

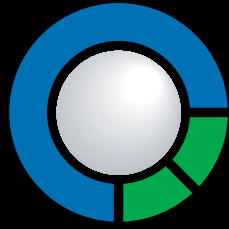
# SOLUTIONS THE SPOT



2017-2018  
edition

OAUG  
**Buyer's  
Guide**





**O2Works™**  
*Putting Oracle To Work*

With experience dating back to one of Oracle's first releases of the Applications, MPL5, O2Works has the knowledge and expertise to be your trusted consulting partner. From installs and upgrades, conversions and rollouts, to end-user training on Release 12.2, our consultants have the technical proficiency and hands-on industry experience needed to make the E-Business Suite work for your business.

From MPL5 to Release 12.2  
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**OAUG Buyer's Guide**  
is online at  
[oaug.org/buyersguide](http://oaug.org/buyersguide)

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# Paymetric Powers Global Commerce for Lenovo

## How Paymetric helped Lenovo minimize PCI-DSS impact while significantly reducing payment processing cost

by: Paymetric

When you are the biggest PC maker in the world, you require a payment acceptance solution that can keep up with the challenges of compliance, security and integration, while scaling to support global payment methods.

Lenovo has been an industry leader in PCs, however, they had outdated custom coded payment systems on its premises, spanning over 60 countries. Many were legacies from the acquisition of IBM's personal computer division in 2005. "We felt like we had a horse-drawn Ferrari," says Dennis Culin, director of process engineering and Transformation at Lenovo. "We wanted a single, on-demand payment processing system that could deal with multiple currencies and be more affordable and scalable than our on-premises solutions."

***"We wanted a single, on-demand payment processing system that could deal with multiple currencies and be more affordable and scalable than our on-premises solutions."***

Lenovo deployed Paymetric to fully integrate its electronic payment transactions from all call centers and web stores, which greatly reduced the scope and expense of complying with the Payment Card Industry Data Security Standard (PCI-DSS). With Paymetric's support, Lenovo is seamlessly and securely accepting multiple payment types globally in over 12 countries.

Paymetric's patented tokenization intercepts credit card numbers entering enterprise payment acceptance systems and replaces credit card numbers with a surrogate value

or token. This tokenization prevents the sensitive payment card data from entering ERP systems. Ultimately, this process dramatically reduces PCI audit scope and costs and ensures sensitive data never enters the enterprise, thus minimizing risk due to fraud.

On the backend, Paymetric facilitates workflows to ensure that sales, invoicing and collections are streamlined, helping facilitate commerce through one open platform. With one trusted partner to do the heavy lifting, Paymetric simplifies and streamlines the entire payment process. "With Paymetric, I get both an award-winning solution and a team that helps me execute it," says Culin.

Since integrating Paymetric, Lenovo has:

- Reduced the cost and risk of achieving PCI compliance.
- Significantly reduced payment processing costs.
- Eliminated the risk of data exposure during a breach.

Additionally, the Lenovo team can now concentrate on their core business instead of data security, payment system maintenance, upgrades and patching.

"Paymetric does all that work for us. We have more time for selling, and we've enhanced security. By migrating from custom, legacy on-premises solutions to a single SaaS payment service, we've had significant cost reductions. Administration costs are lower. Collections are easier. There's less work regarding failed payments, less tracking of data and easier reconciliation," says Culin. "I honestly believe the best-run businesses are utilizing tokenization. [...] We looked at a number of payment acceptance solutions, and at the end of the day, Paymetric rose to the top."



### ABOUT PAYMETRIC

Paymetric drives global commerce with enterprise payment solutions that enable organizations to accept payments from any sales channel and streamline them throughout the enterprise on one platform that is secure and PCI-compliant. Paymetric simplifies and streamlines the entire payment process.

WE POWER COMMERCE

## Secure Enterprise Payment Integration Solutions at the Speed of Light



Oracle Validated  
Solutions



Enterprise  
Solutions



eCommerce/Web  
Solutions



Call Center/IVR  
Solutions



Mobile  
Solutions

### Give Customers Payment Convenience and Security

Commerce moves at a breathtaking pace. Your customers demand convenient payment options but they also want peace of mind that their personal data and cardholder information is safely guarded from a data breach. One negative event could eliminate years of a company's good reputation.

**Let Paymetric Secure Your Payment Processing**  
Learn more and schedule a Security Blue Print Session Today



PAYMENTS ■ INTEGRATION ■ SECURITY

1-855-476-0134 | [info@paymetric.com](mailto:info@paymetric.com) | [paymetric.com](http://paymetric.com)



# Could You Have Compliance Issues with Your Employee Data?

by: Kiri Somerville, Global Human Resource Manager, More4Apps



The days of employing people and expecting them to stay in their jobs for most of their working lives are long gone. In today's business environment, workforces have to be dynamic, meaning teams and priorities are constantly changing.

An ever-increasing array of employment variables require management time and effort by human resource departments: onboarding and induction; recording skills and capabilities; changing of job/position allocations created by promotions and terminations; managing federal and state compliance requirements such as tax and student loan rates to managing different types of absence; processing terminations and so much more.

The accuracy of employee data is critically important. Time wasted on finding data entry errors slows productivity and creates budget pressures all over an organization, resulting in even more work for an HR team.

There are three strategic areas where employee data must be accurate and updated in a timely manner:

## 1. EMPLOYEE PAY/ LEAVE RECORDS

It is vital that an employee's pay and leave entitlements are correctly recorded. Not only is it a legal requirement, it's also important in keeping employees happy and engaged as part of your workforce. Mistakes in this data can undermine a company's ability to comply with state and federal regulations as well as impact employees' trust.

