



# Oracle Cloud Services

Enabling clients' business modernization journey

Birlasoft's Oracle Cloud Services are designed to help their clients modernize, innovate and transform the way they do their business in the always on, real-time, connected, digital world. Oracle Cloud is the industry's broadest and most integrated public cloud. It offers best-in-class services across Software as a Service (SaaS), Platform as a Service (PaaS), and Infrastructure as a Service (IaaS). Birlasoft has built competencies and service offerings in all of these areas to assist customers in their cloud journeys.

## Birlasoft's Comprehensive Oracle Offerings Portfolio

Birlasoft provides consulting, advisory, implementation and support services for an entire range of Oracle products and solutions portfolio. We have a strong team of 2000+ Oracle professionals that help customers transform their business by eliminating complexity and simplifying IT.

Our comprehensive set of services cater to all critical areas of a customer's business – Program Management, Organizational Change Management, Application Managed Services and Infrastructure Managed Services. Our focused-industry experience, deep technical expertise, and rich set of IP built on Oracle platform makes us the preferred partner for providing Oracle services.

<p>Program Management Office Governance - Quality- Methodology</p>	<p>Customer Experience </p>	<p>Value Chain Planning </p>	<p>Value Chain Execution </p>
<p>Organizational Change Management Communication – Education – Readiness</p>	<p>Master Data Management / Analytics </p>	<p>Integration Technologies </p>	<p>Oracle Cloud </p>
<p>Application Managed Services DBA – Functional – Technical Support</p>	<p>E-Business Suite </p>	<p>JD Edwards </p>	<p>PeopleSoft </p>
<p>Infrastructure Managed Services Cloud – Mobility – Virtualization Support</p>	<p>Customer Experience </p>		

# Birlasoft's Oracle Cloud Services and Offerings

Birlasoft provides services, packaged solutions, tools, and accelerators for the full suite of Oracle Cloud Applications. Our **Fixed Scope Offerings (FSOs)** enable clients to quickly choose services that best suit their needs and get up to speed with migrating to the cloud. We have developed an assessment framework called **Path-to-Cloud** assessment that helps clients to evaluate various cloud options available, assess their current state and readiness for moving to the cloud, prepare an appropriate roadmap, and implement cloud. Our other accelerators and tools include – pre-configured templates, and industry solutions, demos, rapid cloud implementation methodology, customized reports and dashboards, and ready-to-use integration components.



## Packaged Offerings

- Fixed Scope Service Offerings for Oracle Cloud Products - Easy-to-choose packages for all Cloud products for out-of-the-box functionality: Silver | Gold | Platinum
- Fixed Scope Offerings for Process based offerings – e.g. Campaign to Quote, Recruit to Retire etc.
- Birlasoft Path-to-Cloud Assessment

## Accelerator Toolkit

- Templates - Standardized Delivery Templates, Estimation Templates
- Rapid Cloud Implementation Methodology
- Pre-configured Instances
- Data Management Components
- Custom Reports and Dashboards
- Demo instances
- Integrations – iLink, Cloud Link, CPQ-JDE
- Industry Solutions - UDI

## Birlasoft Fixed Scope Offerings (FSOs) for Oracle Cloud

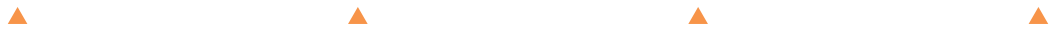
Birlasoft's FSOs for Oracle Cloud services are designed to simplify and accelerate global business processes for clients. Our offerings are built around two approaches – Product-based offerings and Process-based offerings and are available in three packages – Silver, Gold, and Platinum. Our FSOs are based on industry best practices and are easy and quick to adopt.



# Birlasoft Path-to-Cloud (P2C) Assessment

Birlasoft devised the **Path-to-Cloud** assessment offering to help customers get educated on the capabilities and benefits of the Oracle Cloud products and assess the mutual fitment in supporting their business. With rapid technology and user behavior changes, customers need to leverage them to the utmost extent, sooner than later, to gain business advantage. The Path-to-Cloud assessment helps customers leverage our industry and technology expertise in establishing a phased roadmap for their cloud journey.

