



G-Cloud 14

Service Definition – Oracle ERP Cloud



Table Of Contents

1. Service Overview 2

2. Service Description..... 3

3. Wipro Solution Implementation Approach 4

4. Wipro Accelerators & Tools 11

5. Oracle ERP Cloud Software & Hosting (Finance, SCM, HCM, EPM, CX, OCI, PaaS) Support Services 14

6. Customer Success Stories Delivered by Wipro..... 16

7. Wipro Oracle Credentials 26

1. Service Overview

Wipro Limited is a global leader in providing Consulting, Digital, IT, System Integration and BPO Services. With 35+ years of experience and presence in 66 countries, we provide a complete range of IT solutions including Total Outsourcing Services, Application Development & Maintenance, Testing, Infrastructure Services, ERP Solutions, Digital Strategy and Design, Process Excellence and Business Transformation Services.

We are an \$8.13B global company with over 1,200+ global clients, including many Fortune 500 and FTSE 250 companies. Our customers include 80 of the world's 100 largest brands.

We have over 200,000+ employees across management staff, business / IT consultants, technical specialists, industry experts, user experience design specialists, business process consultants and R&D experts. Over 40% of our workforce are globally located at various near shore centres and client locations.

Wipro's Oracle Practice is globally recognized for its innovative approach towards delivering business value and its commitment to sustainability. Wipro is one of the Cloud Elite Oracle Partner with highest number of Oracle certified consultants in both application and technology landscape. Wipro is the only SI working directly with Oracle and having developed an Integrated Project Selection & Execution joint solution. Wipro is the one of the few global systems integrators to be certified as an Oracle Managed Service Provider (MSP). Wipro has the highest level of membership within the Oracle Partner Network (OPN) and is amongst the first few partners to reach this level. Wipro-Oracle partnership spanning around 23+ years is a journey of helping customers transform their businesses by leveraging the power of Cloud. Today we are a trusted partner of choice for global businesses looking to **'differentiate at the front'** and **'standardize at the core'** through technology interventions.

➤ Value delivered from Oracle Partnership:

- Involvement in Oracle cloud product development – exclusive access to On-premise to Oracle cloud migration scripts.
- Strong Executive Alignment, Dedicated Alliance Management
- Global Oracle Executive Sponsor and Governance
- Early visibility into Oracle Solutions & Beta Programs
- Annual Global Market Development Fund
- Prominent positioning on Oracle.com/partners
- Exclusive Training and Enablement
- Ability to nominate key programs as Premier Programs within Oracle
- Access to Executive management at Oracle to ensure joint strategic governance & success
- Strategic Partner Program to support customers through Oracle Product Development, CoE & Support Teams.
- Established protocols and governance to provide avenue for Issue Resolution & Escalation
- Leverage Wipro' specialized Oracle labs for POC's
- Specializations to ensure Wipro's proven credentials
- Early visibility in Oracle Releases to ensure currency of the functionality

2. Service Description

Wipro delivers end-to-end services in Oracle applications around Consulting, Assessment, Implementations & Rollouts, Migration, Upgrades, Application Management & Support services including Custom Developments across Financial Services and Other Industries for Oracle On-premise and Cloud product portfolio.

The Wipro-Oracle joint value proposition centres on three pillars:

- **Powering businesses to accelerate** through Business & Process Consulting, Industry Solutions, IPs – drawing on Oracle’s ERP Finance, EPM, SCM and HCM Cloud.
- **Delivering rich customer and employee experience** with Wipro’s Digital services, CX, Mobility and Analytics – powered by Oracle CX, HCM and Industry Cloud.
- **Driving enterprises to innovate through hyper-automation** powered by Wipro HOLMES™ – harnessing the flexible Oracle Cloud Infrastructure (OCI) and Oracle PaaS

Below depicted is Our broad spectrum of Oracle Product Offerings & Oracle ERP Cloud Software & Hosting Services:

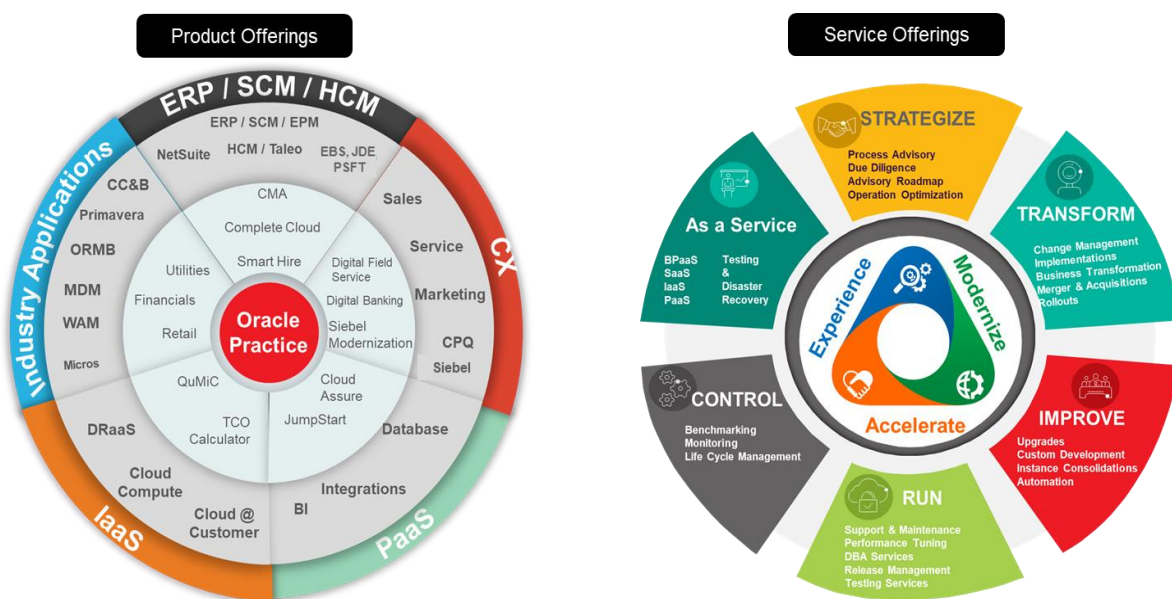


Fig 1: Oracle Product & Service Offerings

3. Wipro Solution Implementation Approach

Zoom-to-Cloud Implementation Framework

Wipro will utilize its **Zoom-to-Cloud** Transformation framework which is powered by Wipro's Cloud ERP toolkit comprising of pre-built tools, methodologies, accelerators, templates, processes and strategy documents for each phase of Cloud implementation to efficiently complete the project within the planned timeline for [Comments].

