



Parker International, Inc.
Salt Lake City, UT
www.parkerintl.com

Industry:

Retail & Distribution

Annual Revenue:

\$101 to \$500 million

Employees:

33

Oracle Products & Services:

Oracle Financing
Oracle Financials
Oracle Order Management
Oracle Purchasing
Oracle Cash Management
Oracle Assets

Oracle Partner:

Impac Services, Inc.
www.impacservices.com

“Oracle Financing offered a flexible payment option that enabled us to purchase the robust ERP solution we need to support our rapid growth. As important, we were able to finance our third-party implementation services through Oracle Financing, an important service that many financing companies do not provide.”

– Steve Johnson, Chief Financial Officer, Parker International, Inc.

Parker International, Inc. Capitalizes on Affordable Financing Option to Create Robust IT Infrastructure

Parker International, Inc. is a trading company specializing in the export of meat, eggs, fruits and vegetables, processed foods and animal feeds to customers around the globe. The company is the largest exporter of eggs in the United States.

Challenges

- Identify a financing strategy to enable the purchase of a scalable enterprise resource planning (ERP) system that would help Parker International drive continued growth
- Secure executive approval of proposed ERP solution
- Keep project costs manageable and predictable

Solution

- Purchased Oracle E-Business suite applications using Oracle Financing, which enabled Parker International to finance its solution—including software and implementation services from multiple vendors—with a single monthly payment
- Leveraged flexible financing options available through Oracle Financing to help secure executive approval for the purchase of a comprehensive ERP system that would help Parker International support rapid growth as well as meet long-term requirements
- Reduced up-front capital requirements, while preserving Parker International’s credit line with their financial institution
- Worked with Impac Services, Inc., an Oracle Certified Advantage Partner, to reduce project risk and accelerate implementation