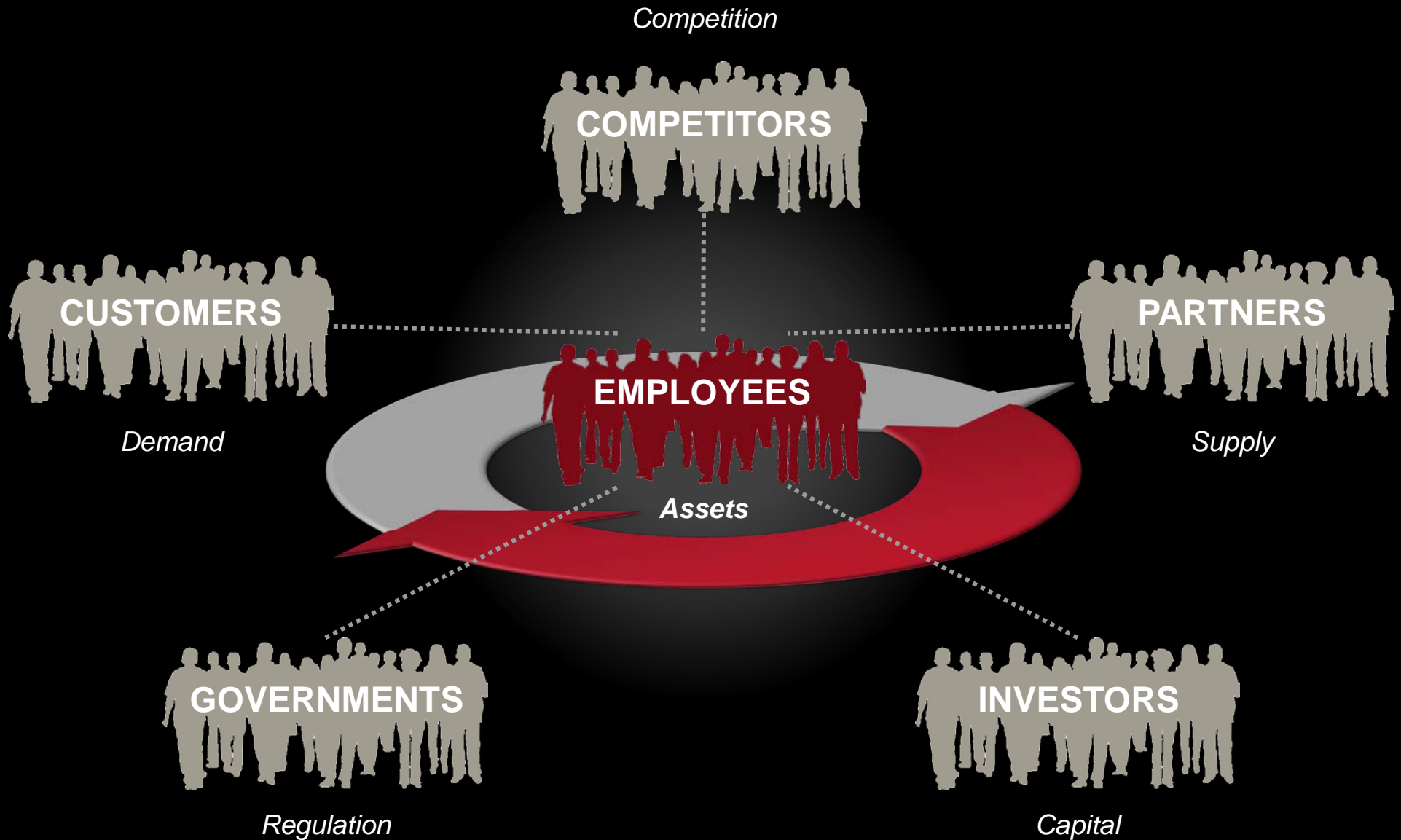


*Building the Market Responsive Company* ®

## Grow Revenue, Expand Margins & Mitigate Risk by Managing Proactively

- Asset Intensity
- Commoditization
- Competition
- Cyclicalit
- Decentralization
- Globalization
- Regulation
- Volatility

