

Partners with

ORACLE

Microsoft



SERVICE DEFINITION
DOCUMENT FOR
OUR OFFERINGS

Submitted by:

Fusion Practices Limited

Company registration number: 07103004

Address: 24 St. John Street, London EC1M 4AY

fusionpractices.com

Date: 05th May 2024



01	ABOUT FUSION PRACTICES	➤
02	TESTIMONIALS	➤
03	OUR AWARDS	➤
04	OUR GLOBAL EXPERIENCE	➤
05	WHAT WE DO-OUR SERVICE OFFERING	➤
06	IMPLEMENTATION & SUPPORT OF ORACLE CLOUD	➤
07	TRAINING SERVICES	➤
08	ORACLE CLOUD MANAGED SUPPORT SERVICES	➤
09	MICROSOFT AZURE (Data Hub) Services	➤
10	GrantsNow – PRE-AWARDS SYSTEM	➤

ABOUT FUSION PRACTICES

- › **Established in 2009**, medium sized, with ability to make rapid management decisions for costs or investments.
- › **14 years of experience** in supporting Oracle enterprise systems & building Oracle Cloud Products
- › Fully referenced record of thought leadership to deliver design optimisation in Oracle Fusion Cloud and Microsoft Azure
- › Highly experienced global team of Oracle certified consultants, delivering high-quality Oracle Cloud services since the very first release of Oracle Cloud.
- › Experience in **Oracle Financials, EPM (PBCS, FCCS, ARCS), HCM, PPM, SCM, PaaS and IaaS solution**
- › A proven Project Governance & Reporting framework for public sector organisations
- › GrantsNow – Our Oracle SaaS product for Pre & Post Award Grants Management
- › We invest in additional team capacity and bandwidth
- › Our clients say we are clear on our delivery plans, "get the job done" and are also proactive and flexible
- › Very good understanding of public sector processes such as SERCOP, TPS, LGPS, HESA etc.

Facts & Figures 2024



Expert Partner

Oracle Cloud
Accredited



300+

Successful
Projects from our team



400+

Oracle Fusion
Consultants



 **GrantsNow**
Pre-award System

Recent engagements



**Imperial College
London**



Sarah Jeans
Payroll Manager

Vale Glamorgan Council (One of the key members of UK Oracle Payroll Group)

We are more than happy with the whole team we work with in Fusion Practices, we are already reaping the benefits of our partnership. The team are all extremely diligent in their work and resolve any issues quickly with attention to detail, they bring in enhancements so smoothly and confidently and are a knowledgeable and professional team. Both HCM Payroll and Finance are extremely happy with the support provided and the working relationship we have with Fusion Practices.



Takdees Sheikh

Head of Finance – IT Director

MUFG Bank (Fourth largest global bank – over \$3 Trillion in assets)

Fusion Practices are a team of professional that have helped us with Global Oracle Cloud ERP rollout for MUFG securities moving from EBS and implemented cloud data integration platform



Paul Simmonds

Head of Oracle Cloud ERP Platform

London Borough of Waltham Forest (Large London Council)

Fusion Practices team have worked closely with our business team and their SME's have been on the point across ERP and HR platforms



Suzy Collins

Head of Technical Platforms

Pension Services Corporation (Over £60billion Assets under management)

Huge step forward for Pension Services Corporation with a leading edge Oracle SAAS ERP and HCM platform and Azure services to support our continued growth and efficiency goals. Also, a very successful partnership with Fusion Practices to provide Support & Testing as a Service



Alistair Roberts

Chief Technology Officer

Pension Services Corporation (Over £60billion Assets under management)

Fusion Practices, our trusted IT partners, have supported our initial journey and delivered the Azure data platform & Oracle Cloud ERP. They now provide managed support for these platforms and have assisted in clearing technical debt from the old ERP systems.

**GrantsNow**

Fusion Practices' SAAS tool built to streamline grants requests & costing, the cross-charging process and is integrated with Oracle SaaS ERP & HCM.

