

Albacom, the Italian leader in Business telecommunications, finds in Motion International a partner in the Oracle eBusiness Suite management

Albacom is the first and largest Italian company specialising in Business Telecommunications, both in terms of service range and turnover. Albacom offers voice, data and Internet transmission services for national and international companies.

Motion International is an internationally recognised leader within the Oraplus Group in the provision of consulting solutions and services for Enterprise Resource Planning, Network Security, Quality and Safety.

For leading Italian and British telephone operators, the Oraplus Group has a series of successful projects covering implementation, customisation and management of the Oracle eBusiness Suite, both at the client site and remotely.



Motion International intervened to support Albacom in an area of high impact for the company's business, namely the management of the information system supporting administrative & accounting processes. Albacom had chosen Oracle Applications (now eBusiness Suite) from inception as its ERP system for the Finance and logistic area, implementing the following modules: GL (General Ledger), AP (Payables), AR (Receivables), PO (Purchasing), INV (Inventory) and FA (Assets).

In order to improve the efficiency of its chosen information system, in 2002 Albacom launched a tender to select a consultancy firm specialised in managing the Oracle eBusiness Suite.

The contract was awarded to Motion International based on its proven experience in Oracle technology and on the excellence of its service offering, recognised both by clients and competitors alike.

For the switch to the Euro, Albacom required a partner capable of minimising the impact of an upgrade of the entire Oracle eBusiness Suite whilst guaranteeing compliancy with the requirements inherent with the new currency.

As part of its competitive offering, Motion International proposed to Albacom a complete check-up of its technological infrastructure (hardware, database and applications). Thanks to the Oraplus Group proprietary methodology @pps Garage, in a short period of time

and at limited expense, a snapshot of the system allowed Motion International to formulate an optimised proposal for Albacom for a turnkey upgrade project with subsequent switch of the system to the new Euro currency.

Since then, Motion International manages the Oracle eBusiness Suite in Albacom, covering ongoing maintenance, customisation and further projects of notable importance.

Motion has thus been able to exploit the experience it had gained previously in projects of ongoing maintenance of the Oracle eBusiness Suite, conducted in-house and remotely, for other telephone operators.

From 2000 to present day, Motion International has rigidly adhered to timescales and service levels, and has successfully completed for Albacom the following projects:

- > Upgrade to release 11.0.3 (with patches subsequently released by Oracle) in order to allow Euro migration
- > Adoption of Multiple Reporting Currencies (first stage of the switch to Euro)
- > Switch to Euro as a Functional Currency EFS (Euro conversion)
- > Set-up and migration to Oracle eBusiness Suite of a new company within the group (Basicotel)

Motion International has implemented several bespoke solutions based on specific Albacom requirements in the Purchasing cycle, to improve system performance and reduce the amount of manual work, including:

- > Automatic loading of catalogues
- > Management of a new authorisation document for billing and payment of suppliers (AFP)
- > Mailing system for notification of variation in the approval state of supplier order

Motion International has also developed vertical solutions for Albacom, which allow applications to manage issues typical of the telecommunications sector, for example:

- > Interface with legacy billing systems (Kenan Arbor)

- > Interface with the feeder systems used for the CRM (Siebel) using webMethods middleware:
 - for client details
 - to support the credit collection process

- > Management of automatic receipts for RIBA/RID and interface with home banking (standard CBI Rel. 4.4), including authorisation of client details

- > Automatic loading of client receipts via Lockbox

- > Automatic loading of unsettled payments (without the use of Cash Management)

- > Management of Credit factoring, in pro-solvendo & pro-soluto modality

- > System of "mass retirements" for Fixed Assets



Vittoria Gaudio

Management of Information System & Development of Finance System

Albacom

"Upon arrival, Motion International discovered that Albacom's ERP system was scarcely managed automatically, typical of a start-up. Today the Finance system is fully automated and a totally flexible and quicker basis for future implementations. Thanks to Motion International expertise, we have managed to reach these goals together" explains Vittoria Gaudio, Management of Information Systems & Development of Finance Systems, Albacom.

"The primary objective of Albacom was to complete the upgrade of the applications release with subsequent transition to the Euro. The choice of consulting company went to Motion International, among the certified Oracle partners identified in the sector, because of the profound technological

element of the two projects, an aspect which required a team with excellent skills and technical experience.

During the course of the collaboration, Motion International not only respected the limits concerning Timeframe & Budgeted cost, but also demonstrated overwhelming commitment and high level of service, 24 hours a day and 7 days a week, to avoid interruption of service to Albacom users during the necessary system downtimes.

In the future, the collaboration with Motion International will allow Albacom to maintain the eBusiness Suite at an official release level and to cover other functional areas implementing further modules to integrate with legacy systems"



Corrado Barbero

Project Manager &
Technical Team Leader

Motion International

“When we took on the Oracle eBusiness Suite implementation project in Albacom, the system was configured to satisfy the basic needs of the company solely from an accounting point of view, and the processes were manual” states Corrado Barbero, Project Manager & Technical Team Leader, Motion International.

“The sophisticated automation solutions provided by Motion International have enabled Albacom to optimised the work of resources in the Administrative-Financial functional area, avoiding repetitive and manual operations, and allowing the client company’s personnel to concentrate on its core business.

Albacom represented the typical problems of a new company in the telecommunications sector, characterised by a rapid increase in the volume of data. While low data volumes

can support manual operations and lack of automation, with growing data volumes the system is at risk of collapse, a situation which can be avoided by implementing custom automatisations.

The telecommunications market also requires great elasticity in the system, so it is necessary to develop every solution with a high degree of flexibility.

In the two years since Motion International began in Albacom, Motion International has in effect re-designed and re-engineered almost all modules of the Oracle eBusiness Suite in Albacom, minimising customisations, using, where possible, the Oracle Open Interfaces Standard, in order to minimise future maintenance costs. Albacom Oracle eBusiness Suite, in this way, has changed deeply, transforming itself in metaphorical terms from a typewriter to a well oiled automated process support system”



Albacom, which was established in 1995, owns 7.600 km of network infrastructure interconnected with the European BT Ignite network (55.000 km of fibre optic network in 12 countries). Albacom is the first and largest Italian company specialising in Business Telecommunications, both in terms of service range and turnover. Albacom offers voice, data and internet transmission services for national and international companies



Motion International (www.motion-international.com) is an experienced, exclusively Oracle professional services company. One of very few firms that offers high-caliber multinational Oracle expertise worldwide, it has developed several proprietary best practices, tools and methodologies to ensure successful delivery. Headquartered in Minneapolis, Motion has offices in five countries and has delivered Oracle projects on five continents. Its clients include some of the world’s largest global companies.