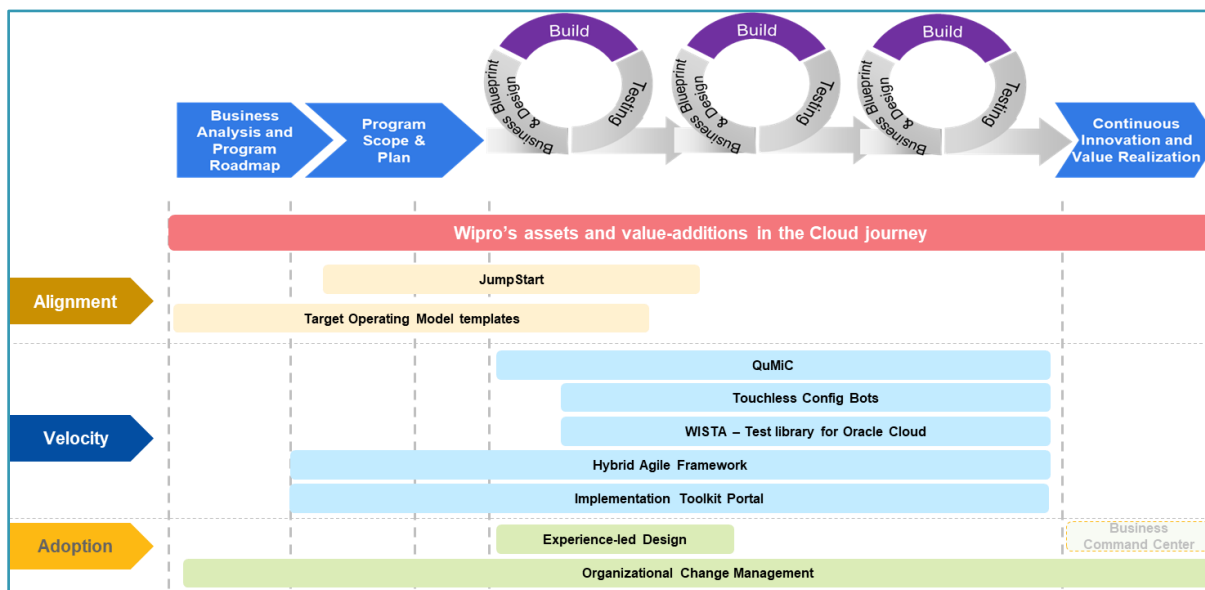


Fig 2: Zoom-to-Cloud Framework

Please refer this link to know more about our Zoom-to-Cloud framework:

<https://www.youtube.com/watch?v=Zbbp7QlCHgw>

Solution Driven Implementation

Wipro proposes to adopt **Solution Driven Implementation approach** which focusses on **maximizing the adoption** of the standard Oracle Fusion Out of the Box functionalities and **minimizing the deviations**. It ensures adoption of modern practices and leverage out of the box capabilities. It comprises of multiple iterative, interactive workshops throughout the project lifecycle providing multiple opportunities for discussion with business owners and users.

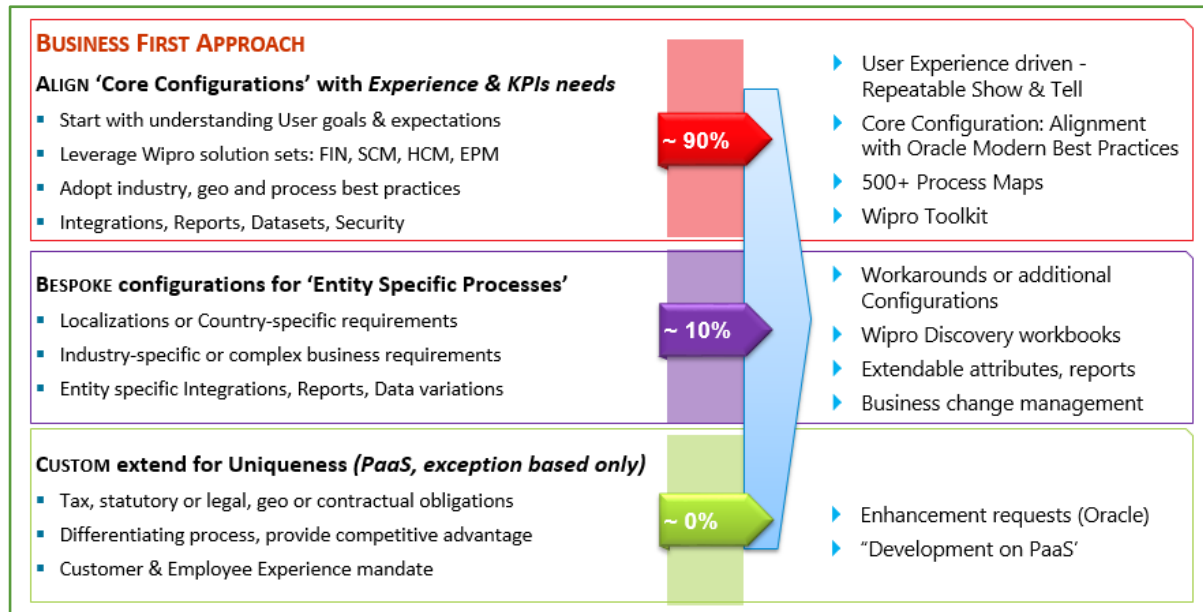


Fig 3: Solution Guiding Principles

Wipro's strong capabilities in design, digital, strategy, engineering, AI and cybersecurity, backed by strong global credentials, have established Wipro as a leader in business transformation.

Wipro's Key architecture design considerations includes:

- Common configurations of Finance, SCM, and HCM modules of Oracle Fusion Cloud for the client
- Cash to Accrual accounting strategy
- Master element design for all functions, such as:
 - Organization structure
 - COA and GL
 - Common rules for transaction processing (P2P, R2R and SCM, A2R etc.)
 - Business rules for security, roles, compliance, and controls
- Integration Strategy
- Data Migration Strategy
- Reporting Strategy

Wipro will adopt the concept of accelerated hubs for running workshops/application reviews to demonstrate and test the proposed solution and allow rapid refinement of key interfaces. Accelerated Hubs ensure engagement across a Program, enhance the quality of deliverables, and dramatically accelerate progress. An accelerated facilitation approach combines:

- A bespoke, highly productive working environment,
- Creative and collaborative working methods
- A highly experienced and expert facilitation team
- Proven decision-making, problem solving and design processes

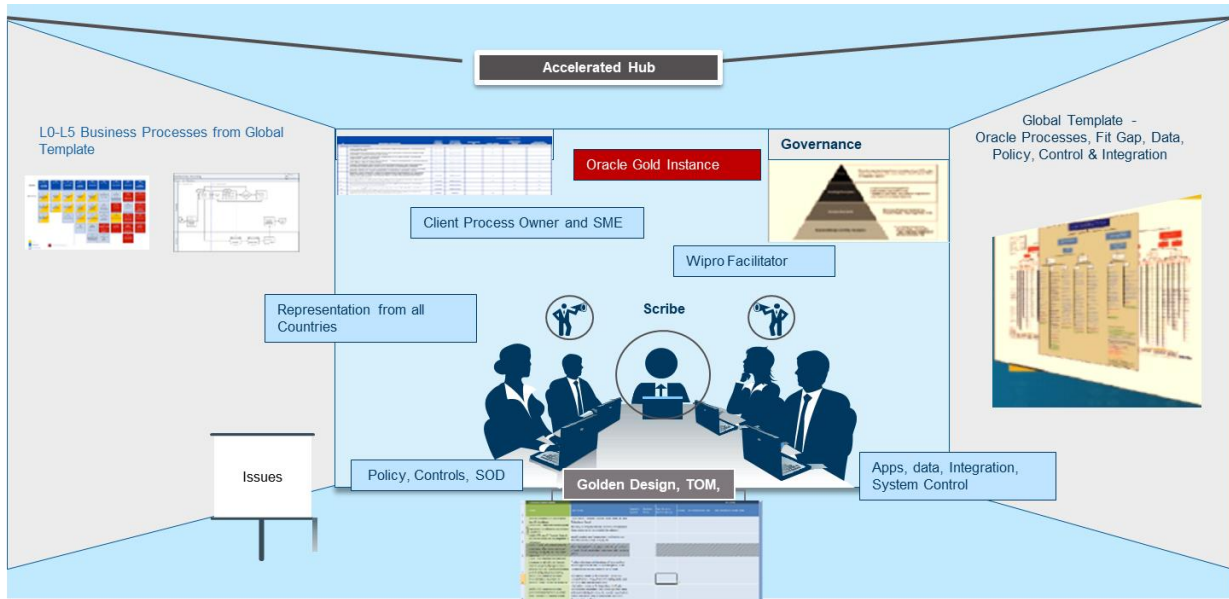


Fig 4: Workshop Approach

Accelerated hub approach for workshops enhances traditional PMO approaches. It enables rapid resolution of complex issues by bringing key stakeholders together to rapidly determine how to resolve key issues. Collaboration in an accelerated workshop means quicker and better decisions, consensual accountability, shared intent on the delivery of benefits.

