

The background features a vibrant blue ocean scene. A person is captured mid-air, diving into the water from a rocky cliff on the left. A large, semi-transparent blue arrow graphic points from the top left towards the bottom right, partially overlapping the ocean scene. In the bottom left corner, there are glowing, colorful digital wave patterns in shades of blue and purple.

# Our Oracle Cloud ERP Capabilities

KERTIOS Consulting

# Kertios Consulting at a glance



#Proximity #Expert  
#Innovation #Processes  
#Solution #Results  
#Agility #International



40+ Consultants  
15+ Oracle Applications  
Consultants

3M € Yearly turnover

35% revenue from ERP/HCM  
projects

30% revenue from custom  
development projects

140+ clients have  
trusted us  
for 19 years

20+ ERP/HCM projects  
15+ AMOA projects  
5+ BI/Big Data projects

KERTIOS [www.kertios.com](http://www.kertios.com)



# Our service offering is built around three main lines of activities



## Transformation Organizational

- › Operational Benchmarking / Digital Maturity
- › Business Process Management
- › Operating Model / Business case
- › Change management / Training



## Process optimization & solution deployment

- › Process Optimization: Finance, HR, Sales etc.
- › HCM Solutions
- › **ERP Solutions**
- › Project Management



## Systems and technologies design and implementation

- › Business Intelligence
- › Custom Development
- › Maintenance / Hosting
- › Software publishing



# Oracle Cloud ERP positioning on ERP market

Gartner

Magic Quadrant for Oracle Cloud ERP for Service-Centric Enterprises  
(July 2022)

ORACLE<sup>®</sup>  
ENTERPRISE  
RESOURCE PLANNING  
CLOUD



# Expertise of Oracle applications division



## ERP Practice

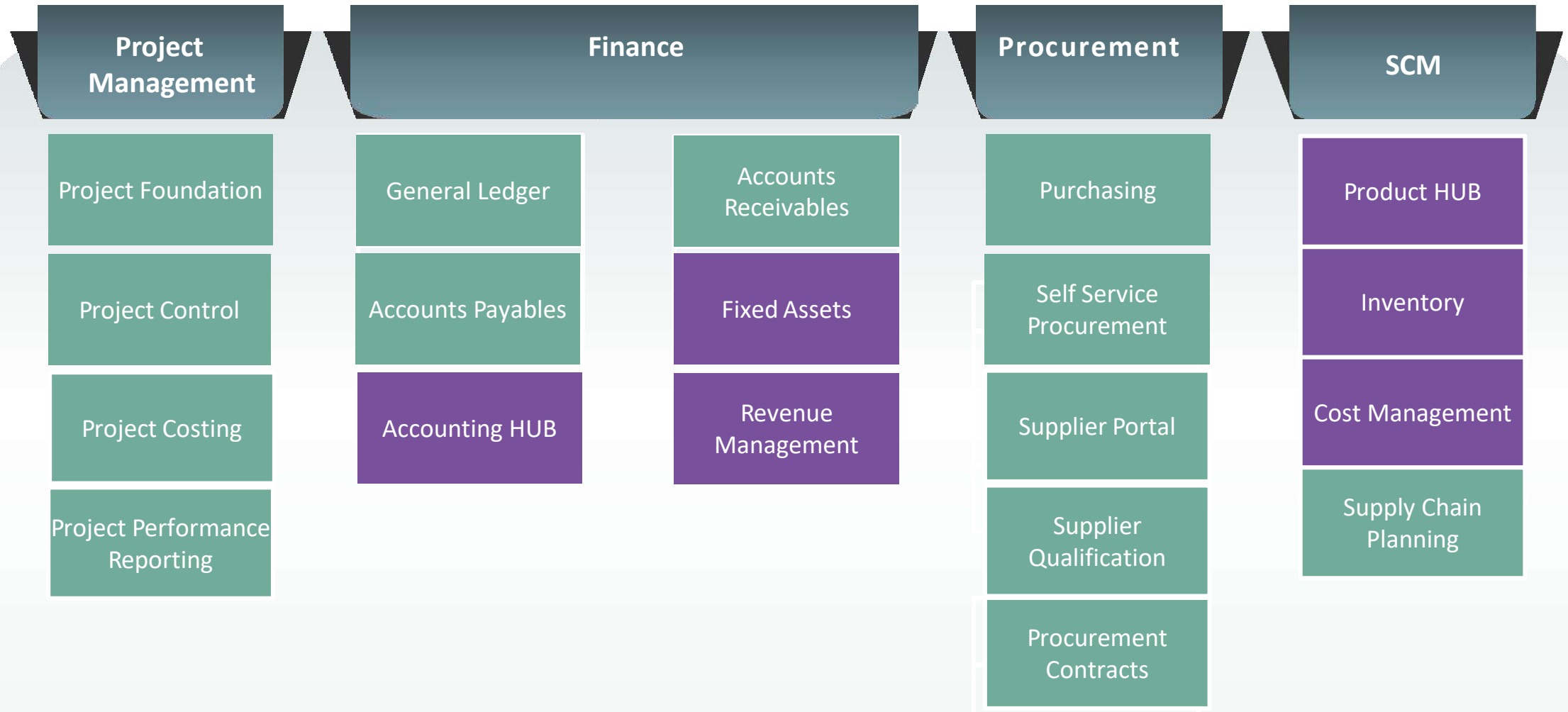
- Implementation of packaged solution
- Accounting and Finances
- Order Management
- Supply Chain Management (Logistics)
- Production, Quality and Maintenance
- Supply Chain Planning
- Property management
- Business modeling
- Process-design and alignment


