THE
SOLUTIONS
SPOT

OAUG
Buyer's Guide

2018-2019 EDITION

table of
contents

ARTICLES

BUYER'S GUIDE CATEGORIES

The 2018 OAUG Buyer's Guide is a publication of the Oracle Applications Users Group (OAUG).

The
OAUG Buyer's Guide
is online at
oaug.org/buyersguide

EVO B2B Offers Easy Payment Integration to Oracle E-Business Suite

by: EVO Payments

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

EVO B2B understands the processes, security requirements and technical details needed for successful payment integrations. EVO is also experienced in providing card-not-present and e-commerce custom portal solutions.

Through a consultative approach, EVO B2B works closely with clients to learn about the intricacies of their business then offers solutions tailored to meet specific needs.

EVO B2B provides concierge-level service and support. We employ experienced and dedicated client 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 THE EVO ORACLE ADAPTER

EVO'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 EVO 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.

EVO 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

EVO'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.

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 EVO customers have experienced six- to seven-figure savings on processing fees.

HOW ORACLE IMPLEMENTERS BENEFIT BY WORKING WITH EVO B2B

- Experience ease of implementation with the EVO Oracle 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.

ABOUT EVO PAYMENTS

Founded in 1989 and based in New York, EVO Payments International is among the largest fully integrated merchant acquirer and payment processors in the world. EVO operates as a payments service provider for both face-to-face and eCommerce transactions for all major credit cards, debit cards, commercial cards and electronic bank transfers. www.EVOPayments.us/B2B

Integrated Payment Acceptance

EVO ORACLE ADAPTER

Automate cost reduction and increase cash flow.

Reduce PCI scope and data security risks.

Integrate EVO processing for the lowest overall cost of accepting payments.

EVO® PAYMENTS INTERNATIONAL | **B2B**

Get Started!

EVOpayments.us/b2b
813.393.4576
oracle@evopayments.com

ORACLE®

Validated Integration

Oracle
E-Business Suite

More4Apps Wizards

Improve business process efficiency and data accuracy using our range of feature rich Excel based solutions which allows end-users to quickly upload, download and maintain mass data.

More4Apps Mobile

Manage supply chain anytime, anywhere. Eliminate the need for paper lists and handheld barcode scanners with access to real-time Oracle transactions and in-app barcode scanning via your smartphone.

Automation Solutions

Save time by digitally extracting accurate invoice data using OCR to eliminate the need for manual data entry

Development Platform

Empower your developer with the ability to create customized solutions specific to business requirements improving productivity in the organization.
*A range of Loaders also available

At More4Apps People Matter. We've created solutions that enable our customers to have a better work-life balance; no more weekends spent at the office entering accruals into E-Business Suite. Our products are designed and developed with input from customers to ensure that we are continuously building solutions to meet their needs.
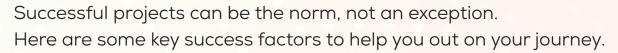
More4Apps
Automation and Integration Solutions

Over **25,000** users across **45** countries we help businesses get more from their Oracle investments.

inquiry@more4apps.com | More4Apps.com

ORACLE Gold Partner

Planning: 7 Key Components of a Successful ERP Project

by: More4Apps

Successful projects can be the norm, not an exception.
Here are some key success factors to help you out on your journey.

1. EXECUTIVE SPONSORSHIP

Foundations of an ERP project are clearly defined from the start. An engaged executive team is key from the outset. It has to start from the top.

2. SCOPED AND RESOURCED PROJECT PLAN

Form a structured plan. Clearly document roles to form a skilled team with experienced business process leads, plus functional and technical people who understand your ERP software.

3. KEEP IT SIMPLE - MINIMIZE CUSTOMIZATIONS

Customizations cost money to develop, test, train and support. They are a key reason for time and budget overruns. See if a prebuilt solution exists from a software vendor. It's a good way to de-risk the project.

4. REQUIREMENTS PLANNING AND SOLUTION DESIGN

Start your solution design at a high level with the steering committee. Then get into the detail with key process owners and your ERP functional experts. If you get this part right, you'll end up with some great documented user procedures. These are invaluable for future projects, training and induction of new employees.

5. IT'S ALL ABOUT THE DATA!

End-user participation in data migration is key. Even a perfect delivery will fail without user buy in. Empower them, task them with owning the data. Provide users with tools to cleanse and load data easily. If you are on E-Business Suite (EBS), More4Apps products are specifically designed to help you with your data.

6. TEST, TEST AND TEST

Build a dedicated, accountable testing team with a clearly defined testing strategy. Perform multiple controlled data migration "rehearsals." Testing gets cut when timelines get tight. Try to avoid this, you'll only pay for your mistakes later and at a greater cost.

