

# Why Solution Beacon?



We can help you find your way.<sup>sm</sup>

Oracle Applications, Tools  
and Technology

Real Solutions for the Real World.<sup>®</sup>

## ► About Us

**Solution Beacon**, a woman owned company, is a leading provider of expert Oracle Applications consulting resources to commercial entities, government agencies, and educational institutions. Our hands-on Functional and Technical consultants are among the most highly skilled and respected in their field. There is no substitute for experience. We specialize in the Oracle Applications marketplace, providing expertise in the Oracle E-Business Suite.

## ► Our Services

**Solution Beacon** services are designed to assist you with all aspects of the Oracle E-Business Suite life-cycle, including:

- Oracle Applications 11i Upgrades
- Oracle Applications Database Administration
- Technical Assessments and System Reviews
- 11i Implementations (full and new modules)
- Performance Tuning
- Systems Architecture Review and Planning
- Oracle Applications Development
- Remote Services (Releases 10.7, 11.0, 11i)
  - Database
  - Development
- Security Assessments
- Functional Assessments
- Workflow Assistance
- New Features and Functionality Workshops
- Application Training
- Change Management Education
- Project Management
- Integration Testing

Look inside for more details on our services, and learn how **Solution Beacon** can help you make a difference!

## ► Our Qualifications

**Solution Beacon** is a Certified Oracle Partner in the E-Business Applications Suite. This qualification is a testimonial to our track record of success in delivering value-added Oracle services and solutions.

This elevated designation makes sure our services are delivered with advanced technical and functional knowledge, and with a constant outlook on Oracle product directions.

## ► Our Clients

Here are just a few of our clients:



## ► Our Resources

**Solution Beacon** resources are among the most qualified professionals in their respective industries, and recognized throughout the Oracle community for their active leadership roles in the user group associations. Our expertise is complemented with well-balanced industry-wide experience covering government, health care, manufacturing, distribution, telecommunications and e-Business.

On average, our consultants offer:

- Over 16 years of IT-related experience
- Over 8 years experience with Oracle Applications support
- Over 10 years experience with Oracle Database support
- Over 10 years experience with Oracle Application Development



## ORACLE APPLICATIONS 11i UPGRADES

Oracle upgrades require careful planning considering all the possible choices involved. This effort requires a steep learning curve for those new to 11i complexities, and typically results in several time consuming rehearsals before a demonstrated plan can be achieved. **Solution Beacon's** flagship service is a proprietary rapid migration plan designed from years of successful experience and countless repetitions. Our 11i Rapid Migration<sup>SM</sup> service is an adaptable plan that leverages best known upgrade techniques yielding fast and reliable time to delivery factors, including platform migrations (e.g. HP to Linux).

**DELIVERABLE:** A demonstrated plan of execution achieving the fastest and most reliable upgrade path.

## TECHNICAL ASSESSMENTS AND SYSTEM REVIEWS

This service offers an extensive analysis of your Oracle production configuration to provide a stabilized environment prior to introducing significant change. It is highly beneficial to perform this service prior to starting a Release 11i upgrade. An assessment of your system's readiness to undertake an upgrade and sustain post-upgrade production loads is critical. Our experience with 11i upgrades allows us to quickly identify problem areas that would otherwise go unnoticed. You will receive the benefit of being able to correct these problems proactively, thus saving time and money.

**DELIVERABLE:** An exhaustive report of findings, observations and remedy plan recommendations.

## PERFORMANCE TUNING

With the complexity involved in Oracle's Internet Computing Architecture (ICA), tuning an application environment is no longer limited to RDBMS optimization. Our experienced consultants deal with tuning opportunities on a daily basis, including configuration for the user PC, Apache web server and 9iAS, the Developer 6i Forms server, and the Oracle8i or Oracle9i database. Our experience in this area comes from years working in real world situations. In tuning, there is no substitute for experience.

**DELIVERABLE:** Optimization assessment, assistance with recommended changes; knowledge transfer to your staff.

## ORACLE APPLICATIONS DEVELOPMENT

Good Oracle application developers need to be fluent with Java, JSP, JDBC as well as other new languages and technologies. Moreover, to develop high quality and accurate solutions that work the first time, experience and knowledge of the new 11i complexities are critical in the design and development phases.

**Solution Beacon** combines its development skills with knowledge of the Oracle Applications to produce quality solutions. In addition, we show your staff how to continue to be successful once our engagement is complete.

**DELIVERABLE:** High-end development services leveraging the combined knowledge of new 11i languages, infrastructure and application complexities.

## ORACLE APPS DATABASE ADMINISTRATION

As the Oracle Applications and RDBMS become more complex, you may need to supplement your support staff with knowledge and bandwidth. This service offers a natural extension to your staff by allocating a **Solution Beacon** on-site expert to work side-by-side with your application DBAs on an interim basis, or for a longer term period until you feel your team has matured to become operationally independent.

