

Motion International Helps Publisher Solve Cross-Border Oracle Woes

Making Oracle view a multi-organization structure as one, slashes maintenance and infrastructure costs

This international publishing company had an Oracle dilemma. Most of the company's business is conducted in the U.S. and Canada with separate legal entities, and shipments to international customers are growing. Manufacturing and packaging is done outside the U.S., but inventory is maintained in the U.S.

Oracle requires a business with these business processes to set up and maintain a multi-organizational structure. This meant that **there would three separate organizations** within Oracle with three separate inventories. This essentially would triple infrastructure, database and maintenance costs. This company decided this was **not a viable option. That's why it turned to Certified Oracle Partner Motion International to customize the functionality to meet their crucial business processes.**

This company's Oracle challenges are common with many other companies that have complex cross-border applications. Consider the demands Oracle imposes for a relatively simple transaction, such as when the company's Canadian unit receives an order. To fulfill the order, the Canadian unit has to get inventory from the U.S. Oracle wants to record this order in the general ledger as a U.S.-based order, since the book and shipping is actually coming from the U.S. The company, on the other hand, wants to make sure it's accounted for as a Canadian order. Oracle can't do this because the company's U.S. unit is not set up to do business in Canada. **What the company needed was for Oracle to process transactions in the legal entity where orders were received, not from where they were shipped. This is not a simple customization.** To make it work takes in-depth knowledge of all Oracle modules and the way those modules work together. Motion specializes in providing these solutions.

The Motion International difference

Motion International has the experience to make such customizations to Oracle relatively easy. Some of Motion's strengths include:

- > **The most in-depth Oracle expertise.** Motion's consultants are certified in all of the Oracle Professional Certification paths and possess industry experience and certifications
- > **Proprietary tools and methodologies,** including Oracle accelerators that reduce implementation costs and times by up to 70 percent, and Oracle adapters that make it easy to integrate Oracle with other applications.

In this case, Motion consultants customized the Oracle Accounts Receivable interface to force Oracle to view orders received by the Canadian unit as Canadian transactions and process them through the Canadian organization. Meanwhile inventory could still be maintained in the U.S.

> Company

Large International publisher and book distributor

> Challenge

Adapting Oracle to seamlessly support cross-border accounting, inventory management and other operations.

> Solution

Motion International Oracle consulting leveraged proprietary Oracle methodologies and tools to customize the company's existing Oracle applications



Later Motion helped the company with another critical Oracle requirement of customizing invoice reports with requirements that vary by country and sometimes by specific customer. Again, Oracle standard functionality has one way of doing this – printing invoices based on how data is printed into the AR interface table. This set up would not be sufficient for this company because they needed to accommodate many additional formats that support multiple languages and customer preferences. With a deep understanding of the Oracle AR module, **Motion was able to customize the application by setting up custom tables and forms in Oracle in effect, literally hundreds of invoicing templates based on regional, national and specific customer requirements.** Now when data comes in, the appropriate template is automatically selected and Oracle produces the correct report.

Companies with business process similar to this publishing firm rely on Oracle every day to help their operations run smoothly and efficiently. **Getting Oracle to meet your exact needs can be challenging, especially if you operate across borders.** It is crucial to engage a partner like Motion International, which specializes in hard-to-find Oracle localization and globalization expertise. **Motion will reduce your Oracle support costs and dramatically increase your organizational efficiency, no matter how many countries you do business in.**



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.