



ORACLE®



ORACLE®  
Consulting

# Get Cloud Confident

Catapult Your Success with  
Oracle Applications Consulting



# Cloud confidence starts with **Oracle Applications Consulting**

**You know the benefits of cloud applications.** With a lower total cost of ownership, accelerated time to value, and seamless upgrades, you can achieve your business goals faster. However, knowing what the benefits are and unlocking them are two different things.

You want cloud solutions that are delivered rapidly, efficiently, and with predictability. You want high-quality, low-risk solutions. But where do you begin?

# Mapping Your Journey to the Cloud

Moving from on-premises to cloud applications changes more than your technology. It changes your operating model.

**YOU NEED A TRUSTED ADVISOR** and an experienced partner to support you with strategic thinking to guide process changes that complement your technology and define a future-state business model.

**ORACLE APPLICATIONS CONSULTING DELIVERS ALL OF THAT AND MORE.** We can help you map your comprehensive path to the cloud because we exist at the intersection of people, process, and technology. **We know that understanding your goals, team, and operational dynamics—and earning your trust—are critical from day one.** Your unique business realities are supported by our deep industry and technology expertise. We work with you to infuse your business with the versatility you need to respond to challenges and opportunities with speed and intelligence.

**WE KNOW ORACLE CLOUD APPLICATIONS BEST,** which makes us a natural partner to advise, consult, and guide our clients for Oracle's entire suite. We have you covered across **Enterprise Resource Planning, Human Capital Management, Customer Experience, and beyond.** **Underpinning all our work is the Oracle True Cloud Method™,** our solution-first, time-tested approach that utilizes visualization techniques to accelerate your high-value business outcomes.

**ORACLE APPLICATIONS CONSULTING WORKS WITH YOU** to create a business case with incremental, achievable goals. The implementation plan to accomplish those goals, powered by the Oracle True Cloud Method, is transparent and infused with rigor from end to end. Defined responsibilities, clear milestones, and modern best practices ensure you achieve your objectives predictably and reliably, with our compensation scaled according to your success. As a result, your Oracle investment is maximized—and shielded from risk.

**With unwavering accountability and engagement, no one else is as motivated to ensure you unlock the full value of Oracle Cloud Applications.**



# Jumpstart Your Implementation with True Cloud Method



**Faster decision making** through a transparent, structured governance process



**Simplified integration architecture** to get you up and running—and realizing benefits—faster



**Clean and accurate data migration** through our proven tools helps ensure a seamless transition at go-live



**A streamlined model** in which your cloud solutions and processes logically converge

# Your Success Is Our Mission

**It's simple:** no partner can stand behind their work on Oracle Cloud Applications like Oracle Applications Consulting. We are inherently invested in our mission: to catapult your success. That mission is supported by a set of values that we live by—and it's our goal to demonstrate them in every client interaction.

## Our Core Values



### Client Service

Our entire practice takes a “client first” approach to everything we do. We design solutions for what you need—scaled to your business—nothing more, nothing less. We work as a trusted advisor on your team, delivering with quality and predictability. We strive to exceed your expectations, and maintain a culture of accountability by continuously soliciting client feedback—and acting on it.



### Candor

We know we can only earn your trust if we are transparent, straightforward, and unbiased in our actions and communications. We will not only act in the best interests of your business, but also clearly convey and explain how any steps we take will benefit you—and how actions you may want to take could impede progress.



### Collaboration

We are not order takers—but we also aren't steam rollers. We are true partners with our clients in every way—listening to your goals, guiding you, and serving as a valued extension of your team. That kind of collaboration also thrives among our internal teams. We work closely with our functional applications teams as well as technical services, product, and development teams to create a cohesive, powerhouse Oracle team for our clients.



### Commitment

We cultivate an environment where our people are engaged and believe in our vision. We are dedicated to ensuring our consultants are the most deeply and broadly trained—and certified—on Oracle Cloud Applications in the industry. Because we are committed to developing the talents of our team, they are fiercely committed to creating game-changing results for you.



### Character

From our leadership team to each individual consultant, we operate with the highest ethical standards. We roll up our sleeves with you to create effective solutions, operating with integrity and respect. While we place the utmost value on hard work, we also love what we do—and we want you to enjoy working with us.

# We Help You Deliver Differently in the Cloud

As your cloud partner, we educate, advise, and guide your journey. Our goal is to catapult your success with applications that instill agility, acceleration, transparency, and simplicity throughout your organization—now and in the future.

What does this mean? Here’s what you can expect when you move to the cloud:





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Soar

## The last upgrade you'll ever do

Now it's faster, more cost-effective, and easier than ever to join the future-ready leaders already driving continuous innovation and productivity with Oracle Cloud.

Oracle Soar combines our time-proven cloud methodology and automated upgrade utilities with new innovations and technology to help customers migrate to the cloud with **up to 30% reduced time and cost.**

It's a whole new cloud journey with **faster time to value, reduced risk, and increased transparency.** Get ready to Soar—and add your name to the list of leading organizations driving innovation and business agility with Oracle Cloud.

