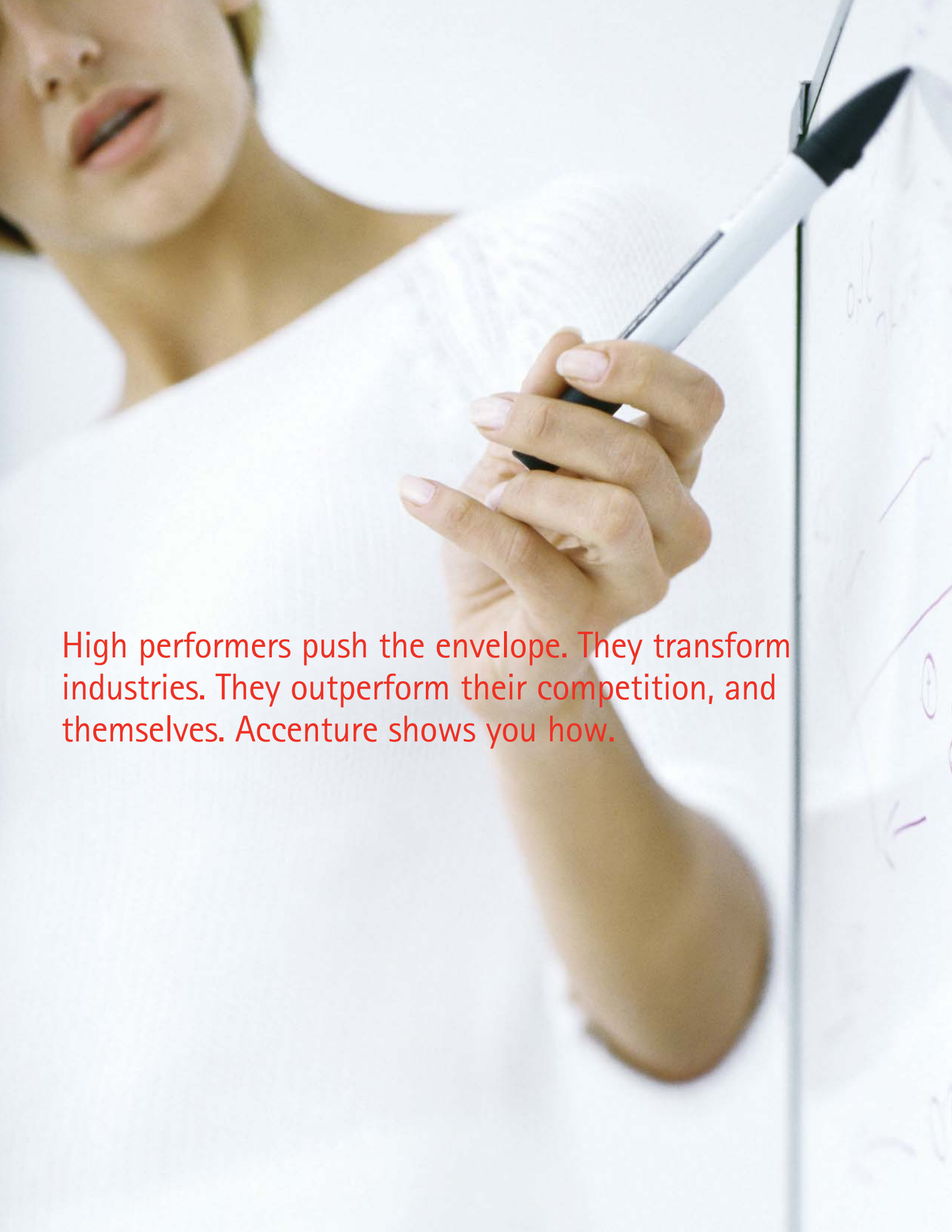


Helping clients gain competitive advantage  
through innovative Oracle solutions

>  
**accenture**

*High performance. Delivered.*

• Consulting • Technology • Outsourcing



High performers push the envelope. They transform industries. They outperform their competition, and themselves. Accenture shows you how.