Evangelize	Analyze	Blueprint	Execute
<ul style="list-style-type: none"> <li>· Salient features of a Cloud platform</li> <li>· Various Oracle Cloud products and their functionality</li> <li>· Edge Products of the cloud</li> </ul> <hr/> <ul style="list-style-type: none"> <li>· Pre-built Configured Solution Repository – Process Flow and Business Scenarios</li> <li>· Questionnaire to understand requirements</li> </ul>	<ul style="list-style-type: none"> <li>· Current Application Landscape</li> <li>· Integration Technology</li> <li>· Pain Areas, High-level Requirement</li> <li>· Recommendations</li> </ul> <hr/> <ul style="list-style-type: none"> <li>· Assessment using tools and methodology</li> <li>· Brainstorm discussion – Impact, Coexistence, Transformation Strategy</li> <li>· Best fit deployment models</li> </ul>	<ul style="list-style-type: none"> <li>· Prepare Roadmap</li> <li>· Cost Benefit Analysis</li> <li>· Edge product requirements and compatibility</li> <li>· Readiness assessment report</li> <li>· Playback presentation</li> </ul> <hr/> <ul style="list-style-type: none"> <li>· Assessment Report – Roadmap, High-level solution, Integration and Recommendations</li> <li>· Accelerators and Tools – FSOs, Data migration, Estimation Templates</li> </ul>	<ul style="list-style-type: none"> <li>· Prepare detailed plan &amp; roadmap</li> <li>· Offerings for new customers / customers migrating to Cloud</li> <li>· Costing and Evaluation</li> <li>· Readiness assessment report</li> <li>· Execute the plan</li> </ul> <hr/> <ul style="list-style-type: none"> <li>· Implementation of Cloud using “OUM” methodology, costing, architecture tools</li> </ul>



## Why Birlasoft for Oracle Cloud

Birlasoft has a longstanding relationship with Oracle and we have significantly invested in our Oracle Cloud Practice in terms of resources and training, leveraging existing experience and building expertise, and developing packaged solutions and offerings, among others. We have gained some of the early successes to our name, in Oracle Cloud implementation with confirmed client satisfaction.

### Cloud Success

- MDM/PDH Innovation Award at OOW 2015
- OTM Cloud – One of the two early successes
- Cloud Integration and Positioning Award at the JD Edwards Summit 2016
- PDH JDE Connector award at JDE Cloud Summit

### Oracle Partnership

- Go-To-Partner for Oracle Value Chain Product Cloud under Oracle CIS program
- Advanced Specialized Partner in OTM Cloud
- Field level connects with Oracle across the globe
- Approved Oracle Fusion HCM Cloud Service Solutions in Specialization
- Approved reseller rights for Finance & HCM Cloud

### Resources and Expertise Cloud professionals

- Trained Cloud Consultants and Sales & Pre-sales Specialists
- Strong expertise on Fusion Middleware
- Large pool of consultants with Fusion technology skills
- Support for co-existence strategy between on premises and Cloud systems
- Birlasoft's Cloud Incubator program

### Global Model

- Scalable global cloud delivery model
- Capability for multiple parallel implementations
- Global Implementation experience in multiple Cloud products
- Bi-lingual cloud team in Brazil

# Birlasoft Oracle Cloud Practice: Center Of Excellence

Birlasoft's Oracle Cloud Center of Excellence spearheads innovation in developing accelerators and tools to assist in rapid implementation of the Oracle Cloud products, building integrations between various Oracle Cloud and on premises apps and educating our consultants and customers on latest Oracle Cloud products and releases.



RESOURCES [oracle@birlasoft.com](mailto:oracle@birlasoft.com) | [birlasoft.com](http://birlasoft.com)

## Enterprise to the Power of Digital™

Birlasoft combines the power of domain, enterprise and digital technologies to reimagine business processes for customers and their ecosystem. Its consultative and design thinking approach makes societies more productive by helping customers run businesses. As part of the multibillion diversified CK Birla Group, Birlasoft with its 10,000 engineers, is committed to continuing our 150 year heritage of building sustainable communities.