

## Instance Consolidation

*Our IC Customers:  
Cloday Corporation  
Oracle Corporation*

We are Oracle specialists. Our Oracle E-Business Suite practice provides enterprise solutions that are aligned with our clients' enterprise strategies. We have experience and capabilities in full life-cycle application management services (pre-implementation; implementation, upgrade and post-implementation support) for the complete **Oracle E-Business Suite**. Our multifaceted relationships with Oracle Corporation – as an engineering partner for product development & support and as an implementation partner for Oracle customers—have resulted in over 100 successfully executed projects across diverse Industry sectors. Our skills, experience and partnership with Oracle are unmatched in the industry.

We have created an Oracle Center of Excellence (CoE) to maximize our customers' investment in enterprise business applications through complete application lifecycle management services with excellence in the Oracle e-Business Suite. Our CoE is located in Hyderabad, India and Fremont, California.

Our long term product engineering development relationship with Oracle differentiates us from other services providers, giving us a thorough knowledge of the product suite complementing our deep domain experience to satisfy our customers' diverse needs - *from implementation and upgrades to solution design, product customization and application integration all the way to guaranteed, cost effective application management & support*. We specialize in discrete and process manufacturing, financial services, and retail industries.

### Instance Consolidation

Sierra's Instance Consolidation seamlessly merges data across various Oracle Application instances, enabling an instantaneous global view of the enterprise, reduced running costs and uniform 'best of the breed' business processes resulting in better resource utilization, control and feedbacks.

### Consolidation Methodology

- ◆ Proof of concept phase
- ◆ Consolidation of AOL, general ledger modules
  - Consolidation phases
  - Standardization of global setups
  - Analysis of custom data model
  - Two practice runs to perfect consolidation process
  - Unit/System testing using Sierra standard test cases
  - Functional testing using client specific test cases
  - Meeting performance SLAs
  - Documentation
- ◆ Multiple instance consolidations at the same time during second phase if large no. of instances are involved
- ◆ Data integrity scripts
  - Generalized custom scripts to validate the data integrity after consolidate
- ◆ Go Live
  - Production support till first month-end process

**Our Oracle CoE services portfolio includes the following practice areas:**

- ◆ Solution Scoping
- ◆ Implementation
- ◆ Customizations/ Enhancements
- ◆ Integration
- ◆ Migrations and Upgrades
- ◆ Application Management Services
- ◆ Global Instance Consolidation

### Custom Solution

- ◆ Instance leveling
- ◆ Analysis of database patches for both instances
- ◆ Grouping and application of patches
- ◆ Multi-stage consolidation approach
- ◆ Analysis phase
  - Create staging area to create datamodel and data
  - Seed and global setup data analysis
  - Rationalization of AOL objects
- ◆ Rebuild phase
  - Renaming and re-sequencing of unique ids
  - Update of foreign-key values to maintain data integrity across applications
- ◆ Merge phase
  - Data merging as per current organization structure
  - Post-consolidation verification

*"Sierra Atlantic has proven to be a very dependable and trusted partner for Oracle. We have built a successful relationship with Sierra Atlantic's GDC, and continue to expand our unique engineering partnership. Our work leverages their deep knowledge of the Oracle Internet Platform, and broad industry experience."*

**Ron Wohl**  
Executive Vice President  
Oracle Corporation

### Key Differentiators

- ◆ Tool based approach to insulate version and patch variances
- ◆ Proven methodology
- ◆ Successfully deployed solution
- ◆ Fixed Bid approach
- ◆ Accommodates large customizations
- ◆ Suitable for Multi-Instance Consolidation
- ◆ Global deployment model With 80% team at GDC
- ◆ India time-zone advantage
- ◆ Round the clock DBA and development activities.

### Consolidation Advantages

- ◆ Global enterprise management and visibility
- ◆ Consolidate reporting across enterprise
- ◆ Productivity enhancements
- ◆ Reduction in support and maintenance costs

### Oracle 11i Architecture

- ◆ Network efficient internet architecture
- ◆ Multi-Lingual support (Unicode)
- ◆ Globalization (All localizations installed together)
- ◆ Global operations (Extreme scalability)
- ◆ High availability with shorter maintenance window
- ◆ Oracle 8i advantages
- ◆ High availability, scalable, high performance with parallel server

### About Sierra Atlantic

Sierra Atlantic, The Application Networks Company®, helps our customers optimize their investments in enterprise business applications - ERP, CRM, and SCM - from leading vendors such as Agile, Oracle, PeopleSoft, SAP and Siebel. We offer complete lifecycle application management solutions, with excellence in enterprise application implementation, integration, upgrade, and support, providing superior value with our global delivery model. Sierra Atlantic Application Networks®, business process integration solutions, simplify the integration challenge to transform organizations into more agile, customer-focused businesses.

Founded in 1993, Sierra Atlantic is headquartered in Silicon Valley with offices in Chicago, New York, London, Singapore, Indonesia, and India. Sierra Atlantic has over 300 delighted customers such as Amkor, BP, Ciena, GE, HP, Kmart, Sherwin-Williams and The Trane Company. Our strategic partners include Agile, BEA, Oracle, PeopleSoft, Siebel, TIBCO, webMethods, and WorldChain.

*Sierra Atlantic, the Sierra Atlantic logo, The Application Networks Company and Application Networks are registered trademarks of Sierra Atlantic, Inc.*

### Sierra Atlantic, Inc.

Singapore	7 Temasek Boulevard # 11-02, Suntec Tower One Singapore-038987 <b>Phone:</b> 65.63349356 <b>Fax:</b> 65.63335290
HQ: USA	34770 Campus Drive, Fremont, CA 94555 <b>Phone:</b> 1.510.742.4100 <b>Fax:</b> 1.510.742.4101
Europe: UK	Regus Harrow, Hygeia Bldg, 66-68 College Rd, Harrow, Middlesex HA11BE <b>Phone:</b> (020) 8324-1685 <b>Fax:</b> (020) 8324-1235
India	Karthik House, 14 Banjara Hills, Hyderabad - 500 034 <b>Phone:</b> 91.40.2355 1500 <b>Fax:</b> 91.40.2355 1600

[www.SierraAtlantic.com](http://www.SierraAtlantic.com)