

Case
Study

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Multinet Pakistan

Integration Xperts



INTEGRATIONXPERTS
COMPLEXITIES SIMPLIFIED

multinet

The Company



Multinet Pakistan, a premier information and communication solutions provider for leading enterprises in Pakistan, is known for its reliable connectivity solutions on its 12,000 km long optical fiber network covering over 120 cities of Pakistan. Multinet excels at addressing the diversified communication requirements of its customers through its extensive product portfolio, nationwide long-haul network, overarching footprint of international POPs and terrestrial extension into neighboring countries.



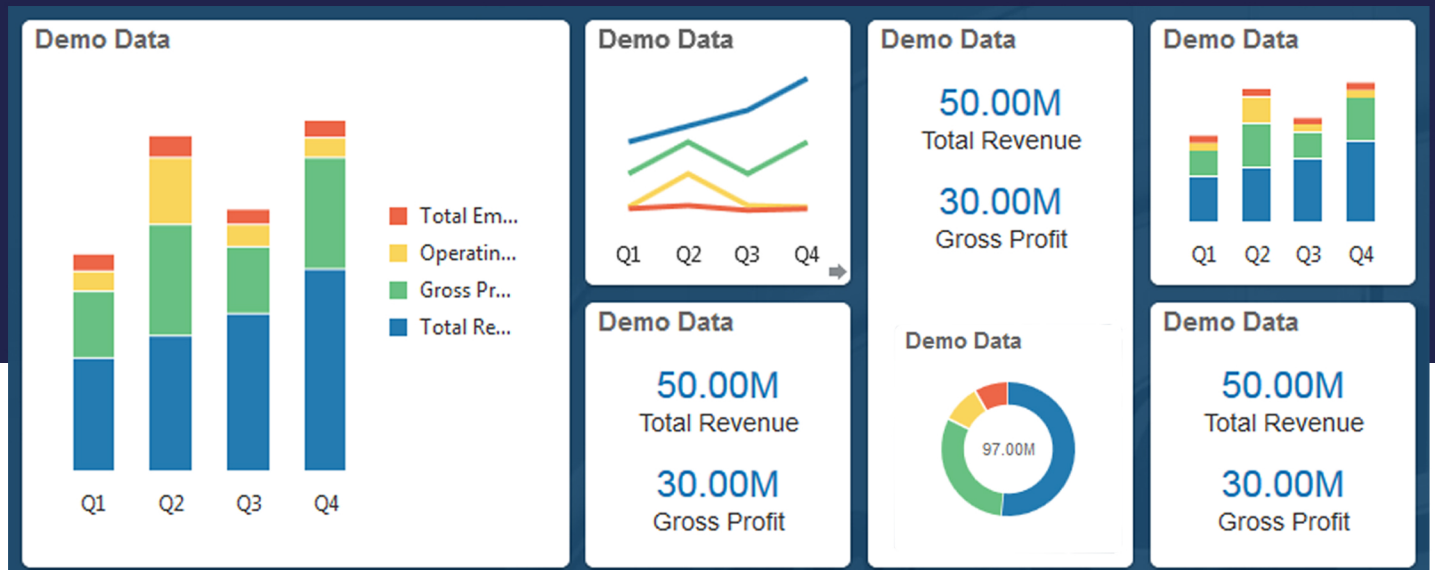
The Challenges

Multinet has been using MSFT ERP for 10 years, the issues of which were becoming quite apparent. These included: weak reporting, limited scalability, limited features and poor support. Additionally, in such businesses infrastructure that enables collaboration is essential however, they were working in silos without any single data source.

The customer wanted to fix these problems and have a system with best practices, which can be implemented in least possible time without any investment in infrastructure, to enhance their business operations. They opted for Oracle Cloud ERP.

Oracle Cloud Modules

ORACLE®
CLOUD



- **SALES CLOUD**
- **CONFIGURE, PRICE AND QUOTE CLOUD**
- **FINANCIALS CLOUD**
- **ADVANCED COLLECTIONS**
- **AUTOMATED INVOICE PROCESSING**
- **PURCHASING**
- **INVENTORY**
- **PROJECT MANAGEMENT**
- **PROJECT FINANCIALS**
- **PROJECT TASK MANAGEMENT**
- **SERVICE CONTRACTS CLOUD**
- **EPBCS**
- **ANNUAL SUPPORT WITH ONSITE 3 CONSULTANTS**

Implementation Methodology



Integration Xperts opted for a rapid and fast approach. Rather than using conventional methods, an agile path was chosen.

We started off with initiation and CRP workshops in which the organization's current processes, projects and functions were identified.

Detailed insights were gathered on the requirements in order to present an overview of the ERP which was going to be developed for them.

After the **ERP** was developed based on the data collected, demo sessions were held to make clients better understand the software and how it is going to be used by the organization.

Once the gaps were identified and filled, a fully-fledged solution was ready for the client which then led to **User Acceptance Testing** that ensured the software met the needs of its users.



Business Benefits

- ✓ The transactional flow was streamlined starting from **CRM**, as the data was captured at this level and reference by execution and deployment team towards billing and then the finance.
- ✓ **Cloud application** enabled them to use built-in processes including complex operations of Billing, Execution and Deployment along with customer experience.
- ✓ **OTBI & FRS** both were utilized to maximum and customer had a wonderful experience with Financial reporting with drill down features.

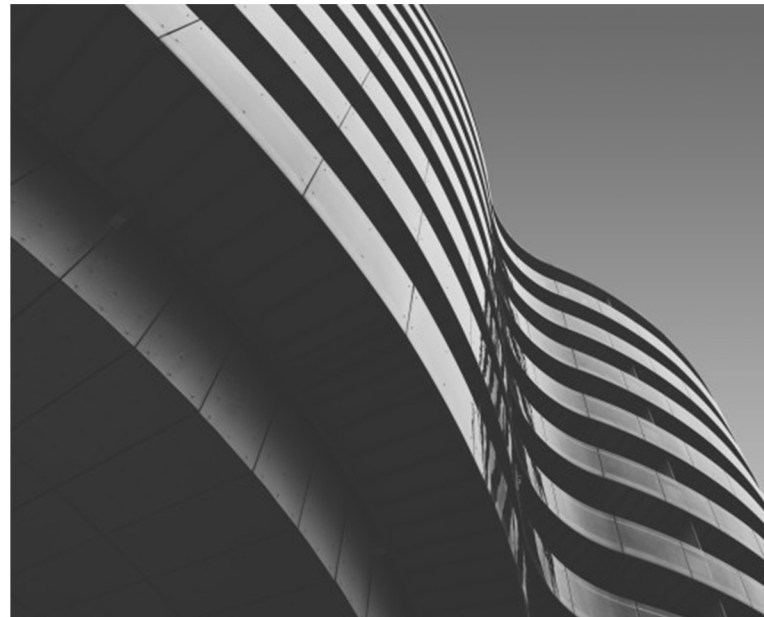




The legacy application had no embedded workflows. Due to this, all approvals and reviews were managed out of the system manually. With **Oracle Fusion ERP**, all workflows are automated with complete trail and has drastically reduced the time for Purchase requisition and Purchase Order approvals. System enforced workflow has also enhanced the system security.



Multinet is utilizing all value-added features like invoice scanning, social collaboration, Mobility and many more to optimize the benefits of **Cloud**.



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