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End-to-End Infrastructure Built on Oracle Cloud

Inspirage is a high expertise global consulting firm that focuses on transforming global supply chains by leveraging Oracle SCM and ERP applications, both on-premise and in the cloud. Founded in 2007 by former Oracle product managers, Inspirage has enjoyed an average annual growth rate of over 30% for the past 5 years, and today has over 400 consultants delivering services in nearly 50 countries around the globe.

Challenges

The dramatic growth of Inspirage's business led to a variety of challenges common to global enterprises. These included:

- Existing Finance systems did not provide complete support for inter-company accounting, multiple currencies, tax jurisdictions, and international subsidiaries
- Existing Finance systems lacked financial reporting
- Existing CRM and marketing automation systems did not work together
- Manual data reentry of project information was required by Sales, Finance, and Delivery team in disparate systems
- Lack of support for contracts/project administration including company-wide reporting requirements
- Inconsistent customer record across systems
- Error-prone manual processes for project management and time and expense reporting

Challenges

- Lack of support for inter-company accounting, multiple currencies, tax jurisdictions, and international subsidiaries
- Lack of financial reporting
- CRM and marketing automation systems did not work together
- Manual data reentry of project information was required in disparate systems
- Lack of support for contracts/ project administration
- Inconsistent customer record across systems
- Error-prone manual processes for project management and time and expense reporting
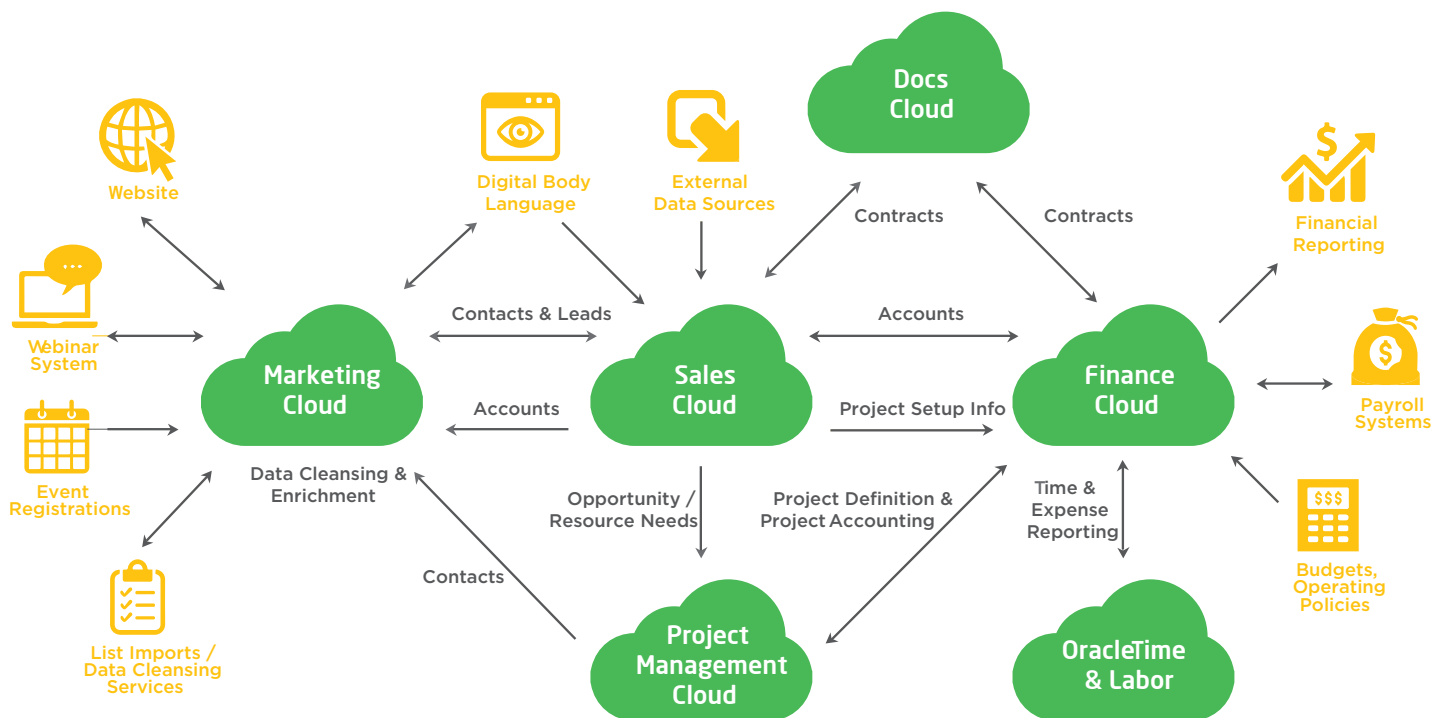
Solution

Inspirage reviewed their business process and system challenges on a holistic basis and identified many areas where they needed to improve cross team collaboration and efficiencies. Rather than try to continually modify legacy systems that were not designed to work together, Inspirage reviewed end-to-end enterprise systems designed to support a global business. The final solution needed to be flexible, scalable, secure and based on best practice standards. Inspirage selected Oracle's Cloud ERP to build a complete, end-to-end solution that would continue to scale with future growth. The initial solution included:

- Oracle Marketing Cloud (Eloqua)
- Oracle Sales Cloud
- Oracle Cloud Finance
- Oracle Project Portfolio Management Cloud
- Oracle Time and labor
- Oracle Documents Cloud

Inspirage Cloud System Architecture

Inspirage redesigned its entire infrastructure built exclusively on Oracle Cloud applications in three months.

Approach

Rolling out six separate Enterprise systems concurrently is no small task. As a result, Inspirage decided to leverage their **Rapid Value Implementation Methodology** during implementation. The core of this methodology for Cloud solutions is to embrace the standard business processes evidenced in the tool and deploy these standard solutions across the enterprise. Working concurrently, teams were convened to focus on Marketing and Sales, delivery projects and Finance with cross functional project coordination and project management. The team deployed foundational solutions first, with a road map for more advance capabilities to be deployed in an agile approach. The core emphasis of the project was on a data model that would support an integrated flow of information end-to-end from marketing to sales to project estimation and financial functions.

Once the system and process designs were reviewed, Inspirage piloted the system design with key users and collected feedback. The company then conducted a brief, one week, conference room pilot for all users prior to Go Live. Once each system was operating effectively on a stand-alone basis, Inspirage completed the integration with the downstream systems. Because all the systems are built on a common TCA data architecture, it was easy to link the various systems together.

Results

Since Go Live, Inspirage has already seen a variety of benefits including a reduction in the number of systems from 16 to 6, a reduction in the amount of data re-entry and errors between systems, an increase in the number of qualified sales opportunities coming through the pipeline and an improvement in key finance operations (faster consolidations and tax reporting, GL additions flow through the system and GL users encouraged to build custom reports).

Results

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- Reduced the amount of data re-entry and errors between systems
- Increased the number of qualified sales opportunities coming through the pipeline
- Improved key finance operations

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