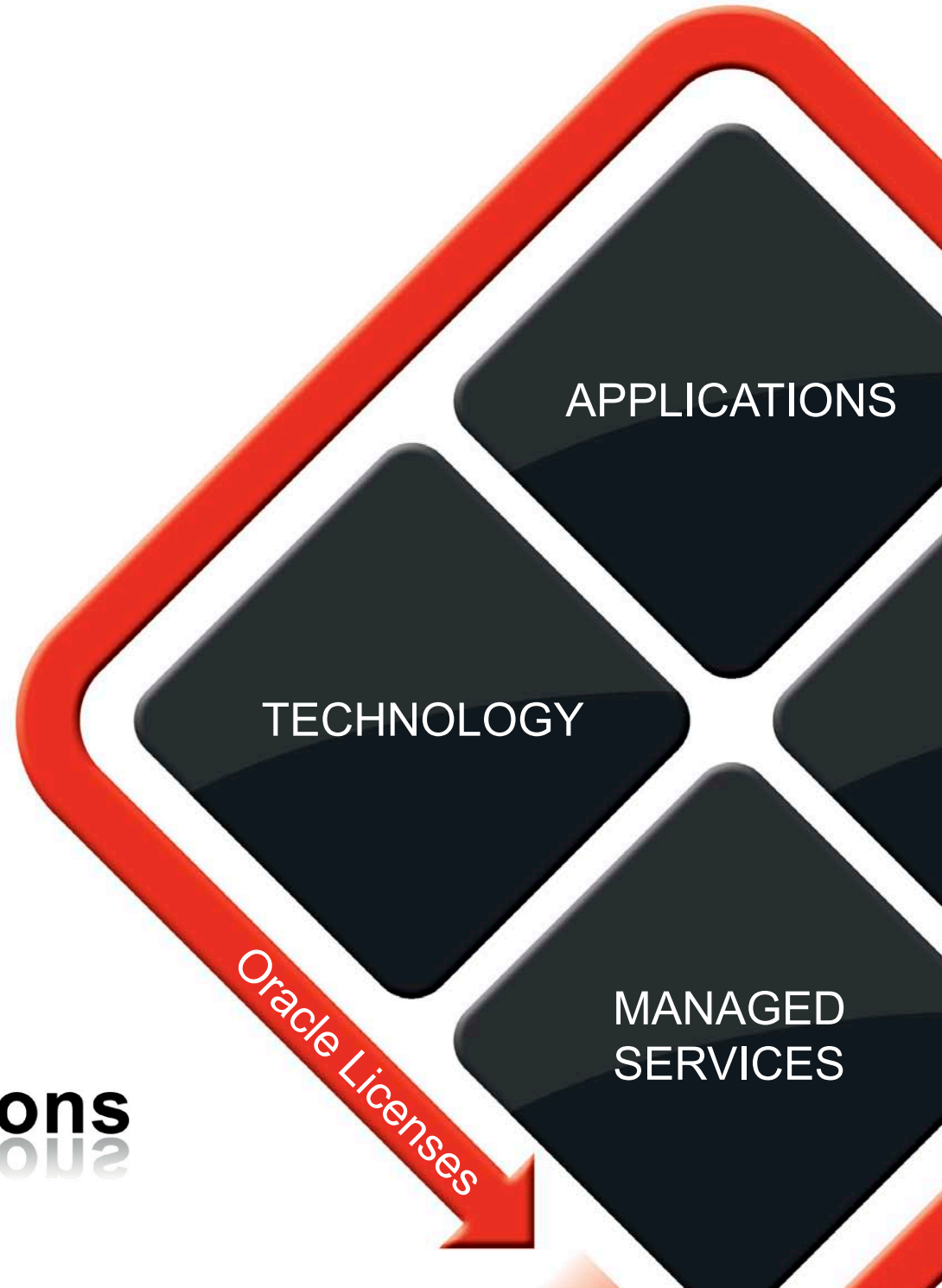




INNOVATIVE APPLICATIONS



**better** business solutions

# Why Inoapps?

Inoapps is the leading Oracle partner in Europe, the Middle East and Africa, specialising in the delivery of robust, resilient and powerful Oracle solutions that support your business. Delivering rapid Return on Investment, through the use of Oracle Accelerate, Inoapps can deliver the solution your business needs in weeks rather than months or years.

