



Grupo Posadas S.A.B. de C.V.  
Mexico City, Mexico  
www.posadas.com

#### Industry:

Travel & Transportation

#### Annual Revenue:

US\$500 million

#### Employees:

11,000

#### Oracle Products & Services:

Oracle On Demand  
Oracle Database Enterprise Edition  
Oracle WebLogic Suite  
Oracle Fusion Middleware

#### Oracle Partner:



BearingPoint  
www.bearingpoint.com

**“With Oracle On Demand, we cut the cost of IT administration and maintenance by 30%, and system availability is above 99.85%.”** – Eduardo Arena, Director of IT Planning and Control, Grupo Posadas S.A.B. de C.V.

### Grupo Posadas S.A.B. de C.V. Implements Hosted IT Infrastructure and Saves 30% on IT Maintenance

Grupo Posadas S.A.B. de C.V. is a leading hotel operator in Mexico and Latin America. It operates 110 hotels in Mexico, Brazil, Argentina, and Chile, including those branded as Live Aqua, Fiesta Americana Grand, Fiesta Americana, Fiesta Inn, One Hotels, The Explorean, Caesar Park, and Caesar Business.

#### Challenges

- Migrate existing systems to Oracle databases using a hosted model to reduce maintenance costs
- Improve system availability to support the hotel reservation systems
- Create a shared services center to improve hotel service and back office operations

#### Solution

- Implemented Oracle On Demand suite in a shared services model to simplify and consolidate the hotels’ back offices in an hosted model that includes managing hardware and software to increase the company’s agility
- Optimized IT resources with Oracle On Demand, saving 30% on IT maintenance, when compared with other outsourcing models
- Centralized room reservations with Oracle WebLogic Suite and Oracle Database Enterprise Edition, improving the guest experience
- Integrated the company’s applications, including purchasing and reservation systems, using Oracle Fusion Middleware for more efficient information flow to support back office and customer reservations
- Ensured around-the-clock IT infrastructure for all hotels, with high availability and high service levels
- Guaranteed reservation transactions for more than 1 million reservations per year, serving 3 million guests annually
- Worked with Oracle Partner Bearing Point to implement the new solutions