



Applications for Mid-sized Enterprises

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E-BUSINESS SUITE
SPECIAL EDITION

Applications for Mid-sized Enterprises

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Challenges facing Mid-sized Enterprises



- Complexity drains resources
How much do you spend managing complexity?
- Customers and partners demand high service levels
Can you avoid being replaced?
- Fragmented business processes
Are your systems architected to work together?

What would you rather do ?

Business Objectives



Increase Sales

Increase existing sales
Process Orders Faster

Lower Costs

Reduce Inventory
Reduce Manufacturing & IT Costs

Increase Efficiency

Accelerate Productivity & Cycle Time Gains
Enable Real-Time Visibility Across the Supply Chain

Improve Cash & Financial Mgmt.

Get Reports on Time
Gain Control of your Business



Embark on E-Business Transformation



- Bring knowledge and people together to manage your business
- Automate and connect business processes in your company
- Extend processes across to your customers, suppliers



Suppliers



Your Company



Customers

E-Business Software

SME perception



- Complex
- Costly to implement
- For large companies only

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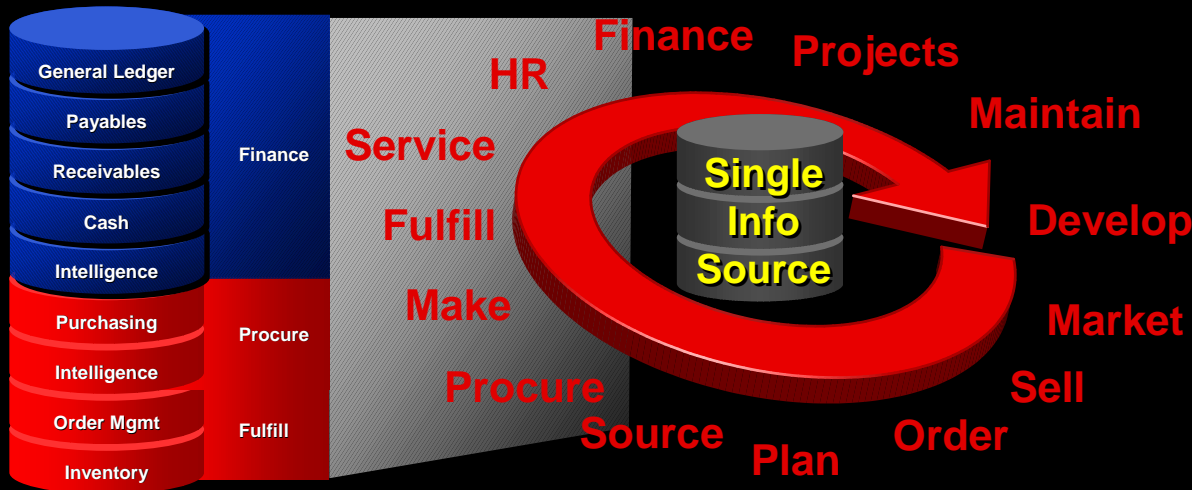


Not true anymore!

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Expand Seamlessly

Incrementally and Affordably



E-Business Suite

- Complete Automation
- Complete Information

- Invest based on business need
- Start simply, reducing time to benefit
- Expand capabilities when your ready

Introducing



ORACLE®
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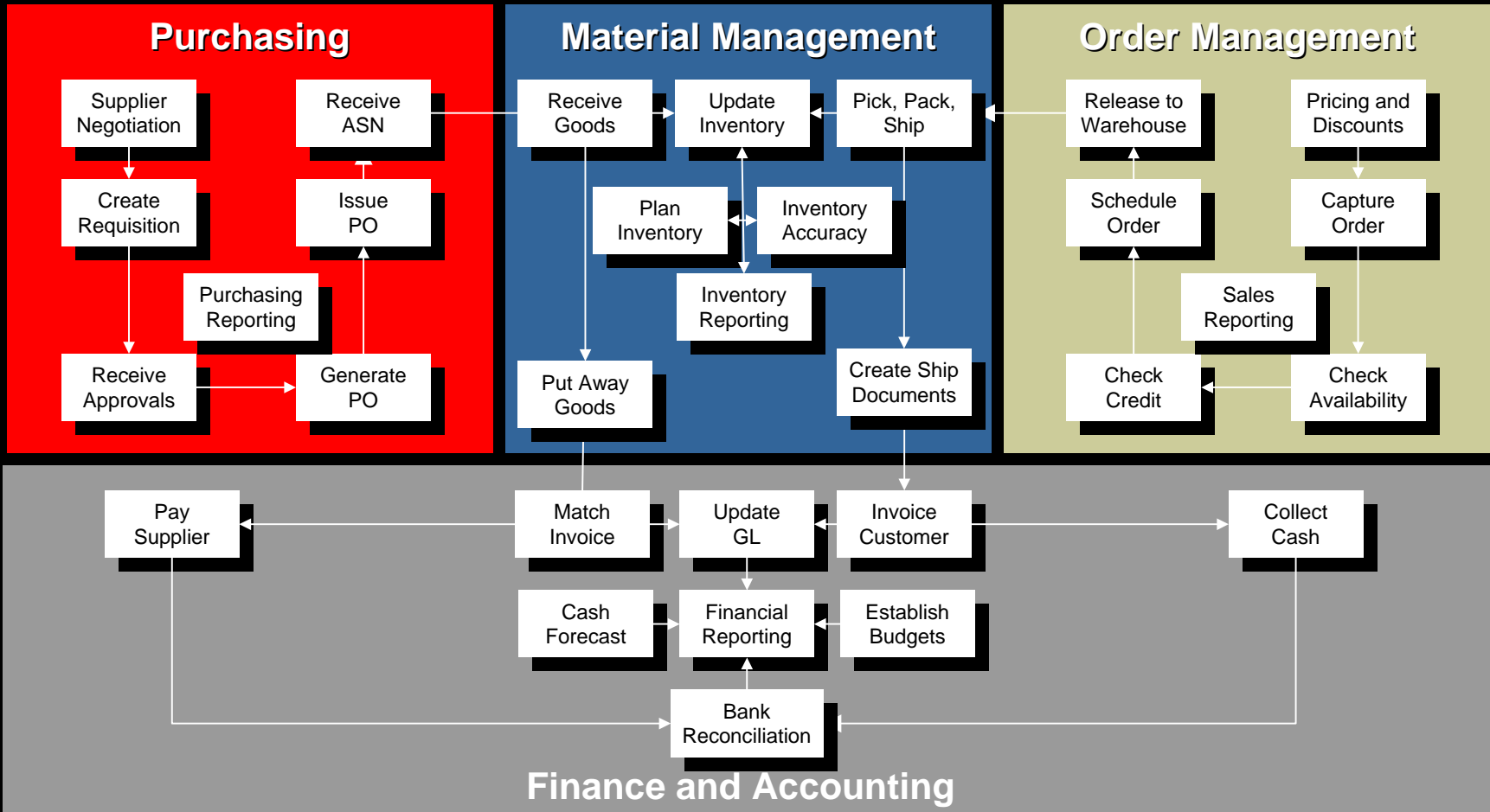
- Pre-configured Oracle business applications
- Tailored for Small & Mid sized companies and subsidiaries
- Enables business control, decision support
- Low cost, low risk

