



## The Oracle Fusion Revolution

Dell Services provides reliable experience and knowledge to build a high-value Oracle Fusion strategy.

Through acquisitions of companies such as PeopleSoft, JD Edwards, Siebel, and Hyperion, to name a few, Oracle has dramatically expanded their portfolio of business products and services over the last several years. By bringing together some of the most well-known, best-of-class business solutions under a single open-standards architecture, the extensive Oracle family of products are now both powerful and flexible. This functionality spans across a complete breadth of IT business solutions in the marketplace today — Oracle calls it "Fusion."

### We Help Integrate and Optimize Oracle Solutions

Dell has stayed in step with the Oracle expansion strategy by developing proven solutions based on Oracle applications. With enhanced methodologies and best practices, Dell is well-situated to work with our customers as their needs evolve. Together with our Oracle experience and customer engagements, we have further expanded existing capabilities to maintain a leadership position supporting the full Oracle product line as it has evolved.

### Oracle Product Line as it Has Evolved

Integrating and managing various Oracle products across multiple business segments requires more than just basic technical know-how to succeed. While many service providers claim to have adequate application support skills, in order to deliver a meaningful level of value, Oracle Fusion platforms require deep understanding of industry-specific business processes and how they relate to core business objectives. By using skill sets that extend across multiple Oracle family applications, Dell can help improve integration, boost operational efficiencies, lower costs, and increase profitability.

### At A Glance

The Dell difference: Our team is driven by core company values that reward associates for performing with integrity, character, and dependability while building long-term relationships with customers. We take a comprehensive, lifecycle view of applications management and build solutions that consistently enable our clients to realize a high level of business value.

### Our Unique Approach

Keeping your goals in mind, Dell Services works collaboratively with your team to solve business challenges and meet both short- and long-term goals. Many of our engagements start with an ERP Health Check to help clients identify needs and develop IT strategies to meet goals. The diagnostic Health Check assessment helps clients gather, analyze, access, and leverage data points across the enterprise. We look at current challenges and plans for future growth and then work to develop a roadmap based on the ERP Health Check information.

Our methodologies help clients identify current packaged and/or legacy applications, what process improvements are needed to be more efficient, strategies to optimize front-office activities in order to meet back-office needs, and enhancements to improve supply chain and enterprise resource planning. If appropriate, our services can optimize Fusion integration of Oracle applications with each other and with existing non-Oracle programs.

For more information about any of our service offerings, please contact your Dell representative or visit [dell.com/services](http://dell.com/services).

Applications Business Process Consulting Infrastructure Support