We will perform the App Review 1.0 & 2.0 demonstrating the processes.

During the Common Design walkthrough and gathering the taxation and statutory requirements, Wipro will start preparing for the first application review workshop. The second App Review workshop will be conducted in the common Build phase. These two App reviews will be common for all the three phases. We will also start the development of the integrations and reports.



Fig 5: App Reviews

App 1.0 & 2.0 reviews

Pre-requisites	Activities	Details
Wipro: • Configure the business processes • Configure the taxation and statutory requirements • Develop and system test at least 20%** of the integrations in scope • Develop and system test at least 20%** of the reports in scope	• Demonstrate the configured cloud solution • Identify project objectives not met • Preparation for the workarounds	Mode: Online through web ex/video conferencing supported by onsite local resources

**Final # of integrations and reports to be demonstrated as part of App reviews will be finalized during the design phase

We will perform App Review 3 for all the three phases independently with the workaround solutions.

As part of the App 1.0 & 2.0, Wipro would have identified the project objectives which are not met. Wipro will discuss possible workarounds to address gaps identified, if any. Our

recommended approach to address these gaps is to first try to align to the vanilla Oracle Cloud application features & functionality, if not feasible, explore a process workaround or engage with Oracle for a solution in subsequent releases. Wipro will prepare workaround solutions which will not involve any customization specific to the implementation entity. These workaround solutions will be signed off and implemented for the implementation entity. Every phase will have its own App Review session 3.0, where Wipro will also develop and test another set of integrations and reports which can be demonstrated as part of App 3.0

App 3.0 review

Pre-requisites	Activities	Details
Client: - Signed-off workaround/customized solution Wipro: - Prepare the workaround solutions - Implement the workaround solutions - Develop and system test at-least 50%** of the integrations in scope - Develop and system test at least 50%** of the reports in scope	- Demonstrate the configured cloud solution for suggested workarounds specific to each entity - Identify project objectives not met	Mode: Online through web ex/video conferencing supported by onsite local resources

**Final # of integrations and reports to be demonstrated as part of App reviews will be finalized during the design phase.

Solution Assurance & Deviation Governance

Wipro recommends implementing Standard Oracle ERP out-of-box features and process flows will be used to meet the business requirements of [Comments]. Gaps identified during the detailed Requirement Validation phase will be addressed using PAAS components / services / development and estimated separately. We aim at leveraging Out of box Functionalities to meet most (more than 90%) of the [Comments] business requirements.

Wipro will follow a structured approach for avoiding / minimizing the deviations:

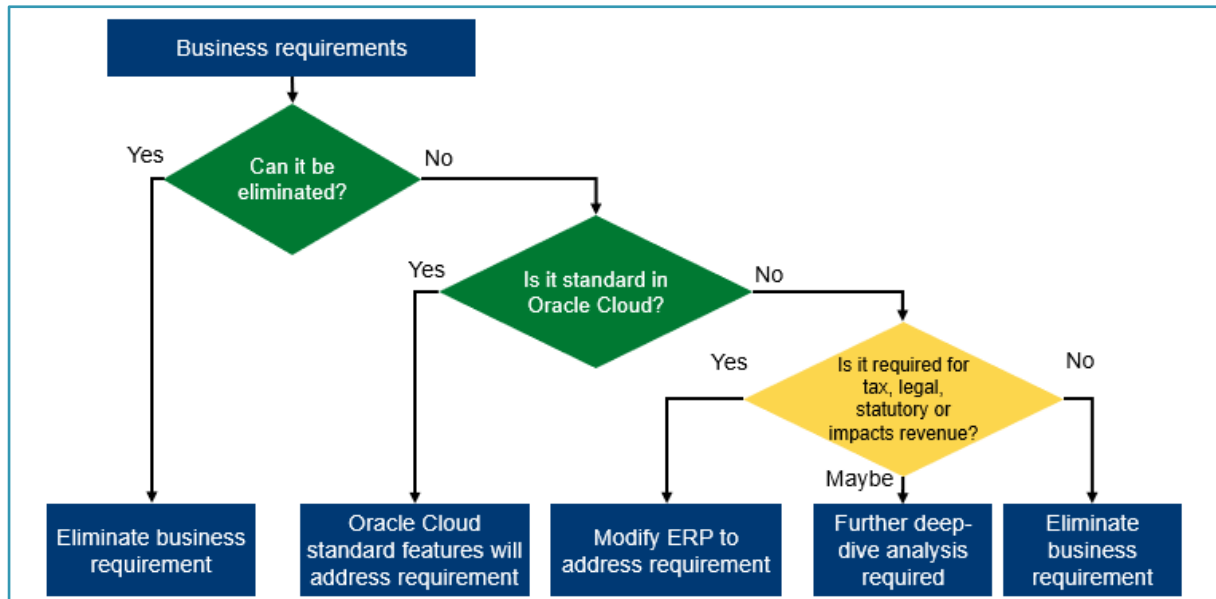


Fig 6: Requirement Fitment to Oracle ERP Fusion Software

Project Implementation Methodology

Wipro will utilize its Zoom-to-Cloud Transformation methodology which utilizes many pre-built tools and templates & processes to efficiently complete the project within the planned timeline for [Comments].

Wipro will use its **Zoom-to-Cloud** Iterative Transformation Methodology for implementation, which is in alignment with Oracle Cloud Unified Methodology and is based on **Hybrid Agile** principles. It is a collection of modern best practices and repeatable processes that are the basis of implementing enterprise cloud business solutions. It provides a structure for managing risks, tracking progress, and reducing transformation costs by facilitating execution in a phased manner. This methodology helps us in designing and building common processes. It comes with a rich repository of deliverable templates, guidelines, and processes.

