

## Copasul Centralizes Cooperative View Using Oracle Apex and Peloton Consulting Group

Founded in 1978, in Naviraí (MS), Copasul – Cooperativa Agrícola Sul-mato-grossense – was born from the union of 27 cotton producers, mainly from the Kamitani and Suekane families. Established with only three employees, today Copasul has over 2,000 members and operates in a diversified manner, supplying inputs, providing technical assistance, marketing grains, industrializing production (with cotton spinning mills and a starch factory), as well as offering solutions in solar energy, irrigation, and fuel. All this is driven by a strategic vision of growth, innovation, and focus on the cooperative member.



### Business Challenges

Copasul's Grain Commercial Department is responsible for the entire pricing, purchasing, and selling operations of grains acquired by the cooperative. This team handles everything from negotiations with producers to contract execution, purchase orders, and sales orders, forming the cooperative's commercial position. Managing this sector requires constant monitoring of indicators such as receiving targets, CIF and FOB purchases, as well as sales and shipments, which must be tracked by deadline and destination. Given this complexity, the need arose for a consolidated dashboard to view all these operations objectively and centrally prompting the development of the One Page Report.

Copasul identified the need to create a centralized solution that would clearly and objectively gather the cooperative's key operational and strategic indicators. Until then, no consolidated dashboard existed to provide such integrated visibility. The lack of these reports hindered timely decision-making, especially with growing operational complexity. The goal was to develop, from scratch, a unique, simple, and responsive interface that would allow managers to quickly and reliably access critical data.

### Approach

To address these challenges, the One Page Report was developed within the Oracle APEX application. It is a synthetic, summarized management report that gathers, in a single interface, the main operations of the grain commercial and logistics sectors. The One Page Report earned its name by consolidating all essential information into a single page, organized into seven distinct panels:

1. **Inventory Control:** Provides a consolidated view by Copasul unit, displaying available space, expected receipts, physical balance, contracted, purchased, and sold quantities, as well as pending delivery volume. Supports logistical planning and supply control decisions.
2. **Delivery by Unit x Destination:** Maps pending delivery quantities per cooperative unit and destination based on sales orders. Generates valuable insights into the logistics team in shipment planning and regional service.
3. **Delivery by Deadline x Destination:** Groups pending volumes by month and delivery destination, supporting prioritization of demands according to logistics scheduling.
4. **External Shipment Purchase Target:** Displays planned purchase targets for external shipments, contracted volume, and remaining purchases. This report, aimed at unit 011 (Warehouse), helps the purchasing team track and meets acquisition goals.

5. **Exchange Operations:** Details specific transactions with customers and suppliers linked to the derivatives and futures market. Shows sold and purchased volumes and open balances, aiding risk management and market exposure analysis.
6. **Sales by Taxation Type:** Segments sales by taxation type (taxed, deferred, and export), giving the fiscal and commercial areas a clear view of the legal and tax nature of operations. Also provides percentage participation of each type in total sales.
7. **Sales x Delivered by Freight Mode:** Shows delivery performance by mode (FOB, CIF, and without freight), comparing total sales with actual deliveries or invoices. Helps the logistics and commercial teams to monitor any pending items and adjust transportation strategies.

With an intuitive interface and key filters, managers can access complex, consolidated information with just a few clicks, covering the entire chain from contracts and purchases to deliveries and inventory. The greatest technical challenge was ensuring high-performance loading of all these reports on a single page without loss of responsiveness or noticeable delays for the end user.

### Business Impact

The One Page solution significantly optimized analysis time and eliminated fragmented information. Centralizing reports on a single screen brought greater agility to planning meetings, more clarity for commercial decision-making, and tighter control over goals and deliveries. Despite the complexity of the calculations involved, and the large volume of data from various Oracle EBS tables, the solution was optimized to ensure real-time efficient loading. The performance achieved allowed these reports to be displayed fluidly on a single APEX page, preserving user experience and meeting the cooperative's operational deadlines.

The choice of Oracle APEX was strategic. Since the platform is natively integrated with the OCI Database already in use for the EBS, it required no additional infrastructure and delivered high performance at a low cost. Furthermore, APEX provided a modern, secure, and responsive experience, enabling agile development and full use of existing objects in Copasul's Oracle environment. Adopting Oracle APEX allowed rapid prototyping, security, and customization without sacrificing performance. This way, Copasul continues to strengthen its digital journey and invest in solutions to support the growth of its members and operations.

### Summary

Through the One Page initiative, Copasul took a decisive step in the digitalization of its data governance. Consolidating multiple reports directly from OCI EBS into a single page represented a significant gain in efficiency and strategic alignment.

