



Quarzwerke GmbH  
Frechen, Germany  
www.quarzwerke.com

#### Industry:

Natural Resources

#### Annual Revenue:

US\$409 million

#### Employees:

2,800

#### Oracle Products & Services:

Oracle Business Process Analysis Suite  
Oracle SOA Suite  
Oracle Support

#### Oracle Partner:



Robotron Datenbank-Software GmbH  
www.robotron.de

**“With Oracle, our consultants estimate savings of at least 20% to 30% on implementing interfaces through online services. Based on our experience so far, I am optimistic that they will be right. Obviously, it is manifestly more efficient to configure interfaces than to program them.”** – Peter Rojahn, Head of IT, Quarzwerke GmbH

## Quarzwerke GmbH Standardizes its IT Infrastructure Using a Service-Oriented Architecture Approach

Quarzwerke GmbH is an independent family business with 125 years of experience in the mining, dressing, and finishing of industrial minerals, specifically quartz, kaolin, feldspar, wollastonite, and mica. The company produces approximately 700 products, which it dresses using modern production facilities, partly surface-modifies, and sells in 50 countries.

### Challenges

- Enable the company to exchange large volumes of information and standardize the company’s decentralized, international IT structure onto an integrated IT solution
- Minimize the costs associated with developing and maintaining the integrated IT solution
- Eliminate dependence on external IT consultants who provide specialized knowledge for maintaining the company’s outdated, proprietary IT systems
- Fulfill customer requirements of automatic, standardized data exchange for enterprise data, including orders, delivery notes
- Improve the flexibility of process modeling to avoid unnecessary manual work in the process descriptions

### Solution

- Worked with Oracle Partner Robotron Datenbank-Software to implement Oracle SOA Suite to provide Quarzwerke with a standardized and integrated IT infrastructure
- Simplified mapping of business processes and facilitated a more rapid response to changes
- Cut the development and maintenance costs associated with implementing the IT solution with a standards-based approach
- Decreased Quarzwerke’s dependence on external consultants and made finding new staff easier by selecting a platform based on standardized, widely-known IT skills
- Facilitated the successful deployment of the company’s online, service-based EDIFACT interface and ensured system scalability to add new customers with minimal costs
- Enabled the integrated description of all business processes, from analysis right down to implementation
- Planned to use the data created in Oracle Business Process Analysis Suite in the Oracle SOA Suite to reduce implementation costs