

Unlimited Possibilities for Limited Budgets

The Issue

Business Service companies see an increased emphasis on web applications for their customers and a greater need for enhanced Marketing and Service Execution. Internal pressures for Business Service companies include contract/membership management, revenue recognition, Data Quality Management (DQM) and management of service entitlements.

Oracle Accelerate Validated Provider of Business Services Solutions



Business Technology Services, Inc. (BizTech) Is the Right Partner for Your Business Services Solution

The Business Services Business Accelerator allows small and medium sized business service firms to transform their businesses with Campaign to Contract Registration to User Access, Contract Management to Renewal, and Plan to Execute Event business flows.

The Business Services Accelerate solution will provide the following key functionality:

- **Easy to Use** – The Business Services Accelerate solution is tailored for the Business Services industry to enable a comprehensive set of unique business processes with industry-relevant data across over twelve modules. The Business Services solution will configure the system based on entries specified within the setup questionnaire. Additionally, customers can modify or expand the footprint as their business scales, yet achieve very fast results by selecting the industry-specific business transactions they need.
- **Industry Complete** – The Business Services Accelerate solution includes industry best practices and supporting business flows for Business Services. These are models of business transactions representing leading business practices. Business flows enable the customer to relate their business requirements to the Oracle E-Business Suite solution. Key business processes enabled include:
 - Campaign to Contract Registration to User Access
 - Contract Management to Renewal
 - Plan to Execute Event

- **Easy to Implement** – The Business Services Accelerate solution deploys common business transactions in the Oracle E-Business Suite, dramatically speeding up the initial stages of an implementation. Implementers can enable customers to begin testing personalized business transactions within hours. This allows implementers to spend more time on additional value-added activities, and ultimately increases the return on investment for the customer.
 - Implementation plan and scripts can be used to accelerate the deployment of the customer solution.
 - Validation plan and scripts can be used to further validate and certify the customer solution.
 - Education and knowledge transfer provides the utilities to test, train, and educate individual business users.

Why do SMB companies choose Oracle?

- Industry-focused solutions to meet your unique requirements
- Complete solutions to meet your needs today and tomorrow
- Easy-to-own solutions with predictable value

BizTech and Oracle

Doing more with less and quickly adapting to changing business demands are not just goals; they are organizational imperatives. Every step made toward increased business efficiency and agility in the marketplace must have a direct impact on the bottom line and provide a solid return on investment.

BizTech and Oracle are aligned to help businesses address these challenges. Together, we have the products, services, and experience to deliver enterprise wide information and IT adaptability, and the track record to prove it.

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Long recognized as a leading technology innovator—Oracle provides an integrated suite of applications that can provide companies with immediate access to complete, high quality business information.

With a rich understanding of Oracle technology and a results-oriented approach to mission-critical business systems and consulting services, BizTech successfully implements Oracle applications to help you:

- Gain strategic advantage and make informed business decisions with immediate access to accurate information in a single database
- Boost productivity, cut costs, and increase revenues through operational efficiency, process automation, and enterprise integration
- Reduce risk and quickly transform your business for faster time-to-benefit

As an Oracle Accelerate partner, BizTech can ensure that our consultants remain at the forefront of Oracle technology and that our clients receive the highest level of technical expertise and professional consulting services available.

BizTech has been recognized as the leading IT Services firm focusing on Oracle applied technology solutions for mid-market companies. We have positioned our organization as one that delivers quality services leveraging deep industry and product expertise within cost effective parameters. We are able to differentiate ourselves by focusing on Oracle Applications and Technology and offering a wide range of services within this niche. With over 300 successful implementations, BizTech was named one of the fastest growing private companies in the Philadelphia region (#45 on the Philly Fast 100).

Service Overview: Business Services Offering

Our Accelerate industry solution is focused on providing a turnkey offering to Business Service organizations in the product areas of Financials, CRM, Service Contract Management, Business Intelligence and Internet Enablement.

BizTech recognizes the specific challenges Business Services firms face each day. Through our experience, we have identified key areas where we can provide specific, timely solutions to our customers. These areas include:

- Membership Portal – to provide an integrated web site which allows customers to register and manage their membership / contract, offers document management functionality in the knowledge repository and a self-service customer dashboard.
- Module specific reporting bundles – designed to accommodate reporting needs that we see on almost every engagement and allow the customer a low cost, quick to deploy solution to their reporting needs.
- Training Aids – module-specific training scenarios utilizing Oracle's User Productivity Kit (UPK).

Customer References/Testimonials

InfoNXX – Implemented Oracle E-Business Suite for rapidly growing outsourced call center service provider (<http://www.infonxx.com>).

Healthy Directions – Health and wellness service provider, accumulating and disseminating information across many health-related areas (<http://www.healthydirections.com>).

LA Weight Loss – One of the leaders in the weight loss industry, leveraging the E-business suite for web-based membership management and e-commerce (<http://www.laweightlosscenters.com>).

Towers Perrin – International provider of outsourced HR services with industry specialization around For more information contact: insurance and finance organizations (<http://www.towersperrin.com>).

ASTM – International standards organization with large membership base managed within the Oracle E-Business Suite (<http://www.astm.org>).

Getting Started from Decision to Go Live: The Process for Success

BizTech is committed to providing substantive business value on each and every client engagement. We do this through a combination of industry-specific business expertise, technical skills, proven project management methods and traditional values. For more information on BizTech, or to schedule an engagement, please visit **BizTech.com**.



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Oracle Accelerate—Unlimited Possibilities for Limited Budgets

Oracle and its partners recognize that small and medium businesses demand comprehensive business solutions that are low-cost, low-risk, and provide industry-specific functionality and faster time-to-value.

Oracle Accelerate delivers a complete set of applications, rapid implementation tools, and an extensive partner system, so small and medium businesses can maximize their budgets and achieve real business value quickly. Utilizing a fixed-scope approach, Oracle Accelerate substantially reduces the complexity of more traditional, large-scale implementations.

For customers interested in a rapid, low-risk approach, Oracle Accelerate provides the opportunity to leverage world-class functionality at unprecedented entry-level value.

For more information about Oracle or Oracle Accelerate's Business Services, please visit oracle.com/accelerate

