



NEL Group Ltd
Singapore
www.nelgroup.com

Industry:

High Technology

Annual Revenue:

US\$135 million

Employees:

70

Oracle Products & Services:

Oracle Financials
Oracle Inventory Management
Oracle Purchasing
Oracle Order Management

Oracle Partner:



iOM Pte Ltd
www.iomworld.com

“We chose Oracle E-Business Suite because it can scale to accommodate our growing business. Oracle is also a robust company that we can rely on for long-term support and product development. iOM worked well with our MIS team to deliver the project within a tight timeframe.” – Bobby Chung, MIS Manager, NEL Group Ltd

NEL Group Reduces Operational Expenses by US\$200K and Speeds Accounts Receivable Cycle

NEL Group Limited is a provider and distributor of technology products and services to clients in the high technology, and oil and gas sectors. Formerly known as Nucleus Electronics Ltd, the company was established in 1995 and is based in Singapore. It has offices in Hong Kong, India, Malaysia, Philippines, Taiwan, and Thailand. NEL Group is listed on the Singapore Exchange.

Challenges

- Find a system to support the company’s growing business and planned expansion across the Asia Pacific region
- Consolidate financial data from multiple locations, as the time-consuming process was prone to errors and prevented information from reaching decision-makers in a timely manner
- Gain an integrated view of operations with the use of disparate finance and distribution systems

Solution

- Engaged Oracle Certified Partner iOM Pte Ltd to roll out an integrated financial and distribution management system based on Oracle E-Business Suite
- Reduced operating expenses by US\$200,000 in 2007 as a result of improved efficiency and better stock management
- Improved inventory turnover time by 30% from 61 days in 2006 to 43 days in 2007, minimizing stock obsolescence
- Cut accounts receivable time from 64 days in 2006 to 58 days in 2007
- Achieved month-end close in 3 days, compared to 14 days in the past, by moving to a centralized finance and distribution system that eliminated the need to consolidate accounts from multiple offices
- Supported expansion plans by implementing a system that can scale to accommodate growth
- Gained greater visibility into finance and distribution data, enabling management to make better informed decisions