

Our Process, Your Success

Be confident going to cloud with
Oracle Consulting Cloud Advisory

Oracle Consulting Services is made up of a team of dedicated Oracle Cloud professionals who drive excellence and innovation with every client engagement and experience. Our consultants understand your industry, including the processes and capabilities that matter to your business. Oracle solutions are our only area of practice, giving us exceptional depth and breadth of experience across thousands of Oracle Cloud projects. Our approach is designed to drive efficiency, quality, and industry-leading practices. No one is more invested than Oracle Consulting in the success of your Oracle Cloud implementation, business value realization, user adoption, and ongoing optimization.

Our **Cloud Advisory** services support you and your chosen partner throughout your journey to the Oracle Cloud and bring unrivaled access to other experienced teams within Oracle. We are uniquely positioned to help your organization meet your objectives quickly and efficiently. Embedded within Oracle Consulting's philosophy and approach are key fundamental principles for achieving success in the Oracle Cloud.

Cloud Advisory enables you to engage Oracle as a part of your implementation team. We strive to enhance your success by focusing on overall delivery success.

As part of Cloud Advisory, we provide input and guidance in the following areas:

Value Realization

- Guide towards strong governance and accountability
- Focus on customer value drivers
- Drive efficient and effective decision making

Thought Leadership

- Provide the “art of the possible,” i.e., the right overall solution
- Drive industry-leading practices with key solution strategies
- Prepare customers for continuous innovation in the cloud

Business Outcomes & Adoption

- Drive a cloud mindset
- Support stakeholder influence
- Educate to learn by doing

Our core principles



VALUE FOCUSED

The Cloud Advisory team is 100% focused on guiding solution design and implementation activities to support your project's defined business metrics and help you to realize the value your organization plans to achieve from your Cloud transformation. We keep the team focused on leading practices when defining new processes for attaining value while minimizing complexity. We provide guidance for data validation and confirm that new business processes have been completed during the implementation to avoid surprises after go-live. Our experienced Cloud advisors have patience, critical Oracle solution expertise, and the drive to exceed expectations for you and your partner's success.



COLLABORATIVE

Our goal is to work effectively and efficiently with your chosen implementation partner to improve your overall experience and knowledge. Successful Cloud delivery is dependent on close collaboration among your team, your implementation partner, and the Oracle Consulting team. Achieving an early common understanding of each of our roles within the delivery approach is fundamental to an effective and accelerated Cloud delivery.



AMPLIFY CLOUD CONFIDENCE

Cloud Advisory is here to improve your confidence in the Cloud by providing expedited answers and removing that dreaded feeling of "we don't know what we don't know." We help you place emphasis on designing your ongoing operating model early in the implementation process, so you are not caught unprepared at go-live. We help you to feel confident living and growing in the Cloud with continuous innovation.



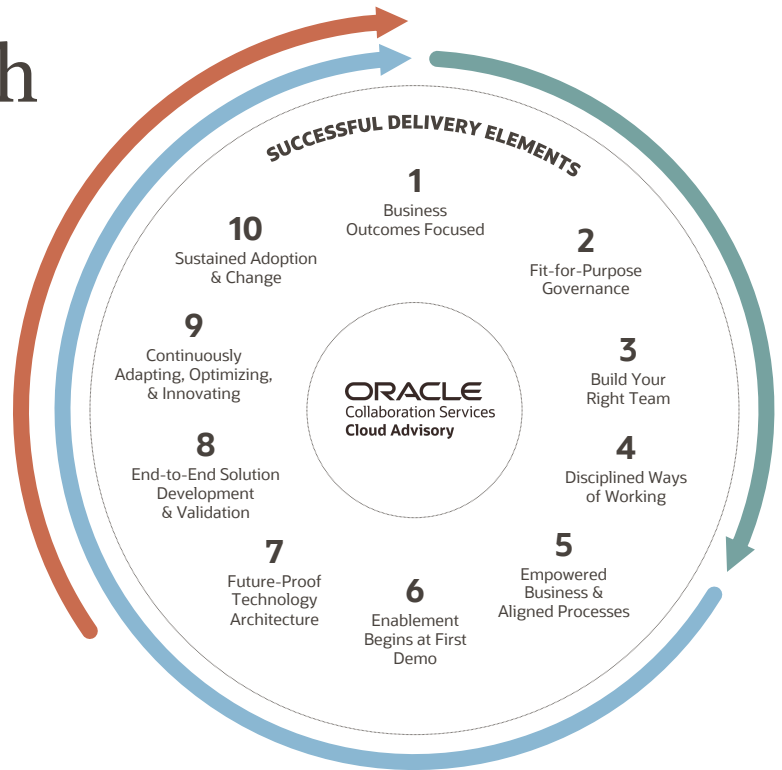
FOCUS ON BUSINESS ADOPTION

Our Cloud philosophy is based on the foundation of **Modern Best Practices and Business Processes**. We will work together to provide Oracle's point of view, avoid complexity and customizations, and allow the Oracle Cloud platform to operate as designed. Our team focuses on leading-practice solutions across your complete initiative, including Oracle applications and technology, architecture, integration, security, data migration, reporting, and business process changes. We encourage your team to learn early and often, driving ownership and Cloud adoption throughout the journey.

Collaborating with Oracle partners

to provide input and guidance along your Cloud journey

Oracle Consulting can advise your organization on **10 key delivery elements** in the moments that matter. With Cloud Advisory, we work with you to design an experience that best fits your business goals, and we tailor our assistance to help you identify potential risks before they become issues—keeping Cloud projects on track, implementing with speed, and getting it right the first time, every time.



Mobilization

The start of your journey:

- Focus on establishing a strong foundation
- Align the proper governance, plan, milestones, stakeholders
- Understand the inventory of key design decisions, the right team construct, and accountability



Realization

Throughout your journey:

- Participate in design sessions providing leading-practice guidance based on your industry and strategic imperatives
- Focus on business outcomes and drive efficient and effective decisions
- Adopt Cloud mindset and influence transformation



Optimization

At validation and beyond:

- Focus on living and innovating in the Cloud
- Understand the status of your solution's maturity including issue resolution, process design, and reporting
- Discover and analyze areas for improvement around potential bottlenecks, efficiency, and effectiveness

Overall engagement model

As advisors, we work together on enhancing your organization's and your implementation partner's success. You and your implementation partner own and drive the design and execution of the solution with the project team while our Cloud Advisors meet with the Project Leads from your team on a weekly basis to discuss and contribute to key program and project designs, tackle delivery and solution challenges quickly, validate aspects that drive success, and provide guidance in delivery stage-gate reviews. Our insights are provided via readout reports containing our observations and opportunities to consider.

We have only one mission: enabling our clients to move to the Oracle Cloud successfully. We measure our value with each successful Cloud migration and satisfied client. We actively work with our ecosystem partners during implementation to collaboratively align the Oracle solution with your objectives, success plan, and value case.

We look forward to discussing our Cloud Advisory service options with your team to determine the right fit for your organization.



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Consulting