PRIMUS DELPHI GROUP

Company Presentation

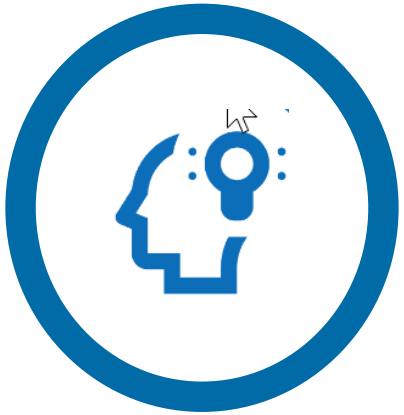
PRIMUS DELPHI GROUP GmbH

ORACLE | Partner

ORACLE NetSuite Alliance Partner

PRIMUS DELPHI GROUP

> 25 years Oracle experience



> 80 Consultants

ORACLE
NetSuite
Alliance Partner

PRIMUS Solutions AG
a member of

PRIMUS DELPHI GROUP

Bergfeldstraße - D-83607 Holzkirchen
www.primus-delphi-group.com

Long-term customer relationships

PRIMUS DELPHI GROUP

- In 2008 PRIMUS DELPHI GROUP GmbH was founded as a joint venture of PRIMUS Solutions AG and delphi Business Information Consultants GmbH.
- Both founding companies have been Oracle Partners since 1992/ 1993.
- The following companies belong to the company group: PRIMUS Solutions AG, delphi Business Information Consultants GmbH, DELPHI ITALY S.r.l., PDG Slovakia s.r.o.
- PDG is the largest German-language Oracle E-Business Suite Certified Partner worldwide.
- PDG dedicates itself to the needs of Oracle E-Business Suite customers, providing solutions that go beyond the standard functionality offered by Oracle.
- For Oracle Financials Cloud Services PDG is offering pre-configured and proven fixed-price - fixed scope implementation offers for the German market.

PDG Expertise Oracle Products

Applications	Oracle EBS R12.1 + 12.2 Financial Management Oracle EBS R12.1 + 12.2 Supply Chain
Cloud Services	Oracle Financials Cloud
Database	Oracle EE + SE 11.2, 12c, 19c Oracle Enterprise Manager 19c
Middleware	Oracle IAS + WebLogic Java Plattform – Standard Edition 7 Oracle Business Intelligence Foundation 10 + Suite 11g
Server and Storage Systems	Oracle Linux 5 + 6 + 7 Oracle Solaris 10 + 11 SPARC based Servers T4 + T5 + T7 + S7 Netapp E2824 + EF280

ORACLE | Sell Partner

Expertise in
Oracle E-Business Suite
in EMEA–BENELUX

ORACLE | Sell Partner

Expertise in
Oracle x86 Systems
in EMEA–BENELUX

ORACLE | Sell Partner

Expertise in
Oracle Solaris
in EMEA–BENELUX

Our Philosophy

PRIMUS DELPHI GROUP

collaborative

We support our business partners in achieving their business goals.

flexible

Our teams are distinguished by their high degree in flexibility and quality.

pragmatic

We work in small, efficient project teams, using a practice-oriented methodology.

goal-oriented

Our approach is goal-oriented, as we are focused on our customers‘ targets and challenges.

innovative

Innovation is our passion and we are driven to ensure the quality of our work through continuous exchange and further education.

