



Pachin
Cairo, Egypt
www.pachin.com

Industry:

Chemicals

Annual Revenue:

\$10 million to \$100 million

Employees:

1,000

Oracle Products & Services:

Oracle Financials
Oracle Procurement
Oracle Order Management
Oracle Process Manufacturing
Oracle Discoverer
Oracle OLAP
Oracle Financial and Sales Analyzer
Oracle Application Server
Oracle Internet Developer

Implementor:

Oracle Consulting

Pachin Supports Strong Market Position with an Integrated IT System

Pachin produces paints, varnishes, and printing inks—both decorative and industrial—under a number of brand names including Saniton, Syntal, Dyroton, Flott, and Mattat. It owns nearly 100% of El Obour Company for Paints and Chemical Industries (known as El Obour PACHIN) and is the Egyptian market leader in most of its major product lines.

Challenges

- Replace existing software—IBM AS400 Mapics—with integrated, Web-enabled technology and eliminate custom applications
- Manage inventory in a consolidated way across the business units and subsidiaries
- Automate the procure-to-pay and order-to-cash cycles to reduce overdue payments and optimize finances

Solution

- Introduced an integrated, localized Oracle E-Business Suite information-technology system
- Streamlined, integrated, and automated the procure-to-pay and order-to-cash processes using Oracle Order Management, Oracle Procurement, and Oracle Financials
- Ensured the availability of stock and inventory planning in line with demand, reducing overstocking and improving cash flow
- Improved overall operational productivity by creating a paperless environment across the company using Oracle Application Server and Oracle Internet Developer
- Reduced costs by eliminating paper-based information distribution and automating processes such as stock replenishment
- Introduced new and tighter controls into the business cycle through the use of integrated Oracle technology