

# Enabling 'Cruise to Cloud' solution for a global medical device company





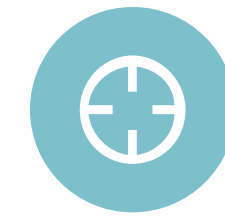
## Overview

The client is a leading global non-surgical aesthetic device company with a comprehensive product portfolio and a global distribution footprint. It's technology enables physicians to provide advanced solutions for a broad range of medical-aesthetic applications.

Organization Size: **500K**

Country: **USA**

Revenue: **\$300 Billion**



## Challenges and Goals

The client was functioning with legacy systems and hence unable to seamlessly manage and integrate customer management, orders, inventory, invoicing and financials. The need of the hour was a cloud-based system, that would integrate with their multiple existing CRM and legacy systems. Key requirements were:

- Implementation of Oracle ERP cloud Software as a Service.
- Implementation of Oracle cloud Platform as a Service.
- Analysis and reporting features: Power BI reporting, DWH on Azure, OTBI and FRS.
- Oracle Cloud Human Capital Management
- Regulatory Maintenance & Patch Application Testing
- Integration of existing CRMs - Vertex, Card, SFDC, Service Max, 3rd party PL, IoT.





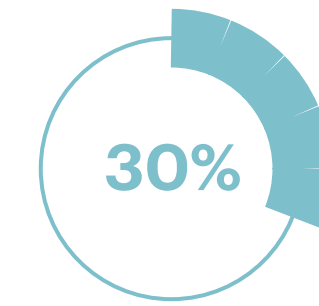
## Solutions

Our proprietary “Cruise to Cloud” solution was deployed for this Oracle cloud implementation. This solution helped us to calculate the client’s cloud readiness index, cloud fitment index and total cost of operations (TCO) projections in just a few hours. Our efforts focused on:

- Near real-time integration of our cloud solution with other CRM and logistics applications
- Integration with machines to keep tabs on patient data.
- Avoiding process customizations by following Oracle Fusion Cloud Best Practices.
- Reporting and data analysis was enhanced by using OTBI, Power BI and Azure



## Business Impact



Reduced IT manpower costing

- 60% improvement in response to customer order
- Strengthened supply chain planning function, order booking and increased inter-organization material visibility
- Enabled on-time recognition of receivables and handling of complex multi-currency installment payment collections

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