According to a new Accenture research study, organizations are achieving more overall value from their enterprise systems. They are doing a better job of integrating, optimizing, and using analytics, and using their systems to develop processes or services that are integral to their business success.

Our research also shows that many high-performance businesses no longer regard their enterprise systems as mere commodities, but as a pathway to help them develop distinctive capabilities. These integrated processes and capabilities serve customers in ways that help differentiate the organization from its competitors and create a formula for business success.

Organizations are also beginning to use service-oriented architecture (SOA) to enhance their distinctive capabilities by incorporating differentiated features and industry-specific processes. In fact, our research indicates that high performers are twice as likely to adopt SOA.

Another trend in technology innovation that can dramatically affect how organizations use, upgrade, and develop their enterprise systems and assets is the emergence of Fusion—Oracle Corporation's strategy for next-generation enterprise applications and technologies. Fusion is being designed to enable incremental adoption on a powerful, flexible, service-oriented IT infrastructure without the disruption associated with a wholesale platform upgrade. This portfolio is built on powerful Fusion design principles,

standardizing the priorities and practices of your enterprise computing strategy—saving you significant time and money. These and other technology trends can naturally have a significant impact on the IT plans of organizations using Oracle solutions.

Accenture helps our clients understand the challenges and opportunities inherent in this dynamic environment. We help align business and IT strategies—and use Oracle solutions as a catalyst to further longer-term growth and business objectives. With an unparalleled combination of vision, knowledge, assets, delivery track record, and solutions across all dimensions of the Oracle lifecycle, Accenture can help your organization drive value and achieve high performance.

## Deep Oracle skills and unrivalled execution capabilities

Accenture has teamed with Oracle Corporation for more than 17 years, and now has the fastest-growing practice among tier one integrators. Building on this success, Oracle and Accenture have recently signed a new master alliance agreement that is one of the most all-encompassing agreements Oracle has signed with a business partner. Accenture has more than 32,025 skilled professionals uniquely qualified to provide implementation, upgrade and application outsourcing solutions across the entire Oracle suite, including:

- 8,125 skilled in Oracle E-Business Suite
- 12,500 skilled in Oracle Technology and Middleware
- 3,825 skilled in Oracle's PeopleSoft products
- 450 skilled in Oracle's JD Edwards products
- 1,025 skilled in Oracle Retail (formerly Retek) products
- 6,100 skilled in Oracle's Siebel Customer Relationship Management products

# Innovative solutions for client success

Accenture demonstrates its innovation by being the front-runner in pioneering development in industry, functional, and technology-focused areas—providing strong points of view, leading practices, and assets that set the initial rules of the game.

This innovation is enhanced by Accenture's US\$450 million investment in the area of service-oriented architecture, deepening its knowledge of Oracle's Fusion strategy and deployment of global innovation and delivery centers where Accenture and Oracle can work together to build cutting-edge solutions faster and more cost-effectively.

In July 2006 Accenture opened the Accenture Innovation Center for Oracle, a unique center dedicated to the development of new ideas and innovative solutions that enable technology advances that drive business results. Located in Oracle's headquarters in Redwood Shores, California, the center helps accelerate the development, delivery, and commercialization of innovative Oracle-based solutions through collaboration with Accenture, Oracle, and our joint clients. Through early access to new Oracle technology products and the creation of cross-industry and industry-specific solutions, the center helps clients chart new paths and achieve high performance.

## Integrated assets, offerings, and tools

Accenture brings innovative methodologies, tools, and accelerators that enable rapid implementation of quality solutions that are sustainable,

affordable, and predictable, while mitigating risk.

But Accenture brings more than technology expertise to each business challenge. We come with an industry and cross-industry focus that provides depth, completeness, and value to our solutions.

Accenture has delivered Oracle-based solutions in virtually all industries, and we team with Oracle and our clients to develop reusable industry-specific assets and tools. Our industry focus gives us in-depth knowledge of industry evolution, business issues, and applicable technologies that deepens the level of insights and relevance of skills we deliver with our Oracle-based solutions. Examples include:

**Accenture Value Road Map for Oracle Fusion Applications.** This highly pragmatic framework leverages Accenture's Oracle experience and thought leadership to help organizations develop a realistic IT strategy and road map aligned with Oracle's production direction—maximizing business value while mitigating the inherent risk of adopting new technologies.