**ERP Extensions**

- ✓ Making tax digital solution
- ✓ Construction industry supplier (CIS) solution
- ✓ Customer creation and approval
- ✓ Invoice request decentralisation

Development Team of the Year

- Discover Financial Services
- Domios UK and Ireland
- Fusion Practices
- St. James's Place

IT Vendor of the Year

- Fusion Practices
- MaxContact
- The Access Group



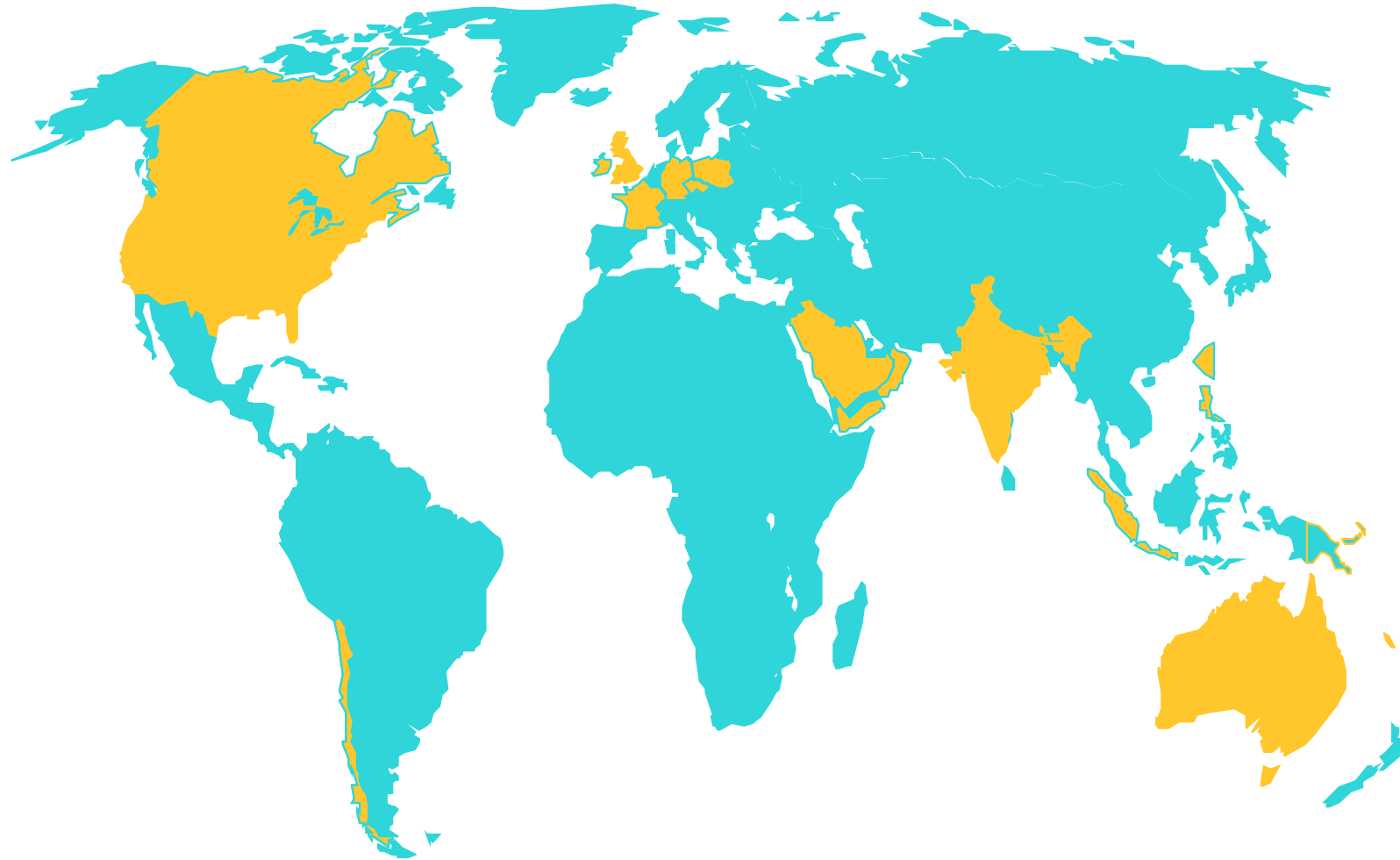


Won **UK innovation of the year** award for our product GrantsNow – ERP Today, event

Finalist at British Computing Society (BCS) for “**Development Team of the Year**”

