

## **Essilor Case Study**

***xAssets efficient and cost effective SaaS fixed asset solution preferred over complex enterprise software.***

### **Company Background**

Essilor is the world leader for the manufacture of corrective lenses. The success of the group, which is present in more than 100 countries, is the result of a strategy that has been driven by innovation for more than 160 years. From design to manufacture, the group develops a wide range of lenses to correct and protect eyesight. The company was created from Essel and Silor, two companies dating back respectively to 1849 and 1931, which dominated the French optical eyewear market in the mid-20th century. The new company inherited a priceless tradition from its two precursors, the entrepreneurial values of mutual trust, respect and building on differences, which make it unique and encourage a spirit of initiative, enabling it to stay constantly ahead of the curve.

Essilor also designs, manufactures and distributes a range of instruments used by eye care professionals for testing sight and personalized measurements, edging and mounting lenses, plus specialist diagnostic equipment used by preventive healthcare institutions. The company, through its subsidiary Satisloh, is a leading supplier of equipment for ophthalmic and precision optics manufacturing, including surfacing, coating and finishing equipment used by prescription laboratories, optical chains and lens manufacturers and various industries for manufacturing optical components.

### **Summary**

Canadian branch based on Montreal approached xAssets in June 2011 to enquire about xAssets' Fixed Asset Management software. Essilor was researching a fixed asset management solution to replace their existing spreadsheet based system. xAssets provided a demonstration of the capabilities of its Fixed Asset Management module and also provided Essilor with a trial site with test data to evaluate the operation of the solution.

### **Previous IT Asset Management Environment**

Prior to installing the xAssets solution, Essilor was using Excel spreadsheets to manage and track its fixed assets. These spreadsheets were maintained manually, which required constant input and updating. Consequently the company did not have a solid grasp on its fixed asset environment. In addition, it was difficult to consolidate all of the asset information across eight separate divisions and feed data to the existing Oracle accounting system. It became clear to management that a fully automated system would benefit the corporation.

### **Solution Requirements and Business Objectives**

In order to improve and automate its ITAM practices, Essilor established a comprehensive set of objectives and capabilities for the selected solution. These requirements included:

- Importing of existing asset details from spreadsheets
- Accounting of assets separately for 8 companies as well as consolidation across companies
- Exporting monthly journals to Oracle Accounting software
- Forecasting and budgeting capabilities
- Attaching of documents to asset records
- Managing and reporting of assets by projects

Essilor stated the main benefits that they wanted from the system were improved asset tracking and reporting capabilities, transactional processing efficiencies and enhanced security. xAssets was able to speed the implementation of the solution due to the precise requirements supplied by Essilor. The company's original intent was to use the new solution for three years as they transitioned to an Oracle solution that would be integrated with its accounting system.

## **Approach**

In September 2011 Essilor completed its purchase of SaaS licenses and services for a cloud based solution for management of their fixed assets using xAssets Fixed Asset Management and Asset Accounting/Depreciation software, hosted by xAssets on its cloud servers. Implementation was performed by xAssets with close collaboration with Essilor's IT and accounting staff. As part of the implementation, xAssets provided user and administration training for the key users. After a number of parallel runs and tests performed by Essilor, the implementation, on schedule and on budget went live at the start of 2012. The system currently is being used regularly to manage a portfolio of about 6,000 fixed assets and easily integrates with the existing Oracle accounting system.

## **Results**

Essilor achieved all of the objectives it set for the automated fixed asset solution, and found the xAssets software so robust and easy to use that it abandoned its plans to transition to an Oracle solution. Comments from company staff, such as the following, indicate the high level of satisfaction they have with the xAssets software.

***“Yesterday, we completed the January month-end process: entered new assets, calculated depreciation, journals, upload to Oracle and closed. Everything worked perfectly and the users are starting to appreciate the benefits of having a more robust system than EXCEL!”***

***“We are very happy with the software. Originally, we thought we were going to use it for a 2-3 year period and then replace it with the fixed asset module in our Oracle Financials application. However, after having had a demo on the Oracle module, we decided to maintain xAssets as it does everything we need it to do. We may not have the benefits of an integrated system, but the journals export that we do is easily integrated to Oracle.”***

***“In addition, we have also used it to easily calculate our forecast and budget figures for the next year... something we could never do with the same level ease of accuracy before.”***