

Unlimited Possibilities for Limited Budgets

The Issue

Manufacturers of Industrial Products are experiencing domestic cost pressures due to inexpensive overseas competition. There is constant pressure for cost reduction activities to make more for less. Executive Management is challenging their operations to enhance: Order to Delivery, Schedule to Build, Standard Costing functionality and Purchasing operations.

Oracle Accelerate Certified Provider of Industrial Products Solutions



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

Business Technology Services, inc. (BizTech) is the Right Partner for Your Industrial Products Solution

The Industrial Products Accelerator allows small and medium sized manufacturing firms to galvanize their businesses with

The Industrial Products Accelerate solution will provide the following key functionality:

- **Easy to Use** – The Industrial Products Accelerate solution is tailored for the Manufacturing industry to enable 33 unique business processes with industry-relevant data across 20 modules. The manufacturing solution will set up and retrofit the system based on entries specified within the setup questionnaire or template. Additionally, customers can add, modify, and expand the entire footprint as their business scales, yet achieve very fast results by selecting the industry-specific business transactions they need.
- **Industry Complete** – The Industrial Products Accelerate solution includes industry best practices and supporting business flows for manufacturing. 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 functionality. Key business processes enabled include:
 - Order to Delivery
 - Schedule to Build
 - Product Standard Costing to Inventory Revaluation
 - Requisition to receipt

- **Easy to Implement** – The Industrial Products Accelerate solution deploys common business transactions in 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.

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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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).



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Having long been recognized as a leading technology innovator, Oracle's integrated suite of applications 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 increased 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.

Service Overview: Industrial Products Offering

Our accelerate industry solution is based on providing a turn-key offering to manufacturing organizations in the product areas of Financial, Inventory Management, Purchasing, Order Management and CRM

BizTech recognizes the specific challenges manufacturing companies face every day. Through our experience, we have identified key areas where we can provide specific, timely solutions to our customers. These areas include:

- Standard product costing – to provide a drill-down view of a product's cost from Purchasing through Order delivery.
- Module specific reporting bundles – designed to accommodate industry reporting needs.

Customer References/Testimonials

Accu-Sort Systems, Inc - Manufacturer of scanning and tracking solutions in distribution, warehousing, manufacturing, and retailer environments.

Trion - one of the leading POP manufacturers of wire hooks, wire forms, plastic extrusions, and shelf labeling and management systems.

Schramm, Inc. - manufacturer of Mobile Rotary Head Drill Rigs.

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 www.BizTech.com

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 Industrial Products, please visit oracle.com/accelerate