Vertice

Customer Success Overview

Big Data Analytics Platform

At An Post, Vertice utilised its proven Database Services Team to provide the following specific services to An Post - Group Technology Solutions (GTS):

- **Expert Services** for Advisory, Architectural and in-depth Product Expertise, which has enabled GTS to continuously improve the solution. Vertice has provided database optimisation on 11g, upgrade to 12c Multi-tenant database and re-platformed to the new Exadata platform
- **Managed Services** to provide a specialised support and maintenance function onsite, for the Oracle database and Exadata platform being utilised for one of our wider ongoing programs. Vertice are transferring these skills to our internal GTS team on an ongoing basis

Vertice definitely delivered on the Expert Services brief and proved to be a true partner to An Post and the GTS team. We now have an up-to-date and fully effective Oracle 12c and Exadata platform in place, enabling us to drive the ongoing program further and to confidently deliver on critical business requirements.

- John Cronin, CIO, An Post (Ireland) Winner of Oracle's Chief Sustainability Officer of the Year - March 2017

Bi Apps – Financial Analytics

At An Post, Vertice utilised our proven BI Solution Centre (BISC) approach and, subsequently, provided the following specific services to An Post - Group Technology Solutions (GTS):

- **Expert Services** for Advisory, Architectural and in-depth Product Expertise, which enabled GTS to continuously improve the solution

We asked the Group's Finance Director to elaborate, from her perspective, on a specific project delivered by Vertice on Oracle BI – Financial Analytics on JD Edwards ERP:

The Group Technology Solutions (GTS) team engaged with Vertice on BICS, initially. Group Finance met with GTS and Vertice to discuss our specific requirements relating to Financial Reporting on JD Edwards ERP. We wanted to both reduce the efforts needed to complete our operational financial reporting and to reduce delivery time each month, with the intention of realising rapid return on our initial investment. Vertice introduced us to their Accelerate solution for BI Apps and, after completing a prototype which demonstrated that a definite tangible ROI could be achieved, we progressed with Oracle BI Apps Financial Analytics and the Accelerate approach.

- Norma Marnane, Group Finance Manager, An Post (Ireland)

Oracle Financial Planning

At An Post, Vertice utilised its proven BI Solution Centre (BISC) approach and, subsequently, provided the following specific services to An Post - Group Technology Solutions (GTS):

- **Expert Services** for Advisory, Architectural and in-depth Product Expertise, which has enabled GTS to continuously improve the solution
- **Support Services** for ongoing Advisory and design as and when needed on our APEPM Solution

We asked the Group's Finance Director to elaborate, from her perspective, on a specific project we delivered on Oracle Financial Planning (fka Hyperion Planning):

"

*An Post GTS engaged with Vertice, followed by a meeting with Group Finance and GTS to discuss exact requirements we had relating to **Financial Planning** and **Analysis**. We wanted to both reduce the efforts needed to complete our financial planning and Budgeting process each year and reduce time to deliver in order to then repeat throughout the Financial Year. Vertice introduced us to their EPM Experts and after completing a prototype in Phase 1, we then deployed in Phase 2, on our 5 Year Plan and improved Budgeting process. We are now avid users of Oracle Financial Planning or APEPM as we know it within the An Post Finance Team.*

*- **Norma Marnane, Finance Manager, An Post (Ireland)***

Advisory Services

The Siemens team gained valuable insight from Vertice's experienced Training Services team, through high-quality content and demonstrations, providing real life scenarios to relate to. This has enabled Siemens to become more efficient in meeting the growing demand from the wider business and extending data delivery within the business.

Training Services

Siemens US engaged Vertice for Advisory Services on Oracle Data Science and then designed and delivered a detailed training plan, with Siemens in US, on a remote basis. This further enhanced the internal teams' skills and knowledge in areas such as Data Miner, Model Maintenance, ML Ops and Best Practices.

Business Intelligence

At ICON plc, Vertice utilised its proven approach and provided the following specific services to the ICON **BI Program**:

- **Implementation Services**
  - Completed ongoing projects and deliver new projects
  - Joined and provided expert advice to the existing central BI & EDW teams

ICON engaged Vertice, initially, for the purpose of augmentation and enhancement to the central BI & EDW team and BI solution. From the outset, we worked closely with Vertice's consultants and now have an extremely effective and efficient BI team in place to take the solution further. Vertice certainly assisted and enabled us through the initial stages of this journey – a proven and true partner to ICON.