Wipro has successfully transformed 250+ enterprises to Cloud using the Zoom-to-Cloud methodology with 100% success

For the specified scope of work, we are proposing a Hybrid Agile-Iterative model of project execution

It follows sequential flow initially and then becomes iterative throughout the development process with “multiple development cycles and one-time release into production. Hence, a hybrid agile is the best of both software development model which aids to business values **with the rigor of the waterfall model and speed of the agile model.**

This approach is “Experience Led” to take the [Comments] team through design and build together with “show and tell” sessions, build demos etc. that will get you to experience the product as we go along the life cycle. This includes a detailed requirements effort, followed by sprints of incremental cycles of Design-Build-Test, then end to end SIT, UAT and Deployment in below manner-

	Plan & Prepare	Analysis and Design	Build & Unit Test		Test	Deploy
What will you see?	- Project Plan - Instance Management Strategy - Communication Plan	"JumpStart" Business Process Maps - Design Documents - FIT-GAP Document	Application 1.0 & 2.0: - Configuration data - Master Data - Transaction data	Application 3.0: - Configuration data - Master Data - Transaction Data - Integration Data - Security and Control Setup - Reports	- System Integration Testing - Training - UAT	Final Configuration Documents Production Ready Application
What will you do?	- Project Plan inputs - Approve Project Plan	- Provide requirements - Finalize solutions for business processes - Data Analysis and Extraction	Complete Configuration Workbook Provide feedback on version 1.0 & 2.0	Provide feedback on version 3.0	- End Users get Trained - User Acceptance Testing - Validate application	Change Management and Internal Communications
What we do?	- Project Plan - Release Management Strategy - Communication Plan	- Interactive Design Workshops (IDW) - Business requirements fitment & alignment - Provide solutions for unique business needs - Data Migration Strategy	Design, build and update application	Continue to design, build and update the application	Train your users	Cutover Activities
Tools & Accelerators	- Project Plan Templates - Cloud Portal	- JumpStart Toolkit - Migration Templates	- Configuration Workbook - QuMiC (Configuration Migrator) - Touchless Configuration BOT (TCB) - Cloud Portal		WIPRO WiSTA - Oracle Cloud Test Repository	QuMiC Cloud Configuration Migrator
INTEGRATED PROGRAM MANAGEMENT						

Fig 8: Zoom-to-Cloud Methodology

4. Wipro Accelerators & Tools

How we fast track our implementation journey with the below Tools/Accelerators in Oracle ERP Cloud Space!

Solution Name	Brief Description	How it helped other Oracle Customers
Digital Navigator Assessment	Cloud Adoption/Implementation Roadmap by assessing Capability gaps/Opportunities from Cloud supported by Business case, Risks and Timeline.	Offers Biz Process Transformation Identifies/finalizes future landscape for Program Roadmap & Plan.
QuMiC	- A proprietary cloud data conversion & configuration migration tool which enables automated data conversion, validation and data loading to Oracle Cloud. - Wipro will use this tool for migrating the setups between cloud environments.	Pre-defined cloud template for a quick build. 20-25% savings in manual efforts. Automate Configurations: Cloud to Cloud, On-premise to Cloud. De-risk with ready maps for Oracle EBS conversion to Oracle Cloud.
Jumpstart	Global Cloud Design tool kit used for Oracle Cloud Business Process Maps	15% savings and accelerated deployment of SaaS/PaaS. Ready configuration templates for standard setups + Modern Best Practices.
CloudByz	Real-time Project Management and Reporting	Multivendor dependency management

WiSTA	WiSTA – Wipro Standard Test Accelerator comprises of Oracle Cloud ERP modules like Finance, Supply Chain & HCM, etc. test repository. It typically covers up to 25% of vanilla test scenarios implemented at the site.	Pre-built test scripts for vanilla functionality on Oracle cloud
Config BOTS	Automated Cloud Functional setups. Automated module-wise functional configuration, transaction entry for key configurations and execution of test scripts.	Automated Cloud setups configurations
Cloud Portal	A repository of re-usable templates, plans, strategy documents, scripts, code etc. prepared from our experience of cloud engagement.	KEDB/SOP
Zero Cost Transformation to Oracle Cloud Infrastructure	Commercial model to overcome barriers and help prioritize OCI migration. - Free Cloud assessment - Free Cloud migration	Business case creation, 30% reduction in infra and managed service costs.
OCI TCO & Savings Calculator	TCO calculator is designed to compare the cost of running your workloads in an on-premises environment to OCI. Features: - Quantitative Analysis of Server Inventory - Graphical representation of TCO comparison. - Editable Cost Assumptions to fit customer requirements. Business Case creation for OCI movement.	- Rack to stack inclusion for TCO Calculation. - Clear cost comparison for better decision making. - Includes net-new and BYOL model for database.
Wipro IP: Disaster Recovery as-a-Service (DRaaS)	Cloud DR Solution with Minimize overhead and upfront CAPEX with Scalability & Consistency As-a-Service model for Management and Monitoring of DR site. DRaaS for business continuity/future-readiness. Repurpose existing DR environment for ongoing project requirements. It is used for deploying DR on OCI (whilst keeping Production on-premise) and is a Lean Resource Application.	- Reduce Risk RTO/RPO commitments. - Lower TCO with lean resource mapping. - Minimal upfront technology licensing costs. Certified cloud environment to run both Oracle application and platform programs. - On-Demand Agility in scale-up/scale-down. - Considered as Ladder to Cloud Potential savings of 50% on DR hosting.
Oracle Cloud CoE	Strong solution architects, Technical design team and advisors from our	Service Dynamo for Cloud AMS Customers. Service Delivery

	experienced pool of 2500+ cloud resources - Learning from 250+ cloud implementations to collaborate and improve.	Innovation through Oracle Cloud CoE.
Other Innovations	Client-specific KM Academy using a People-centric innovative approach - Onboarding kit, winner circle points, retention awards. Innovation trajectory to enable future readiness (Designit, Appirio). Collaborate on Ideas - Wipro committed to POC on one Idea Every Quarter – Leverage Wipro’s Investment & Cloud Labs for POC. Digital Co-Innovation Lab: Wipro proposes to set up a digital innovation lab that will help to identify & define market differentiator solutions by leveraging intersecting and cutting-edge, disruptive technologies.	Innovation for Continuous Improvement.

Our key differentiators from other Cloud Implementers are:

- 250+ Oracle Cloud Implementations worldwide. Real Oracle Cloud Expertise especially Oracle ERP Cloud Modules Expertise.
- 2500+ Oracle Cloud Experts who are Oracle Cloud Certified Resources. 45+ Solutions & Tools and Accelerators for Oracle Cloud.
- Oracle Recognized Cloud Elite Partner with Strong Backing and Joint GTM
- Underlying Business Focus. Global and Scalable Operation with presence in 60+ countries. Strong Customer References.
- End-to-End Services including Strategy & Advisory, Implementation & Change Management, Post Go-Live Hypercare & Application Managed Services, and Business Processing Outsourcing services.

5. Oracle ERP Cloud Software & Hosting (Finance, SCM, HCM, EPM, CX, OCI, PaaS) Support Services

Wipro's ServiceNXT framework is the next generation integrated managed services framework which optimizes IT operations in applications, infrastructure, security etc. Our ServiceNXT framework focuses on standardization and automation by leveraging Wipro IP and best-in-class industry standard tools. Wipro's Application Support and Maintenance Services meets the requirements across the entire support and maintenance cycle of Oracle Cloud Software and Hosting Services.