Our Employees

have extensive experience

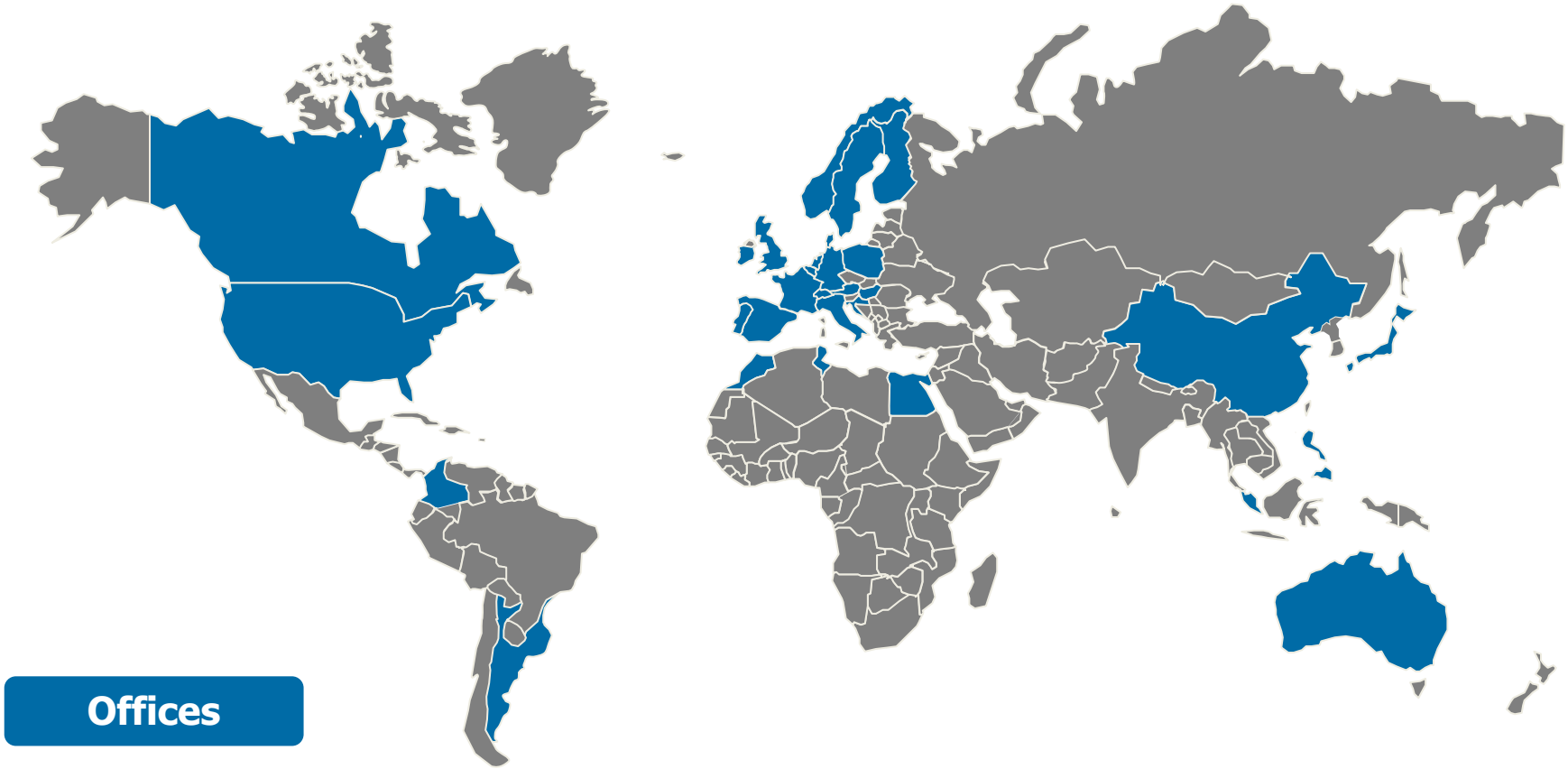
- Oracle EBS Implementations
- Oracle Cloud Implementations
- Oracle NetSuite Implementations
- Multinational Rollouts
- Process experience
- Process optimizations

have substantial knowledge

- Technical Oracle know how
- Oracle ERP know how
- Industry know how
- country specifications/ localizations

Well-established around the world

Customer & Projects



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delphi Italy S.r.l
Sede Legale:
Via Gustavo Fara 26
I-20124 Milano

Bratislava
PDG Slovakia s.r.o.
Suché mýto 1,
811 03 Bratislava,
Slovak republic

What makes PDG special?

TEAM (> 80 Consultants)

