

Microspray Delta increases efficiencies and profitability with Oracle E-Business Suite

Motion International and At-Shopnet implement Oracle E-Business Suite

Motion International leveraged its manufacturing expertise during the Oracle E-Business Suite implementation in Microspray Delta.

Motion International has a complete Accelerator Suite to speed Oracle implementation projects for discrete manufacturing firms.

Microspray Delta

Microspray Delta has 50 years of experience producing plastic molds. In 1987, the company design and patented a pre-compression atomizer micropump that today is considered a standard in the cosmetic industry. Since then, the company has concentrated its efforts on the production of its own pumps.

In recent years, Microspray Delta has specialized in the high-end fragrance and pharmaceutical sectors. In 2003, the company was acquired by a private equity fund: the new management team realized that in order to maintain and increase company position in the market, **it was necessary to adopt a new integrated system that would provide a more accurate view of the business.**

Benefits from Oracle E-Business Suite adoption

By automating routine activities, Microspray Delta has gained efficiency in all business processes, freeing resources to manage high-value activities. Those efficiencies can be measured by an increase in productivity at all levels within the company and by a sharp decrease in error margins in accounting and administrative operations.

In the future, Microspray Delta plans to integrate its Oracle ERP system with its management application system to extend its range of products and services and better address customers' needs.

The project

Microspray Delta started to implement standard finan-



cial and inventory management functionality that required a strong commitment to standardization, normalization and centralization of data. ATO (Assembly To Order) process adoption allowed Microspray Delta to manage complex coding without using a separate configurator.

“Using Oracle E-Business Suite, we’ve implemented an integrated management system that enables us to optimize and rationalize processes and procedures, with a consequent increase in productivity and a return to efficiency at all levels.”

Roberto Petrucci

Finance Director

Saint Gobain - Calmar Microspray

This adoption also supported information sharing and individual responsibility through easy-to-use processing tools, integrated processes and pooled resources. Today, Microspray Delta manages almost 3.000 invoices in accounts payable and account receivable per year.

Microspray Delta made the decision to adopt a new ERP system in August 2004. The warehousing, purchasing and financials implementation was completed January 2005. In October 2005, despite the stops due to the acquisition of Microspray Delta by Calmar Saint-Gobin, the ATO functionality was added; and in February 2006, the MRP functionality was added.

The rapid deployment and low costs were possible because of the commitment and the availability of the project teams comprised of Microspray employees and Motion International and At-Shopnet consultants.



Microspray Delta snapshot is also available on www.oracle.com and www.oracle.it websites under customers area

microspray delta

Founded in 1948, Microspray Delta S.p.A. produces plastic molds and pre-compression atomizer micropumps for the top end of the fragrance and pharmaceutical sectors. Its Delta pump is a de-facto industry standard. Microspray Delta is part of the Calmar division of the Saint-Gobain Group, one of the largest industrial groups in the world.

Founded in 2000 At-ShopNet (www.at-shopnet.com) is a multidisciplinary company with qualified experience in business management, Internet applications and information technology systems. The aim of the company is to deliver to SME organizations a business model that best fit their needs leveraging IT solutions like Oracle E-Business Suite. At-ShopNet together with the other companies in the Group, offers complete support in Internet, networking, business communication, web design and Voice over IP



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.