- Implementation of packaged solution
- Core HR, Time & Labor and Payroll
- Performance and talent Management
- Learning and Recruitment
- Compensation & Benefits
- HCM processes design and alignment
- HR BI




## HCM Practice

# Our expertise in Oracle Cloud ERP



 Kertios has certified consultants for these modules

 Modules that have been implemented as part of Oracle Fusion Cloud projects

# Oracle Cloud ERP customers

Financial Services

Professional Services

Retail & Consumer Goods

Communications

Hospitality & Entertainment

Transportation, Manufacturing

High Technology

Higher Education & Healthcare



**>8,500 customers**  
**entrust their future to**  
**Oracle Cloud ERP**



# Kertios Oracle Cloud ERP Capabilities



## Oracle Cloud ERP Implementation

01

We specialises in implementing a **comprehensive and scalable** Oracle Cloud ERP system. Our company provides a **wide range of services** from analysis to design, build, training and technical support. Our main project areas are Finance, Sales, Procurement, Distribution, Manufacturing, etc.



## Oracle Cloud ERP Roll-out

02

Roll out an corporate Oracle Cloud ERP system to any branch office worldwide with **huge expertise in Europe and the CIS**. We have extensive knowledge of regional market requirements and wide experience of similar projects. We can help you **adapt your Oracle Cloud ERP system to local specifics** quickly and smoothly and support you through all phases of the project, from the **gap analysis** phase through to **post go-live** user support.



## Oracle Cloud ERP Assessment and QA

03

**Pre-implementation assessment** - includes defining the future architecture, risks, scope, calculating a budget and creating a detailed project plan;  
**Revision and quality control** of the current solution - contains the creation of a consolidated list of gaps and an improvement plan;  
**Audit of the current project** - includes a review of the project status, conflict resolution, suggestions for potential risks and workarounds, and stabilisation of project management processes.



## Oracle Cloud ERP Support

04

We provides support services for your Oracle Cloud ERP. Our **services** can be **provided at any level**:

- 2nd Line Support;
- 3rd Line Support;
- **Providing ad-hoc resources.**

We can cover the **support of your complete solution** including set-up, localization and customizations.



