



G-CLOUD 15

ORACLE APEX

AUGUST 2025

ORACLE

Partner

CONTENT

About DSP 2

Services Overview 3-18

Cloud App Development Services (APEX) 3-4

Oracle APEX Managed Services 5-6

Oracle APEX Training 7-8

Forms to APEX / Modernisation 9-10

Document Understanding - AI / APEX 11-12

Oracle APEX Application Development & Support 13-14

EBS Archiving & Self-service 15-16

Oracle APEX Extensions for E-Business Suite (EBS) 17-18

Buyer Responsibilities 19

Skills & Knowledge Transfer 20

Accreditations/Awards/Advocacy 20-21





ABOUT DSP



DSP is a leading Oracle partner with a proven track record in delivering innovative, secure, and high-performance solutions across Oracle's technology stack. As an Oracle Cloud Managed Services Provider (CMSP) and APEX specialist, DSP is renowned for designing, building, and managing mission-critical Oracle environments, from Autonomous Database and APEX applications to Engineered Systems and multi-cloud architectures.

Our deep Oracle expertise is matched by a strategic commitment to Oracle APEX, enabling businesses to rapidly develop and scale low-code applications that drive efficiency, agility, and digital transformation. DSP's APEX team of experts

supports customers across industries with tailored APEX solutions, integration services, and performance optimisation.

While Oracle remains at the core of our business, DSP is also a trusted multi-cloud partner, with established capabilities and partnerships across AWS, Microsoft Azure, and Google Cloud Platform. This allows us to deliver hybrid and cross-cloud architectures that are secure, cost-effective, and future-ready, helping customers modernise infrastructure, optimise workloads, and unlock innovation.

With 24/7 managed services, a proactive and consultative approach, and a track record of long-term customer success, DSP is the partner of choice for organisations looking to make the most of Oracle and the cloud.

Service Offering



SERVICES OVERVIEW

Cloud App Development Services (APEX)

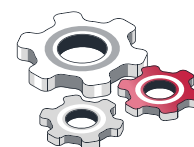
Service

This service leverages Oracle APEX to design, develop, and deploy secure, scalable, and data-driven applications in the cloud. Our service offers end-to-end support, from initial requirements gathering and design to development, testing, deployment, and ongoing optimisation. Built for speed and agility, our APEX solutions enable rapid low-code application delivery, seamless integration with Oracle and non-Oracle systems, and a responsive, mobile-friendly user experience.



Business Need

There is a growing need for secure, cloud-based applications that can be developed quickly, integrated with existing systems, and easily maintained without complex code. Oracle APEX provides a low-code platform to meet these requirements, enabling rapid development of modern, web-based applications that align with evolving business and technical demands. This service addresses the need for streamlined development workflows, improved time-to-delivery, and cost-effective application lifecycle management in cloud environments.



Price

This service is priced in accordance with the SFIA Rate Card attached. Projects can be priced either on a Time & Materials or Fixed Price basis.



SERVICES OVERVIEW

Cloud App Development Services (APEX)

Features

- Low-code APEX framework for rapid app development
- Cloud-native deployment on Oracle Cloud Infrastructure
- Responsive, mobile-friendly design
- Integration with Oracle and third-party systems
- Built-in security and access controls
- Support for CI/CD and version control tools



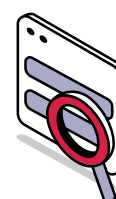
Key Outcomes

- Faster time-to-value for new applications
- Lower development and maintenance costs
- Increased agility in responding to business needs
- Improved user experience across devices
- Reduced reliance on legacy systems and manual processes
- Better alignment between IT delivery and business goals
- Scalable architecture aligned with OCI best practices
- Enhanced application maintainability and performance
- Streamlined deployment through CI/CD automation



Termination Terms

Please refer to the Supplier Terms and Conditions for this service.



SERVICES OVERVIEW

Oracle APEX Managed Services

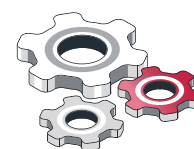
Service

DSP's Oracle APEX Managed Services provide ongoing support, optimisation, and administration for APEX applications. This service ensures application performance, security, and availability through proactive monitoring, regular updates, issue resolution, and continuous improvement. With a team of APEX specialists, DSP manages the full application lifecycle, covering patching, performance tuning, access control, and integration maintenance, allowing organisations to focus on innovation while ensuring their APEX solutions remain robust, secure, and aligned with business needs.