7. TRANSFER OF KNOWLEDGE

Going live is one thing, empowering end users and support staff is another. From the beginning of the project to the actual go-live, staff need to be kept informed and ideally involved in the project. Keep consultants on after going live, especially to help close the first month end.

A successful project is more than just delivery. It's also post-implementation, where users have the bandwidth to perform their job, with quality data available in a timely manner.

With over 25,000 users, see how More4Apps can help you deliver a successful EBS project.

01 EXECUTIVE SPONSORSHIP

02 SCOPED AND RESOURCED PROJECT PLAN

03 KEEP IT SIMPLE - MINIMIZE CUSTOMIZATIONS

04 REQUIREMENTS PLANNING AND SOLUTION DESIGN

05 IT'S ALL ABOUT THE DATA!

06 TEST, TEST AND TEST

07 TRANSFER OF KNOWLEDGE

ABOUT MORE4APPS

More4Apps is a global market leader that helps organizations find data management efficiencies across Oracle EBS - saving customer's time and money. We create automation and integration solutions enabling Oracle EBS users to upload and download Oracle data via API's and Interfaces. www.More4Apps.com

In the next 24 months, there is more than a
1 in 4 chance
YOU WILL EXPERIENCE A DATA BREACH.

It's not a question of if a data breach will happen, but when.
Find out why leading brands turn to Paymetric to safeguard customer data
and streamline global payments.

paymetric.com | 1-855-476-0134

PAYMETRIC®

A Worldpay Company

The Hidden Costs and Pains of Replacing Discoverer

Some organizations have chosen a replacement which includes the long and laborious process of implementing OBIEE while others still haven't moved. Find out what the real costs are of doing nothing or in choosing a solution that's overkill for what you need.

Your Options

1. Continue Using a Desupported Discoverer.

2. Replace with OBBIE and Rebuild Discoverer Reports.

3. Replace with Excel based Tool (*like Reports Wand*) and Migrate Reports .

The OAUG

Conference Paper Database
the answers you need when you need them

Use the Conference Paper Database on **oaug.org** and see how easy it is to find:

- Best practices
- Productivity tips
- Real user experiences

The OAUG Conference Paper Database includes thousands of white papers and presentations from dozens of OAUG conferences over the past several years.

Everyone can search the OAUG Conference Paper Database, but only OAUG members can download the presentations. If your organization is not a member yet, please join online or contact the membership staff at **+1.404.240.0897** or **membership@oaug.org** to learn more about the many benefits of OAUG membership.

PRODUCT
FAMILIES

Cloud Solutions

APRO Software Solutions, Inc.

BlackLine

Centroid

ConfigSnapshot – Rookery Software

Onapsis Inc.

Perficient

Rimini Street, Inc.

Syntax

Vertex, Inc.

E-Business Suite

API Wizard

APRO Software Solutions, Inc.

Centroid

ConfigSnapshot – Rookery Software

EVO B2B

Excel4apps

insightsoftware

More4Apps

O2Works, LLC

Onapsis Inc.

Paymetric

Perficient

Rimini Street, Inc.

Spinnaker Support

Syntax

Zebra

Hyperion EPM

Perficient

Spinnaker Support

JD Edwards EnterpriseOne

insightsoftware

Syntax

Spinnaker Support

Vertex, Inc.

Zebra

JD Edwards World

insightsoftware

Zebra

PeopleSoft

Excel4apps

Rimini Street, Inc.

Siebel CRM

Spinnaker Support

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

SERVICES

THE SOLUTIONS SPOT

Consulting
Centroid
O2Works, LLC
EVO B2B

Hosting Services
Syntax

Implementation
More4Apps

Managed Services
Centroid

Software
APRO Software Solutions, Inc.
BlackLine
ConfigSnapshot – Rookery Software
EVO B2B
Excel4apps
insightsoftware
More4Apps
Onapsis Inc.
Paymetric
Rimini Street, Inc.
Vertex, Inc.

Systems Integration
Perficient

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

SOLUTION
AREAS

Enterprise Management

ConfigSnapshot – Rookery Software

insightsoftware

Financial Management

API Wizard

APRO Software Solutions, Inc.

BlackLine

EVO B2B

Excel4apps

O2Works, LLC

Paymetric

Vertex, Inc.

Governance, Risk and Compliance

Onapsis Inc.

Paymetric

Master Data Management

API Wizard

More4Apps

Supply Chain Management

API Wizard

O2Works, LLC

Zebra

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

COMPANY

API Wizard
Sales Contact: Sarah Conzemius
1127 High Ridge Road, Number 238
Stamford, CT 06905
Phone: 310.430.0245
Toll Free Phone: 800.691.8714
Email: sarah.conzemius@api-wizard.com
Website: 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.