Next Generation Managed Services Framework

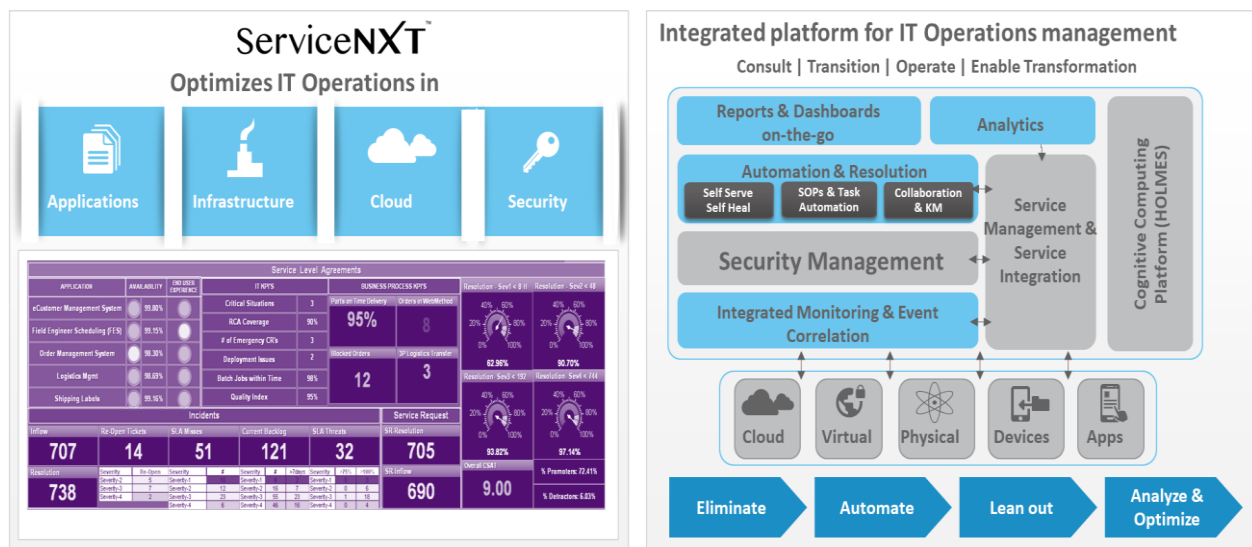
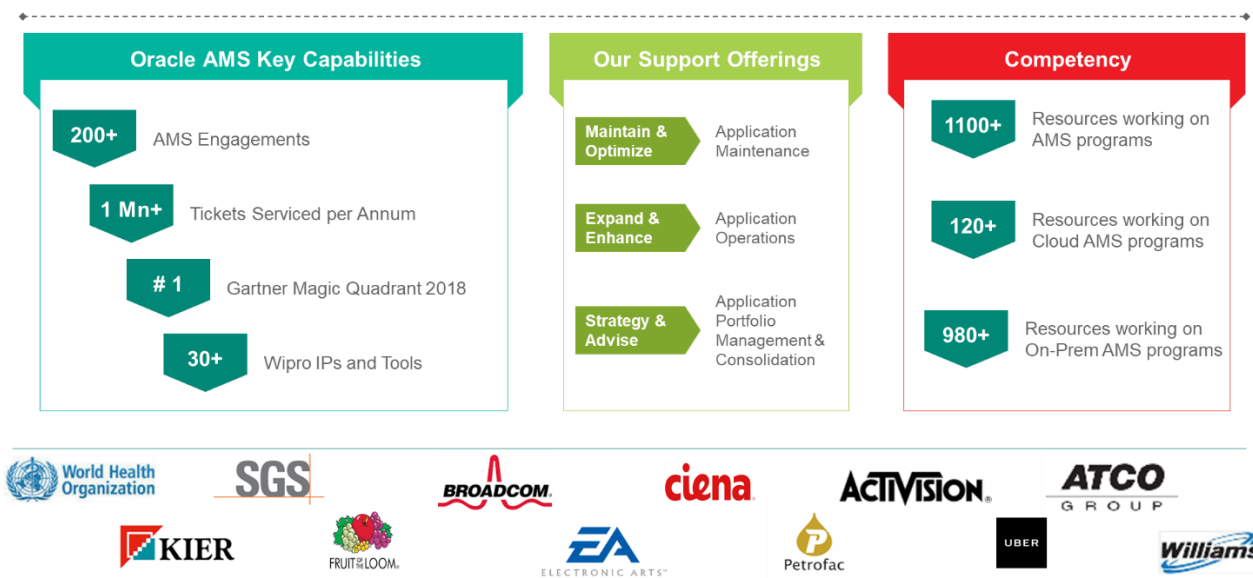


Fig 9: Wipro's ServiceNXT framework

For all its Oracle Application Management Services, Wipro drives productivity improvement to ensure competitive service delivery through multiple initiatives in a managed service model thereby benefiting the long-term stability of the system and lay the foundation for future architectural transformation by the client. Wipro has helped numerous customers in Oracle application lifecycle management by introducing service improvements which result in direct benefits for the customer.

Our Oracle AMS Key Capabilities, Support Offerings and Competency Levels:

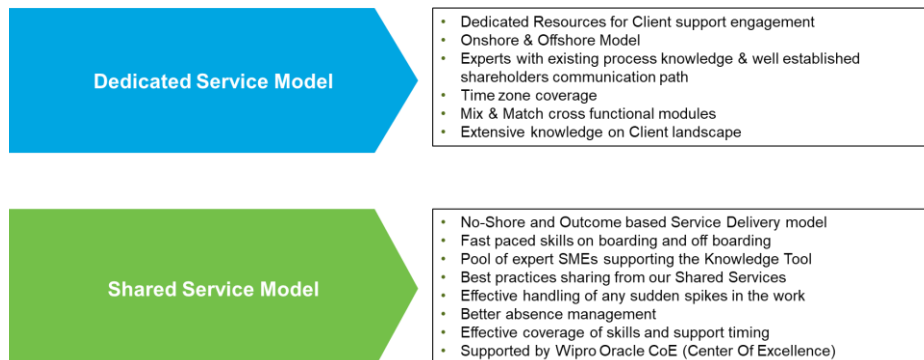


Application Production Support Activities for Oracle Cloud

Production Support Activities for Oracle Cloud				
Functional Support	Quarterly Updates & Patches	Integration Monitoring & Support	Technical Support including PaaS	Interfacing with Oracle
- Functional Analysis - Configuration Fixes - Configuration Migration - Configuration Maintenance - Month End and Year End Closure & Reconciliation - User Guidance & Queries - Security Support	- Quarterly Update Planning, Release management, Impact Analysis and Testing up to 4 times a year - Patching Support - Impact Analysis, Testing including Regression testing - User Guidance - Instance Management	- Integration Monitoring - Break Fixes for Integration Issues, Batch Jobs - Performance issues in integrations - Third Party Coordination	- PaaS Extension Support and Administration - Performance issues in PaaS components - Personalization Support - Break Fixes for Reports, Workflows - Documentation	- Co-ordinate with Oracle for Product Defects - Case Management - Case Escalation - Coordination with Cloud Success Managers
Cross Functional Activities	Incident & Problem Management Service Level Management Change Management	Release Management Capacity Management Configuration Management	Continuous Improvement Service Continuity Service Request Management	

What Service Model Options are Available?

Wipro typically proposes “a two-step approach Model” for Client Oracle Cloud Application Maintenance support services:



Shared Services Model: Cloud Factory – Key Customers.....The Journey..So Far.....

#	Customer	Factory	Scope of Work Delivered
1	World's Largest Technical Professional Organization	Cloud Technical	Support Cloud technical development – Data Conversion, Reports and Integrations for international staff rollout for 5 countries.
2	World Leader in Ports & Terminal Operations, Cargo Logistics & Global Supply Chain Solutions	Data Conversion	Supporting Fin, SCM and HCM data conversion for more than 8 countries parallelly across the globe.
3	An American Learning Company and Educational Publisher	Data Conversion	Building data conversion scripts and data extract from Oracle EBS as per Cloud FBDI format in Finance, SCM and PPM area
4	Leading Telecom Provider offering Broadband, Interconnection and Satellite Services for Businesses Headquartered in Saudi Arabia	Data Conversion	Complete Cloud technical development involving Data Conversion, BI Report development, OIC integrations and Custom development using VBCS/PCS
5	Leading Education Group in Abu Dhabi	Cloud Technical	Ownership of complete Cloud technical work across Finance and HCM modules

6. Customer Success Stories Delivered by Wipro

Wipro has strong experience in several Oracle Cloud implementations, updates and multi-year long-term standing relationships with highly satisfied customers. We have covered both small and mid-market to large global companies across industries and geographies. With several rollout programs, we have mastered the art and science of a highly efficient Cloud services delivery

mechanism. Below are some of our customers in Oracle ERP Cloud Software and Oracle Cloud Hosting offerings covering Finance, SCM, HCM, EPM, CX, OCI & PaaS modules and Application Management Support Services. Wipro was awarded **“Managed Services Partner of the Year 2019 – Cloud”**.