Business Need

As APEX applications become more critical to business operations, maintaining their performance, security, and availability requires specialised expertise and continuous oversight. Organisations often lack the internal resources to manage APEX environments effectively, particularly in areas such as patching, access control, integration maintenance, and performance optimisation. A structured managed service is needed to ensure applications remain stable, secure, and aligned with evolving infrastructure, compliance, and operational requirements.



Price

This service is priced in accordance with the SFIA Rate Card attached. Projects can be priced either on a Time & Materials or Fixed Price basis.



SERVICES OVERVIEW

Oracle APEX Managed Services

Features

- Proactive monitoring of APEX application performance and availability
- Regular patching and updates for APEX and underlying components
- Role-based access control and security policy enforcement
- Performance tuning and SQL optimisation
- Management of third-party and REST API integrations
- Support for deployment pipelines and version control tools



Key Outcomes

- Improved application stability and uptime
- Enhanced security and compliance adherence
- Faster resolution of performance bottlenecks
- Reduced operational overhead for internal teams
- Consistent application updates with minimal disruption
- Increased alignment of APEX solutions with business objectives



On-boarding/Off-boarding

Prior to the execution of the Order, the Supplier and the Buyer will agree the scope of the exit plan for the Services and a timescale for delivering an exit plan to ensure continuity of service.



SERVICES OVERVIEW

Oracle APEX Training

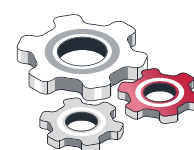
Service

DSP's Oracle APEX Training deliver targeted, hands-on education designed to equip development teams and business users with the skills needed to effectively build, maintain, and optimise APEX applications. Training covers core APEX concepts, low-code development techniques, integration best practices, and performance tuning, tailored to different skill levels and organisational needs. Delivered through sessions, this service empowers teams to accelerate application delivery and maximise the value of their APEX investments.



Business Need

Effective development and maintenance of Oracle APEX applications require specialised knowledge of the platform's features, low-code development practices, and integration methods. Organisations often face skill gaps that slow down application delivery, increase errors, and limit optimisation opportunities. Structured training is necessary to build internal capability, ensure best practices are followed, and enable teams to efficiently manage and evolve APEX applications within complex technical environments.



Price

This service is priced in accordance with the SFIA Rate Card attached. Projects can be priced either on a Time & Materials or Fixed Price basis.



SERVICES OVERVIEW

Oracle APEX Training

Features

- Hands-on workshops covering core APEX development concepts
- Training on low-code application design and best practices
- Modules on integrating APEX with REST APIs and external systems
- Performance tuning and debugging techniques
- Customisable content tailored to skill levels and business needs
- Support for both in-person and virtual delivery formats



Key Outcomes

- Accelerated application development cycles
- Improved code quality and maintainability
- Enhanced team ability to integrate and extend APEX apps
- Reduced reliance on external consultants
- Greater consistency in applying best practices
- Increased internal capacity for ongoing application support and innovation



Termination Terms

Please refer to the Supplier Terms and Conditions for this service.



SERVICES OVERVIEW

Forms to APEX / Modernisation

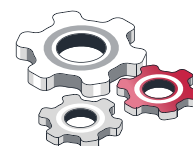
Service

DSP's Oracle Forms to APEX service provides a structured approach to modernising legacy Oracle Forms applications by replatforming them onto APEX. The service includes analysis of existing Forms apps, redesign of business logic and user interfaces using APEX's low-code environment, data migration, and integration with modern cloud services. This enables organisations to replace outdated, inflexible apps with responsive, scalable, and cloud-ready solutions while preserving critical business functionality and minimising operational disruption.



Business Need

Many organisations continue to rely on legacy Oracle Forms apps that face challenges related to outdated technology, limited scalability, and lack of support for modern user experiences. These apps often struggle to integrate with cloud environments and modern systems, increasing maintenance complexity and risk. A technical migration to Oracle APEX addresses these issues by providing a low-code, cloud-compatible platform that supports responsive interfaces and easier extensibility, enabling improved application lifecycle management and alignment with current IT infrastructure standards.



