



ORACLE SERVICES

Oracle Advisory provides services with a focus on Enterprise Integration, Business Intelligence and Governance, Risk and Compliance solutions.

We help customers acquire and move their business ecosystem (resources, materials, employees, customers, supplier, etc.) from the existing current state to an envisaged better state to enable them streamline and standardize global business operational processes and business systems, to improve productivity, to reduce costs and to provide more accurate data for reporting purposes.

Oracle Advisory practice provides advisory services to clients with a focus on Enterprise Integration, Business Intelligence and Governance, Risk and Compliance solutions. We assist clients in the successful deployment of Oracle's full suite of enterprise applications which includes versions of Oracle ERP, Siebel, PeopleSoft, JD Edwards, Oracle BI, Fusion and Hyperion product ranges. We provide assistance to clients throughout the life cycle of an ERP deployment, starting from Package selection, RFP creation, Vendor selection, Program Management and program office setup, ERP implementation, Process mapping, pre-Implementation review, post implementation review and support. Our solutions and services are aimed to provide solutions in areas of Financial Management, Human Resources Management, Supply Chain Management, Customer Relationship Management and Corporate Performance Management.

We interact with the CxO's at our clients to help them understand their information needs and deploy a long term vision by drawing upon a combination of packaged software, efficient processes and comprehensive industry knowledge. Our services include assisting clients in assessing the software's fit to their needs, configuring the application and deploying the software.

We have helped many global companies successfully implement large, complex ERP systems effectively through our end-to-end ERP services portfolio. We deliver business solutions through a professional team comprising more than local 50 professionals, most of who are accredited with certifications from Oracle

We are a qualified team of Oracle certified advisors and Oracle certified partner since 2001.

We are a global network - Access to resources from KPMG International's global network of member firms in 153 countries. These resources possess detailed knowledge of the local markets, regulatory requirements and taxation. We also have an international Centre of Excellence in Bangalore to aid and support our implementation and support services.

Our Oracle Network Capabilities

KPMG's International Oracle 'Center of Excellence' ensures we keep abreast with the latest technical knowledge on Oracle product ranges and our consultants use the best tools and techniques to enhance and improve our delivery capabilities with product enhancements. We also extensively use our CoE to provide demonstrations to our prospective clients that are specific to their industry to ensure they are able to appreciate their future state before making investment on a critical activity like ERP.

Our consultants are trained to provide business solutions to our clients and not technology alone.



Our Oracle Credentials

With over 30 client engagements in Italy, our Oracle Advisory practice has generated a solid return for clients who have preferred to retain us as their trusted advisors for enhancement, upgrade and long-term support of the systems. We have served clients globally in their endeavor to deploy solutions in various domains and a representative industries and solution areas in which we have deployed solutions is illustrated in the figure below.

WHAT WE DO IN ORACLE

PROGRAM MANAGEMENT

We assist our clients in planning, organizing, staffing, controlling, and leading the combined efforts of assigned personnel and organizations, for the management of a specific program or programs, throughout an ERP deployment life cycle.

ERP AND BUSINESS INTELLIGENCE STRATEGY

We assist in the client in the identification of the most suitable strategy to support their short and long term objectives, defining a feasible cost effective roadmap. Our team is trained to carry out these reviews aided with KPMG and Oracle methodologies.

IMPLEMENTATION OF ENTERPRISE SOLUTIONS

We assist in solution deployment for the relevant functionalities of an ERP in order to address the information processing needs of our clients. We specialize in the areas of Banking, IT/ITES services, Infrastructure, Manufacturing, Professional Services and Real Estate. In addition to this, we also provide services for deployment of Peoplesoft based HR solutions and JD Edwards based manufacturing solutions.

TRAINING ON ORACLE APPLICATIONS

We provide training solutions for various Oracle products. KPMG's training programs are designed to meet the ever-growing Oracle E-business suite training needs for corporate. Demand for Oracle Applications expertise and detailed functional and technical knowledge is increasing quickly with clients realizing the benefits of getting their core teams to be deployed on the implementations trained before they take the big leap.

CHANGE MANAGEMENT

Even with all best intentions, many large, complex and ambitious attempts to change things in organizations fail to deliver the promised benefits. KPMG advises on some of the most complex transformation programs; we help turn strategy into operational action; Getting change management right increases value for our clients, manages risk for KPMG, and improves the quality of the consulting experience for our people.