Our staff won **Employee of the Year** Award – ERP Today, event

Finalist at British Computing Society (BCS) for “**IT Vendor of the Year**”



- United Kingdom
- United States
- Canada
- Netherlands
- France
- Italy
- Germany
- India
- UAE
- Qatar
- Saudi Arabia
- Australia
- Singapore
- Hong Kong
- Japan
- Chile

OUR OFFERINGS



IT Advisory

- ✓ IT Impact Assessment of Accounting Standards
- ✓ Finance Architecture & Delivery
- ✓ Cloud Transition Journey
- ✓ Cloud Data Hub delivery
- ✓ Month End Process Automation
- ✓ Data Archival Strategy



Implementation Services

- ✓ Oracle Cloud implementations
- ✓ Oracle EPM implementations
- ✓ Integration & Warehouse
- ✓ Implementation accelerators
- ✓ Global delivery



Managed Support

- ✓ Incident based or fixed fee
- ✓ Problem management
- ✓ Global coverage, follow the sun
- ✓ Service transition
- ✓ Continuous improvements & automations



Continuous Improvement

- ✓ Improve automations
- ✓ Improve performance
- ✓ Regular upgrades & enhancements
- ✓ Manage communications
- ✓ End to end process support



Solution Accelerators

- ✓ Proven Oracle data platform architecture
- ✓ MTD and CIS Solution
- ✓ Direct debit solution
- ✓ Proven Oracle ERP methodology
- ✓ Data archival to lake & reporting
- ✓ Contractor accruals automation



Automated Testing

- ✓ Fusion regression testing completed within hours
- ✓ Performance trend of key business processes
- ✓ Testing failure analysis
- ✓ Tailored test scripts



Hybrid Delivery Model



Global Client Base



Industry Focused

Applications

Oracle ERP, EPM & HCM suite

Analytics

Oracle Analytics Cloud, Azure BI

Technology

Oracle PAAS, Azure Data Platform, BPM, MDM, Scheduling & Orchestrations

Financials

- General Ledger
- Accounts Payable
- Accounts Receivables
- Cash Management
- Fixed Assets
- Expenses
- Fusion Tax

Procurement

- Self Service Procurement
- Purchasing
- Sourcing
- Supplier Portal
- Supplied qualification management
- Contract management

Projects

- Projects Billing
- Projects Control
- Project Costing
- Project Contracts
- Project Management

Local Authority/Council Solution

- Oracle Cloud ERP Solution

Core HCM

- Core HCM
- Absence Management
- Benefits

Payroll

- Public sector payroll
- Pension scheme
- MCR

Talent Acquisition

- Recruitment
- Onboarding

Learning Management

- Learn

Talent

- Goal Management
- Performance Management
- Talent Review and succession planning

Local Authority/Council Solution

- Oracle Cloud HR & Payroll Solution

Planning and Budgeting Cloud Services (PBCS)

- Workforce planning
- Pay budgeting
- Capital planning
- Revenue planning
- Budget Monitoring
- Integration with GL and HR

Enterprise Portfolio Management

- Financial Consolidation and Close
- Narrative reporting
- Accounts Reconciliation Cloud

Local Authority/Council Solution

- Planning, budgeting and forecasting Solution

Supply Chain Planning

- Supply Chain Planning
- Demand Management
- Supply Planning
- Sales and Operations Planning
- Supply Chain Collaboration

Inventory Management

- Materials Management
- Cost Management
- Financial and Supply Chain Orchestration

Oracle PaaS

- Oracle Integration Cloud (OICS)
- Visual basic cloud (VBCS)
- Analytics cloud (OACS)
- Database (DBCS)



Operating Manual/Guides

- › Comprehensive written manual detailing step-by-step instructions, best practices, and tips for using the application.
- › Useful for Service Administrators to make application-level changes w.r.t adding, removing, modifying member details, security settings.
- › Useful for Business Users to understand how to input and view data



Configuration Workbooks

- › Complete repository with details about Dimension structure with detailing of Account, Entity, Currency and all other dimensions
- › Information about Data Integration – sources, mappings, data load rules formats, locations, automation.
- › Record on Consolidation and Custom Rules, Journal templates



