



Alfa Sistemi
Udine, Italy
www.alfasistemi.net

Industry:

High Technology

Annual Revenue:

US\$4.3 million

Employees:

40

Oracle Products & Services:

Oracle Financing

“Oracle Financing gives companies with tight capital budgets and limited resources a new way to acquire leading-edge technology. We estimate that approximately 30% of our customers will take advantage of Oracle Financing to acquire the technology they need to gain enterprise-class capabilities.”

– Federica Meroi, Marketing and Communications Manager, Alfa Sistemi



Alfa Sistemi Grows Annual Revenue by 40% Helping Companies Make Smart IT Investments to Drive Growth

Oracle Certified Advantage Partner Alfa Sistemi is a leading system integrator and consultancy for JD Edwards EnterpriseOne solutions in Italy and other European countries. The company’s team of 40 specialists provides an end-to-end service for midsized organizations in a wide range of market sectors.

Challenges

- Make enterprise-strength technology available to small and medium-sized businesses to drive expansion in a tough economic climate
- Help organizations overcome cash flow or financing problems that typically prevent them from investing in tier-one solutions
- Enhance position as a valued partner to customers by providing a seamless, one-stop service for both IT and financing needs
- Eliminate the risk of customers defaulting on payments

Solution

- Proposed Oracle Financing, a flexible financing package, to bring customers the benefits of Oracle’s JD Edwards EnterpriseOne at a predictable, affordable cost with no up-front investment
- Offered customers the ability to finance the complete solution, including hardware, software, and Alfa Sistemi’s consultancy services for the implementation project, with a payment plan structured around their needs
- Enabled customers to secure rapid credit approval
- Secured lower interest rates than those available from most financial institutions and enabled companies to preserve their existing credit lines with banks in a tight financial market
- Helped customers avoid the false economy of purchasing a tier-two solution that cannot scale to their long-term requirements
- Leveraged Oracle Financing’s clear, transparent pricing and attractive terms to position JD Edwards and Alfa Sistemi ahead of competitive tier-one solutions being considered by clients
- Enabled customers to cut time to value and ensure a faster return on investment than with conventional up-front payment
- Benefited from Oracle Financing’s favorable reimbursement terms for partners to receive phased payments coinciding with key project milestones and eliminate risk of cash-flow problems
- Estimated a 40% year-on-year revenue growth by incorporating Oracle Financing as an integral part of the sales process