## 2. STAFF CHANGES INCLUDING TERMINATIONS

When a termination is announced, it is important to know what payments an employee is entitled to, what company property they need to return and what logins/authorities need to be closed. Keeping accurate and up-to-date data will minimize frantic moments of having to update outstanding records of a staff member when they leave.

## 3. EMPLOYEE AND MANAGERIAL REVIEW

Keeping accurate employee records can offer a comprehensive view of an employee and their time at a company. Companies are now often required to hold personal, professional and developmental information for each and every employee. Whether reports are provided to the senior leadership team, inducting a new line manager, or reviewing an employee's history for performance evaluation. Having this information accurately recorded and available enables HR managers to focus on planning, training and developing their personnel.

If you want to improve the accuracy of your Employee data within Oracle E-Business Suite to ensure you are optimising your ability to meet compliance requirements, then More4Apps has options including the Employee Wizard to help you out.



## ABOUT MORE4APPS

More4Apps provide EBS automation and integration solutions to import mass data via API's and interfaces. Our products enable end-users to manage their Oracle data within an easy-to-use Excel interface improving business process efficiency and data accuracy. [More4Apps.com](http://More4Apps.com).

# Achieve greater value from your Oracle Investment

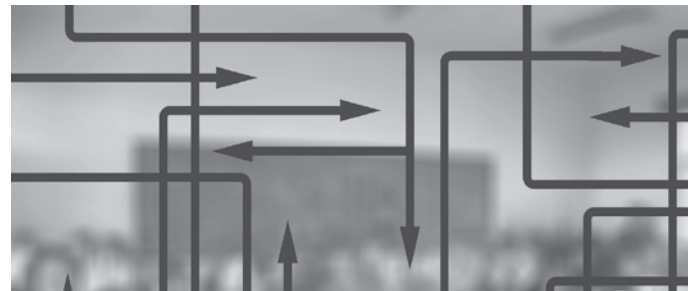
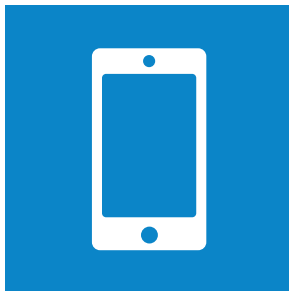
*Global market leaders in helping organizations efficiently manage their data within Oracle EBS Applications*



**OVER**  
**20,000**  
**USERS**



**ACROSS**  
**45**  
**COUNTRIES**



## Why choose a More4Apps Solution?

- Maintain and upload mass data
- Maximize data entry performance
- Load large numbers of transactions
- Leverage API's and Interfaces to import data

# Sterling Payment Technologies Offers Easy Payment Integration to Oracle E-Business Suite

by: Sterling Payment Technologies



Sterling's integrated payment solutions are based on 15 years of exclusive focus on B2B (business to business) and B2G (business to government) payments.

Sterling understands the processes, security requirements and technical details needed for successful payment integrations. Sterling is also experienced in providing card-not-present and e-commerce custom portal solutions.

Through a consultative approach, Sterling works closely with clients to learn about the intricacies of their business then offers solutions tailored to meet specific needs.

Sterling provides concierge-level service and support. We employ experienced and dedicated customer service representatives who undergo frequent training to ensure they can respond to any question quickly and knowledgeably. You and your clients have 24/7 access to this attentive support team.

## EBS PAYMENT INTEGRATION WITH STERLING ORACLE ADAPTER

Sterling's Oracle Adapter integrates to Oracle Payments, the central payment engine of the Oracle E-Business Suite (EBS). The Adapter works seamlessly with all Oracle EBS modules involved with the payment process, including Accounts Payable, Cash Management and Receivables.

Integrated payments with the Sterling Oracle Adapter optimizes your Oracle EBS investment by streamlining and automating payment processing while reducing the time, resources and errors associated with manual ledger entries.



## STERLING ORACLE ADAPTER FEATURES

- Compatible with Oracle EBS versions 11i, 12.0, 12.1, 12.2.
- Easy to install.
- Java-based for easy maintenance and upgrades.
- Supports credit, debit and purchasing cards for all major card brands.
- Tokenization reduces PCI scope.

## TECHNOLOGY THAT AUTOMATICALLY LOWERS PROCESSING RATES

Sterling's Oracle EBS integration includes Interchange Management®—proprietary technology that ensures your transactions qualify for the best possible interchange rate. Every six months, the card networks – Mastercard®, Visa®, Discover® and American Express® – change their processing requirements and fees. It's challenging to keep up, but failure to stay current significantly increases payment processing costs.

## STERLING INTERCHANGE MANAGEMENT® AUTOMATICALLY:

- Validates and corrects data.
- Checks more than 600 interchange categories.
- Monitors changes from card brands.

By taking the guesswork out of Level 2, Level 3 and large-ticket reporting requirements, Interchange Management® saves companies an average of 37 percent on payment processing costs. Several Sterling customers have experienced six- to seven-figure savings on processing fees.

## HOW ORACLE IMPLEMENTERS BENEFIT BY WORKING WITH STERLING

- Experience ease of implementation with Sterling Adapter.
- Collaborate with a trusted, B2B payments partner with in-depth industry knowledge.
- Offer significant cost reductions for payment processing.
- Receive 24/7 access to a knowledgeable and attentive client services team.



A division of EVO PAYMENTS INTERNATIONAL



## ABOUT STERLING PAYMENT TECHNOLOGIES

Sterling Payment Technologies, a Division of EVO International Payments, provides payment processing services to B2B merchants. Sterling's proprietary Interchange Management® technology keeps processing costs to a minimum. Known for exceptional client support, Sterling specializes in integrating payment processing to ERPs and accounting systems quickly and easily. <http://www.sterlingb2bgroup.com>





# SIMPLE PAYMENT INTEGRATION WITH SUPERIOR COST-REDUCTION TECHNOLOGY

Sterling's Adapter facilitates integration to Oracle Payments and can save 30–40% on processing costs.