**DELIVERABLE:** Permanent or interim on-site staff who excel at knowledge transfer, providing support to project delivery and steady-state operations.

## 11i IMPLEMENTATIONS (FULL AND NEW MODULES)

Oracle implementations require a broad range of skills and experience to initiate, plan and execute a complex set of project instructions. Initiatives of this magnitude require technical application DBA skills as well as functional domain knowledge to achieve reliable business functionality, using a progressive, predictable and well-orchestrated implementation framework. This service offers the right skill sets to help you complete your project staffing needs, ranging from experienced project managers to highly specialized business analysts and application DBAs.

**DELIVERABLE:** A dedicated implementation team utilizing a proven implementation framework, or individual specialists helping complete your project-staffing needs.

## SYSTEM ARCHITECTURE REVIEW AND PLANNING

Because of the complexities of the Oracle E-Business Suite, system architecture can no longer be overlooked or downplayed. Improper architectures continue to be the cause of failure for many deployments and the source of many budget overruns. This service is designed to position your architecture for growth and performance for today as well as the future, and to guide you through design options and cost effective solutions.

**DELIVERABLE:** Architecture assessment report including immediate design alternatives, cost benefit analysis and a progressive scalability roadmap.

## ORACLE APPLICATIONS REMOTE SERVICES

### **Database / Application Administration**

**Solution Beacon's** remote support team provides monitoring and maintenance services to sustain reliability and performance 7 days a week, 24 hours a day.

**DELIVERABLE:** Remote service level agreement, including pro-active monitoring and maintenance, re-active remediation and escalation.

### **Application Development / Programmers**

**Solution Beacon** developers understand the applications, their interfaces, and work with you to define the business reasons behind what you are doing. Our developers have the mix of skills necessary to deliver the results you need.

**DELIVERABLE:** Remote Development project and staff augmentation resources with the experience to deliver top-notch results

## SECURITY ASSESSMENTS

Corporate data needs to be protected from not only the external bad guys, but also the internal ones as well! Many companies believe this won't happen to them – until it's too late.

**Solution Beacon** will assess your Oracle Applications security and the Oracle Applications Technology stack and provide recommendations for dealing with data loss due to: accidental data loss, employees, ex-employees, hackers and competition.

**DELIVERABLE:** A comprehensive report detailing risks and recommending corrective courses of action.

## WORKFLOW ASSISTANCE

Workflow has been described as the best process tool that Oracle customers have purchased, but don't know is there. It is imbedded in the Oracle Applications and often overlooked.

**Solution Beacon** has some the foremost experts on Oracle Workflow from a functional as well as technical standpoint. Our experts are available to provide executive briefings, expert advice, workshops training and hands-on assistance depending upon your needs.

**DELIVERABLE:** Can vary from briefings to workshops to hands-on training and knowledge transfer.

## APPLICATION TRAINING

Training your staff is an integral part of maintaining good customer service. We offer customized on-site workshops to help you acquire technical and functional skills that are right for your organization.

**Solution Beacon** consultants are certified instructors for Oracle University and OAUG e-Learning, and have considerable expertise teaching the highly acclaimed Release 11i Workshops. Among these are Application Installation and Administration, Database Administration, Workflow Overview and Administration, 11i RAC, 11i Patching, and Application Object Library (AOL) development, Workflow for End Users, and Discoverer

**DELIVERABLE:** Tailored workshop delivered by an on-site instructor.

## PROJECT MANAGEMENT

Running a technical project requires skills and knowledge not usually found in a corporate environment. Oracle Applications implementations (new or additional modules), re-implementations and multi-faceted upgrades all require expert technical and functional project management resources.

**Solution Beacon's** resources have years of technical and business project management experience and the knowledge necessary to make your project a success.

**DELIVERABLE:** Project management resources experienced and skilled at delivering successful Oracle Applications projects.

## FUNCTIONAL ASSESSMENTS

Are there legacy applications in your environment that could be replaced by a new module? Do your business processes take advantage of Oracle's latest functionality and map to them accordingly?

**Solution Beacon** will perform a 2-week assessment on your critical business processes and evaluate their viability to be replaced by Oracle Applications functionality. This assessment should be part of the upgrade planning process to make sure that you gain the maximum functional benefit from your upgrade, re-implementation or new module implementation investment.

**DELIVERABLE:** An extensive report compiling survey results and mapping your critical processes to Oracle functionality.

## NEW FEATURES AND FUNCTIONALITY WORKSHOPS

Many companies will go through the upgrade experience and only focus on the necessary technical aspects. They may not be aware of the new features and functionality that exist in many of the new and modified modules.

