



ORACLE GO TIME VIDEO 12: ONE OF THE LARGEST DEFENSE CONTRACTORS

VIDEO TRANSCRIPT

Sirisha Nalamati: Hi, I'm Sirisha Nalamati with Accenture's Oracle Business Group and this is GO Time. GO Time is now – so we are sharing short stories of partnership that begin with listening, empathy, agility and solutions. When it comes to rapid implementations, you might think that working with the government during a pandemic on a platform that hadn't been transformed for 30 years would not be a shining example. But that's not the case here today. We were able to help one of the largest defense contractors transform their Supply Chain business and Technology with an Oracle Application and Infrastructure project. Here is Ankit Shah to tell us about how Accenture and Oracle partnered together for an impactful implementation.

Ankit Shah: Thank you Sirisha for having me on GO Time. Our client started their journey back in 2017 with vendor selection for Blueprint & Implementation. And they said: "Look, we expect 250% growth in our business the next three years and we have to do everything on budget, on time and being in government compliance." The expected 4000 Internal users to be impacted and they wanted to do this being solution driven approach.

Sirisha Nalamati: Wow, what a tremendous order with a number of potential hurdles. Tell us how you started and what you and the team did to kick off this project.

Ankit Shah: So we really listened to the client. They had RFP and Orals with multiple vendors.

The reason Accenture was selected was because of our expertise in Aerospace & Defense and Oracle Technologies.

The combination was important so that we could navigate the world of government regulations as we go to the implementation.

- The client had already finished their Finance Implementation on eBS, so it was time for them to decide their journey. So Oracle, Accenture & the client decided that the best course was to do Cloud@Customer for Infrastructure and Oracle Application in combination with Cloud and eBusiness Suite. And the reason this was important was because the infrastructure would allow them to be on fed ramp Oracle cloud in future. And would also allow them the highest level of security that government requires.

- The scope of the project included:

- 28 new modules

- 117 objects

- and integrations with twelve different legacy and third-party applications.

- And what we did was, we divided the project into four releases to deliver incremental value to the client, final release being completed in January 2021.



Sirisha Nalamati: This is incredible Ankit! With all this work, what kind of results can you share with us on this?

Ankit Shah: Yes, this was a successful deployment of Oracle on Cloud@Customer and striking the right balance between out of the box and customization for government regulations.

Some of the facts:

- We completed five months of Business Simulation and Practice with 40000 transactions and 1100 users.
- We also delivered training to 31-hundred users, which was instructor-led or web-based training.

At go-live the client said: “We have already started to see efficiency in our supply chain organization and we are able to collaborate with our supplier effectively. We were also able to finish the deployment early with low data fallout that minimized the business impact, so we will have a great 2021”.

The achievements demonstrated how we listened to our client resulted in a stronger relationship with the client and we will continue to partner with them for future transformations.

Sirisha Nalamati: Thank you, Ankit, for a great story on the importance of listening, empathy, agility, and solutions – now more than ever. There is not a new normal so much as a “never normal” and these fundamentals are how we will help everyone emerge stronger.

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