## Sterling's Oracle Adapter offers these benefits:

- Streamlines and automates payment processing
- Supports all transaction types and all major card brands
- Lowers payment processing costs
- Tokenizes all payment data and reduces PCI scope
- Compatible with Oracle EBS 12.2
- Automates level 2 and level 3 processing

Sterling's Adapter is easy to implement. Your partner, Sterling Payment Technologies, is a trusted B2B payments company with 15 years of integration experience and in-depth industry knowledge. In addition to its technical expertise, Sterling offers unsurpassed client support 24 hours a day, seven days a week.



A division of  **PAYMENTS INTERNATIONAL**

*innovations in payments*<sup>®</sup>

**LEARN MORE ABOUT HOW YOU CAN PROFIT FROM STERLING'S INTEGRATED PAYMENT SOLUTIONS.**

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VISIT: [sterling.cc/OAUG](http://sterling.cc/OAUG)

**ORACLE** Gold Partner

# The Essential Three-Step Data Migration Roadmap

by: Harrison Figura, Delivery QA Manager, eprentise

So, you're considering migrating your company's current Oracle® E-Business Suite (EBS) version to the latest release—and with all the new features available, it is the obvious choice for businesses trying to remain competitive. It brings with it many significant changes and enhanced functionality that will eliminate many customizations, allow companies to operate globally and streamline major business processes.



If you're looking to be smart about it, you will opt for a technical migration rather than a reimplementation. Your management will be delighted that you are potentially saving millions of dollars. Still, a data migration alone is not going to help you eliminate silos and operate more efficiently—you need a roadmap to reach your business goals.

## STEP 1: IDENTIFYING BARRIERS

The first step is to identify what barriers are preventing your enterprise from operating globally. A common barrier for many companies is that the data is not consistent throughout the EBS instance, or it is not properly shared among different departments.

## STEP 2: FEATURES TO HELP STREAMLINE OPERATIONS

With the newest version of EBS, there are added features that are intended to help streamline operations. However, your company will not be able to take advantage of them without some common data.

One of the first things to look at is your chart of accounts. Usually, people lack the foresight to account for a company's growth during the initial implementation; but having a chart of accounts which does not accurately reflect your company's needs can serve as a huge detriment.

## STEP 3: ELIMINATE THE OBSOLETE

The final step in the data migration roadmap is to identify the Oracle setups that are outdated and no longer meet your business requirements.

## CONCLUSION

All the new features available in the latest Oracle E-Business Suite Release are going to help your enterprise operate globally, but to be able to do so, you first need a plan as to how you are going to align your current data prior to migrating. If you expect to improve the efficiency and profitability of your company by moving to the latest EBS release, then you should realize by now that data migration is not enough. Before you make the transition, consider the different ways to increase efficiency, reduce database clutter, cut expenses and make your business more agile.



## ABOUT EPRENTISE

eprentise® serves the Oracle® E-Business Suite (EBS) community with transformation software that improves business agility, supports changing requirements and eliminates the need for a reimplementation. With eprentise software, companies can receive access to complete, consistent and correct data. [www.eprentise.com](http://www.eprentise.com).





# FIND SOLUTIONS

TO YOUR **Oracle Apps Challenges**

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# How to Make the Rolling Forecast a Reality

by: Dean Jones, Global VP Oracle EBS Solutions, Excel4apps



The rolling forecast is a major trend in financial planning. It lets you adjust for changing technological and market forces, making it more useful for managing business performance than an annual budget alone. Still, many companies haven't achieved rolling forecasts because they assume expensive planning software like Oracle Hyperion Planning from the Oracle Enterprise Performance Management (EPM) Suite is necessary. However, incremental improvements to existing processes and tools offer a realistic route to the rolling forecast.

## BIG SOLUTIONS WITHOUT BIG COSTS

Most companies use Microsoft Excel in their planning process. But if your Excel planning model isn't directly linked to your Oracle database, it's too manual and cumbersome for monthly forecasts. Accuracy is also a concern, as spreadsheet data extracted from your ERP system at different times can introduce version control errors.

Alternatively, Excel planning add-ins (<http://bit.ly/2qBR6iu>) integrate planning functionality into an Excel interface that links directly to your central Oracle database, so you can achieve real-time planning modeling without a big-bang

EPM implementation. Direct Oracle integration with Excel eliminates manual historical data collection steps, supports refreshable planning models and automates uploading of Excel-based planning back into Oracle to cost-effectively support rolling forecasts with minimal user training.

## SMALL STEPS TO SUBSTANTIAL BENEFITS

If you choose an Excel add-in that integrates to Oracle, here are steps to make the journey to rolling forecasts a smoother one:

**1. Conduct a current state assessment of your planning process:** Use data inflows and outflows to map your current process, and document where and how you use Excel. Identify process gaps, as well as key personnel in support of the rolling forecast transition. Finally, create process mapping for your desired future state.

**2. Prepare an account structure for planning.** You can either modify your existing hierarchy for both financial and managerial reporting or create an alternate hierarchy for planning and management reporting.

**3. Integrate your current Excel planning framework with live ERP bi-directional data using Excel add-ins:** Tweak existing templates and models for quick results and ongoing improvements.

Following these steps, you could achieve modest improvements every month for the next six months, significantly improving your forecasting capability before the next annual planning cycle starts.



## ABOUT EXCEL4APPS

Excel4apps is a best-in-class provider of Excel-based inquiry and reporting software for Oracle. For tips on working with real-time Oracle data in Excel, visit [blog.excel4apps.com](http://blog.excel4apps.com).