- Industry Know-how
- Technical Know-how
- Project Experience

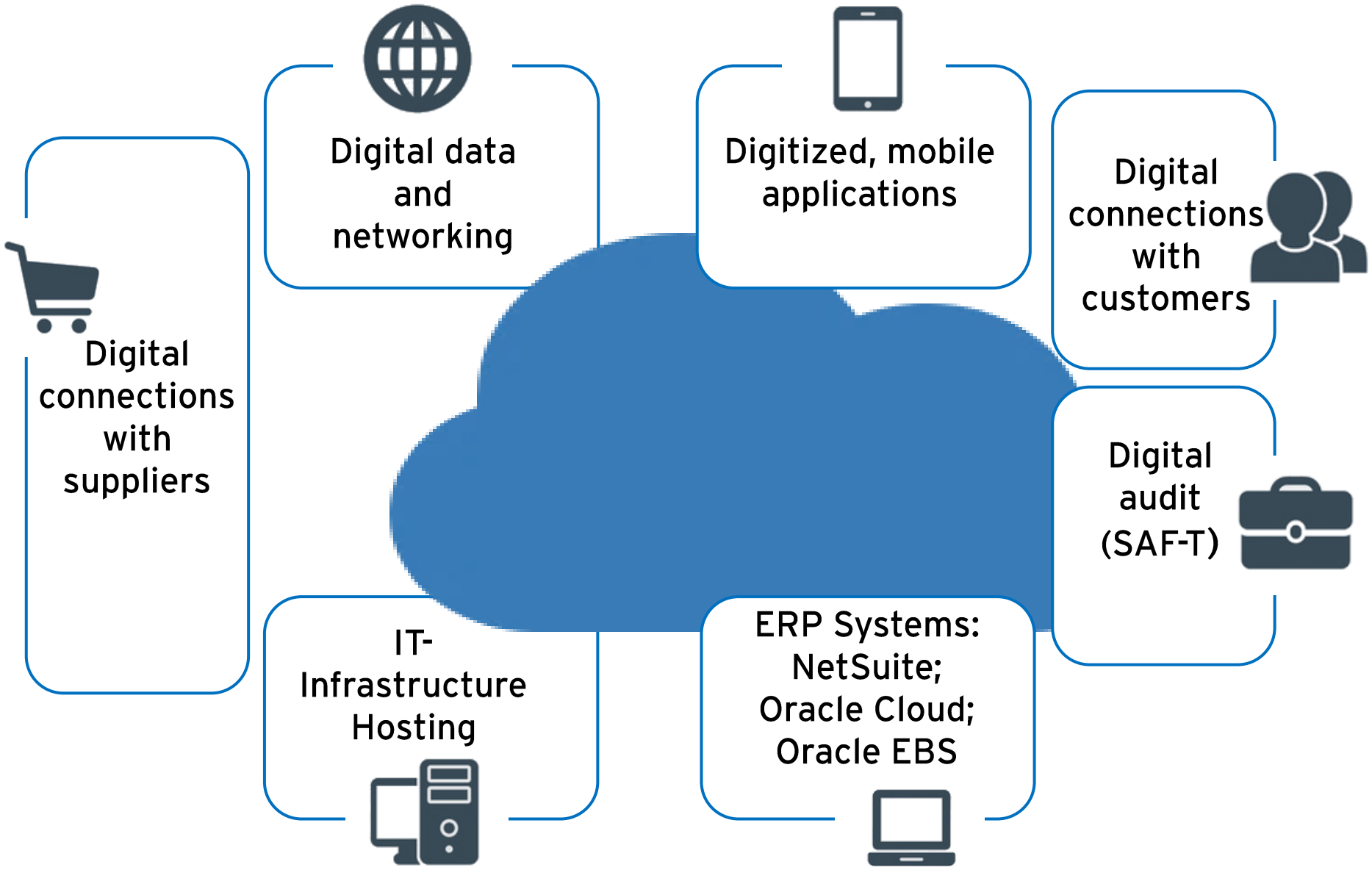
PROJECT METHOD

- Agile based
  - JIRA
  - Confluence

Time

- MVP Project Approach
- 4-5 mont from Start to GoLive

What we offer



What we offer

- Consulting
- Implementations
- Development
- Training
- Hardware
- Outsourcing

Oracle NetSuite

PRIMUS DELPHI GROUP

ORACLE NETSUITE | NetSuite Stairway For Financials First

www.netsuite.co.uk/financials

Establish

- Financials
- CRM
- Analytics and dashboards

Elevate

- International expansion
- People management
- Planning and budgeting
- Asset management

Expand

- Project management
- Billing and advanced revenue
- Advanced reporting
- Requisitions and procurement
- Inventory management