#	Customer	Business Needs/Objectives Challenges	Wipro Solution	Benefits Delivered
Oracle Cloud Software Offerings				
1	Digital Transformation for a Satellite Internet Services Provider Headquartered in UK	- Adoption of Cloud ERP through “best-of-breed” ecosystem capable of supporting their current and future operations, to deliver a first-class user experience at office, at home and on mobile for Client staff, suppliers and customers. - Integrating legacy business applications to ensure business continuity and reporting - Harmonize and streamline Finance and Operations. - Flexibility, scalability and vision to evolve with Client.	- Service Design; implementation of Oracle Cloud and BlackLine. - Best of Breed , Standard, Integrated and Scalable Technology Platforms – “Spine” and “Leaves”: Core ERP to serve as the Spine and best-of-breed products as Leaves. - Single, standardized model - Fast win through Sprint-based Approach. - Adoption of industry best practices to foster Process Standardization.	- Reduced manual effort with defined processes. Superior Automation: Paperless Client, eliminate manual work. - Speed in Period Close and Operations. - Flexible and Scalable solution - Innovative solution with Digital, Next-gen capabilities.

2	World Leader in Ports & Terminal Operations, Cargo Logistics & Global Supply Chain Solutions	- Multi country rollout across 25+ countries including multiple countries in Middle East, Europe and Americas. 15+ Highly diversified (non-standardized) age old legacy system across the footprint in multiple global locations including Europe, North and South America, Middle East. - Business process ingrained and localized within legacy systems. Fragmented processes; Highly manual processes. - Custom applications limit the pace of new processes rollout. Multiple system of records. - Scalability and speed to market.	- Industry standardized business processes supporting new global operating model. - Templatized Rollout Approach - “ERP in a Box “ established post first rollout. - Established Global Transformation Office comprising of Program Directors, Change Managers, Solution Architects. - Release management ownership and maintained Design Sanctity using Global Design Authority. - No customizations - Created Cloud Centre of Excellence team at offshore, India.	100% adoption of the global template and no customization strategy. - Able to on-board new facility in 15 to 20 weeks. - Reduced Client’s Licensing Cost by 10% . - Accelerated Invoice Processing by 60%. Month End close has reduced from 15 days to 3 days. - Consolidating on one application suite has also reduced licensing costs by 10%. - Client no longer needs to upgrade and modify its previous separate systems; Oracle now handles that work in the cloud. - Halved the Budgeting time - Streamlined SCM Process - Sped up HR processes
---	--	--	---	--

3	Global Utility Company headquartered in Canada	• Lack of centralized procurement and projects control was resulting in inefficient sourcing and spends. • Disparate Chart of Accounts structure had multiple ledgers. • Manual processes in Finance, Supply Chain, Reporting, Projects Office and HR functions had to be replaced with self-service options for improved productivity.	• To aid a smooth migration, Wipro leveraged ‘Wipro’s Jumpstart Kit for Oracle Cloud’ – an array of tools and accelerators for rapid cloud migration – as part of the simplified methodology for accelerated cloud implementation. The following Oracle Cloud modules were implemented: • Financials Cloud – for General Ledger, Accounts Payable, Accounts Receivable, Cash Management, Expenses, Fixed Asset. • Supply Chain Cloud – for Purchasing, Contracts, Requisitions, Receiving, Order Management, Inventory Management. • Projects Cloud – for Project Costing, Project Management, Project Billing. • Procurement Cloud – for Sourcing, Purchasing, Procurement Contracts. • HCM and Taleo Cloud – for Core HR, Time & Labour,	• Reduction in Financial period closure by 35% • Efficiencies and cost savings - achieved 28% lower IT TCO. • Integration of processes across the client’s GBUs with centralized sourcing, procurement and projects control. • Reduction of IT maintenance efforts and spend. • Enhanced asset maintenance and regulatory reporting with simplification and application rationalization. • Implementation of employee resource center and self-service processes, lowering support requests.
---	--	---	---	---

			Taleo, Performance Management, Recruitment, Comp. & Benefits. The solution leveraged a central governance program for configuration and it retired all customizations, paving the way for integration across disparate systems.	
4	A Govt, Entity in Dubai	- A commodities trade authority in the Middle East, one of the leading free zones globally, wanted to accelerate its growth by enticing more companies to join with innovative commercial packages. - Anticipating success, the authority sought to deploy an ERP landscape that would offer more control, visibility, and stability than was currently available with its shared Oracle EBS	- After working with the trade authority to understand its objectives, Wipro recommended replacing the Oracle EBS instance with Oracle Cloud applications. The approach was akin to a green-field cloud transformation rather than data migration from on-premise, with the implementation designed to transform core business processes like financials, expenses, purchasing, and procurement. - Wipro enabled seamless integration between Oracle Cloud and other applications such as Salesforce, Reuters, K2, and Orion, with Informatica as	- Tightly integrated CRM and Fusion based Back office; Multi-cloud having Salesforce and Oracle. - Streamlined Business Processes in Finance and Procurement. - Self Service requisitions on Cloud for visibility, transparency and control by end users yielding 11% productivity increase. - Flexible financial controls enabling 12% faster generation of Financial reports and accelerated period closure process, and better/systematic controls on spending. - Reduction in operational costs by over 25%.

		instance that worked in tandem with peripheral systems. • Ideally, the new system would also reduce operational costs while seamlessly integrating with other systems such as Salesforce.	middleware to meet regulations requiring the PaaS server to be within country. • The tools and accelerators in Wipro's Zoom-to-Cloud methodology enabled accurate data extraction and migration from the shared instance, ultimately resulting in a faster cloud journey.	
5	Largest Offshore & Marine Services Provider in the Middle East	• Present on premise oracle has 23% automation and 77% manual activities for business. • Month end closing happens only after 18th of month. • Company is Project based organization, but Project module has not been implemented. Manual Proposal. • No recruitment system or No Time sheet entry system.	• Big Bang approach to roll out the solution in 14 months for 6 lines of businesses for 7 business units. • Wipro's cloud implementation methodology for HCM Cloud solution for automation in recruitment, time sheet and payroll. • Manual analysis of supplier quotation has been replaced by automatic analysis, with multiple attributes and systematic approval process. • Multiple layers of approvals for requisition and Purchase order had been implemented in cloud which was linear before. • Separate analytical dashboard for user,	• Reduction in hiring time by 50% and TCO by 30%. • Unified approach to HR, SCM, and Finance and Project Systems. Enhanced User Experience with enhanced CX solution. • Wipro was also responsible for Organization Change Management. • New Sales Forecasting process for shipyard. Significant reduction of month end closing time. • Enhanced User Experience . Integration of CPQ Proposal with Oracle Project contract. • Easy requisition creation process for hiring manage. • Business Continuity . Better estimation and forecasting IT operational cost. • Introduction of new business functions helps to automate processes.