## Think a Rolling Forecast is Impossible? It may be closer than you realize.

3 steps to consider for a smooth transition to a rolling forecast:

1. Conduct an assessment of your planning process through mapping, identifying gaps, and involving key stakeholders.
2. Prepare an account structure for planning through either modifying existing or creating an alternate hierarchy.
3. Integrate your current Excel planning framework with live Oracle bidirectional data using Excel add-ins.



Download the ebook:  
[go.excel4apps.com/planning-ebook](http://go.excel4apps.com/planning-ebook)

# Three Important Things to Consider When Selecting a Managed Services Provider

by: Denovo

A managed services provider (MSP) should be an elastic extension of your IT team. They are there to proactively protect and facilitate your IT operations and provide the skills, processes and resources to complement your in-house capabilities. Selecting the right MSP gives your business the ability to operate more efficiently and sustain stable and predictable business operations.

When you evaluate MSPs, it is important to keep these three things in mind:

## 1. THE RIGHT COMBINATION OF SKILLS AND EXPERTISE – FUNCTIONAL AND TECHNICAL

The right MSP will have the expertise your business needs. They should have deep experience managing and providing remote help desk support, infrastructure management, data security, system health monitoring, on-site support, 24/7 availability, disaster recovery and extensive technology expertise.

A knowledgeable MSP will make recommendations for improvements that encompass your holistic business needs and understand industry-specific challenges. They should be able to provide insight into process improvements, training, change management and technology solutions. The right MSP for your business will have the knowledge and expertise specific to your business and industry.

## 2. PROACTIVE ALIGNMENT WITH YOUR BUSINESS GOALS AND RESOURCES

It is crucial that your MSP asks the right questions – about you, your goals and your business. They should be asking if you need specific resources, characteristics or specifications from your cloud provider. They should ask about future wants and needs and how your business plans to get there.

They should have expertise across all delivery models, including managed services and cloud, IT and strategic outsourcing, and they should understand your goals for each of these areas. Their approach should be proactive

and technology-based that emphasizes continuous improvement and scalability – aligned with your overall business goals.



## 3. CONSISTENT BUSINESS PROCESSES AND SERVICE VISIBILITY

MSPs should be able to provide policy and process documentation that outlines consistent processes that are clear and follow a scripted methodology. A key to achieving a reliable, stable IT infrastructure is the optimization of process and the implementation of the right technologies.

The MSP should be well-versed and experienced with their knowledge of industry-specific best practices that are repeatable and scalable, and they should be able to provide the documentation to prove it. It is also important that MSPs provide real-time visibility into the performance of your managed services. Select an MSP with a web-based portal that consolidates services and analytics into a single dashboard with real-time service visibility.

# Denovo

## ABOUT DENOVO

Denovo Ventures, LLC is a full-service enterprise hosting/cloud computing and professional services firm with expertise in designing, implementing and supporting enterprise software. Denovo, an Oracle Platinum Partner, delivers extensive managed services from their certified data centers located in the United States. [www.denovo-us.com](http://www.denovo-us.com).



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**76%** OF COMPANIES SURVEYED  
have a cloud strategy

\*Mint Jutras - 2016 Evolving Cloud Strategies

What is your cloud strategy?

## YOUR FUTURE DEPENDS ON THE CHOICES YOU MAKE TODAY.

### 4 Reasons to Move to the Cloud:

1. Eliminate Capital Costs
2. Increase IT Value
3. Lower Operational Expenses
4. Increase Agility

The Cloud has quickly become an integral component of digital transformation. Many organizations are aggressively adopting a cloud model as the data center comes to an end. Whether implementing a new SaaS application or migrating your existing application to the cloud, **NOW IS THE TIME FOR YOUR ORGANIZATION TO GET OUT OF THE INFRASTRUCTURE BUSINESS AND REALIZE THE BENEFITS OF THE CLOUD.**

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Learn more at [www.denovo-us.com/journey-to-the-cloud](http://www.denovo-us.com/journey-to-the-cloud)

# The Right Tool for Data Conversion and Migration

by: Chain-Sys



**WITH A 99.9999% DATA RECONCILIATION RATE, appMIGRATE HAS BEEN A VITAL TOOL FOR CLIENTS GOING THROUGH DIVESTITURES AND MERGERS.**

During a company acquisition or divestiture, writing your own conversion programs for Oracle Fusion/Cloud Applications and Oracle E-Business Suite (EBS) to support business transformation can be a costly and time-consuming process. The programs often are not available until six months into the project, creating business risk by delaying the examination of data accuracy and set-up standardization.

appMIGRATE is a next-generation data migration tool for Oracle Cloud Applications and EBS that can extract, transform, validate, cleanse, correct and migrate data and setup configurations from an older release of Oracle EBS or other legacy systems. With support for historical data conversion, appMIGRATE is highly useful in Oracle EBS implementation, reimplementations and business transformation scenarios.

Chain-Sys' accelerated migration approach for mergers and acquisitions using the appMIGRATE solution can better integrate acquisitions and divestitures in your roadmap. With ready-to-use, configurable templates that remove the need for programming, appMIGRATE allows business users to see

source data in the target instance as early as the initial conference room pilot (CRP). appMIGRATE gives them ample time to correct, clean, consolidate, standardize and harmonize their data. In addition, data risks are identified early in the project and solutions applied quickly. The tool plays well with Oracle Application Implementation Methodology (AIM) and Oracle Unified Method (OUM). This tool also reduces overall project timelines by using specialized strategies around production cutover and scalable processing for large data volume.