- BI Program Manager (Ireland)

Business Intelligence

At ICON plc, Vertice utilised its proven approach and provided the following specific services to the ICON **BI Program**:

- **Expert Services:** Advisory, Architectural and in-depth Product Expertise, utilised at outset of any new component products or upgrade
- **Implementation Services:** Completed ongoing projects and successfully delivered new projects. Provided expert services advice to the existing central BI & EDW Teams
- **Training Services:** Enhanced the internal ICON team in-depth knowledge. The team gained great insight from Vertice's experienced trainers

> *ICON engaged Vertice for the initial purpose of augmentation and enhancement to the central BI & EDW team and BI solution. At the outset, their Expert Services team worked in an advisory capacity and, under their guidance, we embarked on a Training Path on OBIEE and ODI. ICON's chosen direction was to partner further and develop our own internal and centralised BI Solution Centre (or competency centre), which is encompassed in the OMR and EDW teams. We now have a very effective and efficient BI team in place to take the solution further and Vertice have certainly assisted and enabled through this journey. Vertice have proven they are a true partner to ICON!*
>
> ***- Andrew Thompson, Vice President of IT Global Business Services (Ireland)***

ERP/ Procure To Pay

At ICON plc, Vertice utilised its proven approach and provided the following specific services to ICON **E-Business Suite - P2P** Program:

- **Implementation Services** to complete ongoing projects and deliver new projects. Vertice provided expert services advice to the existing central ERP Teams

ICON utilised Vertice Consulting Services for a number of years, now. Most recently, we engaged Vertice for an evaluation phase on a new procurement solution. After due process, this resulted in ICON opting for two Oracle-based procurement solutions: Oracle E-Business R12 and Procure to Pay modules. Vertice is providing an element of the delivery capacity for the implementation and specifically in terms of Project Management and in a functional advisory capacity. We are happy to provide Vertice with a reference.

- Mark Connolly, VP Head of IT Applications, ICON plc (Ireland)

iCabbi engaged Vertice's Expert Services team to collaborate on, and implement, Oracle OAC, enabling iCabbi to achieve a competitive advantage over their competitors by addressing a critical business challenge in providing iCabbi's clientele direct access to their dispatch data, improving operations....

- ...within their Global Taxi Dispatch Solution

- ...Helping build the foundations of long-term growth

- ...Markets served: UK, US & Ireland

*We chose Oracle Analytics Cloud Service to help us leverage vast amounts of trip data for our customers around the world. With the help of Oracle Partner, **Vertice**, we will deliver on-demand analytics, transforming taxi companies and other businesses in ground transportation into more data-driven organisations.*

*- **Shane McDonnell, Marketing Director, iCabbi (Ireland)***

iCabbi

At **TTI Floorcare EMEA**, Vertice utilised its expertise in Oracle E-Business Suite and Oracle Database Services to provide the following specific services to the TTI Floorcare EMEA, ERP program:

- **Implementation Services** to complete ongoing projects and deliver new projects. Vertice joined the existing central Oracle ERP Team to provide expert advice during the implementation of E-Business Suite for R12, both in France and Germany. This was followed by an initial drawdown phase on **Support Services**.
- **Database Services** related to the E-Business Suite implementation where Vertice assisted on the installation, configuration and maintenance of the Oracle ERP databases.

TTi Floorcare EMEA engaged Vertice for the initial purpose of augmentation of and enhancement to the central ERP team. At the outset, we worked closely with Vertice's consultants and now have our own ERP team in place to take the solution further. Vertice certainly assisted and enabled our team through the initial stages and further on our journey. TTi continues to maintain a relationship with Vertice and we utilise their personnel when we need to advance our Oracle needs.

- Nigel Aitchison, Information Systems Director EMEA, TTi Floorcare

(UK, IE, DE, FR, EMEA)

Expert Advisory Services

At **Zoetis**, Vertice provided **Expert Advisory Services** on Global Finance Function, ERP and related Business Process

> *Vertice joined our EuAfMe ERP deployment as **RTR Business Process Lead** when our deployment was in full flight and faced our more complex markets and manufacturing plants.*
>
> *Their consultant continuously worked to manage the RTR Team (Zoetis Staff, ILO consultants and contractors), ensuring the RTR business processes were deployed across our Italian, Spanish, French, Greek, South African, Hungarian, Russian and Ukrainian markets, in line with our aggressive deployment plan.*
>
> *Testament to the work delivered by Vertice is the fact that each of these markets/plants closed the books on-time per corporate calendar at the first month-end, leveraging the Global Template.*
>
> *- **Stephen Ainscough, Zoetis (UK)***

Vertice provided the **first Cloud ERP solution in Ireland** to Harcourt Life Assurance, delivering the following:

- **Consulting Services** for ERP Advisory on Finance Function, ERP and related Business Process

- Expert Services for ERP Program Management

"

Their consultant continuously worked to manage the Cloud ERP Financials solution to ensure it reached its full capacity and, so, we received an optimal solution by Program Management, deep functional and process-focused insight and expert advice to ensure the Cloud ERP Solution met our needs.