Price

This service is priced in accordance with the SFIA Rate Card attached. Projects can be priced either on a Time & Materials or Fixed Price basis.



SERVICES OVERVIEW

Forms to APEX / Modernisation

Features

- Analysis of existing Oracle Forms applications and business logic
- Automated and manual code conversion to Oracle APEX low-code framework
- Redesign of user interfaces for responsive, web-based experiences
- Data migration and validation
- Integration of modern REST APIs and cloud-native services
- Testing, optimisation, and phased deployment to minimise operational impact



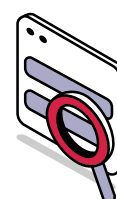
Key Outcomes

- Modern, responsive applications with improved user experience
- Reduced dependency on legacy infrastructure and software
- Enhanced scalability and cloud readiness of business applications
- Lower maintenance costs through simplified codebase and platform support
- Improved integration capabilities with cloud and third-party services
- Minimised operational risk via phased migration and thorough testing



Termination Terms

Please refer to the Supplier Terms and Conditions for this service.



SERVICES OVERVIEW

Document Understanding - AI/APEX

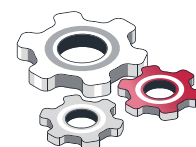
Service

DSP has experience developing workflows that use AI, provided by OCI, to read, interpret, and extract data from documents at speed with an extremely high level of accuracy. This reduces manual errors and the maintenance burden that comes with traditional systems. The solution would benefit any organisation that processes documents in volume. This can include documents like invoices, passports and IDs, as well as custom documents specific to your organisation.



Business Need

By increasing the speed and accuracy of processing documents in volume, your team will be able to focus on higher-value activity, rather than maintenance and corrections, as well as benefiting from more accurate data in your systems.



Unlike off-the-shelf solutions, we use a flexible API that we can cost-effectively customise to your needs and integrate seamlessly alongside your existing systems. This enables scalability, minimises IT overheads by requiring less maintenance and avoids the limitations of rigid, pre-built tools.

Price

This service is priced in accordance with the SFIA Rate Card attached. Projects can be priced either on a Time & Materials or Fixed Price basis.



SERVICES OVERVIEW

Document Understanding - AI/APEX

Features

- Increased accuracy and faster processing: eliminate costly errors with reliable AI-powered data extraction, improving operational accuracy and saving time.
- Tailored to your needs: from pre-trained models to bespoke configurations, the solution is flexible enough to meet the unique demands of any department or process.
- Data-driven insights: extract valuable data from documents to gain insights and make better business decisions.
- Cost-efficient and scalable: compared to other tools, AI-supported workflows offer long-term savings and minimal maintenance, making it a future-proof investment.
- Seamless integration: whether you need a standalone tool or a solution embedded within your existing workflows, DSP can help you leverage this technology effectively.



Discover Recent Use Case



DSP implemented Oracle's AI service, Document Understanding, for a regional healthcare provider to automate their invoice processing operations with exceptional accuracy. This resulted in faster processing times, improved efficiency and reduced costs for the customer, and won the EMEA Oracle Partner Award for Business Impact for DSP.

Termination Terms

Please refer to the Supplier Terms and Conditions for this service.



SERVICES OVERVIEW

Oracle APEX Application Development & Support

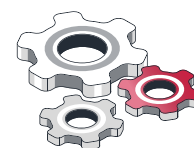
Service

DSP's APEX Application Development & Support provides end-to-end delivery and ongoing maintenance of custom APEX applications tailored to business requirements. This includes application design, development, testing, deployment, and continuous support to ensure optimal performance, security, and scalability. The service covers bug fixes, enhancements, performance tuning, and integration management, enabling organisations to maintain agile, reliable, and evolving APEX solutions aligned with their operational needs.



Business Need

Organisations require a reliable framework to develop and maintain Oracle APEX applications that support evolving business processes and integrate with diverse systems. Without dedicated development and support, applications risk performance degradation, security vulnerabilities, and misalignment with changing requirements. Continuous development and support are necessary to ensure application stability, timely issue resolution, and adaptation to new technical standards and business demands.



Price

This service is priced in accordance with the SFIA Rate Card attached. Projects can be priced either on a Time & Materials or Fixed Price basis.



