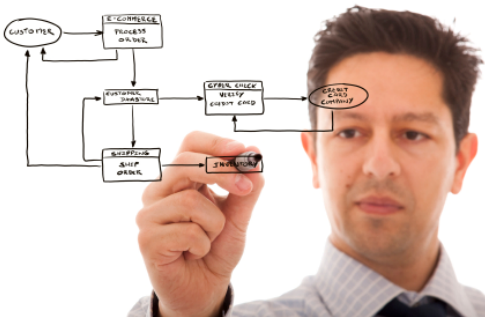


SOFTWARE. HARDWARE. COMPLETE.



An Oracle Accelerate Briefing— Simplifying the Deployment of Oracle Business Intelligence for Midsize Companies

One thing you can say about a recession: an economic downturn has a way of highlighting a company's information technology (IT) weaknesses. After years of prosperity, many midsize companies realize that standard ERP reports and spreadsheet roll-ups can't provide the insight needed to weather the current volatile economic conditions and to ramp up for the next growth swell. But enterprise-wide Business Intelligence (BI) is a complex subject and sometimes it's not clear where to start.

Oracle Business Intelligence Foundation

- Oracle Business Intelligence Enterprise Edition Plus
- Oracle Business Intelligence Publisher
- And [more...](#)

Oracle Business Intelligence Applications

- Oracle Financial Analytics
- Oracle Procurement and Spend Analytics
- And [more...](#)

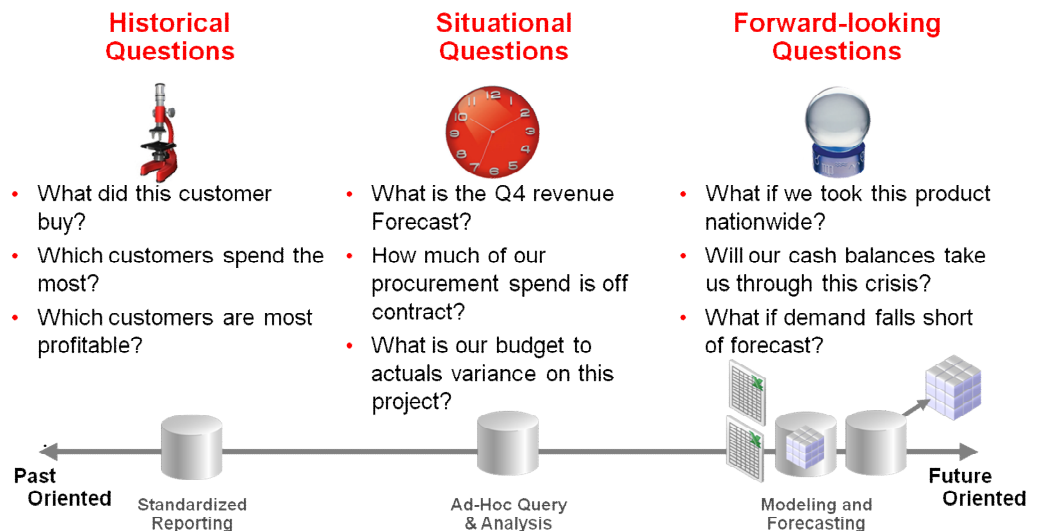
Oracle Performance Management

- Oracle Hyperion Financial Management
- Oracle Hyperion Planning

What is your company's current BI IQ?

A good first step in determining your company's long term BI strategy is to examine the full spectrum of BI questions. Can you answer questions in all areas? Can you provide those answers quickly and on an ad hoc basis to everyone who needs them? And, in where do you most urgently need to improve your company's BI IQ?

What is Your Company's Current BI IQ?



Getting Started—Getting Help

When it comes to getting meaningful performance metrics and analytics, business and technology managers at midsize companies usually know where they need to go but often don't know how to get there. Midsize companies rarely choose a "big bang" approach—one project that covers the entire BI spectrum end to end. With limited budgets and IT resources always being issues, they look to trusted partners for guidance in developing long term strategies that can be acted upon in manageable, incremental steps

Oracle's midsize customers are eager to broaden their Oracle footprint, taking advantage of best in class capabilities connected via factory built integrations. With this high demand, many Oracle partners have expanded their services portfolio. For example, it's not uncommon for a partner who once specialized in Oracle's JD Edwards to now offer practices for Oracle Transportation Management (formerly G-Log), Oracle CRM (formerly Siebel CRM), and Oracle BI.