Testament to the work delivered by Vertice is the fact that we have now gone live with Oracle Cloud ERP–Financials, as well as using Cloud ERP and OCR to extend the solution to further enhance our Finance Systems at Harcourt.

We also acquired and utilised an Oracle University Training Subscription with Vertice's guidance and involvement, which ensured we were fully self-sufficient in running our Cloud ERP Financials solution for the first month-end post going live!

*- **Finance Director, Harcourt Life Insurance** (Ireland)*

HARCOURT | LIFE

Vertice · ORACLE Platinum Partner

Arnotts (Part of the Selfridges Group)

At Arnotts, Vertice provided the following specific services:

- **Expert Services** for Advisory and in-depth product expertise on ODI

- **Support Services** to provide an expert product support function

- **Training Services** to further enhance the internal team skills and deliver more via the internal team

Arnotts had successfully delivered ODI, internally, two years prior. We had reached a natural progression point on ODI where we decided we wanted to adjust and enhance the use of the ODI toolset and its capabilities within the Arnotts' Architecture.

*Vertice's **Expert Services Team** worked closely with us in an advisory capacity when we embarked on a new project for Arnotts and which we have successfully delivered internally! Subsequently to that, Vertice provided expert **Training Services**. We now utilise Vertice for **Support Services** on ODI, when required. The Vertice consultants were very responsive, pro-active and capable in their area of expertise and we felt assured that we can rely on them to assist and support in an ongoing capacity.*

*- **Helen Duffy, IT Director, Arnotts & Brown Thomas** (Ireland)*

ARNOTTS

Brown Thomas (Part of the Selfridges Group)

At Brown Thomas, Vertice provided the following specific services:

- **Expert Services** for Advisory and in-depth product expertise on ODI

- **Support Services** to provide an expert product support function

- **Training Services** to further enhance the internal team skills and deliver more via the internal team

Brown Thomas engaged Vertice to **design** and **implement** an **ODI solution** for Multi-Channel Retail. Vertice successfully delivered ODI and provide Support the Solution services in an ongoing capacity. Vertice's **Expert Services Team** worked with us in an advisory capacity, subsequently providing expert **Training Services** when we embarked on this new project for Brown Thomas and we continue to utilise Vertice's **Support Services** on ODI.

Vertice were very responsive, pro-active and capable in this, one of their areas of expertise, and we feel assured we can rely on them for ongoing assistance and support.

- Helen Duffy, IT Director, Arnotts & Brown Thomas (Ireland)

BROWN THOMAS

At Ervia, Vertice's experienced **Database Services Team** [implemented, upgraded and/or enhanced] ...to provide the following specific services to Ervia:

- **Expert Services** in advisory, architectural and in-depth product expertise, enabling Ervia to achieve ongoing improvements on its existing IT SSC for Irish Water and Gas Networks Ireland customers and the related database layers in the overall solution.

- Enabled deployment of Oracle Golden Gate across Oracle E-Business Suite R12, Oracle Primavera, Oracle CC&B and IBM Maximo

- Performance optimisation on the installation of ESRI and the related Spatial Database

- Performance optimisation of the Oracle Data Warehouse across Irish Water and Gas Networks Customers

Oracle database optimisation on 11g and 12c database environments

*Vertice has definitely delivered on the **Expert Services** brief and made a solid impression on Ervia. We now have an up-to-date, effective and performant **Oracle 12c** and **GoldenGate** platform in place, enabling our internal team to drive the ongoing program further and to confidently deliver on Ervia's critical Business Requirements.*

- Dave Barrett, IT Manager, Ervia (Ireland)

"

ervia

Vertice — ORACLE Platinum Partner

Database Services

At Queen's University, Vertice's expert **Database Services** team provided the following specific services to Queens:

- **Expert Services** for Advisory, Architectural and in-depth Product Expertise, which has enabled Queens to look to continuous improvements on their existing solution. Vertice has provided:
    - Performance optimisation on the installation of **Oracle 12c** Database
    - Oracle database optimisation on 11g and 12c database environments

