

coreNews



first issue

Spotlight on Core Services Consulting.

Core Services Announces Key Hire - Jehangir (Jay) Ali as Vice President of Consulting

Mr. Jehangir (Jay) Ali has recently joined Core Services as Vice President of Consulting. In his new role, Mr. Ali will direct Core's Consulting Services organization's daily operations and growth strategy.

"Core is extremely pleased to add Jay to our executive team," says President and CEO, James Bistis. "His management experience, integrity, and people development and client satisfaction skills, coupled with his Oracle product knowledge, are the perfect blend for this essential and strategic role. We are confident that his leadership will facilitate the highest quality Oracle implementation and consulting deliverables experience to our clients. This will allow us to build on our excellent business foundation in order to grow our consulting practice exponentially and profitably in partnership with our valued client base. Our client satisfaction focus is a corporate core value and we are continuously raising the bar beyond our competition. By hiring Mr. Ali, we gain a technical Vice President with a hands-on understanding from both the consulting service provider and the client perspective. With his diverse background and proven record of success, we seek to optimize each client's return on investment via their strategic partnership with Core."

Mr. Ali brings 14 years of Oracle industry experience to this key role. Prior to joining Core Jay was a Senior Manager at Bearing Point, Inc. (formerly KPMG Consulting), as well as IT Director for a large Publishing Company. Jay's extensive enterprise consulting experience has been enhanced by his engineering degree from Bangalore University where he majored in computer science and technology.

"The market is looking for implementation partners that bring the best practices to solve the real time business and technology problems. My experience in advocating the best practices will translate directly in developing alliances and implementing solutions that truly satisfy challenges faced by our clients today. Core has developed a high-yield implementation methodology for Oracle E-business suite implementations that combines AIM methodology with the industry best practices and carves a solution that solves client challenges and increases the overall return on their ERP investments."

Jay Ali, Core Services VP of Consulting

What Every Company Needs to Consider Before Moving Forward with an Oracle R12 Upgrade.

R12 is the latest and most advanced version of the E-Business Suite running on Fusion Middleware. Many of the technology components and new features in R12 will carry over to the Fusion Applications. For customers running earlier release of 11i, upgrading to R12 will allow you to move to the Fusion Architecture in an incremental manner. Here are a few things to consider for R12 upgrade:

CURRENT VERSION OF EBS

Must be on release 11.5.7+ or upgrade to R12 will be a two-step process or you can treat it like a re-implementation, if necessary.

USER INTERFACE ENHANCEMENT

Many workflows have been redesigned and streamlined, and the steps required to perform some key tasks have been reduced. This will require training to familiarize users with the changes.

New user interface is based on Forms 10G Developer, while 11i10 used Forms 6. This may present some challenges when upgrading custom Forms from previous releases.

GLOBAL FINANCIAL MANAGEMENT

Multi-Org Access Control (MOAC) allows a user to access data for different operating units (OUs) in a Multi-Org enabled instance without switching responsibilities. This may require updating users' security setups.



Core Services Consulting Customer Snapshot:

Spring Hills Assisted Living Centralizes IT Operations to Quickly Achieve ROI with Core Services Consulting Team and Oracle Accelerators.

Founded in 1999, Spring Hills is an assisted living community that provides spacious, cost-conscious accommodations for senior citizens and others in need of high quality healthcare in a safe environment. Spring Hills owns and operates eight assisted living communities in Florida, New Jersey, Ohio, and Virginia. Each Spring Hills community provides nursing, physician, exercise therapy, mental health, and clinical laboratory services onsite to residents.

CHALLENGES

- Core Services needed to deploy an enterprise resource management system that could accommodate Spring Hills' rapid growth and ensure future scalability
- Ensure flexibility of the system to accommodate the unique needs of multiple locations
- Consolidate disparate facility data to increase quality of care and provide corporate oversight

SOLUTIONS

- Core Services Implemented Oracle E-Business Suite Special Edition to create a highly scalable and feature-rich IT infrastructure that supports Spring Hill's rapid growth, streamlines business processes, and provides the visibility needed to drive more informed decisions
- Core's consulting team enabled quick, cost-effective access to core business services with Oracle Accelerators, allowing Core to complete the implementation under budget and in less than seven weeks
- Spring Hills gained the flexibility required to operate individual facilities separately, while consolidating enterprise-wide data to provide enhanced corporate oversight
- Integrated and streamlined processes across facilities to reduce errors and gain the business intelligence needed to support quality improvement initiatives and optimize patient care

"Oracle and Core Services allowed us to take advantage of Oracle Accelerators to rapidly achieve our go-live in record time. Spring Hills is now positioned to achieve our return on investment much faster than originally projected."