***“Chain-Sys demonstrated an openness and mutual partnership to get a challenging data migration task completed smoothly and on time. appMIGRATE was the right decision for us.”***

**—Bala Krishnamurthy, senior IT solution architect, Keysight Technologies**

## **EASY PLUG AND PLAY**

Chain-Sys' appMIGRATE offers a number of valuable features for organizations looking to ease the pain associated with data migration. These include:

- 2000+ pre-configured out-of-the-box, Oracle-validated adapters covering all Oracle Cloud Applications and EBS modules and set-ups.
- Instant setup documentation, available and ready to use in seconds.
- Dynamic setup reconciliation and automation have the ability to compare source and target data at any time.
- Incremental setup migration and updates.
- Predictable and reduced cutover time.
- A detailed audit trail to keep track of changes.
- Background processing, which means no babysitting the application or processes.



## **CHAIN•SYS**

**ORACLE** Platinum Partner

## **ABOUT CHAIN-SYS**

Established in 1998, Oracle Platinum Partner Chain-Sys has doubled in size and projects in the last two years. With headquarters in Lansing, Michigan, and Chennai, India, Chain-Sys has 800-plus engineers and more than 300 Oracle consultants worldwide. [www.chainsys.com](http://www.chainsys.com).

appMIGRATE is one of the major components of the Chain-Sys Platform for Data Management (MDM, Data Integration, Reconciliation, Data Loading, DQM, Visualization, Mobility deployment, Archiving and API Gateways).

Chain-Sys has successfully used appMIGRATE in cloud transformation and implementation projects. With a 99.9999% data reconciliation rate and significant project timeline reductions, appMIGRATE has been a vital tool for clients going through divestitures and mergers. "Having worked with other consulting firms that offer ready-made scripts, I've learned that they are not as flexible as Chain-Sys or the appMIGRATE solution," says Bala Krishnamurthy, senior IT solution architect at Keysight Technologies, formerly Agilent's Electronic Measurement Group. "Chain-Sys demonstrated an openness and mutual partnership to get a challenging data migration task completed smoothly and on time. appMIGRATE was the right decision for us."

*"With well over 100 customers worldwide, we have a significant amount of expertise in Oracle Cloud Applications and Oracle E-Business Suite and a clear understanding of the mechanics needed to reduce project timelines by simplifying setups and data conversion for business users," says Stephen Rivet, director of business development at Chain-Sys. "We look forward to hearing about challenges customers face and how we can add value to their Oracle investment."*

Data Quality Management

Data Migration

Data Reconciliation

Data Integration

Master Data Governance

API Gateways

Master Data Simplification

Data Loading

Data Recovery

Data Testing

Data Archiving

Mobile Apps



**Chain•Sys**  
Platform™

Inbuilt Data Quality Engine & Visualization

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 **KEYSIGHT**  
TECHNOLOGIES





## Accounts Payable Simplified.



### AP Express™ Has Your AP Automation Checklist Covered.

If you've been looking for a low-cost way to automate your accounts payable processes, AP Express by Nivo1 is the answer.

AP Express is a workflow-driven accounts payable automation solution that is cloud-based and available for an affordable monthly fee. With AP Express you can be up and running — saving time and money — in about a month.

- Seamless and native integration with Oracle E-Business Suite, PeopleSoft, JD Edwards, and other ERP systems
- ERP-independent workflow capability ensures proper invoice approval routing
- Cloud-based SaaS — no hardware or software to purchase or install
- Robust AP analytics on invoice searching, productivity, and document archives



Contact us today for a demo of AP Express and experience firsthand how it can help you simplify your accounts payable processes — and get you off the paper trail. [www.nivo1.com](http://www.nivo1.com) | [info@nivo1.com](mailto:info@nivo1.com) | 412.381.9201

# product families



## Cloud Solutions

BlackLine  
CardConnect  
Chain-Sys Corporation  
ConfigSnapshot – Rookery  
Software  
Denovo  
Perficient  
S2 IT Group LLC  
Vertex, Inc.

## E-Business Suite

API Wizard  
CardConnect  
Chain-Sys Corporation  
Denovo  
ePrentise  
Excel4apps  
Global Software, Inc.  
Insightsoftware.com  
More4Apps  
Nivo1  
O2Works, LLC  
Paymetric  
Perficient  
S2 IT Group LLC  
Spinnaker Support  
Sterling Payment Technologies  
Syntax  
Vertex, Inc.  
Zebra Technologies

## Hyperion EPM

Perficient  
Spinnaker Support

## JD Edwards EnterpriseOne

CardConnect  
Global Software, Inc.  
Insightsoftware.com  
Spinnaker Support  
Syntax  
Vertex, Inc.  
Zebra Technologies

## JD Edwards World

Global Software, Inc.  
Insightsoftware.com  
Zebra Technologies

## PeopleSoft

Excel4apps  
Nivo1

The Buyer's Guide  
Product Category listings  
provide a snapshot of the  
Oracle products each  
company supports.

*For additional  
information about the  
companies supporting  
these product areas,  
please visit the company  
listings on page 22.*



# services

## Consulting

S2 IT Group LLC  
Syntax

## Implementation

Denovo  
S2 IT Group LLC

## Managed Services

Denovo  
Spinnaker Support

## Software

BlackLine  
ConfigSnapshot – Rookery Software  
ePrentise  
Excel4apps  
Global Software, Inc.  
More4Apps  
Nivo1

## Systems Integration

Chain-Sys Corporation  
More4Apps  
Vertex, Inc.

The Buyer's Guide Services listings provide a snapshot of each company's service offerings.