**Solution Beacon** resources are versed in the many different releases of Oracle Applications and can advise and educate as to the new features and functionality of the updated releases. These workshops are an excellent pre-requisite in the upgrade planning process to alert you to what is new in the release level you are planning to upgrade to.

**DELIVERABLE:** A facilitated workshop by an experienced consultant covering what is new in Oracle in the modules you are interested in covering.

## CHANGE MANAGEMENT EDUCATION

The ability to manage change is a critical component of any successful business. Additionally, Release 11i of the Oracle Applications is the most complex release ever and requires patching and changes on an on-going basis.

**Solution Beacon** consultants will cover the fundamental aspects of a successful Change Management Process and present best practices alternatives.

**DELIVERABLE:** An assessment of your Change Management practices and a process workshop for solidifying your approach to change management.

## INTEGRATION TESTING

One of the most important aspects of an upgrade, migration, implantation or re-implementation is integration testing. All too often companies are inexperienced in this process and resource constrained.

**Solution Beacon** can provide resources with years of hands-on experience and best practice knowledge on integration testing plans.

**DELIVERABLE:** Comprehensive, integration testing plans along with expert level, hands on testing resources.

# Why Solution Beacon?



We can help you find your way.<sup>sm</sup>

Oracle Applications, Tools  
and Technology

Real Solutions for the Real World.<sup>®</sup>

## ► Our Commitment

**Solution Beacon** is very active in the Oracle community. We consistently participate in the Oracle Applications Users Group (OAUG) conferences and provide Webmaster resources for multiple regional groups. Our corporate philosophy and strengths revolve around sharing information. As a result, our consultants take a leadership role in sharing our extensive knowledge and experience with the rest of the industry. We are recognized not only as a consulting organization, but as educators as well.

## ► Educators / Presenters

**Solution Beacon** consultants actively participate and continually present in the following venues:

- Oracle e-Learning webinars
- Local and Regional user group meetings
- OAUG Connection Point training workshops
- OAUG co-sponsored Release11i Training RoadShow – *The Road To Nashville<sup>sm</sup>*

## ► Webmaster Recognition

In addition, **Solution Beacon** provides Webmaster services and hosting services for a wide range of Oracle organizations. Here is an abridged sample:

- Fusion (website and list server)
- Federal Financial SIG (website and list server)
- Atlanta OAUG (website and list server)
- Eastern States OAUG website
- South Central OAUG website
- Upgrade and Sys Admin SIG websites
- Discrete Manufacturing SIG list server
- Oracle Shop Floor Manager SIG list server

## ► Free Release 11i Tools

Some of our useful Release 11i documents and utilities are free to the public for internal use. These include some of the following:

- |                           |                                |
|---------------------------|--------------------------------|
| ▪ Checklists              | ▪ Scripts                      |
| ▪ Pocket Guides           | ▪ Templates                    |
| ▪ Reference Documents     | ▪ Utilities                    |
| ▪ Release 11i Newsletters | ▪ Release 11i Vision Instances |

Download our utilities from our [Free 11i Tools](#) section available on our website.

## ► OAUG Commitment

In addition to OAUG's recognition of John Stouffer of Solution Beacon as 2004 OAUG Member of the Year, our consultants hold active leadership roles in various Oracle Applications Users Groups, including:

- Oracle Application Fusion Council, Chair
- DOUG, Co-Chair, Apps Forum
- DCOAUG, Geographic SIG, Treasurer
- Pricing Council
- OAUG, Past President
- OAUG, Board member
- OAUG, Chair, Upgrade SIG
- OAUG, Chair, Sys Admin SIG
- OAUG, Chair, Outsourcing SIG
- OAUG, Past Chair, Education Committee
- OAUG, eLearning Coordinator, Education Committee
- Collaborate, Conference Committee
- OAUG/Oracle Documentation Council
- OAUG/Oracle Upgrade, Organizer, 10.7 De-Support Focus Groups
- SCO AUG, Chair, Geographic SIG
- OOAUG, Leadership Council
- SCO AUG, Chair, Geographic SIG

## ► The Book

*Installing, Upgrading & Maintaining Oracle Applications 11i – or "When Old Dogs Herd Cats" – Release 11i Care and Feeding* by Barb Mathews along with Solution Beacon consultants John Stouffer, Karen Brownfield, and Randy Giefer.

ORACLE CERTIFIED PARTNER

## ► Contact Us

Main Office: Solution Beacon, LLC  
14419 Greenwood Ave N., #332  
Seattle, WA 98133  
URL: [www.SolutionBeacon.com](http://www.SolutionBeacon.com)  
Email: [Sales@solutionbeacon.com](mailto:Sales@solutionbeacon.com)  
Office: 206-366-6606  
Toll Free: 888-603-9243  
Fax: 206-260-2889