*Vertice have definitely delivered on the **expert services** brief and made a solid impression on Queen's. We now have an up-to-date, effective and performant **Oracle 11g and 12c** databases in place, enabling our internal team to drive the ongoing program further and deliver on the critical Business Requirements, which we can now confidently deliver in Queens.*

- Olivia Roberts, IT Manager, Queen's University, Belfast

Business Analytics

At DCU, Vertice utilised its proven **Business Analytics Team** to provide the following specific services to DCU:

- **Expert Services** For advisory, architectural and in-depth product expertise, which enabled DCU to look to continuous improvements on their existing OBIEE and Oracle DW solution. Vertice has provided:

  – Data Warehouse optimisation on the installation of Oracle 12c Database

  – OBIEE Performance optimisation

  – OBIEE new Projects on Student Information and Operational Information

*Vertice have definitely delivered on the **expert services** brief and made a solid impression on DCU. We now have an up-to-date, effective and performant Oracle **OBIEE** and **Data Warehouse** in place, enabling our internal team to drive the ongoing program further and deliver on the critical business requirements which we now confidently deliver in DCU.*

*- **Ian Bell, IT Manager, DCU** (Ireland)*

Business Analytics

At DCU, Vertice utilised its proven **Business Analytics Team** to provide the following specific services to DCU:

- **Expert Services** For advisory, architectural and in-depth product expertise, which enabled DCU to look to continuous improvements on their existing OBIEE and Oracle DW solution. Vertice has provided:

  – Data Warehouse optimisation on the installation of Oracle 12c Database

  – OBIEE Performance optimisation

  – OBIEE new Projects on Student Information and Operational Information

*Vertice have definitely delivered on the **expert services** brief and made a solid impression on DCU. We now have an up-to-date, effective and performant Oracle **OBIEE** and **Data Warehouse** in place, enabling our internal team to drive the ongoing program further and deliver on the critical business requirements which we now confidently deliver in DCU.*
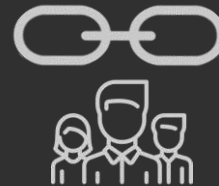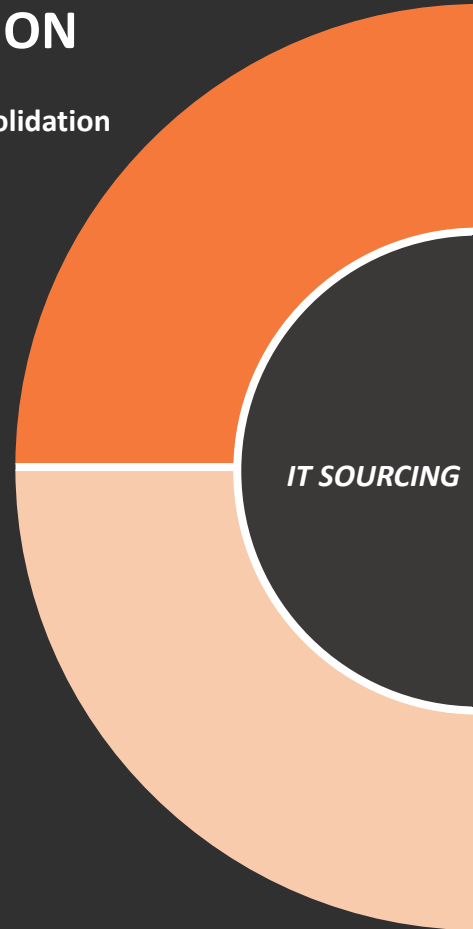
- Ian Bell, IT Manager, DCU *(Ireland)*