Presentation Slides

- › Slide decks covering key concepts, features, and workflows within Oracle Cloud applications to provide System Overview and its information about artifacts such as:
 - Data Sources
 - Dimensions
 - Ownership Structures
 - Approval Flows
 - Balance Sheet, PL and other forms



Continuous learning

- › Information about the latest Oracle Patch Updates and new features
- › Providing Knowledge Articles about additional business scenarios and ways to incorporate them in Oracle Cloud application

Experience

- We are the first organization to offer Oracle Fusion Cloud training outside of Oracle University
- We bring our experience and best practices for Oracle Cloud ERP trainings

Our credibility

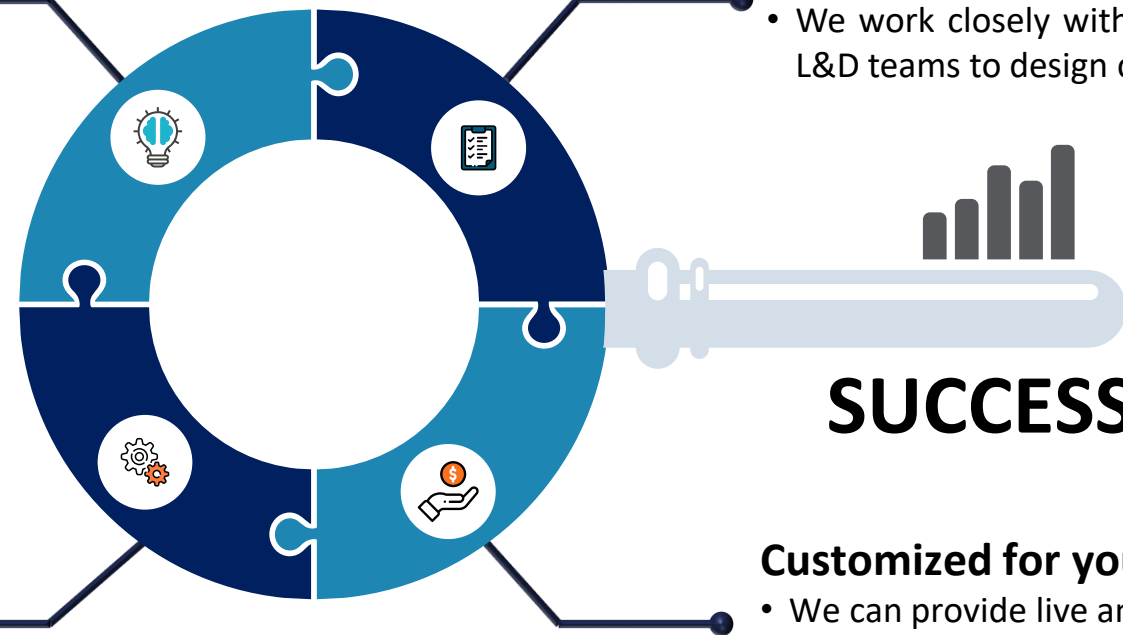
- Our YouTube Channel for apps2fusion has over a million views
- We have delivered trainings across Oracle Financials and HCM on cloud