*For additional information about the companies providing these services, please visit the company listings on page 22.*



# solution areas



## **Business Analytics**

Global Software, Inc.  
Perficient

## **Cloud Management**

Paymetric  
Syntax

## **Database and IT Infrastructure**

ePrentise

## **Enterprise Management**

ConfigSnapshot – Rookery  
Software  
ePrentise  
More4Apps  
Paymetric

## **Financial Management**

API Wizard  
BlackLine  
Excel4apps  
Global Software, Inc.  
Insightsoftware.com  
Nivo1  
O2Works, LLC  
Sterling Payment Technologies

## **Governance, Risk and Compliance**

CardConnect  
ConfigSnapshot – Rookery  
Software

## **Master Data Management**

API Wizard  
Chain-Sys Corporation

## **Supply Chain Management**

API Wizard  
O2Works, LLC  
Zebra Technologies

The Buyer's Guide  
Solution Area listings  
provide a snapshot of  
each company's areas  
of expertise.

*For additional  
information about the  
companies providing  
solutions in these areas,  
please visit the company  
listings on page 22.*

### API Wizard

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Website: [www.api-wizard.com](http://www.api-wizard.com)

API Wizard combines the best of Oracle and Excel to speed up data entry, data updating, master data maintenance, reporting and development. API Wizard is one Excel-based tool that works across every Oracle EBS module for uploading and reporting.

### BlackLine

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Phone: 1.818.746.4859

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Email: [Anthony.Marino@blackline.com](mailto:Anthony.Marino@blackline.com)

Website: [www.blackline.com](http://www.blackline.com)

BlackLine is designed to automate and control financial close processes for midsize and large organizations. The SaaS solution increases operational efficiency, real-time visibility, control and compliance. Over 1,800 companies globally trust BlackLine to ensure end-to-end financial close management.

### CardConnect

**Sales Contact: Mark Passifione**

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Phone: 1.877.828.0720 ext. 2662

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Website: <https://cardconnect.com/integrate/oracle>

CardConnect (NASDAQ: CCN) provides a comprehensive payment processing platform that allows Oracle ERP Cloud, E-Business Suite and JD Edwards customers to simply and securely accept electronic payments in a way that minimizes PCI compliance requirements. Our solution is backed by patented, PCI-certified point-to-point encryption (P2PE) and tokenization for maximum data breach protection. Complete with merchant services, interchange optimization and automated reconciliation, our solution helps significantly lower transaction costs. Payments can be securely accepted in both card-present and card-not-present sales channels.



# listings



## Chain-Sys Corporation

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Website: [www.chain-sys.com](http://www.chain-sys.com)

Chain-Sys is a trusted innovator in the enterprise resource planning (ERP) and cloud space. Our success can be largely attributed to our project and program management experience, industry and process knowledge, in-depth experience in the ERP product suites and our own Chain-Sys Platform of Data Management tools. Capabilities of the platform include complex data migration, reconciliation, data quality, ongoing integration and master data simplification. The platform also includes hundreds of templates for Oracle Applications, Salesforce.com, SAP and many others.

## ConfigSnapshot - Rookery Software

**Sales Contact: Martin Jenkinson**

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Toll Free Phone: +44.208.133.4490 / +1.646.652.6650

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Website: [www.configsnapshot.com](http://www.configsnapshot.com)

ConfigSnapshot is the most comprehensive and flexible configuration management software for the E-Business Suite, reducing time, cost and risk at all stages of the application lifecycle.

Document – Analyse – Compare – Monitor – Plan – Migrate – Track – Comply

Highlights include: Automatic setup documentation and comparison; setup planning and migration; change tracking and audit; customization and patch impact analysis; security and access control; segregation of duties reporting. Contact us for a demonstration and free trial to understand how ConfigSnapshot can transform your approach to application management.

## Denovo

**Sales Contact: Margot McDonnell**

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Boulder, CO 80301

Phone: 215.262.5107

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Website: <http://www.denovo-us.com>

Established in 2003, Denovo Ventures, LLC is a full-service enterprise hosting/cloud computing and professional services firm with expertise in designing, implementing and supporting enterprise software. Denovo delivers extensive managed services from their certified data centers located in the United States. As an Oracle Platinum Partner, Denovo's professional services team has over 150 years of Oracle J.D. Edwards and ERP experience and has successfully completed Oracle ERP implementation projects for a wide variety of commercial and public sector clients.

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**ConfigSnapshot**  
from Rookery Software

## Denovo

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**ePrentise**

**Sales Contact: Ingrid Houghton**

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**Website: [www.eprentise.com](http://www.eprentise.com)**

ePrentise, established in 2006, provides transformation software products that allow companies to make their Oracle® E-Business Suite systems agile enough to support changing business requirements, avoid a reimplementation and lower the total cost of ownership of ERP while also enabling real-time access to complete, consistent and correct data across the enterprise. We believe that quality enterprise data, rather than being a costly impediment to business change initiatives, should be a catalyst of that change.



**Excel4apps**

**Sales Contact: Brian Grossweiler**

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Excel4apps is a best-in-class provider of Microsoft Excel-based reporting and data-loading software for use with Oracle, SAP and PeopleSoft. Excel4apps provides award-winning solutions for financial reporting, budget and planning data uploads, and other types of reports. Our solutions empower business professionals with independent and secure access to real-time ERP data via Excel. Founded in 2005, Excel4apps has offices in North America, Europe, Africa, Middle East, Asia and Australia to serve the needs of both local and global organizations.



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**Global Software, Inc.**

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**Website: [www.globalsoftwareinc.com](http://www.globalsoftwareinc.com)**

Global Software, Inc. is the leading provider of Microsoft Excel-based automation and reporting solutions to enhance the world's foremost business intelligence (BI), enterprise resource planning (ERP) including: Oracle®, JD Edwards®, SAP®, Microsoft®, Infor®, Viewpoint® and other operational platforms. The company's flagship offering, Spreadsheet Server, streamlines data analytic processes and bridges the operational gap between company data and reporting. Results measured from this solution are resource, time and cost savings in a secure financial/operational reporting and budgeting environment with automated report delivery. Ask us about transitioning from Discoverer!



