



MOMART

Momart

London, England
www.momart.co.uk

Industry

Professional Services

Employees

110

Annual Revenue

£10 million

Key Benefits

- Scalable, high-performance platform for business growth
- Growth of 10% per annum supported without additional costs
- New functionality developed and implemented rapidly
- Day-to-day processes streamlined and simplified
- Faster system access and increased user productivity
- Flexibility to meet individual customer needs
- Improved agility to respond to client needs and market changes
- Minimal customisations reduce cost of ownership
- Ongoing support and development from Explorer

Oracle Products & Services:

- » Oracle Database
- » Oracle Reports

Oracle Certified Advantage Partner



Explorer (UK) Ltd

Momart Creates Scalable, Agile, Functionality-Rich Solution to Support its Expanding Business and Meet the Challenges of a Dynamic Market

“Explorer has built us a bespoke solution for handling fine arts and antiquities that incorporates the best-practice operations we have developed over many years while enabling us to offer the most cost-efficient service to our customers.”
- Eugene Boyle, Managing Director, Momart

Momart, a full-service logistics provider for fragile, rare, valued or monumental objects, has streamlined day-to-day processes, improved employee efficiency and enhanced customer service with its Oracle-based business management system. Developed by Oracle Certified Advantage Partner Explorer, the solution has eliminated many paper-based, manual processes and enables Momart to sustain 10% per annum growth without increasing staff numbers significantly. New features can be developed by Explorer and implemented into the system to meet the specific customer needs or changing market conditions. Although Momart operates in a highly specialised market sector with unique business requirements, Oracle’s broad functionality minimalises the need for software customisation, which enables the company to use standard Oracle applications and keep IT overheads low.

An acknowledged expert on the collection, packing, transport, storage and installation of works of art, Momart is one of the largest specialists worldwide and handles millions of pounds worth of items each year. The company, whose customers range from national institutions to private individuals, has been involved in most major art exhibitions in the UK for more than 20 years. Prior to its system upgrade, Momart was using an Oracle Database that had been implemented by an external consultancy. The system provided a data repository for the works of art in its care, together with basic functionality for business management, but had not been enhanced for many years. Momart wanted to engage the expertise of an Oracle Partner to upgrade the Oracle-based system, enhance its functionality and provide a high-performance solution for future growth. The company was also looking for a technology partner who could provide ongoing support and development in the longer term.

Momart now has a stable, reliable solution with improved business intelligence and reporting capabilities, lower support costs and ability to support its business flexibly and capitalise on change. Explorer’s rapid application development tools enable new features to be implemented quickly and cost-effectively. Momart is now considering Web-enabling the solution and giving customers online access to their portfolio details.

Reengineering Business Processes to Improve Productivity

Explorer reviewed Momart’s existing system and made recommendations on how it could be improved to optimise performance to help Momart achieve its growth objectives. Following a database upgrade and a re-evaluation of the current storage and archiving procedures, Explorer developed a low-cost, highly efficient easy-to-manage solution. Many day-to-day activities were reengineered to make them simpler and faster by cutting the number of data entries needed to complete each task and implementing workflow-driven process automation.

Momart’s staff access the database to view details of each customer’s portfolio and make arrangements for works of art to be received for storage, packed for transport or shipped to exhibitions in the UK and overseas. Oracle’s high-performance database enables rapid location and downloading of shipment and export documentation by all 30 users simultaneously. Faster access to data has speeded up routine operations and saves approximately 10 minutes of each person’s time, equivalent to five working hours, on a daily basis.

“Explorer upgraded our database and implemented the software in an industry-standard format that will make it straightforward to enhance our applications in future,” said Eugene Boyle, managing director, Momart. “Our backups are working efficiently and the system is performing significantly faster. Explorer enabled us to take a fresh look at the way we were doing things and capitalise on

Leeds, England

Oracle Certified Advantage Partner Explorer (UK) Ltd excels in the development of mission critical Oracle systems, designed and implemented to make companies more successful. Explorer's methodology is to analyse the business problem and customer's strategic goals, select the Oracle products and tools that meet them most effectively and build high quality, scalable solutions using its rapid application methodology. Explorer's solutions and services are tailored to each customer's specific needs, to deliver rapid return on investment while building an architecture that can respond to future business challenges.



the technology we had to enable our staff to achieve more in less time."

Improving Flexibility and Customer Service

Oracle Reports has replaced Momart's previously paper-based documentation with electronic versions that can be produced in many different formats. Estimates, packing lists and shipping documents that used to be faxed are now sent as PDFs directly from the system, which saves time and cuts the potential for error.

Why Explorer?

Explorer understood Momart's need to retain its existing system and migrate to new functionality when its business needs dictated. Consultants from Explorer had previously worked with Momart and demonstrated their Oracle expertise and willingness to offer a fixed-cost development. "We looked at several other companies but Explorer impressed us with their ability to build the solution we wanted within the time frame we required," said Boyle. "We trusted them to deliver what they said they would. They have proven their commitment to us and we regard them as our long-term technology partner."

Why Oracle?

Momart chose Oracle Database because of Oracle's market leadership and the unrivalled scalability and performance of its database. "Oracle provided a stable, high-availability infrastructure on which to build our business-critical solutions," said Boyle.

Implementation Process

Explorer upgraded the Oracle Database, reengineered many key processes and implemented Oracle Reports over an 18-month period, in line with Momart's requirements for a phased migration. The enhanced solution went live without disruption to Momart's business.

Advice from Momart

- Use the skills of experts who understand your business and can help you maximise the benefits of the technology you already have
- Choose a partner with a proven track record who can offer fixed-cost development with on-going assistance as you need it

Momart is an acknowledged authority on the handling of fine arts and antiquities. Its expertise with fragile, rare, valued or monumental objects has established it as one of the largest specialists worldwide.