**Accenture Diagnostic for Oracle Fusion Applications.** This highly practical diagnostic leads users through questions on company demographics, IT infrastructure and data, and personal views on strategy. The output helps the user understand how well they balance business value and IT cost and targets their future state.

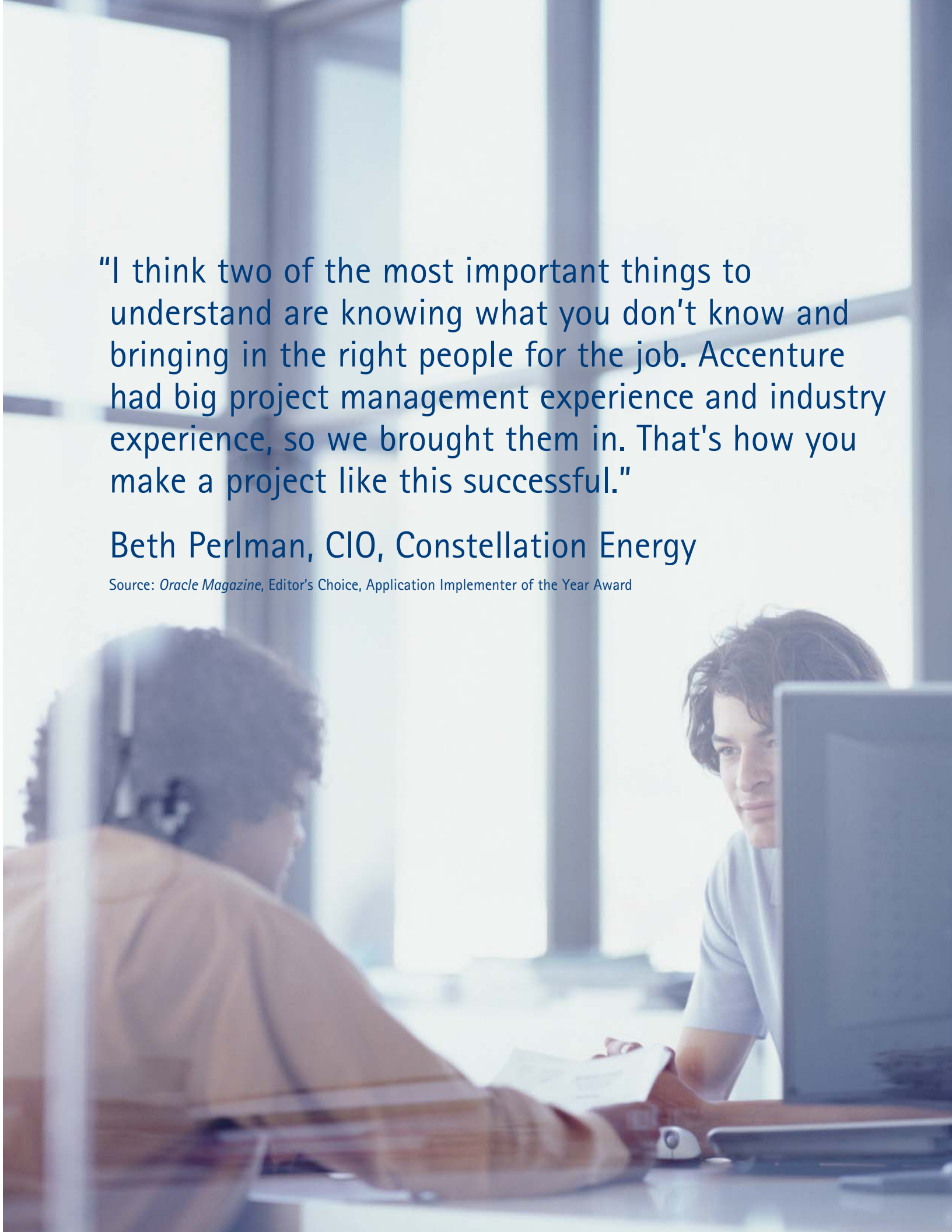
**Accenture SOA Reference Architecture for Oracle.** Based on Oracle's Fusion Middleware platform, this solution includes a set of definitions, frameworks, best practices, decision trees, and code to help design and build a service-oriented architecture (SOA)—helping reduce technical architecture challenges, design and development time, and delivery risk.

