

Unlimited Possibilities for Limited Budgets

<p>The Issue</p>	<p>Many Business Services companies are still trying to force-fit software designed with Manufacturing companies in mind. Key industry functionality such as contract and project management is often missing or added as an afterthought. A robust and scalable integrated software system, designed with Business Services processes at it's heart, has not been available. Until now.</p>
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Oracle Accelerate Solution for Business Services



Why do Growing 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

Explorer is the right Partner for your Business Services Solution

Working with Oracle, Explorer is offering mid-market Business Services companies a unique opportunity to access leading Oracle E-Business Suite software, tailored for your industry and delivered very quickly.

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 40 unique business processes with industry-relevant data across 45 modules. The Business Services Accelerate 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 Business Services Accelerate solution includes industry best practices and supporting business flows for business Services sector. These are models of business transactions representing leading business practices. Business flows enable the customer to relate their business requirements to the Oracle eBusiness Suite solution functionality. Key business processes enabled include: Project Budget to Project Resourcing, Lead to Opportunity for Sales, Author to Sign Service Contract, Opportunity to Forecast Management.
- **Easy to Implement** – The Business Services 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.

Explorer 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.

Explorer 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.

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, Explorer 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 Certified Advantage Partner, Explorer 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. Explorer has proven experience rapidly delivering Oracle E-Business Suite to mid-market business service companies. As a result of its success

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Explorer has been nominated for Oracle's Partner of the Year for the Mid-market Applications.

Service Overview: Business Services Offering Business

We live in a service driven economy. The ever-increasing role that business service providers are playing, in the economy today, is evident from ever-growing market segment and the continued growth in the range of services offered. The industry is adapting to increased competition from low-cost providers – leading to higher customer turnover. And yet many businesses are experiencing increased administration cost and inadequate business intelligence due to out of date or unsuitable software.

Value Proposition: How Explorer Provides Firms in the Business Services Sector Value and Benefits

Oracle Accelerate for Business Services offers mid-market companies a comprehensive software solution that drives profitable growth through automated operations and informed decision-making. The Oracle Accelerate solution incorporates best practices with the flexibility to support evolving needs of a business services company. Benefits include:

- Pre-built Business Intelligence to support strategic decision-making.
- Support for industry specific processes such as projects, contracts and service management.
- Reduced administration due to integration of business modules.

Customer References/Testimonials

WIN plc Integrates Financial Processes to Support Rapid Expansion.
A pioneer in cross-operator Short Message Service (SMS) delivery, WIN plc provides innovative mobile data services to European clients.

Challenges

- Replace tier-two, back-office financial system with an integrated software suite that can process large transactions accurately and quickly
- Ensure scalability to help meet strong growth
- Deliver an on-time, on-budget implementation Solution

- Implemented Oracle E-Business Suite applications to integrate, streamline, and automate financial management processes
- Worked with Oracle Certified Advantage Partner Explorer to implement on time and within budget
- Used Oracle Business Accelerators' rapid implementation methodologies to build core ledger
- Streamlined and accelerated financial report creation
- Gave decision makers access to accurate, real-time information

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

Specialists at working with mid-market business services companies, Explorer's primary aim is to work alongside our customers ensuring that, not only business needs are met, but also there is a knowledge transfer to end users and support staff. This results in a smoother hand-over and insures that our customers retain ownership of their systems. For more information on Explorer, or to schedule an engagement, please visit:

explorer.uk.com

Oracle Accelerate - Unlimited Possibilities for Limited Budgets

Oracle and its partners recognize that mid-size 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 mid-size 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 Financial Services Solutions, please visit: oracle.com/accelerate



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