Tom Vellis, Chief Financial Officer, Spring Hills Assisted Living

Users can be assigned to multiple operating units, and processes and transactions can span operating units. Sets of books no longer exist as a concept. Instead, entities now have Ledgers that can be combined into Ledger Sets for all processing. This enables multiple ledgers to be updated from a single posting event, providing better support for environments using multiple generally accepted accounting practices (GAAP).

Introduction of a single accounting engine to manage all posting activities into the general ledger.

GLOBAL INVENTORY MODEL

Manufacturing and discrete manufacturing have been combined into a single inventory system with a common data model. Manufacturing users will face significant data model changes with this upgrade and may require training support.

XML DATA EXTRACTION ENGINE

Oracle XML Publisher now supports data generation. The Oracle XML Publisher data engine enables you to rapidly generate any kind of XML data structure against one or multiple databases in a scalable, efficient manner.

CUSTOMIZATIONS IN CURRENT ENVIRONMENT

Take an inventory of your current customizations and compare with over 2300 new features of R12 and assess the business value in keeping them. With over 800 XML Publisher reports and new enhanced workflows, it would be prudent to question if these customizations are still required.

DATABASE SIZE

To estimate the increase in required disk space for upgrading, consider the products, the number of languages being installed, and changes in the data model.

Core Services recently named Matthew Glass as Vice President of Client Care.

In his new role, Glass will manage a highly skilled team of Service Delivery Engineers (SDEs) to ensure that Core's client needs are met and to foster productive partnerships with each client that exceed mutual expectations and goals.

"We are constantly improving our customer service and continuously raising the bar on our competition," said Jim Bistis, CEO and President of Core Services. "By hiring Mr. Glass, we gain a technical Vice President with a hands-on understanding from the client's perspective. With his diverse background and proven record of success, we hope to amplify the value of every client's strategic partnership with Core Services and to maximize the return on their investment."

In his previous role as Director of Operations for a lighting manufacturing company, Glass was Project Manager for the implementation of Oracle E-Business Suite and the hosting

partnership with Core Services. As overseer of all computer systems and IT management, Glass participated in the complicated task of integrating four discrete packages in various operating disciplines (finance, customer service, manufacturing, business intelligence) into a single system. Glass said this experience provided him keen insight to "the difficult balancing act of attending to daily job duties while managing, maintaining, modifying and upgrading a corporate IT infrastructure."

Glass has an engineering degree from Rensselaer Polytechnic Institute and has spent the past seventeen years in various manufacturing, operations and systems development roles for a variety of companies. His experience ranges from consumer product operations like Coca-Cola and Marie Callender's frozen foods, to commercial lighting equipment and small entrepreneurial technology development companies.

Core Services Presents at Multiple General Sessions and showcase Major Booth Presence at Collaborate08 in Denver, Colorado.



April 13-17th 2008

- * Visit Core Services at Booth #1423 for your chance to win a new 42" Plasma TV
- * Stay for the live in-booth presentations on the Benefits of R12, including when to upgrade to R12. Also attend Multiple Oracle Accelerate Presentations and the Oracle Fusion Applications Migration Options Presentation
- * See a LIVE demo of R12 by Core Services Top Consultants
- * Attend Sessions by Core Services' Oracle Gurus- Kirsten Haussermann and Bruce Kozlowski

Links to Core Services speakers, and their presentations can be found on our website at:

<http://www.coreservices.com/newsevents/events.html>

Core Services Partner Lead Registration

Core Services embraces and rewards our partners who are important to our success. We provide a convenient website where our partners can register new hosting and consulting opportunities for Core. Core Services will compensate companies or individuals with up to a 5% referral fee. To participate in Core Services' Partner Lead Registration go to:

<http://www.coreservices.com/partners/plr.html>