**Accenture Midtier Retail Proposition for Oracle.** This solution provides an implementation and hosting approach based on software products from Oracle Retail, covering merchandising, planning, financials, human resources, store systems, supplier collaboration, and customer interaction, and geared specifically for the middle market.

**Accenture Solution for Upgrades.** Whether organizations want to reduce the risk and support costs of operating noncurrent software or upgrade to increase business value and lower the total cost of ownership, this solution can help determine whether an upgrade or a reimplementation is necessary and balance budget, risk, and timeline objectives with the organization's strategic objectives. Whether organizations want to reduce the risk and support costs of operating noncurrent software or upgrade to increase business value and lower the total cost of ownership, this solution

**Accenture Order Fulfillment SOA Diagnostic.** This diagnostic addresses key questions to develop a road map and business case to transform a company's order fulfillment function and improve productivity.

**Accenture Communications Solutions.** This impressive suite of leading-edge industry solutions is geared toward helping communications companies achieve high performance, pragmatically addressing a service provider's main challenges and business opportunities with ready-to-use components and prepackaged common integration frameworks that are aligned with industry standards.

A photograph of two people in an office setting. One person is seated at a desk, looking at a computer monitor. The other person is standing and looking at a document. The background shows large windows with a view of a city skyline.

"I think two of the most important things to understand are knowing what you don't know and bringing in the right people for the job. Accenture had big project management experience and industry experience, so we brought them in. That's how you make a project like this successful."

**Beth Perlman, CIO, Constellation Energy**

*Source: Oracle Magazine, Editor's Choice, Application Implementer of the Year Award*



**Accenture HR Online Support Center.** This intuitive workspace, enabling self-service for employees and managers, transforms HR organizations from a focus on administrative concerns to more strategic matters—helping companies to achieve high performance through HR leveraging Oracle Fusion.

**Accenture Loyalty Solutions.** Accenture has a long history of helping develop and deliver Oracle's Siebel Customer Relationship Management (CRM) family of products. Accenture takes a scientific, data-driven approach to analyzing clients' loyalty drivers and executing full-circle lifetime loyalty management.

**Accenture Delivery Tools.** Accenture Delivery Tools for Oracle Applications is a set of tools that can be used to support the entire Oracle project life-cycle. Our Accenture Delivery Methodology is embedded into our Accenture Delivery Tools, providing a

mechanism to execute our methodology from both a procedural and a documentation standpoint.

### **Comprehensive capabilities**

The Accenture Strategic Delivery Model is our process for industrializing the delivery of technology and outsourcing solutions, and includes a global network of delivery centers, multidisciplinary teams, and standard methodologies, tools and architectures that greatly enhance productivity and promote discipline, reliability, and risk reduction.

Accenture's global network of 40 integrated delivery centers offers a complete range of Oracle technology and outsourcing solutions, and gives our clients worldwide access to a highly skilled and multidisciplinary workforce blended to meet specific client requirements. And we are able to blend talent from local and remote

locations to provide our clients with service close to home—wherever they are located; flexible, follow-the-sun collaboration for large-scale support; and innovative solutions delivered at superior speed and quality.

Accenture has Oracle applications-specific delivery centers across the globe—giving our clients a great deal of flexibility in implementing and operating Oracle applications. Accenture centers in Chicago, India, Malaga, Manila, Mauritius, Montreal, Sao Paulo and the United Kingdom provide Oracle E-Business Suite capabilities; centers in Almere (the Netherlands), Atlanta, Cincinnati, India, Manila, Mauritius, Paris, Reston, Sao Paulo, and Toronto provide PeopleSoft and JD Edwards capabilities; centers in Bratislava, India, London, Manila, Mauritius, Riga, Sao Paulo and Toronto offer Siebel capabilities; and centers in India and Manila offer Oracle Retail capabilities.