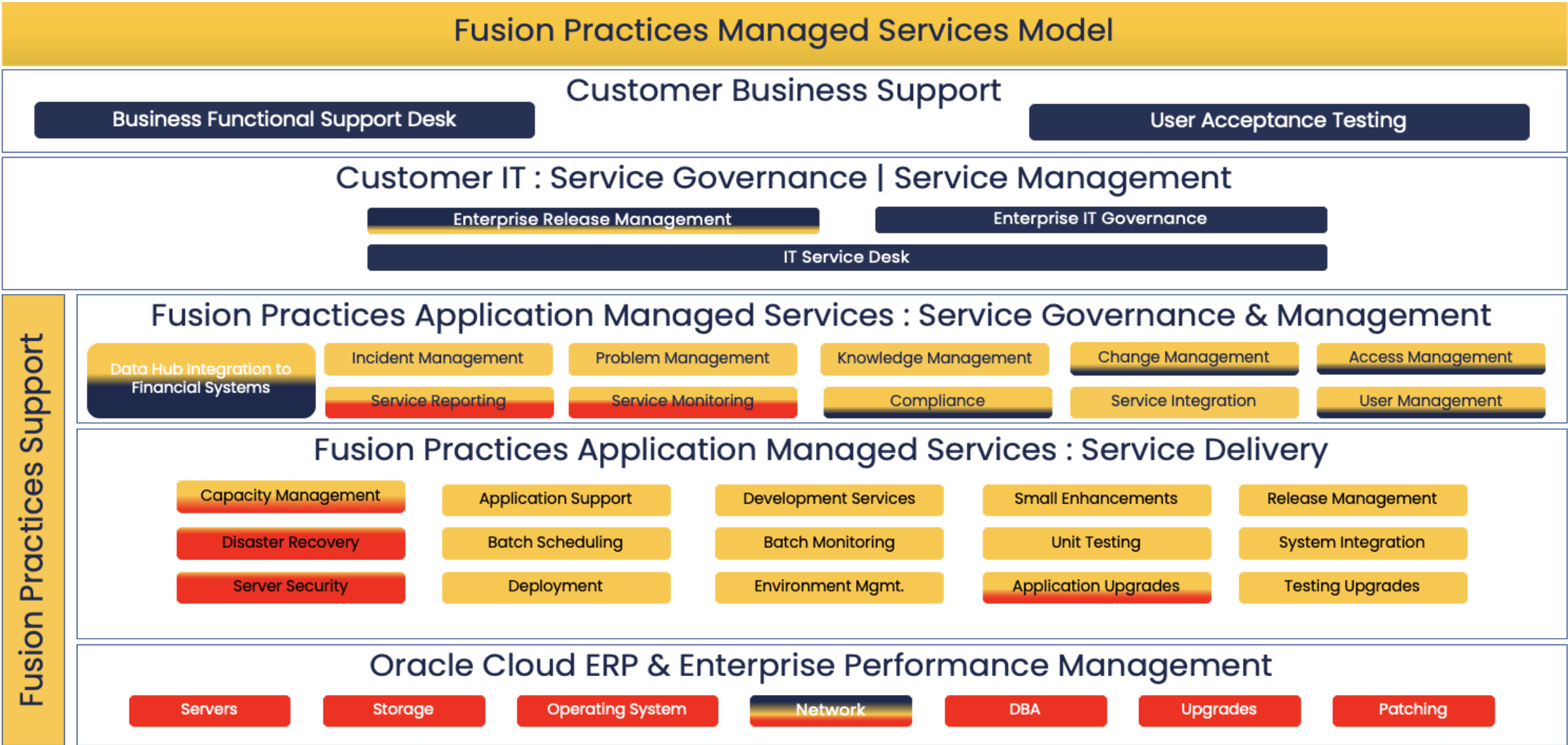
Approach

- Our expertise allows us to design assessment of their learning post training exercise
- We work closely with change management and L&D teams to design courses for wider adoption

Customized for you

- We can provide live and self paced trainings
- Our expertise of building interactive E-Learning packages on Oracle Self Service using client business processes





