



Petrochemical Industries Company  
K.S.C.  
Kuwait City, Kuwait  
www.pic.com.kw

### Industry:

Oil & Gas

### Annual Revenue:

US\$1.8 billion

### Employees:

501 to 1,999

### Oracle Products & Services:

Oracle Financials  
Oracle Financials Analyzer  
Oracle Cash Management  
Oracle Projects  
Oracle Sales  
Oracle Assets  
Oracle Order Management  
Oracle Inventory  
Oracle Purchasing  
Oracle Process Manufacturing  
Oracle Human Resources  
Oracle Time & Labor  
Oracle Balanced Scorecard

**“We are proud to provide the essential resources that fuel advances in business and society. Oracle is providing the critical financial, production, and human capital management capabilities that are essential to supporting our rapid growth.”**  
– Ibrahim Almusaitir, Information Technology Manager, Petrochemical Industries Company K.S.C.

## Petrochemical Industries Company Improves Business Efficiencies and Scales for Growth

Petrochemical Industries Company K.S.C.—a subsidiary of Kuwait Petroleum Company, KPC—operates several plants that produce ammonia, urea, ammonium sulphate, and sulphuric acid. Incorporated in 1963, PIC built the first chemical fertilizer complex in Kuwait and the region. Today, PIC is diversifying its regional petrochemical position and is incorporating new resources to achieve international growth objectives.

### Challenges

- Improve operational efficiency
- Establish a single data repository to accelerate financial reporting and auditing
- Increase visibility across the entire production lifecycle to drive more informed business decisions
- Establish a human capital management system to support growth plans

### Solution

- Implemented a highly flexible and scalable application infrastructure using Oracle E-Business Suite applications for financial, order, inventory, procurement, and human resources management
- Improved financial reporting using Oracle Financials to close month-end books within one week
- Established a “chart of accounts” dashboard that provides the flexibility to address predictable and unpredictable needs
- Automated the entire sales cycle—servicing more than 400 customers—from quotation to product shipment with Oracle Order Management
- Tightened financial management using Oracle Project Accounting, with handover to Oracle Assets once each project is capitalized
- Gained visibility to track all recipes and formulas, and trace the full production history for every lot
- Ensured that all production is within specifications, measuring two samples per shift for each product line
- Implemented Oracle Human Resources to effectively manage employee-related data, including payroll and training administration