applications structure that helps to control IT maintenance costs