# Why Kertios Consulting?



A wide experience of Global/Local successful projects



A strong culture of Delivery supported by a creative Consulting mindset



Focusing on Finances, Logistics, Manufacturing and HCM areas



A process driven approach in most of our engagements



Balanced Functional and Technical skills



Deep knowledge of ERP and HCM localization approaches and solutions



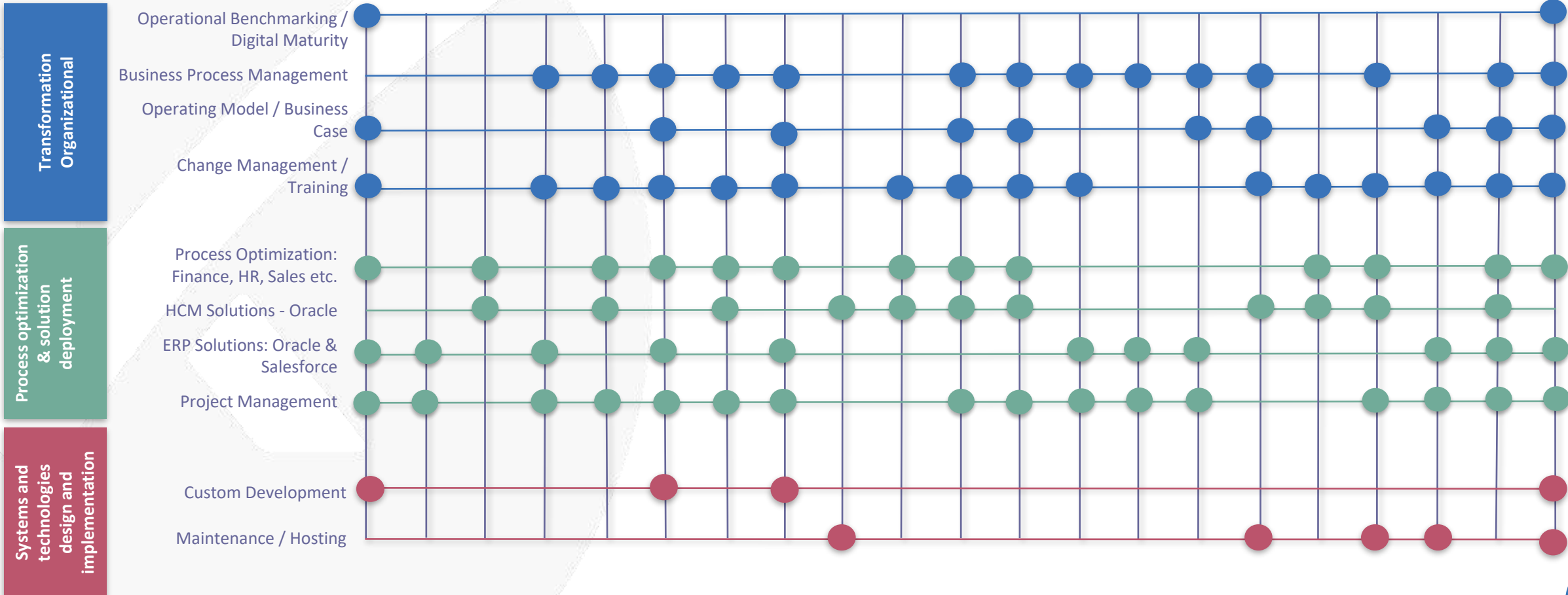
Financial stability

# Offers – Key people in our Oracle Cloud ERP practice







Name	Position	Areas	Oracle eBS and Cloud experience	English
Mikhail K.	Manager/Expert, OeBS/Fusion Practice lead	Key domains: Finance (Account Payables, Account Receivables, Cash Management, Fixed Assets, General Ledger), Asset Management. Solution Architecture, Customizations, Localizations, Interfaces, Reporting, Business process design, other.	> 20 years	Advanced
Yuriy B.	Principal	Key domains: Logistics, Supply Chain, Procurement, Manufacturing, Data Migration	> 15 years	Advanced
Alexey A.	Principal Consultant/Team Lead	Key domains: Financials (Account Payables, Cash Management, Fixed Assets, General Ledger), Project Management (Costing, Control, Performance), Inventory.	> 15 years	Advanced
Ivan G.	Principal	Key domains: Financials (GL, Payables, Expenses, Revenue Management, Assets, Project Management, Chain (Procurement, Order Management, Inventory, MRP), HCM (Human Resources, Payroll, Learning), (Work in Process, Process Manufacturing, Enterprise Management)	> 15 years	Advanced

All consultants in Kertios have rich experience in international projects and are able to effectively work in different kind of corporate culture

# Extract of our major references



# Our main Oracle ERP Cloud projects

	Customer	Industry	Finance/ Fixed Assets	Project management	Procurement	Assets	Inventory, Cost Management	Order management	Product Information Management
	VEON Kazakhstan	Telecom	✓	✓	✓	✓			
	VEON Uzbekistan	Telecom		✓	✓	✓	✓	✓	✓
	VolgaDnepr	Transportation			✓				
	FITEC	Education	✓						
	Kabosh	Agriculture.	✓		✓	✓		✓	
	Semrush	IT Services	✓		✓				

## Thank you!

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