APRO Software Solutions, Inc.
Sales Contact: Jacob van Diermen
951 Mariners Island Blvd. #370
San Mateo, CA 94404
Phone: 888.905.7311
Toll Free Phone: 888.905.7311
Email: sales@aprosoftwaresolutions.com
Website: www.aprosoftwaresolutions.com

APRO provides standard solutions for Oracle E-Business Suite and Oracle Financials Cloud to automate and simplify your global financial processes, such as Bank Statement Processing, AP Invoice Processing, Supplier Payments, Lockbox Processing, E-Invoicing, Intercompany Netting, and GL Reconciliation. In addition, the APRO Interfacing Cloud automates the integration of your external systems with Oracle Financials Cloud to interface customers, transactions, suppliers, invoices and purchase orders. APRO is an Oracle Gold Partner with over 20 years of experience with Oracle Financials.

BlackLine
Sales Contact: Anthony Marino
21300 Victory Blvd. 12th Floor
Woodland Hills, CA 91367
Phone: 1.818.746.4859
Toll Free Phone: 1.818.223.9008
Email: Anthony.Marino@blackline.com
Website: 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.

LISTINGS

Centroid
Sales Contact: Paresh Patel
1050 WIlshire Dr. Suite 170
Troy, MI 48084
Phone: 972.679.1854
Email: paresh.patel@centroid.com
Website: www.centroid.com

We provide consulting and managed cloud services that span the entire enterprise. From applications to technology to traditional infrastructure, our end-to-end capabilities deliver the highest quality services, helping companies modernize, transform and grow their businesses. We're a Premier provider of Cloud Transformation Strategy, Cloud Implementations and Cloud Managed Services.

ConfigSnapshot - Rookery Software
Sales Contact: Martin Jenkinson
Rookery House
Hankerton, Wiltshire SN16 9JZ United Kingdom
Phone: +44.208.144.0385
Toll Free Phone: +1.646.652.6855
Email: martin.jenkinson@rookerysoftware.com
Website: www.configsnapshot.com

ConfigSnapshot is the most comprehensive and flexible configuration management software for E-Business Suite and Cloud Applications; reducing time, risk and cost throughout the application lifecycle.

Document - Analyze - Compare - Monitor - Plan - Migrate - Track - Comply

Highlights include: automatic setup documentation and comparison; 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.

EVO B2B
Sales Contact: Tim Atkinson
4540 Cooper Rd. Suite 200
Cincinnati, OH 45242
Phone: 888.564.9564
Toll Free Phone: 888.564.9564
Email: Tim.Atkinson@evopayments.com
Website: www.EvoPayments.us/B2B

Founded in 1989 and based in New York, EVO Payments International is among the largest fully integrated merchant acquirer and payment processors in the world. EVO operates as a payments service provider for both face-to-face and eCommerce transactions for all major credit cards, debit cards, commercial cards and electronic bank transfers.

ORACLE
Validated Integration
Oracle Applications

THE SOLUTIONS SPOT

Excel4apps
Sales Contact: Brian Grossweiler
2501 Smallman St. Suite 250
Pittsburgh, PA 15222
Phone: 309.642.9528
Email: brian.grossweiler@excel4apps.com
Website: www.excel4apps.com

Excel4apps Wands for Oracle allow real-time financial and operational reporting across all Oracle E-Business Suite modules, as well as the ability to upload General Ledger journals and budgets—all directly from Microsoft Excel. Using Excel-based solutions makes it easy to obtain, analyze, share and present essential information when and how you need it. We help you get more out of the platforms you already own—Microsoft Excel and Oracle.

insightsoftware
Sales Contact: Beatrix Stilwell
Suite 950
Greenwood Village, CO 80111
Phone: 720.282.4017
Toll Free Phone: 720.282.4017
Email: beatrix.stilwell@insightsoftware.com
Website: www.insightsoftware.com

Our integrated reporting solutions provide quick and easy access to the financial and operational intelligence your team needs to identify business insights efficiently and effectively. Gain a holistic view of your business, along with the power to slice and dice data to reveal what's really driving your success.

More4Apps
Sales Contact: John O'Keeffe
4695 MacArthur Ct. 11th Floor
Newport Beach, CA 92660
Phone: 949.423.3456
Email: sales@more4apps.com
Website: www.more4apps.com

More4Apps are the global market leader that helps organizations find data management efficiencies across Oracle EBS - saving customer's time and money. We create automation and integration solutions enabling Oracle EBS users to upload and download Oracle data via API's and Interfaces.

O2Works, LLC
Sales Contact: Mark C. Clark
1701 North Market St. Suite 313
Dallas, TX 75202
Phone: 972.466.2260
Email: Mclark@o2works.com
Website: www.o2works.com

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.

