

# Bahwan CyberTek and Oracle



Bahwan CyberTek (BCT) has been working with Oracle and has architected and developed industry-specific solutions based on Oracle technologies since its inception in 1999. Oracle and BCT offer preconfigured solutions built on the best practice repositories and scalable technology

BCT, certified in both the Technology and E-Business tracks, has considerable breadth and depth of Oracle skills, coupled with its experience of delivering critical Oracle projects. With a proven implementation process, BCT focuses on de-risking every aspect of a solution, ensuring customers have continual input and are always kept well informed throughout a project's life cycle.

BCT has established the Oracle practice, as part of its E-Business service practice, to focus exclusively on implementation and post-implementation projects involving Oracle Applications. The practice has about 200 person years of experience in implementing Oracle Applications-based solutions. It has developed and delivered industry specific solutions in financial services, telecommunications, aviation and manufacturing through its innovative and unique implementation methodology. Using its vast repository of best practices and pioneering offshore delivery methodologies, developed at its Oracle Center of Excellence in Chennai, BCT ensures the fastest return of investment for its customers across the world.

## Alliance

BCT has been developing cutting edge solutions for its clients globally. The relationship with Oracle has matured significantly over the years from 1 among the 300 partners to 1 out of the 3 top strategic partners in M.E and among the top 7 strategic partners in India. BCT has now entered that stage with Oracle wherein its Competency Center at Chennai would be used to jointly develop and test some of the new Oracle products and solutions before they are introduced to market.

The Oracle alliance provides us:

- Specialized training for our consultants
- Access to product information, sales and marketing tools, development licenses, technical libraries and forums
- Joint account planning, branding and marketing efforts

## Awards won by BCT

BCT has been the recipient of number of Oracle awards. They are

- Oracle's "Lead e-Commerce Partner" Award - Year 2000
- Oracle Business Excellence Award -Year 2004



Oracle's "Lead e-Commerce Partner" Award Year 2000



Oracle Business Excellence Award Year 2004

## BCT's Oracle offerings at a glance

- Oracle (E-Business Suite) Solutions
- Oracle Collaboration Suite
- Bespoke application development using Oracle Tools

Services Broadband	Consulting	Business Process Re-engineering Package Selection Consulting Solution Architecting
	Implementation	Business Requirement Study (RDD) Configuration of Oracle Applications Training & Deployment
	Q&A and Support	Health Check Review & Assessment Applications Support Applications Systems Administration Support Database Administration Support
	Migration	Migration of 10.7SC to 11i or 11x to 11i Migration of Customizations Data Migration of Legacy data to Apps
	Enhancements	Custom Development of Forms Reports Customization Integrate third party products



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## BCT's Oracle Applications center of excellence

BCT has been providing Oracle E-Business suite solutions for over 4 years and has a dedicated Oracle center of excellence driving the Oracle practice, at its SEI CMM Level 4 assessed Offshore Development Center at Chennai, India.

This Center of excellence is dedicated to its technology and drives the best practices-based implementation methodologies and follows the latest developments in technology trends, ensuring that our customers always benefit from new initiatives in the market place. The center of excellence drives the Oracle Applications practice, where professionals keep their knowledge management systems and skills updated to the latest developments on Oracle technologies. BCT's vast experience in various verticals and best practice repositories allow it to offer preconfigured solutions to its clients, offering them immediate business benefits and an aggressive ROI.

## Expertise

- Engineers, MBAs, Computer Science graduates and Finance professionals (CA/ICWA) from premier institutes with 5+ years relevant work experience form the dedicated BCT Oracle team
- Project Managers with 10+ years experience in managing IT projects and with full-life-cycle Oracle implementations in multifaceted engagements and complex environments
- Oracle Applications Consultants with rich functional experience with one or more Oracle implementations (11/11i) of Financials/ Discrete Manufacturing/ Supply Chain/ Order Management/ Projects/ HR
- Oracle DBAs with excellent experience in Apps installation/ upgrades, Database tuning/ troubleshooting, Back-up/ Recovery procedures, Oracle security in Oracle 8/8i/9i
- Oracle Developers with excellent skill set in Oracle Development tool set (SQL\*Loader, PL/SQL, SQL\*Plus, Designer 2000, Developer 2000/6i, Applications Desktop Integration), in UNIX/NT environments for Data Conversion, Interface Development with Legacy systems, Development of Extensions/ Bolt-ons, Report Customization