Customer



ORACLE

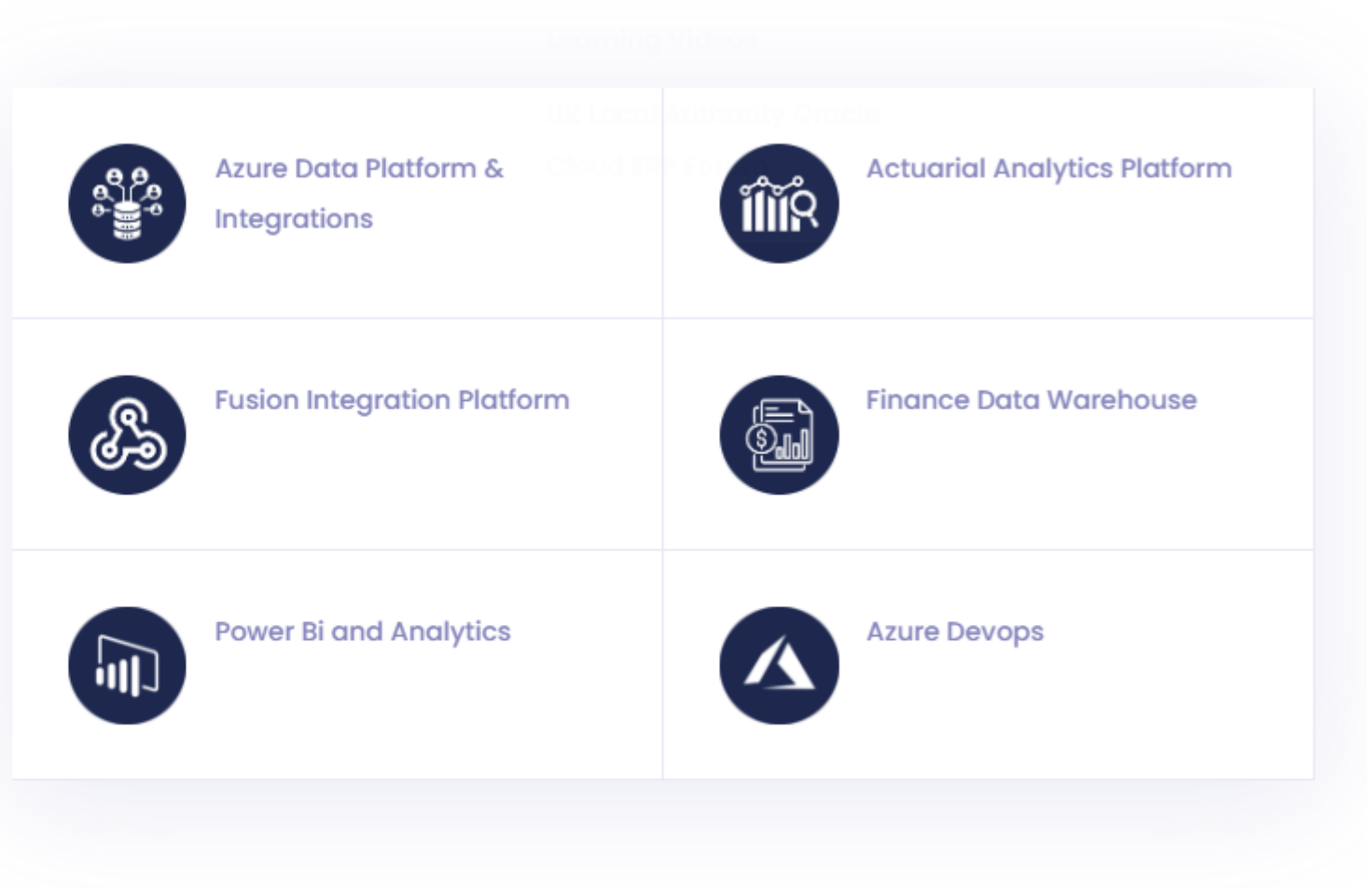
Microsoft Azure (Data Hub)

Oracle and Microsoft have announced an enhanced cloud collaboration, enabling their customers to migrate to the cloud or build new applications leveraging the best of Oracle Cloud and Microsoft Azure with seamless interoperability.

FPL Edge

Fusion Practices is both a Microsoft and an Oracle Partner.

This enables us to offer solutions that seamlessly blend Microsoft Azure and the latest Oracle Cloud ERP.



GrantsNow simplifies the entire Pre-Awards Management, with all your processes, approvals, hierarchies and data held in a single Cloud system.
This removes manual processing time & effort, significantly reduces costs & ensures data accuracy for reporting and audit purposes

The outcome is you can submit more Grant bids, to gain Funding awards & revenue from a wider number of Funders.

Finding Funding Opportunities

Fully configurable
Dashboard

Costing Engine
& Approval workflows

Full Reporting Suite

1

2

3

4



Opportunity Scanning:

Scanning of funder opportunities pages and auto creation of a proposal

User Tasks & Reporting:

Personalised view of proposals, statuses, messages, approaching deadlines, KPI's etc.