Abbey
INTERNATIONAL FINANCE

Vertice | ORACLE Platinum Partner

ESTATE MODERNISATION

- **Technology Debt**
- **Install Base Modernisation & Consolidation**
- **Database Consolidation**
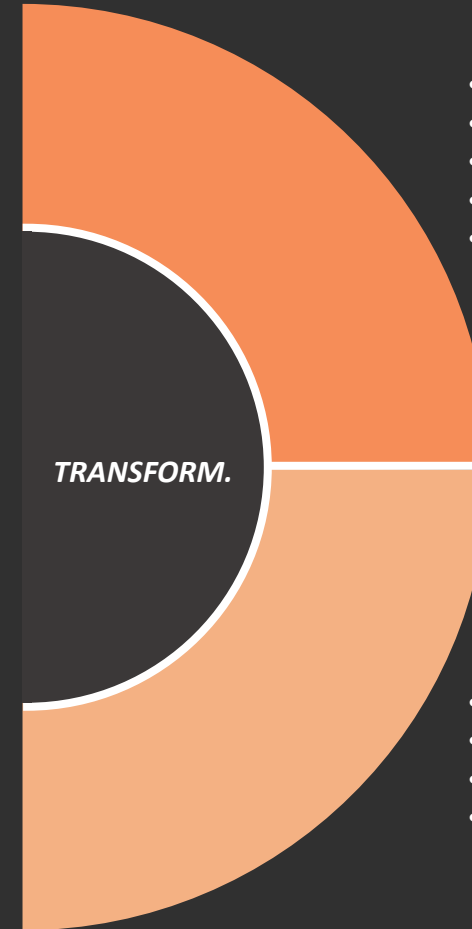- **Cloud Back-up / DR**
- **Mainframe Rehosting**

DATA TRANSFORMATION

- **New Data Platform**
- **Analytics**
- **Data Warehouse**
- **Data Mesh**
- **Lake House**

IT SOURCING

TRANSFORM.

Think Big & Think Red

DC EXIT

- **Hybrid Deployment**
- **Cloud@Customer**
- **Cloud Strategy**
- **Multi-Cloud**

NEW DIGITAL SERVICES

- **Cloud Native**
- **Apps Modernisation**
- **DevOps and DevSecOps**
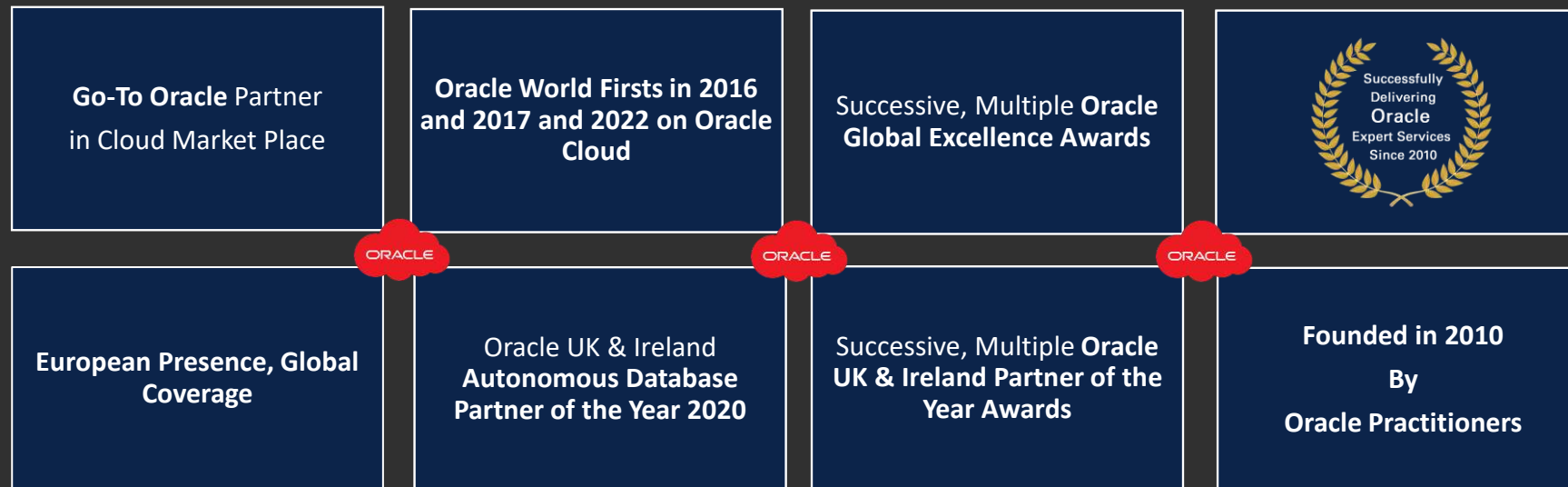- **AI, ML, Data Science**

Company - Overview

- Vertice is uniquely positioned in the marketplace to understand, support and resolve full remit of Data Analytics & AI through to Database and Infrastructure on Oracle.

