



Case Study

Industry: Technology, Media & Communications – IoT & Communications Products

Unified Cloud ERP for an IoT & Communications Product Provider

Overview

A global provider of IoT-enabled products and communications platforms delivering connected solutions to enterprise customers worldwide. The business was undergoing strategic transformation from traditional product sales to subscription- and usage-based revenue models.

Challenge

The organisation operated multiple ERP platforms across regions, each supporting finance and operational processes in different ways. This fragmented landscape limited visibility, slowed decision-making, and created challenges in managing subscription revenue, intercompany transactions, and consistent financial reporting as the business scaled.

Solution

Hitachi Digital Services implemented Oracle Cloud ERP as a single global backbone, covering core financials, reporting, supply chain processes and subscription management. A common global solution design was deployed with regional localisation, extensive integrations, and tailored capabilities to support complex revenue recognition and consumption-based billing.

Value delivered

The implementation standardised financial and operational processes across regions, enabled accurate management of subscription and usage-based revenue, and delivered real-time insight into business performance. The new platform provides a scalable foundation aligned to continued growth within the TMC sector.