

## Oracle Consulting - Project Management Capabilities

### Did You Know?

Eighty percent of the companies that rely upon Oracle Consulting in North America engage Oracle Project Managers.

Oracle Consulting Services is the premier professional services firm to companies deploying Oracle Applications and Technology. Drawing on leading-edge expertise, a comprehensive education curriculum, rigorous certification programs, and advanced quality management systems, Oracle Project Managers help customers to plan, monitor, and control solution deployments while managing risks.

### Oracle Consulting Project Managers Reduce Customer Risk

Oracle Consulting is committed to on-time, on-budget deployments that yield lasting business benefits for our customers. Over the years, we have built an unsurpassed project management capability:

- Over 800 Oracle-certified project managers in North America
- Multi-year Project Manager education curriculum
- Quality management programs
- More global deployment experience with Oracle Applications than any other project management provider
- Single, global project management methodology for all Oracle projects
- Strong relationships with Oracle Product Development

### What We Do

Given today's dynamic information technology environment — and the consistently increasing demands on organizations — managing your technology programs effectively is a growing challenge. Your business's critical technology initiatives require enterprise level management and collaboration across projects, business units, and geographic areas. This objective requires establishing a strategic view of projects throughout the organization, prioritizing initiatives across business units, effectively allocating scarce resources, and delivering projects on time and within budget.

Oracle Consulting leverages recognized, leading-edge project management processes that promote sound business decisions and ensure initiatives are effectively completed through our deep project management expertise and single-source accountability.

### How We Build and Sustain Superior Project Management Capabilities

**Centralized, Repeatable Approach to Building Capabilities** - Oracle Consulting's approach to project management begins with the Consulting-wide Project Management Office (PMO) that oversees all capabilities-building initiatives, better ensuring consistency, repeatability, and predictability.

**Talented, Experienced People** - Oracle Project Managers bring more real-life experience managing large global projects enabled by Oracle Applications and Technology than other solution providers.

**Project Manager Education** - Oracle Project Managers are required to complete a demanding education curriculum to advance their careers. Required courses help the Project Manager to develop both the hard and soft skills needed to successfully manage IT projects. Oracle Consulting Project Managers are expected to take at least 24 hours of training each year; most complete more.

### What Customers Say

“When we needed a highly skilled team to integrate Oracle’s E-Business Suite Applications with our telephony products as part of our Call Center Automation initiative, we called on Oracle Consulting. They successfully implemented the Oracle Advanced Inbound Telephony module to integrate our telephony switch with our Oracle E-Business Suite deployment. Oracle Consulting had a proven track record in delivering on these implementations and they delivered our solution in 12 weeks.”

– Nikil Sawant, Director  
Implementation Services, DS  
Waters

“We chose Oracle Consulting because of its experience with government implementations – particularly state and local governments. We were all impressed with the work. Plus, it was comforting to know that Oracle would be in charge of implementing its own products.”

– Eric Johnson, Financial  
Management Systems Project  
Manager, City of Arvada, CO

**Project Manager Certification** – Oracle Project Manager candidates are certified before they can engage on a project. Oracle Consulting’s certification levels denote the Project Manager’s qualifications to lead initiatives ranging from small, entry-level projects to complex, global programs. The certification process takes into account formal education along with practical experience and culminates with an independent Certification Board review. In addition to completing our rigorous internal certification process, more than 70% of our Senior Project Managers are also PMP certified.

**Project Management Career Path** - Oracle Consulting provides a specific career path for its Project Managers. This path helps Oracle retain the best people and add even greater depth to our pool of highly experienced and skilled resources. Project managers can advance their project management career path with more education, experience, and superior evaluations.

### How We Manage Projects

**Assigning the Right Project Manager** – We leverage our rigorous certification program to identify Project Managers with the right experience for each project, given its size and complexity.

**Oracle Project Management Method** – Our global project management method provides an exhaustive, proven roadmap and “common language” for Oracle Project Managers and customers to plan, monitor, and control their project initiatives.

**Quality Management Systems** – Oracle Consulting’s quality systems include project startup tollgates, delivery assurance reviews, production readiness reviews, and post-implementation reviews. Our quality approach provides oversight early and often, ensuring appropriate management attention.

**Portfolio Management and Analysis** – Oracle Consulting utilizes experienced portfolio directors who actively monitor and report on the overall Oracle Consulting client project portfolio. The portfolio directors provide visibility and analysis on key indicators and proactively engage with projects when needed to reduce the likelihood of project delivery issues.

### What Our Project Managers Do

Our Project Managers work closely with our customers at project initiation to confirm the project charter, define project scope, build work plans, identify and manage risk, define communication plans, design the optimal project organization plan, define project quality processes, and much more. Once the Project Management Plan is finalized, Oracle Project Managers work closely with the customer team to monitor and control project execution.

For large, complex programs, Oracle Project Managers often help to define and implement an overall PMO to guide the customer program. Some companies request that Oracle Consulting assist them in establishing their own internal PMO patterned on the model Oracle Consulting itself employs.

### How Our Project Managers Are Different

- Unrivaled Oracle Project Management Knowledge and Expertise - Oracle Project Managers know Oracle Applications and Technology best.
- Single Source of Accountability – When your organization succeeds, Oracle succeeds. The Oracle Project Manager can serve as the integration point for Oracle Services delivery.
- Project Management Leading Practices – Few solution providers can match Oracle Consulting’s project management training, independent, results-based certification, global methodology and quality management systems.

### CONTACT US

Visit [www.oracle.com/consulting](http://www.oracle.com/consulting) or call +1-800-633-0615 to learn more.