

## Seize Opportunities, Deliver Results, and Boost Profitability



Competition is everywhere. Clients are demanding. Top talent is scarce. Overcome these and other challenges with Oracle's world-class business solutions for the consulting services industry.

"In recent releases, Oracle has focused on improving its talent management functionality. It has good functionality in e-recruitment, e-learning, performance management and compensation management."

**Gartner, Inc.**

J. Holincheck and K. Recknagel  
"Magic Quadrant for U.S. Midmarket Human Resource Management Systems," 2006

Consulting services firms are unique and play a vital role in the global economy. Every day, they are called upon to help companies better understand and improve core business operations at a strategic level. Global demand for the services provided by these firms—including accounting, business consulting, systems integration, and legal, among others—is expected to grow steadily through the end of the decade.

Running a consulting firm as you do, you understand that with this expansion comes increased competition. The largest consulting firms in the world are aggressively expanding their services portfolios. At the other end of the spectrum, the number of smaller boutique firms—which provide more-narrowly focused services—has multiplied exponentially.

To compete effectively in this climate, you need to be supported by business solutions that are affordable, easy to maintain, and that enable you to predict, with certainty,

the business outcomes of engagements as you move through the service delivery lifecycle. Oracle calls this "predictive service execution." Oracle's solutions for the consulting services industry enable you to

- Strategically acquire new, high-value clients while retaining existing relationships
- Optimize your use of in-house talent and reduce turnover of valued employees
- Standardize engagement delivery to bring projects in on time and budget by leveraging past engagement experiences, effectively managing risk, and proactively monitoring engagement progress
- Increase cash flow and profitability by improving cost controls and billing procedures

And if your small to medium firm is looking for prepackaged application bundles that can be quickly implemented, the Oracle Accelerate program offers solutions tailored to specifically address your business process challenges.

**Fact: 9 of the top 10 global information technology services firms run Oracle Applications.**

(Gartner, Inc., "Industry IT Services Worldwide Preliminary Market Share: Database," May 18, 2006)

## Win the Right Business at the Right Price

Your primary objective is to successfully grow revenue in ways that are aligned with your strategic corporate objectives. To accomplish this, you need unimpeded visibility into all opportunities. You also must manage your resources so that the right competencies are available at the right time and at the right internal cost to meet the demands of client engagements.

As part of its solutions portfolio for consulting firms, Oracle enables you to view the complete opportunity pipeline, forecast revenues, analyze win-loss ratios, and monitor your work backlog in real time to ensure you are pursuing the right opportunities. And because customer data is all managed in one location, you operate with one version of consistent customer data across your organization.

## Maximize the Strategic Value of Your Service Professionals

Attracting, retaining, and motivating seasoned professionals is one of your highest priorities. Oracle's comprehensive talent management capabilities help you hire and deploy the best-fit resources on a global basis. By providing you with automated tools to manage recruiting, compensation, career development, and succession planning, you retain your most valuable asset—your people—so you can win and maintain high-profile and high-margin clients.

A centralized enterprise competency model helps you align employee skills and experience with project requirements, ensuring that you assign your professionals to challenging engagements aligned with their interests and career goals.

## Standardize and Improve Project Delivery

One of the keys to successfully delivering projects on time and within budget is to adopt standard best practices for project planning and risk management across your organization. With each project you complete, you accumulate valuable experience. Oracle's comprehensive document and content repository combined with historical performance metrics help you create project plans that leverage key elements such as schedules, resource requirements, deliverables, and budgets.

Before you embark upon a new project, Oracle's robust project/program management solutions help you identify potential risks and—once a project is underway—automatically notify key stakeholders via alerts when urgent action is required. By proactively monitoring and reporting on project metrics like budgets, forecasts, change orders, and realization rates, you can better predict project outcomes and deliver client satisfaction.

## Improve Engagement Cash Flow and Profitability

Your sales are escalating. You face seemingly boundless opportunities. Your consultants



are fully engaged on high-margin contracts. Yet unless you translate all this activity into accurate bills—and those bills swiftly into cash—your business will falter.

Oracle provides you with the industry's most comprehensive project accounting software, so you can capture and process all project costs and precisely map them to contract terms. Robust billing capabilities allow stakeholders to collaborate on creating, reviewing, and submitting invoices. In support of cross charging and intercompany billing, a rules-based costing feature automatically recognizes and processes expenditures across organizational boundaries.

## Managing Success

As the leading provider of scalable, reliable, and secure software solutions for consulting services firms globally, Oracle is constantly innovating to deliver fully integrated, best-in-class business solutions. With Oracle's solutions for consulting services firms, your business reaps results within unprecedented time frames—in even the most competitive and rapidly evolving markets.

## CONTACT US

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