Inoapps has built a first-class reputation and is rapidly expanding to meet the needs of an increasingly diverse customer base around the world. We provide a 'local' service based on trust, quality and value for money, which harnesses the correct blend of industry experience and technical know-how, along with 24-hour access to technical experts.



## TECHNOLOGY

## APPLICATIONS

## EDUCATION



## MANAGED SERVICES

## Benefits of working with Inoapps...

- Excellent value for money
- Low Total Cost of Ownership
- Sole focus on Oracle solutions
- Experts in our field
- Agile and reactive – can react to changes and meet deadlines
- Deliver an optimised solution at an optimal price
- Ongoing support can be provided by our managed service and support team
- We offer services for the full suite of Oracle products at a local level
- Inoapps has an excellent relationship with Oracle Corporation to provide a one stop solution
- Strong past experience of working in a variety of industry sectors and organisations sizes

## Industries

Oil & Gas

Telecommunications

High Tech

Manufacturing

Financial Services

Public Sector

Education

Utilities

Construction and Engineering

Business Services

# Applications Division

Inoapps' Applications Division is responsible for delivering all services and licensing related to an implementation, upgrade or enhancement of Oracle's suite of applications. We are the leading Oracle Partner in Europe for delivering Oracle Accelerator implementations to a range of industry sectors and geographies. Our consultants are experts in their field and have real-world experience of a variety of different projects across a range of industry sectors. Their experience and professionalism offers you peace of mind.

## Implementation Services: Application Coverage and License Resell:

- Project Delivery
- Support
- Upgrade
- E-Business Suite
- Hyperion
- Primavera
- Associated Technology
- Business Intelligence (BI) Applications
- JD Edwards

## Oracle Accelerate Solution

Inoapps pioneered the development of Oracle Accelerate for rapid implementation of Oracle Applications, which:

- Offers a comprehensive, fully integrated solution
- Provides a single source of the truth
- Offers industry focus and expertise
- Improves efficiencies through:
  - proven business flows
  - rapid implementation
  - good return on investment
  - focused management reporting
- Offers visibility of data:
  - Integrated solution with access to all supporting data
  - Effective data to support the business

Inoapps has delivered Oracle Accelerate for a variety of vertical markets including:

- Oil & Gas
- Telecommunications
- High Tech
- Utilities
- Business Services
- Industrial Manufacturing
- Financial Services
- Public Sector

## Inoapps Added Value Applications...

### Joint Venture Accounting

Joint Ventures are often used as a way for organisations to tackle large, complex projects. However, the parties involved often have different financial and accounting systems and consolidating these can be a challenge.

Inoapps has created a Joint Venture Accounting (JVA) application that will allow organisations choosing this route to:

- Participate at a higher level in big projects
- Spread the risk of projects
- Accurately report and forecast on projects
- Produce management accounting information
- Comply to strict legislation
- Manage cash flows
- Gain exposure to foreign currency transactions
- Report on multi-country tax
- Produce a comprehensive audit trail

### Manifesting

Correctly managing, scheduling and tracing assets has long been an issue with many organisations. Combining these requirements with the potential pressures of offshore working and high asset value, plus cross-border paper work and certifications creates a real challenge. Inoapps' Manifesting solution allows you to:

- Manage movement of materials
- Produce certificates and paperwork (manifests)
- Provide documentation on dangerous goods
- Enhance inventory and expediting of goods
- Trace all assets
- Ensure a higher utilisation of assets

### Asset Rental

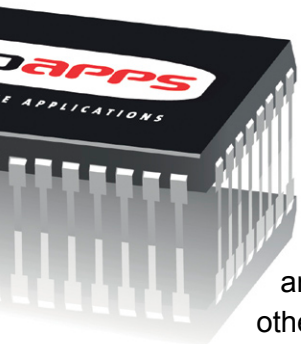
Inoapps Asset Rental application allows an organisation to effectively keep track of rented assets by:

- Managing the movement of materials
- Ensuring visibility of assets
- Providing ability to plan assets as a resource
- Utilising assets more effectively
- Allowing cross-project billing
- Integrating asset management with service and warranty

# Technology Division

Inoapps' Technology Division delivers business solutions using Oracle Technology tools. Our customers rely on us for solutions that extend the capability of the Oracle applications suite, delivering required functionality not met by the core product. Additionally, we develop bespoke solutions for their specific business needs. Our aim is to help our customers do more with their Oracle investment, by delivering all services that relate to the Oracle Technology stack, including:

- Database & Middleware
- Service Orientated Architecture (SOA)
- Custom Application Development
- Solution Architecture & Systems Integration
- Business Intelligence (OBIEE)



Our main development tool is Application Express (Apex), Oracle's powerful development platform that can be used to solve a wide range of business problems. The tool offers a rapid development path that makes it quick to deploy, whilst also offering powerful features that provide rich user interaction and data processing. Apex offers a strong alternative to other more expensive, "best-of-breed" solutions.