Proposal Creation:

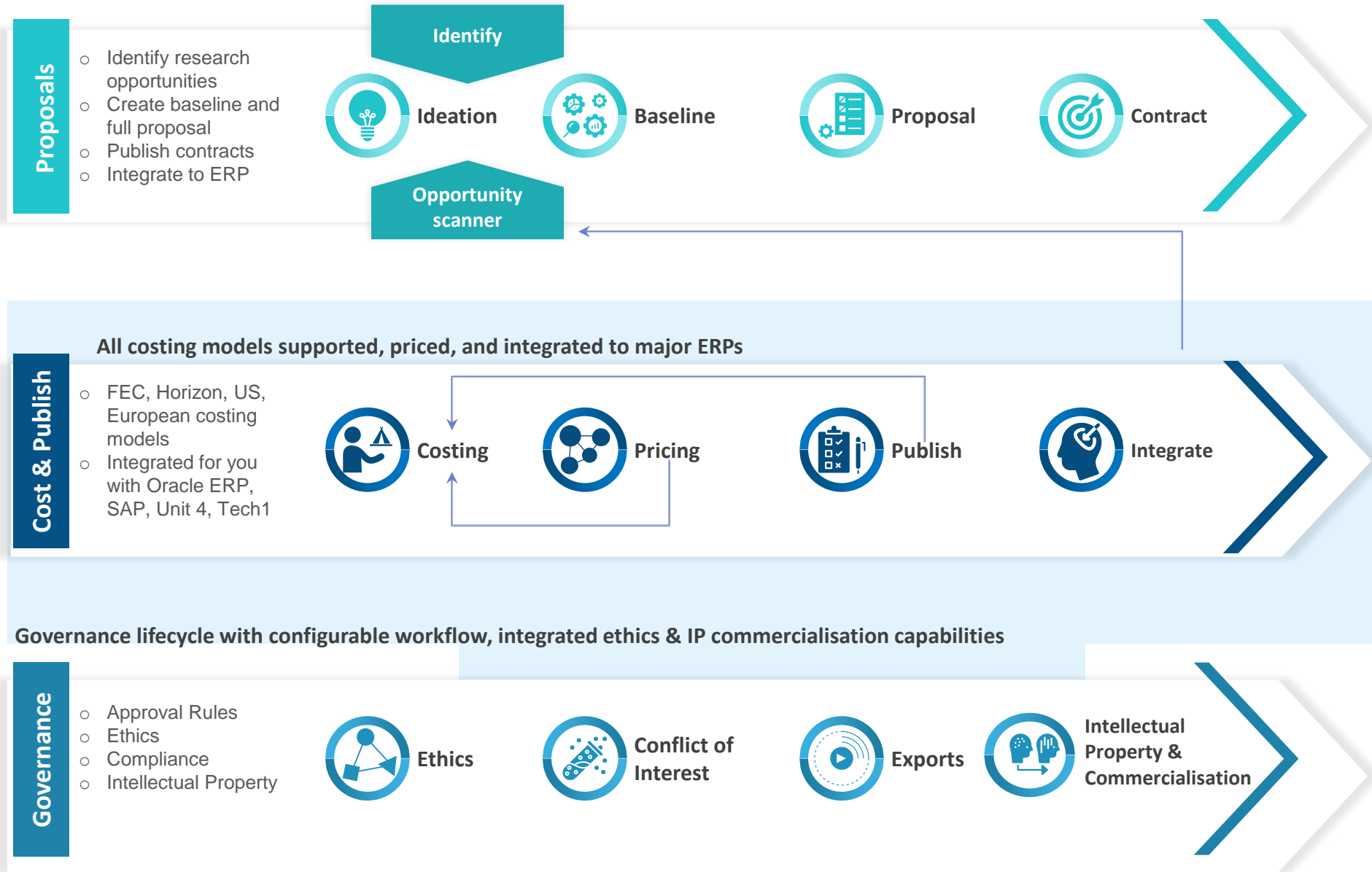
Proposal details, budget modelling, pricing, supporting documentation, approvals and status history

Operational Analytics:

Extensive reporting suite for all KPIs by Dept, Funder, Faculty, research area etc.

I
N
T
E
G
R
A
T
I
O
N

TO
YOUR
ERP





Thank You



Global Offices:

London (UK) • Dubai (UAE) • Washington (USA) • Delaware (USA) • Mumbai (India) • Chennai (India)

Contact details:  +44-207-101-9621  +1-425-658-4835

Contact Person: Anil Passi - CEO

📞 +44 79688 75963 ✉ anil.passi@fusionpractices.com