

**Samsonite Successfully Live with Oracle Cloud EPM - PCM**

FOR ORACLE INTERNAL USE ONLY

**Oracle Cloud EPM Go Live**



**Industry: Retail**

Samsonite | Mansfield, MA | [www.samsonite.com](http://www.samsonite.com)

Products Purchased: Oracle Cloud EPM - Enterprise Profitability & Cost Management

Systems to be Replaced: Oracle Hyperion Financial Management, Microsoft Excel



**Samsonite** - the world's leading luggage brand - has excelled since its inception with a number of industry firsts, including its breakthrough research and development and commitment to innovation. Samsonite offers an extensive range of travel, business, casual and personal accessory products.

**Cloud EPM Business Drivers**

To support their long-term financial planning goals, Samsonite partnered with Peloton Consulting Group to transition from their legacy systems to a modernized Oracle Cloud EPM solution. As a leader in travel, business, casual, and personal accessory travel products, Samsonite recognized the global need for traceable profitability throughout their individual brands, customers, stores, and business categories. The organization was seeking ways to streamline and unify their international allocations processes, moving away from offline allocation models that varied by region, while stabilizing and strengthening their overall EPM capabilities.

Because Peloton Consulting Group delivered an Oracle Cloud EPM - Enterprise Profitability & Cost Management solution, Samsonite can now allocate operating expenses using a cohesive methodology for each region. The global retailer can now also utilize a range of data sources to capture a fully detailed and operational P&L.

As a result of the Cloud EPM implementation, the following key benefits were achieved:

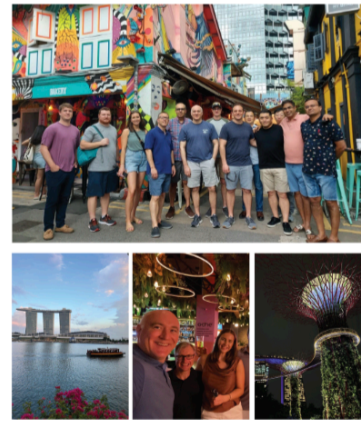
Integrated PCM with existing reporting & planning mechanisms to improve efficiency

Established SKU level profitability globally to make informed business decisions

Automated monthly allocation calculations to enhance visibility & expense traceability

**Stay in the Know with Peloton Consulting Group**

Peloton Consulting Group team members traveled to Singapore to work with our client, Samsonite on a very successful on-site Conference Room Pilot! Samsonite flew team members in from many of the surrounding countries including China, Australia, India, and South Korea to join them for a week of all-day sessions. The Samsonite - Singapore team were incredible hosts and organized events for the Peloton team to experience the culture and explore the beautiful country. Great work to everyone involved in this project!



**Who to Contact for More Information**



**David Allard**  
Senior Vice President  
[dallard@pelotongroup.com](mailto:dallard@pelotongroup.com)



**Jay Barthelmess**  
Sales Executive, Retail  
[jbarthelmess@pelotongroup.com](mailto:jbarthelmess@pelotongroup.com)

North America | Latin America | Asia Pacific

© 2024 Peloton Consulting Group

To unsubscribe from all future emails [click here](#).