## Education

Inoapps is an experienced training organisation and one of the leading Oracle training delivery specialists. We offer a variety of training solutions across a wide range of Oracle technologies, including:

- Oracle Database
- Oracle Apex
- Oracle E-Business Suite of Applications
- Oracle Fusion Middleware
- Hyperion
- Primavera

All of Inoapps' training offerings can be delivered to you either at one of Inoapps' UK offices, a specialist UK training centre or onsite at your offices, using our fully equipped "classroom-in-a-box".

## Inoapps Added Value Technology...

Inoapps Technology Division has developed additional functionality that can be bolstered onto your Oracle estate, or implemented as stand-alone tools.

### □ InoRes

A workflow automation tool that manages a variety of business processes:

- Designed in conjunction with a leading hi-tech consumer electronics manufacturer.
- Delivers a full end to end lifecycle for the reverse logistics industry, including process management, productivity improvement, Key Performance Indicators (KPI) reporting and 3rd party integration.
- Offers a single platform to manage the design, development and deployment of business process through a single user interface.

### □ Inoapps Messaging Hub

A powerful utility that enables the integration of disparate tools in a controlled, auditable and manageable manner:

- Integrates multiple applications to aid the seamless transfer of data between processes.
- Reduces the complexity of the management of these integration points.
- Enables greater system uptime, lower cost of ownership and reduced cost of deployment.

### □ Inoapps BI Portal

A framework for the delivery of a wide range of business KPIs and metrics:

- Uses best of breed, but low cost Business Intelligence tools.
- Delivers meaningful management dashboards across a wide range of data sources.
- Lower costs and shorter timescales than traditional BI solutions.
- Inoapps provides our hosting and managed services within a flexible framework to suit all business needs and budgets.

Training courses cover the following areas:

- Oracle Technical Language
- Oracle Technical Development
- Oracle Database Administration
- Business Intelligence
- Oracle E-Business Suite Applications
- Primavera
- UPK

Inoapps can also arrange Oracle Certified training through the Oracle University.



# Managed Services

Inoapps offers extremely flexible support options and cost-effective services that are designed specifically to cover an organisation's technical needs. From DBA holiday cover up to a fully managed service for functional and technical support. Inoapps offers you:

- Reduced on-going Total Cost of Ownership (TCO)
- Controlled support costs
- Guaranteed Service Levels
- Reduced risk of dependency on individuals
- Reduced need for in-house training and knowledge

## Hosting

When you have business systems that you rely upon, it is important to keep your systems running, particularly those that are business-critical. Many organisations do not have specialist in-house resources or a team of staff that work 24/7 in case something goes wrong. In order to take this headache away from organisations, Inoapps, working in close partnership with our hosting providers, can offer you a proven hosted service that encompasses:

- Oracle Applications hosting
- Custom Applications hosting
- Patching and Upgrades
- Data and network security
- Secure VPN connectivity
- Business continuity/disaster recovery
- Back-ups



