Apps Associates' Oracle Professional Services Capabilities
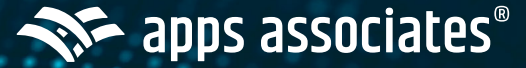
apps associates®

Are you looking to run your organization faster and smarter? Apps Associates is here to help. An Oracle partner since 2002, we have helped countless organizations innovate their business and anticipate future needs to improve operations. We have the size, strength and breadth of services for whatever Oracle solution your business requires. Connected cloud systems help companies have a deeper understanding of their customers' needs that can help them grow their business by delivering additional value to their clients.

Apps Professional Services Cloud Capabilities are mature and comprehensive. Professional Services organizations often struggle to define true profitability at a lower level such as client project or service. With our portfolio of cloud capabilities, we help to make it easier for you to understand your business metrics. Our offering includes:
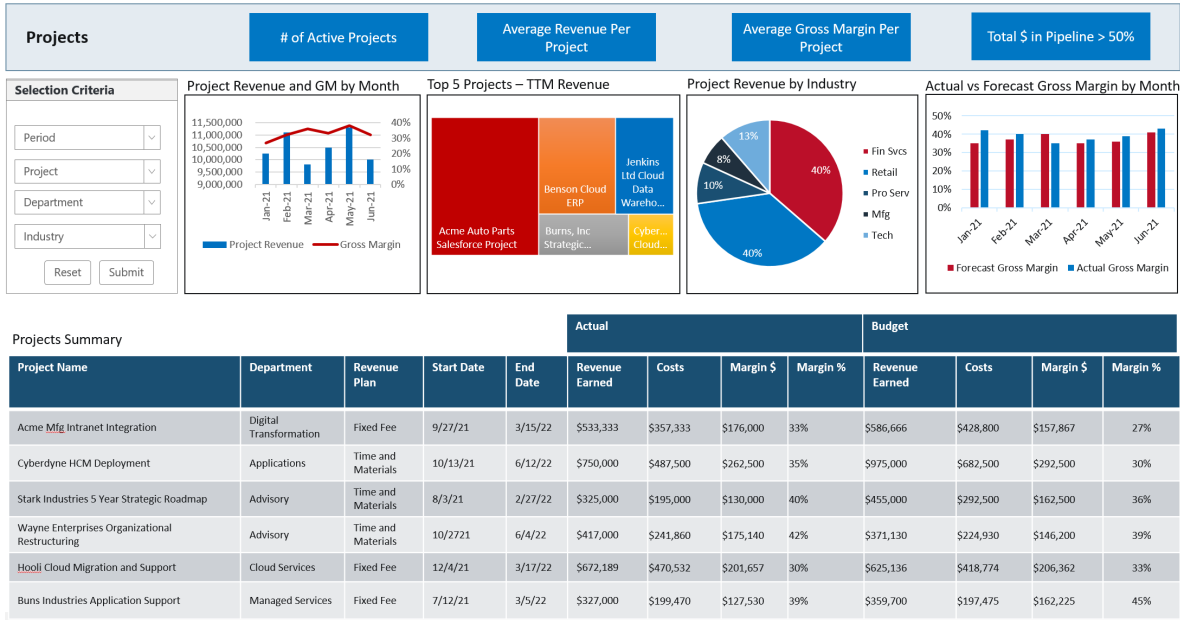
Apps Portfolio of Professional Services Cloud Capabilities:

Financials	EPM	CX	HCM
Projects: • Project Billing and Accounting • Total Time Accounting • Contract Management • Project-driven Supply Chain • Project Profitability • Project Resource Management **Revenue Management:** • Professional Services, Products, software, Subscriptions • COGS Deferment **Billing and Collections:** • Invoice Consolidation • Recurring Billing • Bill Management • Advanced Collections **Financials/Procurement:** • Prepayments • Expenses • Asset Tracking • Vendor Management • Sourcing	**PCMCS:** • Complex Allocations • Integration with Project Accounting • Project Profitability **PBCS:** • Workforce Planning • R&D Planning • Capex Planning • Asset Tracking and depreciation Planning **FCCS:** • Product Line Reporting • Acquisition Consolidation • Financial Reporting at Line of Business/Practice **General:** • Multiple Organizational Hierarchies for Reporting	**CPQ:** • Pricing • Services Configuration Models • Estimation • Integration into Projects/Order Management/Subscriptions **Contract Lifecycle Management:** • MSA • NDA • SOW • Proposals • Vendor Contracts • 3rd party Contracts **Incentive Compensation:** • Complex Sales Comp Plans • Team-based Compensation • Integration with HR Comp and Payroll	**Time & Labor:** • Hourly/Salaried • Absence Management • Overtime • Contingent Workers **Recruiting:** • Hiring Campaigns • Integration with Social Media • Integration with FieldGlass • Onboarding and Offboarding **Learn:** • Global Compliance Training • Learning and Development • SCORM Integration **General:** • Workforce Comp/Bonus • Benefits – Partnerships with ADP and Benefix • Mobile Capabilities • Digital Assistant • Health & Safety • Payroll

