



OpenTV  
San Francisco, CA  
www.opentv.com

#### Industry:

High Technology

#### Annual Revenue:

US\$116.5 million

#### Employees:

540

#### Oracle Products & Services:

Oracle Business Accelerators  
Oracle On Demand  
Oracle Financials  
Oracle Order Management  
Oracle Inventory Management  
Oracle Bill of Materials  
Oracle Project Costing

#### Oracle Partner:

DAZ Systems, Inc.  
www.dazsi.com

**“Our ERP system may not have as high volume as a large enterprise, but it is just as complex. With Oracle On Demand and the Oracle Accelerate program, we were able to quickly launch an industry-leading ERP and almost immediately realize new efficiencies.”** – SK Mohanty, Senior Director of Information Systems, OpenTV

### OpenTV Lowers Total Cost of Ownership with On Demand and E-Business Suite Release 12

OpenTV is a software company operating in the digital TV space. Its software enables a variety of advanced and interactive services including: advanced user interfaces, video-on-demand (VOD), personal video recording (PVR), high definition (HD), and interactive and addressable advertising.

#### Challenges

- Provide an industry-leading, enterprise resource planning system that is cost-effective for a midsize technology company
- Support a complex enterprise system that manages data for five operating units in 11 countries and seven currencies

#### Solution

- Worked with Oracle Certified Partner DAZ Systems, Inc. through the Oracle Accelerate program to implement Oracle E-Business Suite Release 12 in just 12 weeks with Oracle Business Accelerators
- Reduced manual processing previously required to unify 11 different general ledgers, accelerating financial closing and reporting
- Reduced manual effort in supporting statutory and regulatory requirements, enabling the company to fulfill Sarbanes-Oxley requirements without manually gathering data from multiple systems
- Eliminated customizations to key business processes, such as revenue recognition, making it easier to maintain the systems
- Provided an integrated project management solution for the professional services group, including project billing and project profitability analysis with Oracle Project Costing
- Eliminated the need to create manual invoices previously required for certain services, such as ongoing maintenance, with Oracle Order Management
- Realized 99% availability with Oracle On Demand, without requiring a large IT staff or extensive in-house knowledge base
- Estimated total cost of ownership (TCO) reduction of 25% to 30% for the first two years, and about 40% per year after that, due to reduced maintenance required for the On Demand solution