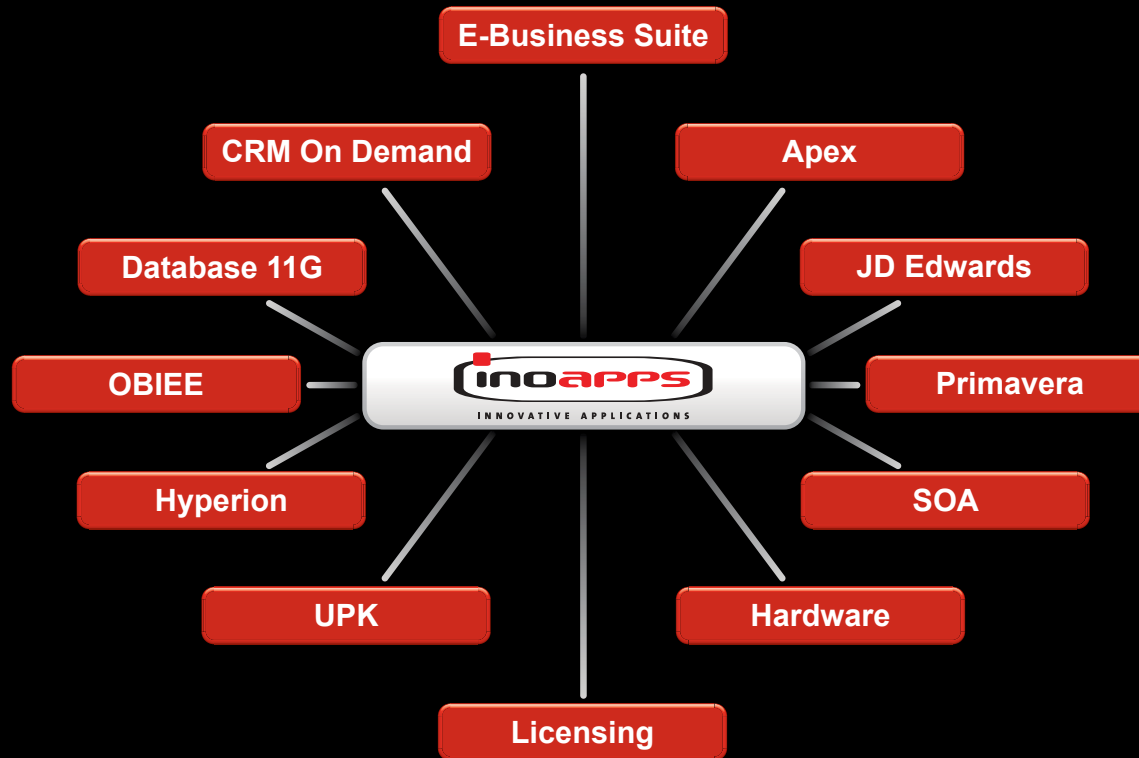
## Support Options

Type of Support	Pay As You Go	Bronze	Silver	Gold	Custom
Inoapps support team	✓	✓	✓	✓	✓
Ticketing Service	✓	✓	✓	✓	✓
Fault Resolution	✓	✓	✓	✓	✓
Hotline Support	✓	✓	✓	✓	✓
Patching planning and consultancy	✓	✓	✓	✓	✓
Other pre-agreed services	✓	✓	✓	✓	✓
Patching on request		✓	✓	✓	✓
Periodic Reporting		✓	✓	✓	✓
Service Review		✓	✓	✓	✓
Periodic Health check			✓	✓	✓
Proactive Monitoring			✓	✓	✓
Proactive Maintenance			✓	✓	✓
Performance Tuning			✓	✓	✓
Backup Management			✓	✓	✓
Patching & Patching Advice			✓		✓
Patch Management & Planning				✓	✓
Service Reports with Recommendations				✓	✓
Primary & Secondary named analysts				✓	✓
Out of Hours Maintenance				✓	✓
DR testing & consultancy				✓	✓

Contact us for our rates.

# About Inoapps

Inoapps was founded in 2006 and currently has offices in Aberdeen, Edinburgh and the Midlands. We offer a range of Oracle products and related services including consulting, development, implementation, hosting, managed services and license management. Our customers, large and small, operate in a variety of markets and range from large enterprise organisations to small start ups. An increasing number of organisations regard Inoapps as their first choice for all their Oracle needs, acknowledging that we can provide them with better business solutions.



## Awards

Inoapps is extremely proud to have won a number of awards including:

- Oracle's EMEA OPN Partner Specialization Award 2010
- IBM UK & Ireland Mid Market Business Partner Award 2010
- Oracle Applications Partner of the Year 2009 and 2010
- Oracle Global Accelerate Partner 2009
- Oracle & IBM Joint Partner of the Year 2009
- UKOUG Project Management/Project Delivery Partner of the Year 2008 and 2009

# About Oracle

Oracle provides the world's most complete, open, and integrated business software and hardware systems, with more than 370,000 customers—including 100 of the Fortune 100—representing a variety of sizes and industries in more than 145 countries around the globe. Oracle's product strategy provides flexibility and choice to Oracle customers across their IT infrastructure. Now, with Sun server, storage, operating-system, and virtualisation technology, Oracle is the only vendor able to offer a complete technology stack in which every layer is integrated to work together as a single system. In addition, Oracle's open architecture and multiple operating-system options gives Oracle customers unmatched benefits from industry-leading products, including excellent system availability, scalability, energy efficiency, powerful performance, and low total cost of ownership.



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