## Competencies

- About 200 person years of experience in Oracle-based technologies

- BCT has more than 50 consultants working on Oracle technologies, bringing in domain expertise
- Dedicated center of excellence based out of Chennai, India
- A proven track record of over 50 large, complex full life-cycle implementations for many clients across geographies.
- Assimilated deep knowledge of various industry-specific processes and built domain skills across Manufacturing, Banking & Finance, Government, Distribution & Trading, and Power & Utility sector. Built a close working relationship with Oracle in most parts of the globe to identify and address market needs and develop new solution offerings.
- Have developed pre-configured plug-and-play solutions with scalable architecture.
- BCT is capable of providing 24x7 helpdesk support, production support, DBA support and operational support to its clients worldwide on Oracle Applications

## Domain Expertise

BCT team is backed by experience which span various industry verticals like

- **Manufacturing:** BCT brings about the domain expertise of Manufacturing domain and has to its credit of successfully implementing solutions for 2 leading corporates in the Asia Pacific region, both being respective leaders in their field.
- **Banking and financials:** BCT has carved a niche in this area by successfully implementing complex oracle e-business suites for various banks & financial institutions worldwide.
- **Government:** BCT brings in a strong understanding of this domain and has successfully implemented a variety of large E-Business solutions to various state & federal Government bodies.
- **Distribution & Trading:** BCT has to its credit of successfully implementing Oracle solutions to more than 20 leading corporate across geographies.



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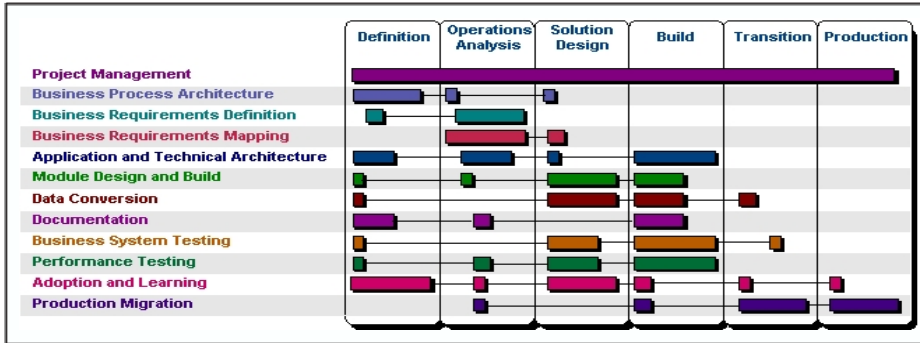
- **Power & utility:** Applying its domain expertise, BCT has helped more than 10 customers implement Oracle E-Business suite .

BCT's methodology is a life-cycle method, which has a proven, structured approach that is applicable to any Oracle Applications implementation. BCT leverages concepts incorporated from Oracle's Applications Implementation Methodology (AIM) in combination with our own successful application implementation project

## 'BCT's value added solutions to Oracle E-Business Suite

### Quick Billing Module

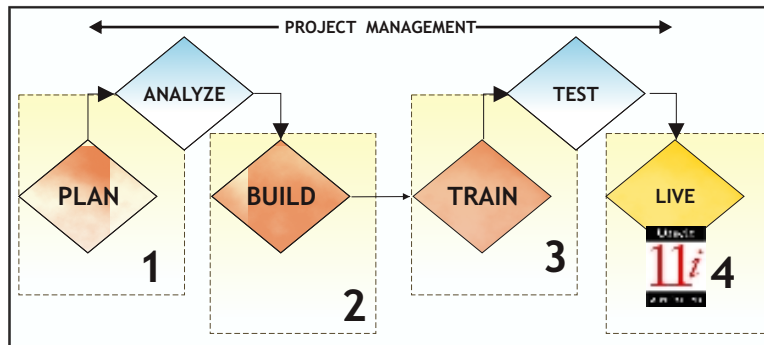
Quick Invoice Module helps Organizations implementing Oracle Applications, to capture the cash sales transactions and generate cash invoices quickly without going through the lengthy process of Order Entry / Order Management Module. A cash invoice takes just a minute to generate. This module is well integrated with Oracle Distribution modules. This module also resolves the decimal entry problem existing in Oracle Applications 11.0.3 Order Entry module.



experience to provide a proven optimum implementation methodology for Oracle Applications.