SERVICES OVERVIEW

Oracle APEX Application Development & Support

Features

- Custom application design and development
- Ongoing bug fixes, enhancements, and feature updates
- Performance monitoring and tuning for optimised application responsiveness
- Security management, including role-based access control and vulnerability patching
- Integration support with REST APIs, databases, and third-party systems
- Continuous deployment and version control using CI/CD pipelines and source management tools



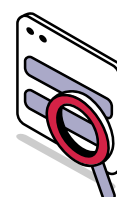
Key Outcomes

- Increased application reliability and uptime
- Faster adaptation to changing business requirements
- Enhanced application performance and user experience
- Strengthened security and compliance posture
- Reduced operational burden on internal IT teams
- Continuous alignment of applications with evolving technology standards



Termination Terms

Please refer to the Supplier Terms and Conditions for this service.



SERVICES OVERVIEW

EBS Archiving & Self-service

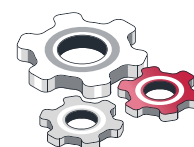
Service

DSP's EBS Archiving & Self-Service service leverages Oracle APEX to develop custom applications that enable efficient archiving, retrieval, and management of Oracle E-Business Suite data. The solution provides users with intuitive self-service portals to access archived records securely, reducing database bloat and improving system performance. By integrating with existing EBS environments, this service streamlines data lifecycle management while maintaining compliance with retention policies and audit requirements.



Business Need

Oracle E-Business Suite environments often accumulate large volumes of historical data that impact database performance and increase storage costs. Efficient archiving solutions are required to offload inactive data while preserving accessibility for compliance and operational needs. A self-service portal built on Oracle APEX enables controlled, user-driven access to archived records, reducing reliance on IT teams and supporting timely data retrieval without compromising system integrity or auditability.



Price

This service is priced in accordance with the SFIA Rate Card attached. Projects can be priced either on a Time & Materials or Fixed Price basis.



SERVICES OVERVIEW

EBS Archiving & Self-service

Features

- Custom APEX portal for secure, user-driven access to archived EBS data
- Automated data extraction and archiving workflows integrated with EBS modules
- Role-based access control and audit logging for compliance
- Efficient storage management to reduce primary database size and improve performance
- Search and retrieval capabilities with filtering and export options
- Integration with Oracle databases and support for OCI storage solutions



Key Outcomes

- Reduced database storage costs through efficient data archiving
- Improved EBS system performance and response times
- Enhanced data accessibility via user-friendly self-service portals
- Strengthened compliance with data retention and audit requirements
- Decreased IT support workload for data retrieval requests
- Increased operational efficiency through automated archiving processes



Termination Terms

Please refer to the Supplier Terms and Conditions for this service.



SERVICES OVERVIEW

Oracle APEX Extensions for E-Business Suite (EBS)

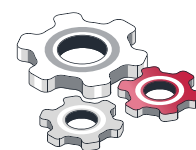
Service

This service delivers custom-built applications and modules that extend the functionality of EBS using the APEX low-code platform. These extensions enhance user experience, streamline workflows, and provide tailored features that integrate seamlessly with core EBS modules. The service supports rapid development and deployment of scalable, secure, and cloud-compatible extensions that address specific business requirements while leveraging existing EBS data and processes.



Business Need

Organisations using Oracle E-Business Suite often require additional functionality or custom workflows that are not available out-of-the-box. Developing these enhancements directly within EBS can be complex, costly, and inflexible. Leveraging Oracle APEX to build extensions allows for rapid development of modular, maintainable applications that integrate with EBS data and processes, enabling businesses to address specific operational needs without impacting core system stability or upgradeability.



Price

This service is priced in accordance with the SFIA Rate Card attached. Projects can be priced either on a Time & Materials or Fixed Price basis.



SERVICES OVERVIEW

Oracle APEX Extensions for E-Business Suite (EBS)

Features

- Rapid development of custom applications using Oracle APEX low-code platform
- Seamless integration with EBS modules and underlying Oracle databases
- Modular design enabling scalable and maintainable extensions
- Support for complex business logic and workflow automation
- Secure role-based access and integration with existing EBS security models
- Responsive, web-based user interfaces compatible with desktop and mobile devices



Key Outcomes

- Accelerated delivery of tailored functionality
- Enhanced user productivity through streamlined workflows and intuitive interfaces
- Reduced development and maintenance complexity
- Improved system flexibility without compromising core EBS stability or upgrade paths
- Strengthened security by leveraging existing EBS access controls
- Increased adoption of cloud-compatible solutions supporting future scalability



Termination Terms

Please refer to the Supplier Terms and Conditions for this service.