ENTERPRISES PERFORMANCE MANAGEMENT



Our value proposition for Enterprise Performance Management (EPM) solutions is our understanding of business and technology. With an in-depth experience of financial consolidation, forecasting and management reporting at various companies in different verticals, knowledge of how systems can be designed to extract reports.

Our EPM solutions span the following areas:

- **BUSINESS INTELLIGENCE**

We help clients quantify the RoI on their Business Intelligence (BI) initiatives prepare a BI strategy covering roadmap and technology evaluation, outline the client's BI requirements, assist clients in overall knowledge management and implementation of full-fledged BI solutions.

- **PLANNING AND BUDGETING**

To really drive business direction, corporate planners need to collaborate on strategic, high-level plans and targets, but they frequently don't have easy access to the information required to do the job. Often the information is locked in various spreadsheets and disconnected databases throughout different parts of the company and not quickly available. We assist our clients in optimizing their corporate planning and budgeting processes thus helping them to plan efficiently and interactively across all areas of the company through the implementation of planning solutions that integrate the process thus enabling them to plan, budget and forecast dynamically.

- **FINANCIAL CONSOLIDATION AND REPORTING**

Many finance executives face the daunting task of consolidating their company's financial and operating results using spreadsheets that are difficult to maintain and audit. What is needed is a single version of the truth, one view of financial and operational results integrated from multiple systems, without delays. We assist our clients in improving their closing and reporting processes and reduce internal control risks through the implementation of Consolidation and Reporting solutions which help them deliver financial analysis that supports strategic and operational management decisions; and comply with stringent reporting regulations.

POST IMPLEMENTATION REVIEW OF ERP

We assist clients in assessment and review of a completed working solution. Such reviews help ascertaining the degree of success from the project examine the efficacy of all elements of the working *business* solution or learn lessons from this project to improve future project work and solutions.

CONSOLIDATION

We help global organizations in the process of consuming data from different financial systems and combining that information through aggregation and consolidation to create financial analytic views and comprehensive financial statements which are compliant with accounting and financial reporting standards.

SUPPORT

We help our clients support and enhance the existing deployment of ERP. The support services include assisting the client in day-to-day running and maintenance of the systems as well as enhancing the system functionality to meet the changing business needs of business's in today's dynamic environment.



SAP SERVICES

Implementing or upgrading SAP is an investment and effort that begins with strategic planning and extends into implementation and well beyond.

We help clients navigate through each stage of the SAP implementation project, helping boost the business value and ROI. We empower organizations to use their systems and application related investments to:

- Optimal end user experience
- Improve capability to generate timely, accurate information from the ERP
- Enhance business decision making capability
- Increase reliance on efficient, automated controls
- Enhance regulatory compliance at a lower cost
- Efficiently manage business risk
- Experience a well-planned and managed implementation or upgrade
- Enhance the value realized from the SAP solution.

Our objective and independent approach enables us to adopt a more robust methodology for the implementation of our lifecycle - an approach that can help enhance project benefits, reduce risks, and thus deliver value to your organization.

WHAT WE DO IN SAP

- ERP strategy development roadmap to SAP Enterprise Applications
- Business case definition and benchmarking with industry
- ERP and Implementation partner selection
- Tracking of benefits during and after implementation to assess ROI
- Full cycle implementation of SAP ECC 6.0- S4/HANA
- GRC - Access and Process Control
- BO - Business Planning and Consolidation (BPC)
- BI and BO (Dashboards, Reporting, Cockpit)
- BO - Disclosure Management (DM)



- BO- Data Services and Data Quality (DQ)
- SAP Master Data Management (MDM)
- SAP Master Data Governance (MDG)
- Enhancements and re-engineering of functionalities and processes for existing SAP implementations
- Application Support Services (AMS)
- Value add to help enhance quality of implementation
- Project Management Office (PMO) services and Project Risk Assessment
- Design/ Review of SAP business processes and controls
- Configuration review (Pre/ Post Implementation)
- Design and implementation of authorizations and segregation of duties rules
- Data migration assistance during implementation for cleansing, de-duplication, standardization
- Pre/post acquisition / Merger and integration services