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Oracle Customers

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Arin Innovation Centralizes Processes Across Three Countries, Eliminates 500 Man-Hours, and Ensures Scalability to Support International Growth

Arin Innovation is a strategy and IT consulting firm with offices in Spain, the United Kingdom, and Colombia, specializing in Oracle Cloud Solutions as well as other Oracle solutions. It focuses mainly on helping small and medium enterprises grow through efficiency-driving IT solutions. The company, which was recently named Oracle Specialized Partner of the Year: Oracle Cloud, also services large companies and multinationals.

arin growing together

Oracle Customer: Arin Innovation
Location: Madrid, Spain
Industry: Professional Services
Employees: 80
Annual Revenue: Under $100 Million

🖨 Printer View

Challenges

- Improve efficiency and optimize usage of time and costs by replacing legacy, disparate resource and sales tracking tools—including spreadsheets and freeware—with integrated, collaborative solutions

- Improve visibility and coordination across the company's offices in three countries by centralizing sales, financial, human resources (HR), and marketing data and processes, ensuring consistency, continuity, monitoring, and analytics capabilities

- Reduce costs of inefficient processes such as freeware application administration and communication within sales and customer relationship teams and between offices in different countries and time zones

A word from Arin Innovation

"Oracle Cloud Solutions—including Oracle Social Marketing, Oracle Sales Cloud, Oracle ERP Cloud, and Oracle Taleo Learn—have transformed our company by providing unlimited scalability in the cloud, enabling us support our ambitious international growth strategy." – Hugo Amann, General Manager, Arin Innovation

Solutions

- Saved more than 500 man-hours annually and eliminated all hardware costs by implementing Oracle Cloud solutions, improving sales and marketing efficiency, optimizing HR recruitment and ongoing training processes, and enabling Arin Innovation to continue scaling up its business internationally

- Centralized all sales knowledge with Oracle Sales Cloud, ensuring sales staff have access to updated, consistent, and complete information on their leads—including from their mobile devices—to maximize conversions of IT services sales

Oracle Product and Services

- Oracle Cloud Social Marketing and Engagement Services

- Oracle Enterprise Resource Planning Cloud

- Oracle Taleo Learn Cloud Service

- Oracle Sales Cloud

- Used Oracle Sales Cloud to provide real-time analytics on sales efforts, providing management with a business intelligence dashboard that facilitates smarter business decisions based on data such as the sales team's conversion rate, efficiency, and effectiveness

- Halved the time required to deploy marketing campaigns, e-mails, and landing pages by improving

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Oracle Stories

- Oracle Doubles Sales Leads in Two Months with Oracle Eloqua Solutions

- Oracle Uses Big Data to Strengthen Cloud Security and Optimize Performance

- Oracle Gives Large Enterprises Confidence to Migrate to the Cloud

- Oracle Improves Sales Team Productivity and Runs Financial Batch Processes 5x Faster with Oracle Fusion Applications

- Oracle Seamlessly Integrates New Companies, Improves Database Performance by 4x, and Cuts Costs with Hardware and Software Optimized to Work Together

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targeting by client type—including by business size and previous sales contacts—and implementing in-depth tracking and analytics with Oracle Social Marketing Cloud Service

- Gained the tracking and insights required to improve HR recruitment efficiency and identify the right candidates—in particular, sales and post-sales staff—to support the company's ambitious growth prospects, thanks to Oracle Taleo Learn Cloud Service

- Improved retention of employees, including skilled IT professionals, with a more structured and individualized approach to talent management that includes greater insight into and analysis of employee career paths, skill development, and growth opportunities

- Centralized the company's enterprise resource planning (ERP) solution for its offices in three countries and three time zones with Oracle Enterprise Resource Planning Cloud, providing decision-makers with real-time analytics and an efficient vehicle for transmitting business decisions to the different branches

Why Oracle

Oracle Sales Cloud, Oracle Social Marketing Cloud Service, Oracle ERP Cloud, and Oracle Taleo Learn Cloud Service provide Arin Innovation with the centralized data and processes and the efficiency, analytics, and scalability to grow internationally.

"Oracle Cloud Solutions not only exceed our requirements today by optimizing our sales, marketing, HR, and ERP systems in the cloud, but they will continue to be the base for our future international growth," said Hugo Amann, general manager, Arin Innovation.

Implementation Process

Arin Innovation, an Oracle Partner, implemented Oracle Sales Cloud, Oracle Social Marketing Cloud Service, Oracle ERP Cloud, and Oracle Taleo Learn Cloud Service in-house. The company's 80 employees adopted the solutions quickly and easily.

Resources

- Arin Innovation centraliza los procesos de tres países, elimina 500 horas de trabajo y adquiere escalabilidad para apoyar la expansión internacional

- More Reference Assets About Professional Services

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