Learn more **here.**

# Our Clients in Action

We know that the best way to tell you what we can do is to show you what we have done. Here are just a few examples of our client success stories.

**Sonoco** selected Oracle Transportation Management (OTM) Cloud to establish automated processes and increased visibility into critical transportation data, partnering with Oracle Consulting to chart a global journey to the cloud beginning with its North American transportation operations.

**The results?** The project team accelerated the move from the legacy solution with a standard pre-configured solution setup and templates to load data. Oracle Consulting delivered the project in 16 weeks without interrupting day-to-day operations and earned Sonoco's operational excellence award for the implementation.

**Textron** replaced its on-premises, off-support Infor Lawson solution with Oracle Financials Cloud Applications to create a modern financials management solution that supported future growth—and partnered with Oracle Consulting to ensure a fast, seamless implementation.

**The results?** Textron maintained its normal course of business throughout a 14-week implementation journey. Oracle Consulting completed the project on time and under budget, while also ensuring Textron users achieved ownership and adoption of Oracle Cloud Applications.

**Veritas** sought to reduce total cost of ownership, leverage out-of-the-box functionality, and standardize its global processes by replacing Salesforce with Oracle CX Cloud.

**The results?** Improved data management and integrity across the globe. Large annual cost savings and minimized customizations. And, 2,000 users of Sales and Service Cloud up and running in less than eight months.



# The Oracle Applications Consulting Advantage

You become part of the Oracle family when you partner with Oracle Applications Consulting. No one knows Oracle Cloud Applications better—our success depends on your satisfaction and usage. We'll demonstrate how our unparalleled knowledge, industry acumen, and investment in your success will catapult your business to new heights in the cloud. We bring:



## Leadership and Innovation

Your business solutions are delivered by consultants with extensive industry expertise and rigorous certification goals. We are committed to high-quality work and rapid issue resolution. Our reputation depends on it.



## Robust Methodology

Specifically designed for Oracle Cloud Applications, our True Cloud Method helps you realize rapid value and competitive advantage with an established, repeatable approach delivered through our Global Delivery Network. With proven success in thousands of cloud go-lives spanning hundreds of cloud offerings, we know how to empower your people, processes, and policies.



## Modern Best Practices

We simplify your decision-making by leveraging proven, reusable assets, toolsets, and integrations to streamline deployment. For example, our data migration tool accelerates and improves the accuracy of data migration, enabling significant time savings. Our established accelerators and techniques support a faster pace without introducing risk or sidestepping on quality.



## Shared Goals

Clear alignment and collaboration within the Oracle ecosystem help drive your success. Oracle Applications Consulting delivers on Oracle's commitment to give you a superior ownership experience. And because Oracle Applications Consulting inherits authority from our product strategy and development teams, we can take your implementation forward with speed and accountability like no one else.



## Faster Time to Value

Our optimized, solution-first approach improves ROI and accelerates your realization of measurable benefits. We are closest to the team who developed your Oracle Cloud Applications—so we have the best level of access to those resources to keep your project on the fast track.



## Engaged Partner Ecosystem

When we recognize that you would benefit from expanded services, we work collaboratively with our vast partner ecosystem to bring another service provider to the table. You get the best of both worlds: Oracle accountability and technology proficiency combined with our partners' broad industry expertise, functional domain knowledge, and advisory skills.

# We Know Oracle Cloud Applications

When you partner with Oracle Applications Consulting, you reap the rewards of working with the applications experts who can guide your journey to the cloud with the deepest and broadest knowledge of our products:

## Oracle Enterprise Resource Planning (ERP) Cloud

Streamlining your enterprise business processes becomes a reality with Oracle ERP Cloud. We will guide your path to increased productivity, lower costs, and improved controls with ERP Cloud's applications for Supply Chain Management, Financials, Project Portfolio Management, and more.

## Oracle Human Capital Management (HCM) Cloud

You want a collaborative, insightful, engaging, and mobile human resources experience. Modern HR differentiates the business with a talent-centric and consumer-based strategy. Our consultants help you leverage Oracle HCM Cloud to find and retain the best talent and increase global agility.

## Oracle Customer Experience (CX) Cloud

In today's competitive business environment, you know that it's imperative to deliver a great experience to your customers at every turn. We'll help you maximize Oracle CX Cloud capabilities to effectively engage your customers across physical and digital channels to dramatically improve customer retention, up-sell, and brand advocacy.

## Oracle Marketing Cloud Services

You can produce smarter, more connected customer experiences across multiple channels with Oracle Marketing Cloud Services. We can help you plan, strategize, create, launch, and analyze. Get more information, including case studies, at [oracle.com/marketingcloud](https://oracle.com/marketingcloud).

## The best part?

When you decide to expand your Oracle Cloud Applications suite, you'll not only connect your data with end-to-end business processes—you'll benefit even further. Oracle Consulting's experts have the most experience working in multi-suite implementations—we are ready to guide you on an accelerated path to a connected, intelligent enterprise.

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Integrated Cloud Applications & Platform Services

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Oracle is committed to developing practices and products that help protect the environment

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