

SAP ENTERPRISE INTEGRATION

Oracle EBS Integration with SAP Sales Cloud (C4C)

Client Overview

United Motors & Heavy Equipment Co. LLC (UMHE), part of Darwish Bin Ahmed & Sons Group, has operated in the UAE since 1964 with 7,000+ employees worldwide.

UMHE is the exclusive UAE dealer for MAN Trucks & Buses and represents leading global brands across construction, infrastructure, oil & gas, mining, and material handling sectors.

Business Challenge

UMHE was using **Oracle E-Business Suite** as their core ERP system and **SAP Sales Cloud** for managing sales operations.

Customer, Product, Pricing, and Inventory data had to be manually synchronized between systems, and Sales Orders created in SAP were not automatically reflected in Oracle ERP.

This resulted in:

- Data inconsistencies
- Delayed order fulfillment
- Increased operational overhead

Solution Implemented

A middleware-based enterprise integration layer was developed using .NET to enable seamless communication between Oracle EBS and SAP Sales Cloud through OData REST APIs.

A Quartz Scheduler was configured to:

- Execute automated integration jobs every **15 minutes**
- Fetch incremental master data updates from Oracle EBS
- Transform and post data into SAP Sales Cloud via OData APIs

Integration Scope

- Customer Master Data

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- Product Master Data
- Pricing Information
- Inventory Details
- Sales Quotes

Additionally, real-time event-based integration was implemented to automatically push Sales Orders created in SAP Sales Cloud into the Oracle EBS database.

Technology Stack

SAP C4C OData APIs | Microsoft .NET | Quartz Scheduler | REST Web Services | Oracle Database

Business Impact

- ✓ Near real-time order processing
- ✓ Reduced manual intervention
- ✓ Improved data accuracy
- ✓ Faster ERP order availability