Understanding each organization's strategy is different, we help you to develop a plan that fits your objectives and moves you on your journey towards digital transformation. We will work with you to adopt best practice processes that eliminates customizations and leverages standard functionality. We help you focus on leveraging modern user experience capabilities. All of these activities help reduce the overall cost of maintenance and support while providing your business users with applications that are constantly evolving without the need for costly upgrades.

Analytics Solutions for Professional Services

Apps Associates Analytics Accelerator for the Professional Services Industry enables key executives to quickly understand the health of their organization from a project, revenue, gross margin and pipeline standpoint. It allows executives to start at a high level reviewing key metrics and KPI's and then drill into detail related to specific projects, business lines or industries.

| Projects | # of Active Projects | Average Revenue Per Project | Average Gross Margin Per Project | Total $ in Pipeline > 50% |

Selection Criteria

Period
Project
Department
Industry

Reset   Submit

Project Revenue and GM by Month

Top 5 Projects – TTM Revenue

Project Revenue by Industry

Actual vs Forecast Gross Margin by Month

Projects Summary

Project Name	Department	Revenue Plan	Start Date	End Date	Actual				Budget			
					Revenue Earned	Costs	Margin $	Margin %	Revenue Earned	Costs	Margin $	Margin %
Acme Mfg Intranet Integration	Digital Transformation	Fixed Fee	9/27/21	3/15/22	$533,333	$357,333	$176,000	33%	$586,666	$428,800	$157,867	27%
Cyberdyne HCM Deployment	Applications	Time and Materials	10/13/21	6/12/22	$750,000	$487,500	$262,500	35%	$975,000	$682,500	$292,500	30%
Stark Industries 5 Year Strategic Roadmap	Advisory	Time and Materials	8/3/21	2/27/22	$325,000	$195,000	$130,000	40%	$455,000	$292,500	$162,500	36%
Wayne Enterprises Organizational Restructuring	Advisory	Time and Materials	10/2721	6/4/22	$417,000	$241,860	$175,140	42%	$371,130	$224,930	$146,200	39%
Hooli Cloud Migration and Support	Cloud Services	Fixed Fee	12/4/21	3/17/22	$672,189	$470,532	$201,657	30%	$625,136	$418,774	$206,362	33%
Buns Industries Application Support	Managed Services	Fixed Fee	7/12/21	3/5/22	$327,000	$199,470	$127,530	39%	$359,700	$197,475	$162,225	45%

EPM Solution

Project Profitability (built in EPM) can provide insight into project profitability by integrating, organizing and aligning multiple datasets at a granular level for project reporting and Contribution Margin/P&Ls by Project.

EPM Data Integration

PCMCS Allocation to Detail

Reporting & Dashboard

Functional Benefits

Visability
True Profitability View at the level operations needs to make decisions

Accountability
Reporting with KPIs to help drive accountability and change

Productivity
Automation of process with data integration & calcs

Find out how Apps Associates can help your organization. Whether it is Workforce, Projects and Customer insights or Profitability Alignment and Reports Catalog, we have you covered. We have workshops and quick start offerings that are designed to get you started.

About Apps Associates

Apps Associates is a premier enterprise applications and technology advisor, counseling and executing across every stage of the enterprise transformation journey—not just the destination. For more than two decades, Apps Associates has closely collaborated with decision makers across nearly every industry, offering end-to-end integration, modernization, and cloud migration services. By helping to break down the silos within today's most complex business challenges, Apps Associates is unlocking solutions and efficiencies that scale into future opportunities.

To learn more about how Apps Associates can help you align your business with the right technology, visit: www.appsassociates.com, or follow Apps Associates on social media on Twitter and LinkedIn.

Our Strategic Partner

ORACLE | Partner

apps associates®