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*Capgemini experts helped us replace our legacy system with Oracle E-Business Suite, helping us get online data and feedback from our distant branches across the country, enabling us with more efficient decision making. The system also provides the much-needed transparency to our operations.”*

**B.K Mishra**

Chairman and Managing Director  
CCIL



# CCIL Leverages Oracle Capabilities; Streamlines Business Processes

**Indian public sector  
company implements  
Oracle E-Business  
Suite to increase  
operational efficiency**

## The Situation

Cotton Corporation of India Limited (CCIL) is a public sector company responsible for efficient distribution of cotton across the different components of the industry. It also plays a major role in aiding cotton exports. Additionally, it is engaged in diverse activities related to trade, procurement and export of cotton from India.

CCIL wanted to enhance its customer service capabilities, automate its business processes and reduce operational costs.

With its proven engagement model and global implementation experience, Capgemini was chosen as the strategic partner for this task.

## The Solution

Capgemini experts helped CCIL realize that a robust ERP system could provide a competitive edge through productivity enhancements, cost savings and better customer service.

Oracle's E-Business suite, which helps organizations to make better decisions, reduce costs, and increase performance, was chosen as the preferred ERP solution.

As an Oracle Diamond-level partner, Capgemini has delivered more than 5,000 Oracle solutions across industry sectors, leveraging the in-house expertise of more than 13,000 Oracle technologists spread across the world.

Capgemini implemented Oracle E-Business suite and configured CCIL's business processes into the system. This helped CCIL automate its business critical processes, thereby providing enhanced operational efficiency and business visibility.

Prior to this implementation, CCIL's branch personnel used to share data with the branch office via fax or e-mail. Now, the data flow is online and automated, thus providing real time visibility and enhanced decision-making capabilities.

## The Result

The implementation of an end-to-end centralized ERP system and the involvement of a technology partner is a first for the cotton industry in India.

Capgemini's implementation of Oracle E-Business Suite brought multiple benefits to the customer, such as:

- Much needed transparency in sales and marketing
- Replacement of the legacy FoxPro based systems that were operational at the headquarters and branch offices
- Effective integration of critical business processes
- Automation of data storage and retrieval.

Business process automation has ensured enhanced operational efficiency. Previously, customers ended up keeping more deposit money with CCIL only to be reconciled at the end of the season, resulting in interest loss. CCIL's customers now receive accurate information on balances at any given point of time.

Additionally, CCIL is slated to substantially gain from penalties levied on customers who delay retrieval of cotton from CCIL's warehouses.



*The implementation has helped to improve CCIL's competitive position through online integration of all the functional activities and locations in the organization, timeliness of data availability, removal of duplication of data entry and the provision of better service to customers and its employees."*

### Ajay Kumar

Manager (IT), CCIL

For more information on this project, please contact:

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## About Capgemini

With more than 130,000 people in over 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and outsourcing services. The Group reported 2013 global revenues of EUR 10.1 billion.

Together with its clients, Capgemini creates and delivers business and technology solutions that fit their needs and drive the results they want. A deeply multicultural organization, Capgemini has developed its own way of working, the Collaborative Business Experience™, and draws on Rightshore®, its worldwide delivery model.

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In collaboration with



## About CCIL

Cotton Corporation of India is an organization with the twin objectives of rendering necessary marketing support to the cotton growers and meet the ever increasing requirements of quality cotton from the textile mills especially EOUs.

More information is available at:  
[www.cotcorp.gov.in/](http://www.cotcorp.gov.in/)