### Banking Facilities Management Module

We developed a Banking Module, which addresses the typical Middle East Customer business requirements with regard to Letter of Credit, Bills for Collection, Forex exposure, etc. with excellent pre-bundled reports. This module is well integrated with Oracle Financials & Distribution modules.



### Landed Costing Module

Calculating landed cost for the received consignments is extremely important and essential for Organizations, especially Trading Organizations, who are striving to be competitive in their prices in the market place. The Landed Costing Module developed by us helped large business houses, who have implemented Oracle Applications, to address the landed costing requirements and derived greater business benefits.

### Methodology:

Enables customers to maximize their investment in Oracle Applications by aligning technology and business practices. The objective is to make a difference to the individual user, the department and the organization as a whole. BCT's methodology to effectively configure Oracle Applications to meet business requirements consists of a project management methodology, knowledge base on specific Oracle Applications set ups, proven skills and experience in handling large group implementations help expedite the successful completion of the Oracle Applications implementation.

### Help Desk and Support Services

BCT provides personalized implementation support services for Oracle Applications Customers. Support Services include, but not limited to, remote DBA administration, functional support, technical support, training support, technology upgrade (migration) support, etc. - a combination of onsite and offshore services tailor made to meet the specific business needs of our customers.

- Functional and technical support extends beyond Application 'bugs', by helping you with Oracle Applications related business issues and site-specific customizations
- Business and Technical analysts experienced in implementing and supporting Oracle Applications
- Liaison and coordination with Oracle World Wide Support to progress software 'bugs'
- Pro-active research and monitoring to ensure that we know, and can keep you updated on, emerging issues that are likely to affect your Oracle Applications. This includes certification levels and latest release Software.



# Bahwan CyberTek and Oracle



## Credentials



We would like to express our satisfaction and appreciation to Bahwan CyberTek for successful completion of Oracle Implementation for the Companies in the Corporate Office.

We appreciate the manner in which the project was planned and executed. The Project team of Bahwan CyberTek demonstrated their capabilities and understanding of our business requirements and smoothly implementing the project to our satisfaction.

**M. Gautam**  
Director-Finance



"This is to place on record our appreciation of the work done by Bahwan CyberTek during the customization implementation of OPM module in Oracle Applications to capture production information at MRF. Bahwan CyberTek's team has shown tremendous commitment and professionalism in executing this project successfully. When the contract was awarded to you, we were not very sure of the outcome due to the complexities involved in the Project. I am happy to note that the project has been executed to the complete satisfaction of MRF, resulting in improved efficiencies in capturing production information at the MRF Plants. We strongly believe that the solution developed would be of immense benefit to all Oracle Manufacturing customers worldwide".

**G. Venkataraman**  
General Manager, Industrial Engineering

BRITISH PETROLEUM



I would like to express my satisfaction and appreciation to Bahwan CyberTek for successful completion of the Oracle Applications Migration/Implementation Project. We appreciate the manner in which the project was planned and executed. We had very aggressive schedule for this project and it was imperative that the project went live by 31st October 2003. The BCT team actually completed the project by the 11th October 2003, well ahead of schedule.

I take this opportunity to congratulate Bahwan CyberTek team and we look forward to working with you again in the future.

**Mike Wilson**  
Managing Director  
Oman Oil Marketing Company SAOG



We have found that Bahwan CyberTek has the skill and capability to undertake the implementations of the Oracle Applications. Bahwan CyberTek has a good track record of providing the implementation and post implementation services support to customers in the country.

They have worked with Oracle and implemented Oracle Applications in India and abroad. Some of Oracle Applications clients include: Petrogas LLC, State General Reserve Fund of Oman, Electronics Company Limited, National Projects and Telecom, Bahwan Group, Ministry of National Economy Oman, Ministry of Civil Services Oman, Al Khan Food Stuff, MRF Limited, etc.

**Raj S. Choudhary**  
Business Manager - Public Services



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