			manager, GMs and CXO.	Improved governance and control . Improved usage maturity by incorporating best practices (no customization).
--	--	--	-----------------------	---

Oracle Cloud Hosting Offerings				
1	A Large Gaming Company in USA	- No Direct connectivity from existing Data Centre to Oracle Cloud. - High operational expenses and high turn-around time. - Data Centre's were running out of space. - Lack of Transparency – threshold management, resource utilization, reporting. - No real DR rehearsal in place and database as a single point of failure. - End of life infrastructure - Lack of innovation, static capacity and inability to scale up or down in response to business requirements.	- Cascaded Standby setup to automate data transfer over network. - Cloud scalability to enhance efficiency. - DRaaS – Wipro cloud DR solution - Custom metric to enhance reporting. - Extensive monitoring using Log Analytics. - Database migration to 2-Node RAC(Real Application Clusters) to ensure high availability in PaaS. - Extensive testing to ensure smooth cutover.	- OPEX model with high scalability. 35% reduction in operation expenses. - Faster response time for refresh and cloning. - Wipro Disaster Recovery as a Service ensured committed RPO/RTO. - Customer Cloud objective met by migrating their workloads from secondary DC into Oracle cloud.
2	Leading Manufacturer of Semiconductor Products in USA	- High Capex on DR environment, Resource constraint. - High SW license spend on DR environment. - Fastest growing company with frequent M&A, resulting into higher	- Migration of Disaster Recovery setup from On-Premise to Oracle Public Cloud. - A new Disaster Recovery ecosystem for Oracle and Non-Oracle workloads in Oracle Public Cloud.	- Cost savings and lower TCO, CAPEX to OPEX Model, Reuse existing hardware for other project requirements. 80% savings on hardware

		needs of Infrastructure. - Scalability & on-demand availability. - Agile IT solutions with a scalable operating model for seamless expansion. - Reusability of existing underutilized hardware. - Reduced Total Cost of Ownership (TCO), Robust and reliable architecture.	- Minimal resource allocation to optimize hardware and product license cost. - Use Cloud Elasticity to scale-up/down in the event of DR/rehearsals. - Cloud Components: Exadata Cloud Service(ExaCS), IaaS – Compute, Java Cloud Service, Storage – Block, Object(Backup)\, Native Security Controls. - Achieved Recovery Time Objective (RTO) and Recovery Point Objectives (RPO).	resources and 85% on database licenses. - High Scalability and agility with DR on cloud, Reusability of existing on-premise DR site for M&A related production activities. - High performance achieved with Exadata cloud services. - Certified cloud environment to run both Oracle application and platform programs. - Cloud Ready : Ladder to cloud
3	Public Transit and Transportation provider in USA	- Hardware (HP Servers) are running since 2011 and reaching end of Life support by Aug 2020 with 3rd Party vendor. - Client's apps currently are hosted on Windows v2008, as support for this OS is ending in Jan 2020, OS needs to be upgraded to Windows v2012 OS max by ec 2019. However current Oracle database 11.2.0 version is incompatible with	Oracle Peoplesoft Migration to OCI Upgrade – - Migrating complete infrastructure (App, server, web servers, DB servers) to OCI. - OS migrated from Windows to Linux 7. - Oracle DB to be upgrade to 12c - Cloud scalability to enhance efficiency. - Custom metric to enhance reporting. - Extensive monitoring using Log Analytics Database migration	- OPEX model with high scalability. - Faster response time for refresh and cloning. - Improved DR solution with Wipro IP – DR-as-a-Service. - Customer Cloud objective met by migrating their workloads from secondary DC into Oracle cloud.

		Windows v2012 therefore this too need to be upgraded to 11.2.4 for near term. • Tuxedo 11gr1 VS2010 - End of Extended Support in April 2018. Currently in Sustained Support.	to single Node in PaaS. • Extensive testing to ensure smooth cutover. • DRaaS – Wipro cloud DR solution	
--	--	---	---	--

Oracle Cloud AMS Support Services				
#	Client	Modules Supported	Project Description	Geography
1	Leading Energy & Utilities Company	• Oracle Cloud ERP: SCM, HCM, Manufacturing, Projects, EPM	• Oracle Cloud ERP Transformation & Support • L1 – Help Desk (Helpdesk support, Security support), L3 – Technical Support. • Model: Dedicated onsite & offshore resource model (Onsite & Offshore). • Build to Run Transition	• North America
2	Leading Dies & Molds Manufacturer in UAE	• Manufacturing, Order Management, CPQ & PaaS.	• Oracle Cloud ERP Transformation & Support • End to End Support on Oracle Cloud R13 for SaaS, PaaS and SOA Cloud Services. AMS Solution Offered: Incident Management, Application Upgrade Testing, Development & Enhancements, Strategy & Advice.	• EMEA
3	Leading Public Sector Organization in Middle East	• Oracle Cloud ERP: SCM, HCM, PPM, EPM, OIC & PAAS	• Oracle Fusion Cloud Transformation & Support • End to End Services: Model: Dedicated onsite & shared offshore resource model (Onsite & Offshore). Build to Run Transition. Automation (RPA, Chatbots, Integration dashboard, Regression testing).	• EMEA
4	Largest Offshore & Marine Services Provider in the Middle East	• Oracle Fusion HCM Cloud (Recruitment, Time Sheet and Payroll), Fusion SCM	• Process Consulting, Application Implementation, Rollout and Support of Oracle HCM Cloud Solution.	• APMEA

		Cloud, Fusion Projects, Fusion CX.	
--	--	------------------------------------	--

7. Wipro Oracle Credentials

Wipro is a Cloud Elite Partner of Oracle with **23+ years of experience** in providing Oracle services to **500+** global clients out of which 250+ are cloud-based implementations. Wipro has gained extensive capabilities to deliver across Oracle Consulting, Implementation, roll outs and Managed Services engagements. We have a \$0.75 Bn Oracle economy as Wipro and we are among the top few SI's having our capabilities spanning across SaaS, PaaS, IaaS, GBU product offering of Oracle. There are 9,500+ Oracle Professionals in which 2,500+ are Oracle Cloud Certified Consultants with Service delivery capabilities in 60+ countries. In addition to the above there are 8 co-innovation labs, 300+ process assets and 45+ solution accelerators. Wipro has been identified as Leader in Oracle Cloud Applications by Forrester, Gartner and IDC with a high CSAT (6.7/7). Wipro is actively enabling Oracle/enterprise transformation journeys for its clients.