LISTINGS

Onapsis Inc.
Sales Contact: Mike Dymek

60 State St. 10th Floor
Boston, MA 02109
Phone: 508.561.5986
Toll Free Phone: +1.617.603.9932
Email: mdymek@onapsis.com
Website: https://www.onapsis.com/

Onapsis cybersecurity solutions automate the monitoring and protection of your SAP and Oracle applications, keeping them compliant and safe from insider and outsider threats.

Paymetric
Sales Contact: James Wray

300 Colonial Center Pkwy. Suite 130
Roswell, GA 30076
Phone: 855.476.0134
Toll Free Phone: +1.855.476.0134
Email: info@paymetric.com
Website: www.Paymetric.com

Paymetric, the industry-leading payments and security solutions provider, is now part of Worldpay, the world's largest global payments provider. Together, we deliver a fully integrated managed payment service built to handle complex omnichannel Enterprise payments. Paymetric's cloud-based solution offers scalability and flexibility and integrates seamlessly within any Enterprise payment solution to deliver solutions across multiple channels.

PAYMETRIC®
A Vantiv Company

ORACLE®
Validated Integration
Oracle Applications

ORACLE®

Validated Integration

Oracle Applications

With Oracle Validated Integration, Oracle "on-premises" Applications (e.g. Oracle E-Business Suite) customers can be confident that a partner's integration has been tested and validated by Oracle as functionally and technically sound, that the partner's solution is integrated with the Oracle Application in a repeatable way, and that the integration performs as documented.

For more information and the current list of Oracle Validated Integrations, please visit
solutions.oracle.com/scwar/scr/AboutPartners/

Perficient

Sales Contact: Tom Munley
555 Maryville University Dr. Suite 600
St. Louis, MO 63141
Phone: 214.501.0524
Toll Free Phone: +1.855.411.7738
Email: tom.munley@perficient.com
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.

Rimini Street, Inc.

Sales Contact: Meyleen Beichler
3993 Howard Hughes Pkwy. Suite 500
Las Vegas, NV 89169
Phone: 925.484.9211
Email: mbeichler@riministreet.com
Website: www.riministreet.com

Rimini Street (Nasdaq: RMNI) is the global leader in providing third-party enterprise software support services to over 1,580 active clients. We enable licensees of Oracle, SAP, IBM, Microsoft and other enterprise software to enjoy ultra-responsive support, save up to 90 percent on total support costs and free up funds to drive innovation.

Spinnaker Support

Sales Contact: Bob Ludlam
5445 DTC Pkwy. Suite 850
Greenwood Village, CO 80111
Phone: 331.333.9903
Toll Free Phone: 877.476.0576
Email: bludlam@spinnakersupport.com
Website: www.spinnakersupport.com

Spinnaker Support is a leading and trusted global provider of Oracle and SAP third-party support. Spinnaker Support customers get more comprehensive and responsive service, save an average of 62 percent on their annual maintenance fees, and can remain on their current software releases indefinitely.

LISTINGS

Syntax
Sales Contact: Brian Koh
8000 Decarie Blvd. Suite 300
Montreal, Quebec H4P 2S4 Canada
Phone: 646.257.9709
Toll Free Phone: +1.877.968.2948
Email: bkoh@syntax.com
Website: www.syntax.com

Since 1972, Syntax has been providing comprehensive technology solutions to businesses of all sizes throughout North America. Syntax delivers the best combination of software, infrastructure and cloud solutions to meet the needs of its diverse range of customers. Syntax partners include Oracle, IBM and other world-class technology leaders. Learn more about Syntax by visiting www.syntax.com.

Vertex, Inc.
Sales Contact: Cathy Bassiri
2301 Renaissance Blvd.
King of Prussia, PA 19406
Phone: 484.595.6209
Toll Free Phone: 484.595.6209
Email: cathy.bassiri@vertexinc.com
Website: http://www.vertexinc.com

Vertex is a leading provider of tax technology and services, enabling companies of all sizes to realize the full potential of the tax function by automating tax processes through multiple deployment models including SaaS, on-premises and hosted solutions for all tax types.

Zebra
Sales Contact: Dean Jackson
3 Overlook Point
Lincolnshire, IL 60069
Phone: 847.793.5795
Email: djackson@zebra.com
Website: www.zebra.com

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.

SYNTAX

VERTEX

ORACLE
Validated Integration
Oracle Applications

OAUG™
oracle applications users group

CAREER CENTER
Connecting Opportunities and Talent

For Job Seekers »

→ Professional specialized profile

→ Targeted job agents

→ Searchable online resumé/portfolio

→ Job application preview

For Employers »

→ Targeted exposure for specialized opportunities

→ Online postings dashboard

→ Search resumés

→ Company awareness

Get connected now at oaug.org/careers