

Industry Sectors

- Automotive
- Chemicals
- Food and Beverage
- High Technology
- Industrial Manufacturing
- Mill Products
- Pharmaceuticals and Biologics

What Oracle is Saying

"Terillium is a preferred partner choice for Oracle due to its ongoing success in delivering Oracle solutions to small and mid-market manufacturing and distribution companies," said Ted Stuart, Oracle Vice President.

"They simply understand this market's need for strong industry and functional experience, a practical implementation approach, and proven Accelerated or Comprehensive implementation methodologies. We can confidently recommend Terillium to our clients and prospects."

– Ted Stuart, Oracle Vice President,
Midmarket Application Sales

"Oracle has chosen Terillium as a Preferred Accelerator and Small Business Implementation Partner due to their success at crafting rapid, cost-effective implementations for this market space. Not only have they fully integrated the Accelerator implementation approach into their project methodology, but they have also created additional Accelerator intellectual property including pre-built data conversions and UPK scripted test scenarios. With their fixed fee implementations, enhanced Accelerator tools, and previous Accelerator implementation success, we are confident of Terillium's ability to deliver successful implementations."

– Bret Schneider, Oracle Regional Manager,
Small Business Application Sales

ORACLE®
E-BUSINESS SUITE

ORACLE CERTIFIED ADVANTAGE
PARTNER

Terillium Oracle E-Business Suite Practice Overview

Terillium is a Certified Advantage Partner, achieving the highest partner level possible within the Oracle Community. Specializing in implementing Oracle's E-Business Suite solutions, Terillium enables companies to develop a competitive edge by utilizing technology and process improvements. Our clients are Mid-Market corporations that are growing and have complex business requirements, yet need a rapid, lower-cost business system solution. Our years of experience, proven success, and focus on client satisfaction ensure a streamlined process and cost effective solution. ■

Terillium Offers Complete Packages

Accelerator Based Implementations



Terillium's Accelerated Implementation Services approach utilizes the Oracle Accelerator toolset to rapidly configure, test, and implement the Accelerator delivered business processes. In addition to the Accelerator intellectual property offered, which includes training videos and test scripts, Terillium also offers extended, proprietary Accelerator tools, including pre-built Oracle UPK training documentation and data conversions. These Accelerator based implementations are offered at a fixed price, providing both affordable and timely Oracle implementations.

Comprehensive Implementations



Terillium's Comprehensive Implementation Services approach is appropriate for those organizations looking for more significant process reengineering. A thorough future state design is completed, along with three validation tests to thoroughly test and confirm the solution. More extensive end-user training and post production support are also offered to ensure complete knowledge transfer and business process integration.

Process Optimization



With Terillium's Process Optimization Services offering, business and software optimization strategies, training, and auditing are designed to assist clients in quickly realizing the intended benefits of their Oracle implementation. We quickly assess and understand your pain points, and then offer practical and usable recommendations while facilitating the implementation of those process or system changes. We conclude our optimization efforts by assisted auditing to ensure change compliance and improvement realization.

Upgrades



Terillium's Application Upgrade Services offering assists customers with end-to-end management of their application upgrade to the most recent version of Release 12, which offers increased functionality in financial, inventory and warehouse management, planning, manufacturing execution, and trade management modules. A cooperative staffing approach is employed to minimize the cost and expedite the time to value. Terillium's experience in implementing the latest release allows us to leverage our methodology and project assets, while providing each customer with a unique approach to the upgrade process.

Managed Services



As your Oracle-based system becomes increasingly critical to your business, effectively managing your applications also becomes critical. Terillium's Managed Services provide all the benefits of hands-on, task-specific support, as well as direct access to Terillium's technical and functional expertise. Terillium's Support Services are designed to bring our world-class Oracle functional and database support to you. We can assist in the development and implementation of better business processes, support extensions into additional Oracle functionality, assist with the integration of new Oracle Fusion technologies, and support your daily operations. Our goal is for our clients to see results – optimizing business operations to maximize organizational profits.

Integration Services



Through Terillium's Integration Services offering, customized integration can be developed to your existing legacy systems, EDI portals, scanning, wireless, or shop floor data collection devices, outsourced payroll systems, automated time and attendance systems, or other warehouse management systems (WMS). A thorough understanding of Oracle's automated program interfaces (APIs) and their data requirements, as well as our structured development approach, ensures functional, tested, and reliable batch or real-time data interfaces.

Enhancement Services



When Oracle's functionality needs to be extended, Terillium's functional Enhancement Services offering can offer customization services. We offer a specific design approach which ensures requirement understanding, consistent programming and appropriate testing. Our methodology also ensures the appropriate design documentation is developed so that continued support is simplified.

Reporting Services



Through the use of Oracle's various reporting and analysis tools (i.e. Business Intelligence, Reports, Publisher, and Discoverer), Terillium's Reporting Services offering can not only provide specific reports not currently offered by Oracle, but also develop the overall reporting strategy for information reporting and distribution. During implementations, normal enhanced reports include pallet tags, customer specific purchase orders, sales orders, invoices and business specific profitability and sales reporting. Terillium's experienced developers can provide rapid report development, while providing the appropriate documentation and testing services.

Why Terillium

Extensive Oracle Release 12 and 11i experience

We have extensive 11i and 12 Oracle Applications and Oracle Process Manufacturing (OPM) implementation and upgrade experience.

Practical Industry Experience

Our consultants average 12 years of industry experience, as well as 5 years of Oracle implementation experience. We can confidently recommend business processes and Oracle functionality that are easily integrated into your company's environment, culture and skill set.

Proven Methodology

Our methodologies, which incorporates both Oracle's Business Accelerator and AIM methodologies, ensure not only on-budget, on-time implementations, but also quality, business-integrated solutions and procedures.

Nationally Recognized Oracle Partner

Terillium has received the following awards and certifications from Oracle:

- Oracle Certified Advantage Partner (CAP)
- Oracle Preferred Accelerator Partner
- Oracle OnDemand Partner
- 2008 Oracle Titan Award Winner – Manufacturing Industry Solution
- 2007 Oracle Titan Award Winner – Mid-Market Partner of the Year
- 2006 Oracle National Reseller of the Year



What some of our clients are saying about Terillium

■ Our existing systems offered limited capabilities and scalability, and couldn't support our aggressive growth. As Oracle's Preferred Accelerator Implementation Partner, Terillium was able to deliver a 13 week full-suite implementation, allowing Control Solutions to quickly standardize on the Oracle E-Business Suite and immediately see measurable business results. The enterprise functionalities of Release 12 help support our organization today, and also provide the flexibility we need to support our future growth.

– Glen Mayer, Vice President / COO
Control Solutions, Incorporated

■ F&W Publications started with Oracle a few years ago with the goal being to implement Financials for the corporate office (GL and AP). Over the years, we've since expanded our vision to include budgeting and forecasting (Hyperion), integration with legacy systems, Fixed Assets and Projects to gain a better perspective of our publishing costs and shortly, Purchasing to provide end to end control over our expenses. We've worked with Terillium each step of the way and value their insight, patience, flexibility and above all else, ability to execute, traits we expect to find in any true business partner.

– Tony Tedesco, Oracle Project Manager
F&W Media



Contact Us

■ For more information about Terillium's Oracle E-Business Suite offerings, visit www.Terillium.com or contact Bob Allen, Vice President at (513) 621-9500.