



RINA S.p.A.  
Genoa, Italy  
www.rina.it

#### Industry:

Professional Services

#### Annual Revenue:

US\$223.6 million

#### Employees:

1,200

#### Oracle Products & Services:

Oracle Database  
Hyperion Financial Reporting  
Hyperion Interactive Reporting  
Hyperion Planning

#### Oracle Partner:



IConsulting S.r.l.  
www.iconconsulting.biz

**“The process of gathering, sharing, and analyzing data is a crucial part of our activity, in terms of both the quality of the service we supply to companies and our own internal management. Oracle’s Hyperion applications permit rapid production of highly detailed reports perfectly adaptable to all kinds of customers and businesses.”** – Danilo Mariotti, Head of Management Control, RINA S.p.A.

## RINA S.p.A. Generates 35% More Reports with Greater Detail and Coverage of New Areas

RINA S.p.A. is the operative arm of the Italian Shipping Registry, “Registro Italiano Navale,” founded in Genoa in 1861. One of the world’s oldest classification organizations, RINA S.p.A.’s key areas of businesses are ship classification, certification, and advanced services for industry. The RINA Group operates in Italy and all over the world, with general management in Genoa and more than 100 branches, including 40 in Italy.

### Challenges

- Provide advanced budget formulation tools for structured, secure support of data gathering
- Distribute reports on budget data effectively
- Deliver an immediate overview of the group with analyses broken down by division (naval, certification, industry)
- Permit advanced users to create their own reports and customized analyses

### Solution

- Worked with Oracle Partner IConsulting S.r.l. to implement Oracle Database and Oracle’s Hyperion Interactive Reporting to rationalize the process of gathering centralized data in a single database
- Made data easily accessible to 120 managers and improved security
- Implemented complex-calculation logic, permitting detailed, precise budget preparation
- Provided all RINA users with access to information at the maximum level of detail, thanks to a relational drill-through system
- Achieved considerable flexibility with Hyperion Financial Reporting in economic analysis of management control through an add-in link to Essbase Excel
- Intensified reporting, increasing the number of reports generated by about 35%, and covering new areas formerly excluded from reporting
- Made it possible to handle a major increase in the workload due to an increase in the number of companies in the RINA Group from 28 to 43 over the past two years