- Building upon our expertise of data, integration, business process, technology transformations and implementations, we are able to bring the right skills, experience and industry insights to drive significant business outcomes for our clients. Thus, leading to successful integrations and implementations and increases in operational and cost efficiencies.

| **Go-To Oracle** Partner in Cloud Market Place | **Oracle World Firsts in 2016 and 2017 and 2022 on Oracle Cloud** | Successive, Multiple **Oracle Global Excellence Awards** | Successfully Delivering Oracle Expert Services Since 2010 |
| **European Presence, Global Coverage** | Oracle UK & Ireland **Autonomous Database Partner of the Year 2020** | Successive, Multiple **Oracle UK & Ireland Partner of the Year Awards** | **Founded in 2010 By Oracle Practitioners** |

Vertice · ORACLE Platinum Partner

Company - Overview

- Vertice is uniquely positioned in the marketplace to understand, support and resolve full remit of Data Analytics & AI through to Database and Infrastructure on Oracle.

- Building upon our expertise of data, integration, business process, technology transformations and implementations, we are able to bring the right skills, experience and industry insights to drive significant business outcomes for our clients. Thus, leading to successful integrations and implementations and increases in operational and cost efficiencies.

Go-To Oracle Partner in Cloud Market Place	**Oracle World Firsts in 2016 and 2017 and 2022 on Oracle Cloud**	Successive, Multiple **Oracle Global Excellence Awards**	Successfully Delivering Oracle Expert Services Since 2010
European Presence, Global Coverage	Oracle UK & Ireland **Autonomous Database Partner of the Year 2020**	Successive, Multiple **Oracle UK & Ireland Partner of the Year Awards**	**Founded in 2010 By Oracle Practitioners**

OA Elite

Vertice are recognised by the Oracle Analytics Product Strategy team in the US as an Oracle Analytics Elite (OA Elite) Partner.

OA Elite connects Oracle Analytics technical experts to each other, the product team, and enables expert design of solutions for customers globally.

This recognition is awarded to Oracle Analytics technical experts, implementers and practitioners who have deep hands-on experience with Oracle Analytics software and resulting successive customer success and awards.

Company Awards

2023
Oracle Europe West
Cloud/Tech Partner Award
Innovation

- Western Europe Innovation award collected at OCW 2023 in Las Vegas.

- Attained for a number of innovative solutions delivered in hybrid and OCI across Western Europe.

Customer & Partner Awards
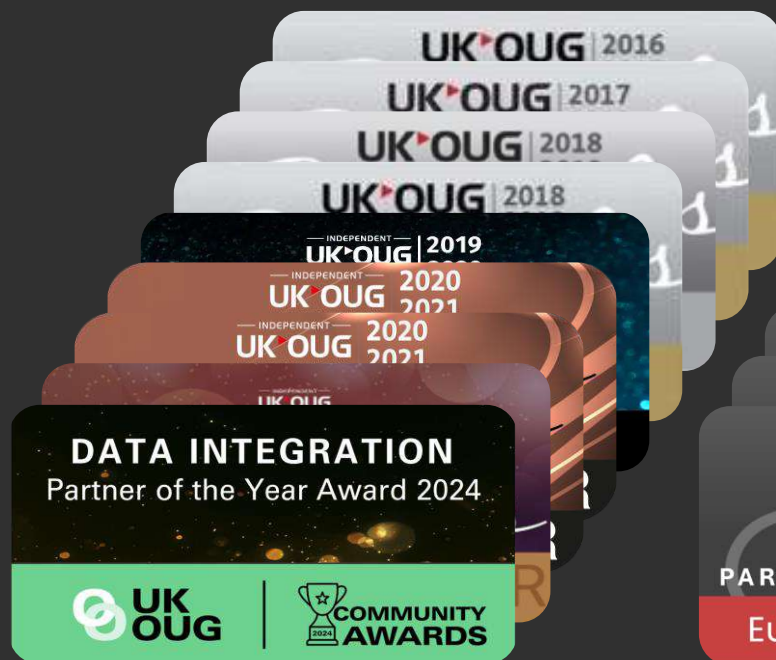
No. of User Group
Awards = 9

No. of Oracle Partner
Awards = 4

No. of Oracle Global
Excellence Awards = 3

Customer Success

| Retail | Technology | Utilities | Financial Services | Pharmaceuticals | Public Sector | Education |

Customer. Centric
Data. Experts
Solution. Focused

www.verticecloud.com
connect@verticecloud.com

- IE Address: 50 Northwood Court, Northwood Business Campus, Santry, D09 TR68, Ireland.
- UK Address: 1 Cardale Park, Beckwith Head Road, Harrogate, HG3 1RY, UK.