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## Hubble by Insightsoftware.com

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Website: [www.gohubble.com](http://www.gohubble.com)

Equipped with real-time reporting, analytics and planning, Hubble is a holistic performance management suite, built for forward-looking leaders. As the only solution with native ERP integration, Hubble provides users with real-time information and actionable insights to drive growth.



## More4Apps

**Sales Contact:** John O'Keeffe

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Email: [sales@more4apps.com](mailto:sales@more4apps.com)

Website: [www.more4apps.com](http://www.more4apps.com)

More4Apps are the global market leaders that help organizations find data management efficiencies across Oracle EBS, saving significant time, money and resources. We create automation and integration solutions that enable Oracle EBS users to easily upload and download their Oracle data via API's and Interfaces. Products are carefully designed and developed with input from our multinational customers. Customers have reported gaining hundreds of hours every month by automating their data entry processes using the familiar interface of Excel.



## Nivo1

**Sales Contact:** Leanne Madden

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Email: [info@nivo1.com](mailto:info@nivo1.com)

Website: [www.nivo1.com](http://www.nivo1.com)

Nivo1 simplifies the challenges of implementing AP automation with your ERP software. Nivo1's cloud-based application, AP Express™, leverages ERP data using native integration that competes feature-for-feature with other AP automation solution – including centralized invoice storage; invoice data capture; a browser-based user interface dashboard; a full view of AP workflow process and status; access from anywhere; and a searchable invoice archive (including images). With a no-cost implementation cycle for AP Express, you can immediately realize a return on your investment.





### **O2Works, LLC**

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O2Works focuses exclusively on putting Oracle's E-Business Suite to work for your organization – on time and within your budget. Comprised of some of the first consultants from Oracle to work on the initial version of the Applications in the late 1980s, our consultants have been implementing, integrating, upgrading, supporting, and extending Oracle's E-Business Suite, from some of the very first releases, through Release 12.1.



### **Paymetric**

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Paymetric delivers enterprise payment solutions to streamline, secure and optimize payments across the enterprise. We support organizations' global commerce across multiple sales channels and methods with flexible, cloud-based solutions that easily integrate with existing enterprise systems. Our solutions allow you to respond more quickly to market demands to offer flexible, secure payment options to your customers while protecting sensitive customer information and maintaining PCI compliance.



### **Perficient**

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**Website: <http://www.perficient.com/partners/oracle>**

Perficient is the leading digital transformation consulting firm serving Global 2000 and enterprise customers throughout North America. With information technology, management consulting and creative capabilities, Perficient and its Perficient Digital agency deliver vision, execution and value with digital experience, business optimization and industry solutions. Perficient is an Oracle Platinum Partner with 15+ years of experience implementing cloud and on-premises solutions for EPM, ERP, BI, CX and an authorized Oracle Education Reseller, delivering Oracle Authorized Training in our Houston education center.





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## S2 IT Group LLC

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S2 IT Group is committed to provide the following services at onsite (client) or/and onshore (At S2 IT Group corporate office in Atlanta):

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4. Production support [24x7].
5. Functional design.
6. User training – at site or via Webex, using tools UPK or Oracle ilearning.

## Spinnaker Support

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Website: [www.spinnakersupport.com](http://www.spinnakersupport.com)

Spinnaker Support is the fastest growing provider of third-party maintenance, managed services and consulting for organizations that run SAP or Oracle. Our maintenance customers gain better support while saving an average of 62 percent on their annual maintenance fees.

## Sterling Payment Technologies

**Sales Contact: Matt Peterson**

4540 Cooper Road, Suite 200

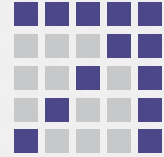
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Website: [www.sterlingpayment.com](http://www.sterlingpayment.com)

Sterling Payment Technologies, a Division of EVO International Payments, provides payment processing services to B2B merchants. Sterling's proprietary Interchange Management® technology keeps processing costs to a minimum. Known for exceptional client support, Sterling specializes in integrating payment processing to ERPs and accounting systems quickly and easily.



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Since 1972, Syntax has been providing comprehensive technology solutions to businesses of all sizes throughout North America with thousands of customers trusting Syntax with their IT services and ERP needs.

Today, Syntax is a leader in providing cloud and managed services to businesses across North America. Syntax's cloud offerings, including their best in class Enterprise Cloud for ERP, continues to grow and accelerate – a unique offering that safely hosts and manages critical business applications.



### TriCore Solutions

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TriCore Solutions, the application management experts, provides a full suite of scalable managed application, cloud, infrastructure hosting and consulting services. With 18 years of experience, TriCore delivers its services and the TriCore Trusted Promise to 275+ companies. TriCore is headquartered in Boston, MA, with offices in India and North America. TriCore Solutions was recently acquired by Rackspace – [www.rackspace.com](http://www.rackspace.com).



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### Vertex, Inc.

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Founded in 1978, Vertex Inc. is the leading provider of corporate tax software and services to automate, integrate, streamline or outsource tax processes for companies of all sizes, from small to medium-sized businesses to global multinationals. Vertex provides solutions for all tax types with industry-specific solutions for retail, communications, hospitality and leasing industries.

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## Zebra Technologies

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A global leader respected for innovation, reliability and partnership, Zebra offers both hardware and software solutions for Oracle and JD Edwards. In 2017, we showcased three top partners; StayLinked Corporation – Smart Terminal Emulation in the warehouse; ProcessWeaver Inc. – Smarter Shipping from EBS and Intellinum Inc. – Express Android Client for WMS. These partners provide a digital voice to people and transactions, enabling organizations to unlock greater business value with barcode and RFID to help customers take smarter business actions.

