

## Oracle Practice



For more than a decade, Hitachi Consulting has helped clients maximize the business benefits of their Oracle applications. Through more than 1,800 trained professionals worldwide, we provide a full spectrum of business consulting services. Our experience goes beyond pure systems implementations to include assessments, upgrades, implementations, project management, change management, training and support, and systems management/hosting.

By combining our deep industry skills, solutions knowledge, and a balanced view of strategy, people, process and technology, Hitachi Consulting helps create a proven roadmap for business success and bottom-line results. We lead with strategy and develop an integrated business environment using Oracle's tools and technology, helping our clients realize the greatest possible return on their investments. Hitachi Consulting is a Certified Platinum Partner.

### THE HITACHI CONSULTING DIFFERENCE

Hitachi Consulting strives to understand each client's unique business needs and implements practical business strategies and technology solutions that improve their business. From business process optimization to enterprise application implementation and integration, Hitachi Consulting is committed to your success.

Our differentiators include:

- We have dedicated, experienced resources focused on selling and delivering Oracle applications and technology
- Our proprietary consulting methodology is proven to drive client value and ROI
- Our corporate culture is to build clients for life and establish long-term partner relationships with them
- Year after year we receive Oracle partner recognition including Partner of the Year and Titan awards
- Our professionals are trained and experienced in the use of Oracle Accelerators
- We strive to stay up to speed on the latest Oracle features and technology to ensure client investments are protected

### METHODOLOGY FOR SUCCESS

Hitachi Consulting's proprietary project delivery methodology is designed specifically to drive effective and successful client engagements from conception through final transition and beyond. Called HFUSION<sup>sm</sup>, this methodology is used as a starting point by all our professionals and provides quality, best practices, and client value.

We have also mapped Oracle's Unified Implementation Methodology to our own to enhance our delivery capabilities and speed time to benefit.

## PRACTICE SNAPSHOT

- 1800+ Oracle professionals worldwide
- Global company with local practices in North America, Europe, and Japan
- Wholly owned subsidiary of Hitachi, Ltd of Japan

## PARTNER CREDENTIALS

- Certified Platinum Partner
- Certified Oracle Accelerate Partner
- Certified Oracle On-Demand Partner

## KEY CLIENTS

- ProBuild Holdings
- Cannon
- Toyota
- Raytheon
- Ann Taylor
- Mary Kay
- Balfour Beatty
- School Specialty
- Macerich
- Valassis Communications
- Cabot Microelectronics
- Dawn Food Products
- Key Energy



## Value Accelerators

For more than 10 years, Hitachi Consulting clients have realized business improvements through the implementation of Oracle applications and technology. Our core competencies include:

### *Value Chain Planning & Execution*

- Process-driven solutions to help clients navigate and streamline the complexities of the value chain
- Sales & Operations Planning, Transportation Management, and Product
- Lifecycle Management

### *Business Intelligence and Performance Management*

- Enterprise solutions to improve performance, increase transparency, and realize greater efficiencies in operations
- Combines best practices in financial budgeting, planning and forecasting with sales and operations planning

### *R12 Migration*

- Automated tools and processes for evaluating existing system functionality, defining migration strategy, understanding requirements and scope, and developing a high-level roadmap for upgrading or re-implementing R12

### *Customer Relationship Management*

- Solutions developed for Oilfield Services, Consumer Products/Food & Beverage, Aviation, Siebel 8 Upgrades, and Oracle CRM onDemand Automated Data Loader Solution Offering/Accelerator

We also have internal **Hitachi Oracle Labs** to support sales efforts and client projects with Oracle Business Accelerator implementations and experience. These labs are used for pre-sales demos, training and implementation support.

## Technology Strengths

Our seasoned consultants have hands-on experience that spans all applications and the technology stack. At a regional level, all of our consultants are skilled at delivering the following services:

- EBS Applications
- R12 Migration
- Product Lifecycle Management
- SOA, Fusion Middleware
- Business Intelligence & Performance Management
- Value Chain Planning & Execution
- Siebel (onDemand & onPremise)
- Governance, Risk and Compliance
- JD Edwards Applications

## Industry Focus

From Fortune large global enterprises to smaller mid-market companies, Hitachi Consulting is committed to client success. Our practitioners are trained to embed industry-specific best practices in their projects. Our industry strengths include:

- Consumer Goods and Retail
- Communications and Telco
- Financial Services
- High Tech
- Industrial Manufacturing/Automotive
- Utilities and Energy
- Aerospace and Defense
- Oil and Gas

## About Hitachi Consulting

As the global business and IT consulting company of Hitachi, Ltd., Hitachi Consulting is committed to helping clients bring their business visions to life through industry-led services and solutions. The company is uniquely positioned with the agility and client-focused approach of a boutique firm combined with the stability and innovation that comes from the Hitachi heritage.

Hitachi Consulting's client base includes 35 percent of the Fortune 100 and 25 percent of the Global 100, along with many mid-market leaders.

With offices in North America, Europe, the Middle East and Asia, the company employs more than 5,000 professionals in 12 countries with delivery centers in India (Bangalore, Hyderabad and Pune) and China (Guangzhou) to offer global delivery scale.

Hitachi, Ltd. (NYSE: HIT / TSE: 6501), headquartered in Tokyo, Japan, is a leading global electronics company with more than 100 years of innovation. As a world leader, the company is committed to creating richer lives and a better society by providing products and services with a new level of value and potential based on the latest advances in technology, especially knowledge and information technology.

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