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Beckman Coulter Uses Automation to Improve Compliance and Expedite Orders for Biomedical-Product Exportation

Beckman Coulter is a leading manufacturer of biomedical-testing instrument systems, tests, and supplies. From medical research and drug discovery, to clinical trials, to laboratory diagnostics, and point-of-care testing—Beckman Coulter's 275,000 installed systems operate on seven continents to provide essential biomedical information that enhances healthcare around the world.

Oracle Customer: [Beckman Coulter](#)
Location: Brea, California, United States
Industry: [Life Sciences](#)
Employees: 10,900
Video: [Beckman Coulter Implements Oracle Global Trade Management](#)

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Challenges

- Gain a flexible global-trade management solution that can meet evolving needs and facilitate compliance with ever-changing regulatory requirements that impact the export of biomedical-testing products
- Enable the company to run all transactions through United States export controls—including restricted-party screening—and efficiently report transactions to the US government

A word from Beckman Coulter

"Oracle Global Trade Management gave us new power to automate and monitor our cross-border transactions. It helps us to efficiently coordinate and manage a complex global supply chain while complying with ever-changing rules and regulations." – Carl Sandvik, Senior Manager, IT Enterprise Information Systems Logistics, Beckman Coulter

Solutions

- Deployed [Oracle Global Trade Management](#) and improved global-trade management efficiency and accuracy while adapting flexibly to changing requirements for the more than 130 countries to which Beckman Coulter exports its biomedical-testing products
- Accelerated global supply-chain processes and increased working capital utilization by ensuring biomedical products are not delayed in transit due to compliance issues, such as missing import/export documentation
- Implemented restricted-party and sanction-screening functionalities to enable Beckman Coulter to manage and mitigate risk by screening government lists, internal gray lists, red-flag words, and other custom content related to hazardous shipments and cold-chain biomedical products
- Used the rules-based system to enable Beckman Coulter to, for example, effectively initiate a restricted-party screening hold, which suspends all orders associated with the customer while it is investigated—eliminating the need for analysts to review every line item, and ultimately saving considerable analyst time and expediting processing
- Reduced prospective (false-positive) restricted-party matches from between 1% to 2% to less than .05% through configurable compliance-screening processes
- Integrated with the company's existing [Oracle E-Business Suite](#) environment to provide an automated trade operation that streamlines compliance activities and facilitates commerce—ultimately enabling Beckman Coulter to realize a significant return on investment in less than a year
- Laid foundation to expand trade and regulatory compliance functionality, specifically around product registrations for countries where Beckman Coulter sees growth opportunities, including China, Mexico, and Russia

Oracle Product and Services

- [Oracle E-Business Suite](#)
- [Oracle Global Trade Management](#)

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Why Oracle

"We considered several solutions—including SAP—and chose Oracle Global Trade Management because of its flexibility and features, specifically around the configurable compliance-screening engine and agent functionality, and because it integrated cohesively with our existing Oracle E-Business Suite and Oracle Transportation Management environments. Additionally, we selected the product in its infancy, affording us significant input into the development phases," said Carl Sandvik, senior manager, IT enterprise information systems logistics, Beckman Coulter.

Implementation Process

"We went live on October 14, 2013, in just nine months. A large portion of the nine months was spent working out complex business processes and mapping them within our Oracle integrations. Additionally, we performed a soft go-live two-and-a-half months before our actual go live which allowed us to address any change-management issues, conduct on-the-job training, performance tuning, and execute data and process verification. That additional time and approach worked very well for us, and I

would highly suggest this as a best practice,” Sandvik said.

Partner

“Oracle partner CSC provided us with onshore and offshore functional and technical resources. The project manager assigned to our account was formerly a trade-compliance professional who had the knowledge to make our deployment a success. The offshore resources completed much of the administrative work, including documentation, business-process mapping, and testing. Together, we deployed a solution, using Oracle Global Trade Management, that enables us to centrally manage our global trade operations,” Sandvik said.

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[CSC](#)

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