BUYER RESPONSIBILITIES

Please refer to the Terms and Conditions associated with this service on the Platform. These terms may include additional Buyer obligations or costs that are not detailed elsewhere.

The Buyer responsibilities as part of this service with DSP are as follows:

- Provide all reasonably requested resources, stakeholders, information, and materials promptly to support service delivery.
- Assign appropriate process and subject matter experts to collaborate with DSP in designing the solution.
- Supply business users to perform user acceptance testing according to the agreed plan.
- Procure all necessary software licenses and subscriptions, including SaaS, PaaS, and IaaS, ensuring all environments are provisioned for security and performance to meet Buyer requirements.
- Provide access to existing systems or data required for migration purposes.
- Supply test instances of any third-party systems necessary for testing inbound or outbound interfaces.
- Make relevant employees available for training as needed.
- Ensure the Buyer's project team is empowered to make timely decisions to facilitate smooth progress.
- Fulfil all obligations outlined in the Agreement clauses and associated Schedules.
- Comply with applicable laws and regulations, and direct DSP regarding any business-specific processes and procedures that must be followed.
- Review and sign off all deliverables promptly based on agreed acceptance criteria.

If these responsibilities do not align with your expectations, please contact DSP to discuss potential adjustments to our approach.

SKILLS & KNOWLEDGE TRANSFER

DSP recognises that skills and knowledge transfer is a fundamental part of delivering G-Cloud services to public sector clients. Wherever possible and applicable, knowledge transfer is incorporated into the service delivery plan agreed at the start of each engagement. Our consultants and engineers have significant experience in providing effective skills transfer to public sector organisations operating within the G-Cloud framework.

To ensure consistency and effectiveness, DSP utilises a structured approach tailored to the specific topic, identified skills gaps, and individual client needs. This approach follows our proven Assess-Plan-Implement framework, which guides the entire knowledge transfer process, from understanding objectives and planning training delivery to executing and evaluating success. This framework is designed to empower public sector teams to sustain and drive ongoing change long after the formal service period ends, fully aligned with G-Cloud best practices.

ACCREDITATIONS/AWARDS

As an Oracle partner with 1,800+ Oracle certifications, we align every solution with Oracle's standards and best practices. This expertise has earned us Gartner 'Representative Vendor' status for OCI services three years in a row, along with recognition from ISG across all four quadrants.

We work closely with clients on planning and architecture, leveraging Oracle best practices and access to Oracle experts to design secure, cost-efficient, and resilient cloud architectures.



2024 Oracle Partner
Awards Winner
Best-in-class
Technology Business Impact

ORACLE | Partner



2024
Oracle Europe, Middle East & Africa
Cloud/Tech Partner Award
Innovation



2024
Oracle Europe West
Cloud/Tech Partner Award
Innovation



2024
Oracle Europe, Middle East & Africa
Cloud/Tech Partner Award
Business Impact



2024
Oracle Europe West
Cloud/Tech Partner Award
Business Impact

CUSTOMER SUCCESS



NHBC Partners with DSP to Modernise Customer Portal with Oracle APEX on OCI

READ MORE



Roommatch Partners with DSP to assist with APEX Development and OCI

READ MORE



"DSP is our partner of choice for APEX development and Managed Cloud Services; they have a large team with expertise and a deep understanding of APEX and Oracle Cloud, and were the right choice to entrust this critical development plan with."

MDM Compliance Systems



DSP Implements Document Understanding for Healthcare Provider to Automate Invoice Processing

READ MORE



Providing Oracle APEX Training to Loughborough University Development Staff

READ MORE



"When we have required APEX training, DSP has been the go-to provider, and they have continued to provide a superlative level of training. Key points have been the presenter's depth of knowledge and his ability to go off-topic to discuss other aspects of APEX relevant to the attendees."

Prudential



LET'S WORK TOGETHER

+44 (0) 203 880 1686

www.dsp.co.uk

enquiries@dsp.co.uk