Supports the following Business Processes



- **Order to Cash**
- **Procure to Pay**
- **Demand To Delivery**
- **Plan to Produce**
- **Cash Management**
- **Inventory Management**
- **Financial Management**
- **Opportunity to Closure**
- **Service Call to Resolution**

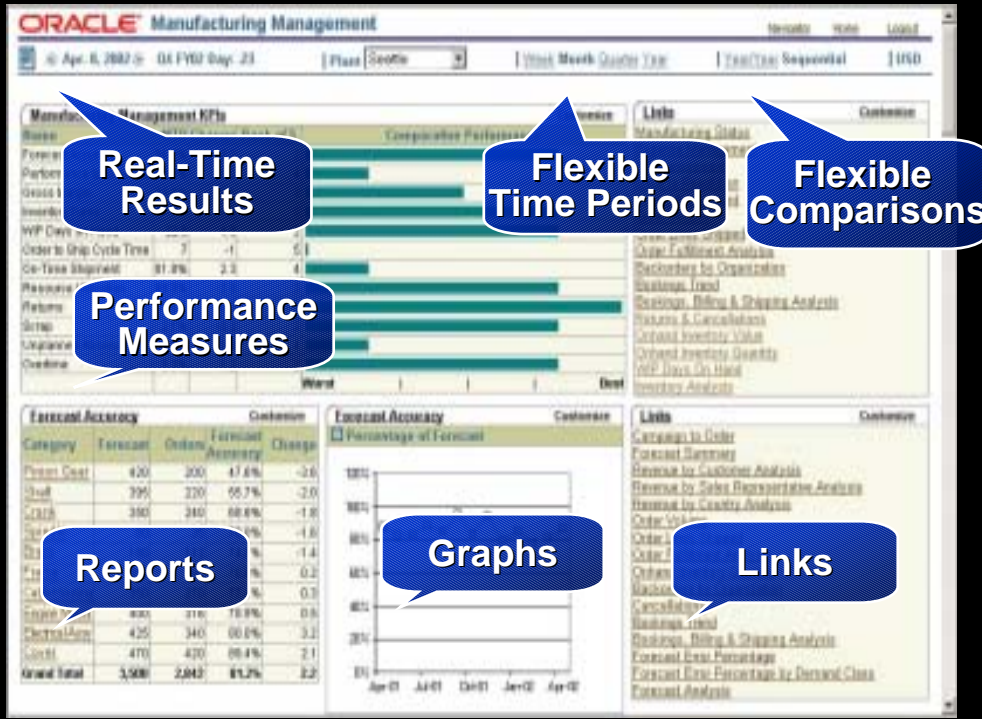
Integrated Business Processes...



Daily Business Intelligence



- Management-ready information
- Drill down to detail



- Daily profit and loss
- Daily marketing leads
- Daily sales forecast
- Daily service requests
- Daily contracts renewals
- Daily orders processed
- Daily headcount
- Daily on-time shipments

SMEs look for

Fixed Scope

Fixed Time

Fixed Cost

Rapid ROI, Lower TCO

Is Oracle Ready for this?

What Customers Are Saying



“With Oracle E-Business Suite Special Edition implementation, we expect to streamline our business processes, enabling us to be more competitive and to service our customers better “

Continental Engines Ltd.

Manish Gupta
Vice President, Finance
Continental Engines Ltd

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Thank You

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