Such is the case for many partners offering Oracle Accelerate solutions. Oracle Accelerate started as a way to deliver on-premise ERP solutions to midsize companies, primarily via an expert partner ecosystem. Oracle partners leverage their experience and the industry best practices in Oracle Business Accelerators to quickly implement fixed scope, fixed price projects. The results are lower costs, less risk of scope creep, and faster realization of anticipated benefits. Each solution is reviewed by Oracle. Many of these partners now offer Oracle Accelerate solutions beyond ERP, always with the core tenets of the program in mind.

This briefing highlights two such partners that have leveraged their Oracle Accelerate ERP success by extending the guiding principles of Oracle Accelerate to Oracle Business Intelligence projects.



About BizTech

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BizTech Oracle Accelerate Solutions:

- Oracle Business Intelligence
- Oracle CRM On Demand
- Oracle E-Business Suite for Professional Services—Business Services
- Oracle E-Business Suite for Industrial Manufacturing and Components

BizTech—Leveraging Tried and True Methodologies to Deploy Oracle Business Intelligence

Lee Tsao is a Managing Partner at BizTech, an Oracle Certified Partner and Oracle Accelerate solution provider. "We've taken the success we've had in offering an Oracle Accelerate solution for Oracle E-Business Suite and adopted that for Oracle BI," says Tsao. "And it's worked out very well."

BizTech's Oracle Accelerate Solutions for BI are based on the unique needs of each customer. "We have Oracle Accelerate BI solutions for both custom and packaged applications," says Tsao. "We work with each client to identify the subject area that's most meaningful, whether its focus is on sales, operations, or finance."

BizTech's Oracle Accelerate Solution for BI Solution represents the culmination of over 20 years of experience and expertise with Oracle ERP and BI. Their unique three step configuration process was also developed with key elements of Agile Project Management and SCRUM based methodology. The result is a unique combination of flexible design criteria, rapid delivery, and maximum controls from a financial and risk perspective—ensuring an on time, on budget, and on scope project. The customer ends up with a fully functional dashboard that offers views and reporting capabilities drawing from a production instance of Oracle BI in 45 days or less.

"From a customer perspective, it's really pretty simple," observes Tsao. "Project speed reduces consulting costs and brings value sooner. We're able to deliver real value that our clients can show their CEO and CFO very quickly—all at a cost of about \$50,000 plus software licenses."

[Learn more about BizTech's Oracle Accelerate Solution for BI](#)



The value proposition of Oracle BI is radical. For example, if a company that spends \$50 million on direct materials deploys Oracle's Procurement and Spend Analytics, it's realistic to experience a 3-5% savings overall by doing a more systematic job of monitoring on contract and off contract spending. That's an incredibly fast ROI"

—Lee Tsao, BizTech

Different Approaches—Common Goals

BizTech and other partners offering Oracle BI services to midsize companies share common goals. They realize the need to approach a comprehensive long term BI strategy with manageable, affordable, and iterative steps. As tangible value is developed with each iterative step, executives become willing to invest more and take the next logical step along the BI Continuum. These partners understand that IT resources will always be a restraint.

“The value proposition of Oracle BI is radical,” adds Tsao of BizTech. “Midsize companies can leverage Oracle’s vast development resources that use best practices in creating key performance metrics for specific financial and operational subject areas. Each analytics application comes with hundreds of prebuilt KPIs and a tremendous number of reports and graphs. We take those capabilities and look to address areas where they can anticipate not just soft benefits but also real, hard dollar savings. For example, if a company that spends \$50 million on direct materials deploys Oracle’s Procurement and Spend Analytics, it’s realistic to experience a 3-5% savings overall by doing a more systematic job of monitoring on contract and off contract spending. That’s an incredibly fast ROI.”

Satisfy Your Curiosity

Oracle continues to be recognized and awarded for its Business Intelligence products and strategy. By applying the Oracle Accelerate principles of low TCO, risk minimization, and rapid time to value, Oracle partners are delivering the power of Oracle Business Intelligence to midsize companies one step at a time.

Learn more about Oracle Business Intelligence

[Hear what analysts are saying about Oracle's industry-leading BI and EPM solutions](#)

[Download Oracle EPM and BI Whitepapers](#)

[Read about the successes of Oracle Business BI and EPM customers](#)

ABOUT ORACLE ACCELERATE

Oracle Accelerate is Oracle's approach to provide business software solutions to midsize organizations. Oracle partners deliver complete software and services packaged in rapid, low cost implementations. The keys to this approach are Oracle Business Accelerators. They allow solution providers to deliver industry-leading practices gained via more than 24,000 implementations in a low cost fixed-scope implementation

To find an Oracle Accelerate solution provider for your industry visit www.oracle.com/accelerate

To learn more about Oracle Accelerate visit the [Oracle Accelerate Resource Library](#)

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