



Seiko Epson Corporation  
Nagano, Japan  
www.epson.co.jp/e

#### Industry:

Imaging Products

#### Annual Revenue:

JPY1.347 billion (US\$13.452 million)

#### Employees:

88,925 (Epson Group as of  
March 31, 2008)

#### Oracle Products & Services:

Oracle Advanced Procurement  
Oracle Sourcing  
Oracle Purchasing  
Oracle iSupplier Portal  
Oracle iProcurement

**“To stay cost-competitive, we are revisiting our sourcing process, where my team plays a critical role in creating supply chain value.”** – Takao Kanai, General Administrative Manager, Production and Procurement General Center, Imaging Products Operations Division, Seiko Epson Corporation

## Epson Reforms Its Sourcing Process for Product Competitiveness and Better Supplier Relations

Founded in 1942, Seiko Epson Corporation is a leader in imaging, robotics, precision machinery, and electronics. The company develops, manufactures, markets, and services information-related equipment (computers and peripherals, including PCs, printers, scanners, and projectors), electronic devices (semiconductors, displays, and quartz devices), and precision products (watches, plastic corrective lenses, and factory automation equipment).

### Challenges

- Standardize sourcing processes across the imaging products business line to reduce the cost of materials
- Consolidate sourcing channels and streamline procurement processes to reduce operational costs
- Standardize cost estimating tasks that were usually handled manually
- Enhance compliance, corporate governance, and social responsibilities

### Solution

- Streamlined and automated the purchasing process by implementing Oracle Advanced Procurement Release 12
- Cut the cost of parts and materials for research and development
- Reduced the number of suppliers and parts
- Enhanced control over supplier relations
- Standardized cost estimating processes
- Made mass-production cost predictable at the research and development stage
- Eliminated the estimation tasks at the research and development department, which resulted in time savings