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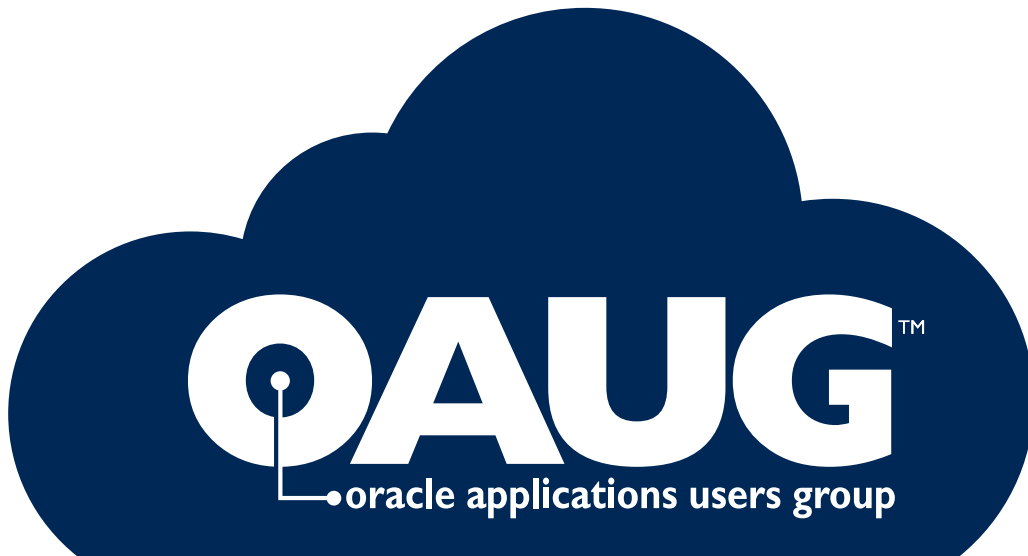
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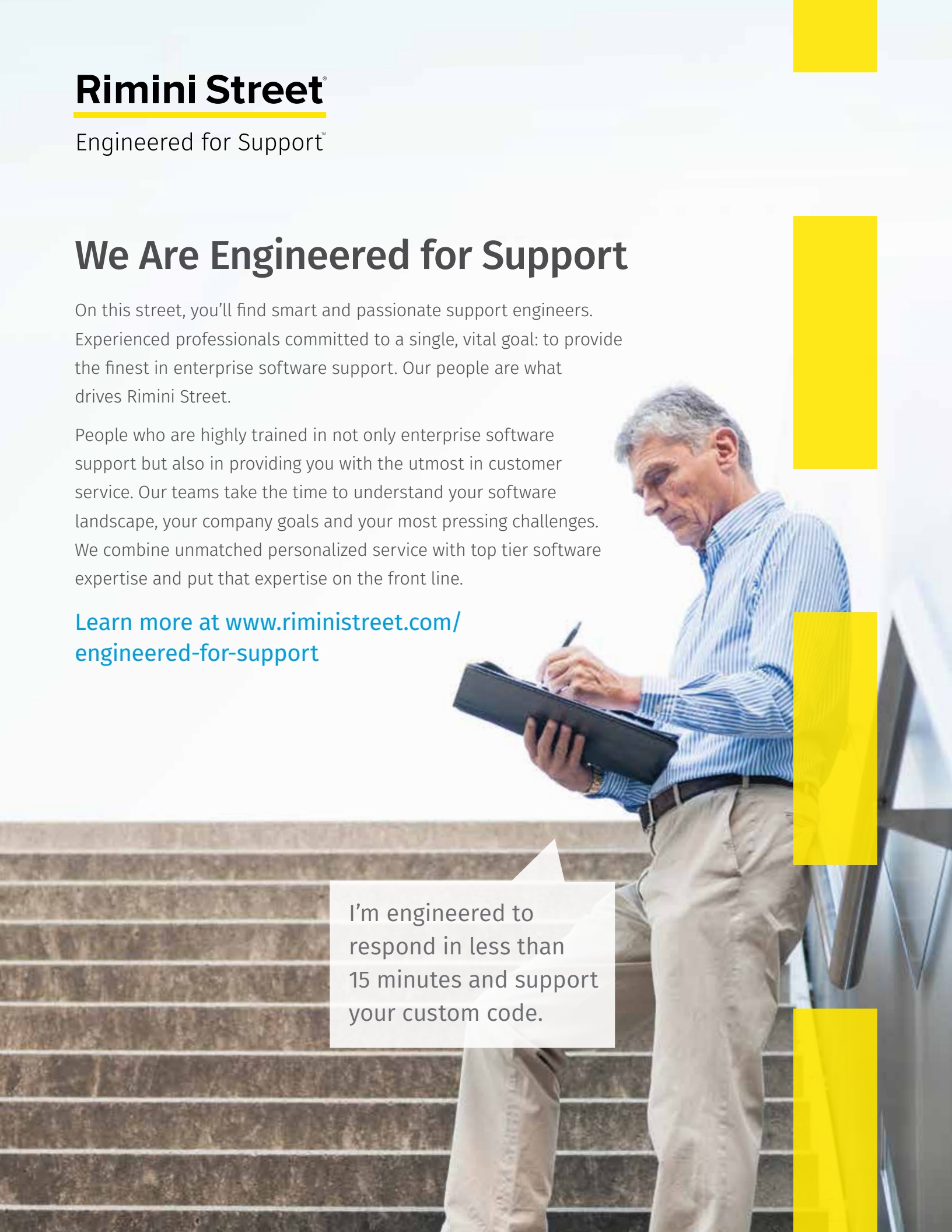
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## We Are Engineered for Support

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