## Award-winning capabilities

Accenture is an Oracle Certified Advantage Partner—the highest partner level. We are the only Oracle partner to win awards from Oracle in both Applications and Technology in the same year—and our list of awards is rapidly expanding:

- 2007 Oracle Titan Award, Technology Momentum – North America
- 2007 Oracle Titan Award, Business Intelligence – North America
- 2007 Oracle SOA Partner of the Year Award – Japan
- 2007 Oracle Customer Relationship Management Award – Asia-Pacific
- 2006 Oracle Titan Award, Technology Momentum – North America
- 2006 Oracle CRM Systems Integrator of the Year – Asia-Pacific
- 2005 Oracle Titan Partner of the Year Award, Applications – North America
- 2005 Oracle Application Implementer of the Year Award, Applications – Beth Perlman, CIO, Constellation Energy
- 2004 Oracle Partner of the Year Award – Netherlands
- 2004 Oracle Show Case Client of the Year Award – Odakyu Rail – Japan
- 2004 Oracle Award of Teamwork Excellence – Chile
- 2004 Oracle E-Business Innovator of the Year – Maggie Miller, CIO, Sainsbury's
- 2003 Oracle E-Business Suite Innovation and Quality Award – Americas
- 2003 Oracle 9iAS Great Ideas Award – Americas
- 2003 Oracle Partnering Award – United Kingdom

### Accenture Oracle outsourcing services

For more than 15 years, Accenture has helped organizations worldwide develop innovative outsourcing solutions to drive high performance and to address their most critical business imperatives.

#### Business Process Outsourcing

Accenture and Oracle provide Business Process Outsourcing (BPO) services to help our clients achieve optimal performance in critical enterprise processes at reduced costs. Together, we have developed BPO solutions and services for Oracle Corporation in areas such as financial services and performance management.

#### Application Outsourcing

Organizations from all industries and regions of the world are turning to Accenture to help them achieve high performance by designing, developing,

and/or maintaining their Oracle applications—from finance and accounting through supply chain, human resources, and client relationship management. Accenture Application Outsourcing Services for Oracle can help organizations increase productivity, reduce total cost of ownership, and improve service execution and reliability.

#### Infrastructure Outsourcing

Accenture Infrastructure Outsourcing enables companies to transform business-critical applications and processes and achieve high performance. Accenture helps clients outsource an end-to-end set of IT infrastructure services—ranging from transport access to application hosting and operations to local and remote technology support.

For more information on how Accenture can help you achieve high performance through your Oracle solutions, please contact [jay.c.saddler@accenture.com](mailto:jay.c.saddler@accenture.com)

## About Accenture

Accenture is a global management consulting, technology services and outsourcing company. Committed to delivering innovation, Accenture collaborates with its clients to help them become high-performance businesses and governments. With deep industry and business process expertise, broad global resources and a proven track record, Accenture can mobilize the right people, skills and technologies to help clients improve their performance. With approximately 170,000 people in 49 countries, the company generated net revenues of US\$19.70 billion for the fiscal year ended August 31, 2007. Its home page is [www.accenture.com](http://www.accenture.com).

## About Oracle

Oracle's business is information—how to manage it, use it, share it, protect it. For nearly three decades, Oracle (NASDAQ: ORCL), the world's largest enterprise software company, has provided software and services that enable organizations to get the most accurate and up-to-date information from their business systems. Today, Oracle has over 275,000 customers—including 98 of the Fortune 100—in more than 145 countries.

---

Copyright © 2007 Accenture  
All rights reserved.

Accenture, its logo, and  
High Performance Delivered  
are trademarks of Accenture.

Copyright © 2007,  
Oracle Corporation  
All rights reserved.

Oracle is a registered trademark of Oracle Corporation and its affiliates. Other names may be trademarks of their respective owners.