# Respond Rapidly to Market Signals to Increase Velocity



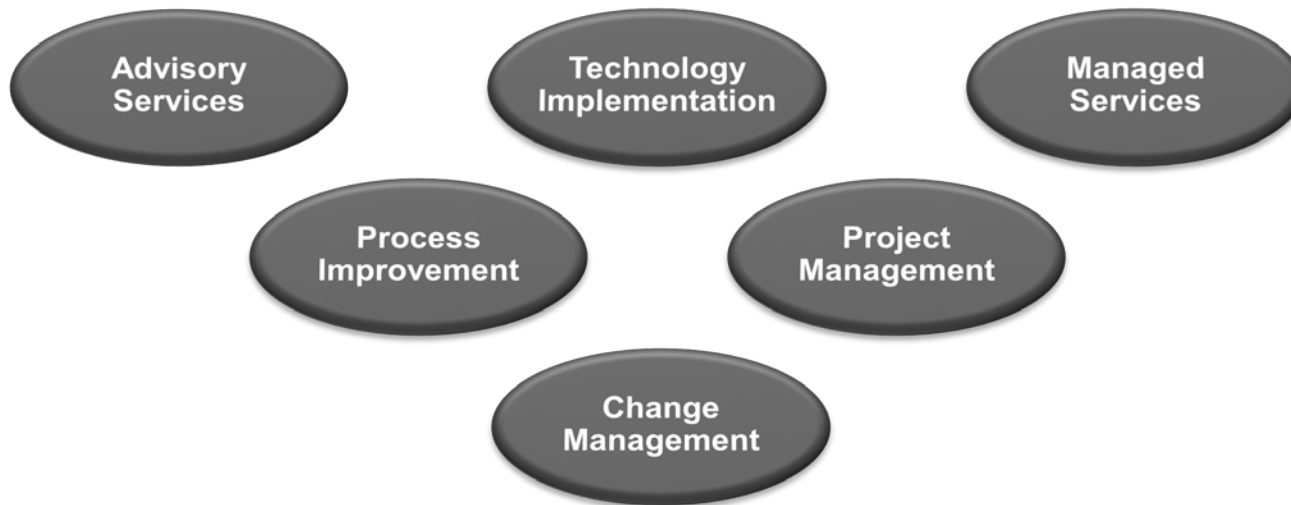


## Develop Traits That Deliver Results

- Collaborative
- Controlled
- Coordinated
- Diversified
- Efficient
- Flexible
- Insightful
- Integrated
- Proactive
- Scalable



# Hitachi Consulting



# ORACLE®

- Accelerate Processes
- Increase Yields
- Improve Quality and Service
- Increase Effectiveness
- Improve Efficiency
- Reduce Costs
- Upgrade Seamlessly

- Optimize Your Supply Chain
- Decrease S&OP Cycle Times
- Increase Resilience
- Accelerate Time-to-Market
- Increase Productivity
- Optimize Inventory Levels

- Improve Visibility
- Enable Fact-Based Decisions
- Accelerate Decision Making
- Enhance Processes
- Build Better Plans, Faster
- Increase Control

Core ERP

CRM

Edge Apps

BI Analytics

EPM

Fusion  
Middleware

- Increase Revenue
- Improve Service Levels
- Increase Customer Satisfaction
- Better Manage Marketing Spend

- Improve Visibility
- Increase Accountability
- Accelerate Delivery of Insights
- Reduce Cost to Deliver Insights

A leading building supply company implemented EBS R12 and **increased inventory turns while reducing stock-outs, decreasing DSO, reducing cash to cash cycle times, improving ROIC, all while improving overall customer satisfaction**



A leading producer of dyes and pigments for food color and other applications implemented JD Edwards Enterprise V9.0 and has realized **increased manufacturing optimization and service levels, improved operational and product management efficiencies, and improved financial reporting and roll-up processes**



A manufacturer of specialty chemicals for the high-tech industry realized a **48% reduction in S&OP cycle time and a 30% reduction in MAPE (Forecast Error)**



A leading marketing communications company that distributes their product through local newspapers realized a **3x larger transportation cost savings than originally planned in the project business case**



A high-tech disk storage manufacturer implemented a SOA-based integration platform based on Oracle's Fusion Middleware **reducing integration effort and keeping customer, item, and order information in synch across Oracle and Siebel**



A major electric distribution utility improved management and visibility of business processes spanning multiple departments, systems, and users, greatly increasing their responsiveness to customers by enabling delivery of new functionality and content to their web site and automating disparate business processes



- **Accelerate Time-to-Value**
- **Increase Business Impact**
- **Mitigate Risk**
- **Reduce Cost**

- Bandwidth, Scale and Reach
- Experience
- Tools (HindSite for Upgrade/Migration)
- Methodology
- Oracle Relationships (IBU, Product Development)
- Expertise/Capabilities
  - Business Case Development
  - Assessments, Diagnostics and Roadmaps
  - Onshore/Offshore Delivery Options
  - Managed Services
  - Industry Business Flows
  - Functional (Supply Chain, Sales & Marketing, Finance, Human Resources, etc.)
  - Solution (CRM, S&OP, BIPM, Change Management, etc.)
  - Technology Integration (Core ERP, CRM, Edge Apps, BI, EPM, Fusion, etc.)