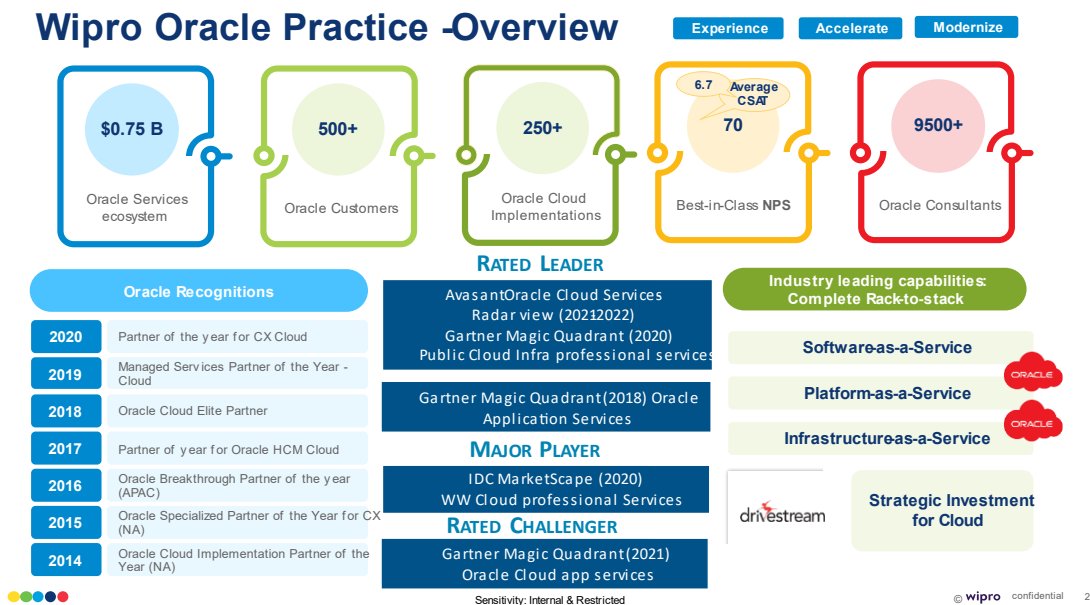


FIG: Oracle Practice Snapshot

Global Oracle Cloud Software (ERP – Finance-EPM-SCM-HCM-CX) & Oracle Cloud Hosting (OCI & PaaS) Credentials:

Client	Description of Implementation/Services
#	Oracle Cloud Software Offerings (ERP – Finance-EPM-SCM-HCM-CX)
1	Digital Transformation for a Satellite Internet Services Provider Headquartered in the UK Consulting, Service Design and multi-Cloud, multi-pillar implementation - Oracle Financials Cloud (GL, AP, AR, Fixed Assets) - Oracle SCM Cloud (Procurement, Procurement Contract Mgmt., Inventory, Enterprise Asset Mgmt).

		Oracle HCM Cloud (Global HR, Absence Mgmt., Recruitment, Payroll, Compensation, Talent Mgmt., Learning, Digital Assistant), BlackLine (Period Close, Account Reconciliation, Variance Analysis), Kyriba for Treasury and Cash Management.
2	World Leader in Ports & Terminal Operations, Cargo Logistics & Global Supply Chain Solutions	Global Rollout of Oracle ERP Cloud, HCM Cloud and EPM Cloud - Oracle Financial Cloud (GL, AP, AR, FA, CM) - Oracle SCM Cloud (PO, Sourcing, Inventory, Contracts, Product Hub) - Oracle HCM Cloud (Core HR, Compensation, Talent Mgmt, Recruitment, Help Desk), Oracle Payroll Cloud - Oracle Project Financial Cloud (Project Costing, Resource Mgmt, Project Management) - Oracle EPM (Planning & Budgeting, Financial Consolidation & Close, Account Reconciliation).
3	Global Utility Company Headquartered in Canada	Oracle Cloud Transformation: ERP & SCM - Oracle Financials Cloud – GL, Payables, Receivables, Cash Mgmt., Expenses, Fixed Asset - Oracle SCM Cloud – Purchasing, Contracts, Requisitions, Receiving, Order Mgmt., Inventory Mgmt., Projects Cloud – for Project Costing, Project Mgmt., Project Billing, Procurement Cloud – Sourcing, Purchasing, Procurement Contracts - Oracle HCM and Taleo Cloud – Core HR, Time & Labour, Performance Mgmt, Recruitment, Comp. & Benefits
4	A Govt, Entity in Dubai	Oracle Fusion Cloud Transformation - Oracle Financial Cloud: Accounts payable, Accounts Receivable, General Ledger Fixed Assets, Cash management, Expense Management, Oracle Procurement Cloud -Purchasing, Self-Service Procurement, Supplier Portal - Oracle Fusion HCM Cloud: Core HR, Payroll, Absence, Compensation & Benefits, Talent Management, Profile, Goal & Performance Management, Succession Planning, Career Development
5	Largest Offshore & Marine Services Provider in the Middle East	Oracle Cloud Implementation: ERP, HCM, SCM & CX - Oracle Fusion HCM Cloud - Oracle Fusion SCM Cloud - Oracle Fusion Projects - Oracle Fusion CX
6	Leading Telecom Provider offering Broadband, Interconnection and Satellite Services for Businesses Headquartered in Saudi Arabia	Oracle ERP Fusion Implementation (Financials, HCM, EPM) - Oracle Fusion Financials - Oracle EPM (PBCS) Supply Chain - Oracle Fusion HCM Cloud: Global Human Resources, Absence Mgmt., Benefits, Workforce Directory Mgmt., Workforce Modeling, Payroll Cloud Service for Middle East – KSA, Workforce Compensation, Goal Mgmt., Performance Mgmt., Talent Review & Succession Mgmt., Career Devt., Recruiting

		Cloud Service, Learning Cloud Service, Time & Labor Cloud Service, HCM Help Desk Cloud Service • Oracle PPM
7	World's Largest Technical Professional Organization	Oracle ERP/EPM Cloud Transformation • Oracle Financials • Oracle EPM • Oracle Procurement • Integrated OCM • Minor Global HR work on HCM
8	An American Learning Company and Educational Publisher	Oracle ERP Cloud Transformation: Oracle Cloud Customers across ERP, EPM, SCM, HCM and CX: • Oracle Financials Cloud, Expense Cloud, Automated Invoice Processing Cloud Service & WebCenter Forms • Oracle Project Financials • Oracle Purchasing Cloud • Oracle SCM Cloud • Oracle EPM Cloud
9	Global Manufacturer of Motorsports Headquartered in Japan	Oracle CX Service Cloud: • Modules of Oracle CX Service Cloud

Oracle Cloud Hosting Offerings (OCI & PaaS)		
1	A Large Gaming Company in USA	Oracle EBS Migration to OCI: • DBaaS, IaaS, Oracle Management Cloud, Load Balancer-as-a-Service
2	Leading Manufacturer of Semiconductor Products in USA	Oracle Cloud OCI: • Migration of Disaster Recovery setup from On-Premise to Oracle Public Cloud
3	Public Transit And Transportation Provider in USA	Oracle Peoplesoft Migration to OCI: • Peoplesoft Migration to OCI

Oracle Cloud Support Services		
1	Leading Public Sector Organization in Middle East	Oracle Cloud ERP: • SCM, HCM, PPM, EPM, OIC & PAAS
2	Leading Energy & Utilities Company	Oracle Cloud ERP: • SCM, HCM, Manufacturing, Projects, EPM
3	Leading Dies & Molds Manufacturer in UAE	• Manufacturing, Order Management, CPQ & PaaS.
4	Largest Offshore & Marine Services Provider in the Middle East	• Oracle Fusion HCM Cloud (Recruitment, Time Sheet and Payroll), Fusion SCM Cloud, Fusion Projects, Fusion CX.



About Wipro Limited

Wipro Limited (NYSE: WIT, BSE: 507685, NSE: WIPRO) is a leading technology services and consulting company focused on building innovative solutions that address clients' most complex digital transformation needs. Leveraging our holistic portfolio of capabilities in consulting, design, engineering, and operations, we help clients realize their boldest ambitions and build future-ready, sustainable businesses. With 250,000 employees and business partners across more than 60 countries, we deliver on the promise of helping our clients, colleagues, and communities thrive in an ever-changing world.