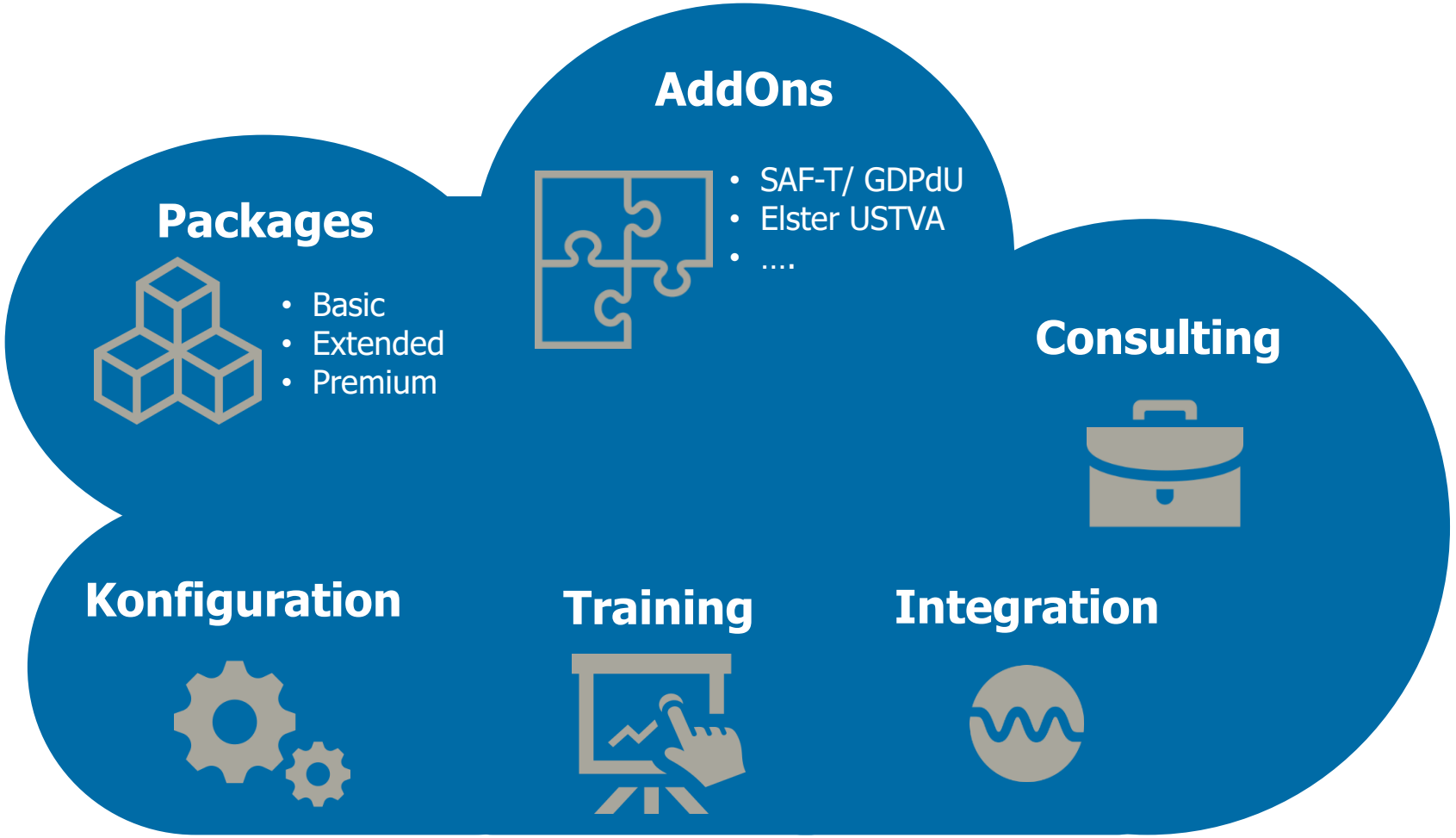
Accelerate

- Expense management
- Fulfilment
- Ecommerce
- Multi-book accounting

Dominate

- Talent management
- Email marketing
- Advanced planning

Oracle ERP Cloud



Know How in Oracle Cloud Services

PRIMUS DELPHI GROUP

- Enterprise Resource Planning
- Supply Chain Management
- Human Capital Management

PDG AddOns Oracle EBS

PRIMUS DELPHI GROUP

- Satisfy lokal requirements
- Meet legal requirements
- Automate business processes
- Give structure to processes for maximum transparency
- Integrate tasks in a workflow
- Simplify adminstrative processes

Legal Requirements

- GoBD/GDPdU Interface digital Audit (SAF-T)
- UstVA Servicepaket
- VAT ID Verification
- Confirmation of Arrival
- Assests Analysis

Finance and Accounting

- Invoice Creation according to ZUGFeRD Standard
- TransportCostControll
- Cash Receipt Management
- Approval Workflow for Invoices

SCM, Inventory, Logistics

- Long-Term Distributor Statement
- Time Slot Management

PDG AddOns für die Oracle ERP Cloud

Legal Requirements:

ELSTER/
UstVA

SAF-T
(GoBD/
GDPdU)

PDG Oracle Financials Cloud Services

- General Ledger
- Accounts Payable
- Accounts Receivable
- Cash Management
- Fixed Assets
- Payments
- Tax
- Sub ledger Accounting

German AddOns (Lokalizations)

- SEPA (DK-Standard)
- Bank-Statement Interface Deutschen Bank
- SAF-T (GoBD/GDPDU Interface)
- VAT Processing
  - calculate
  - reconsile
  - report

PDG Oracle Financials Cloud Services

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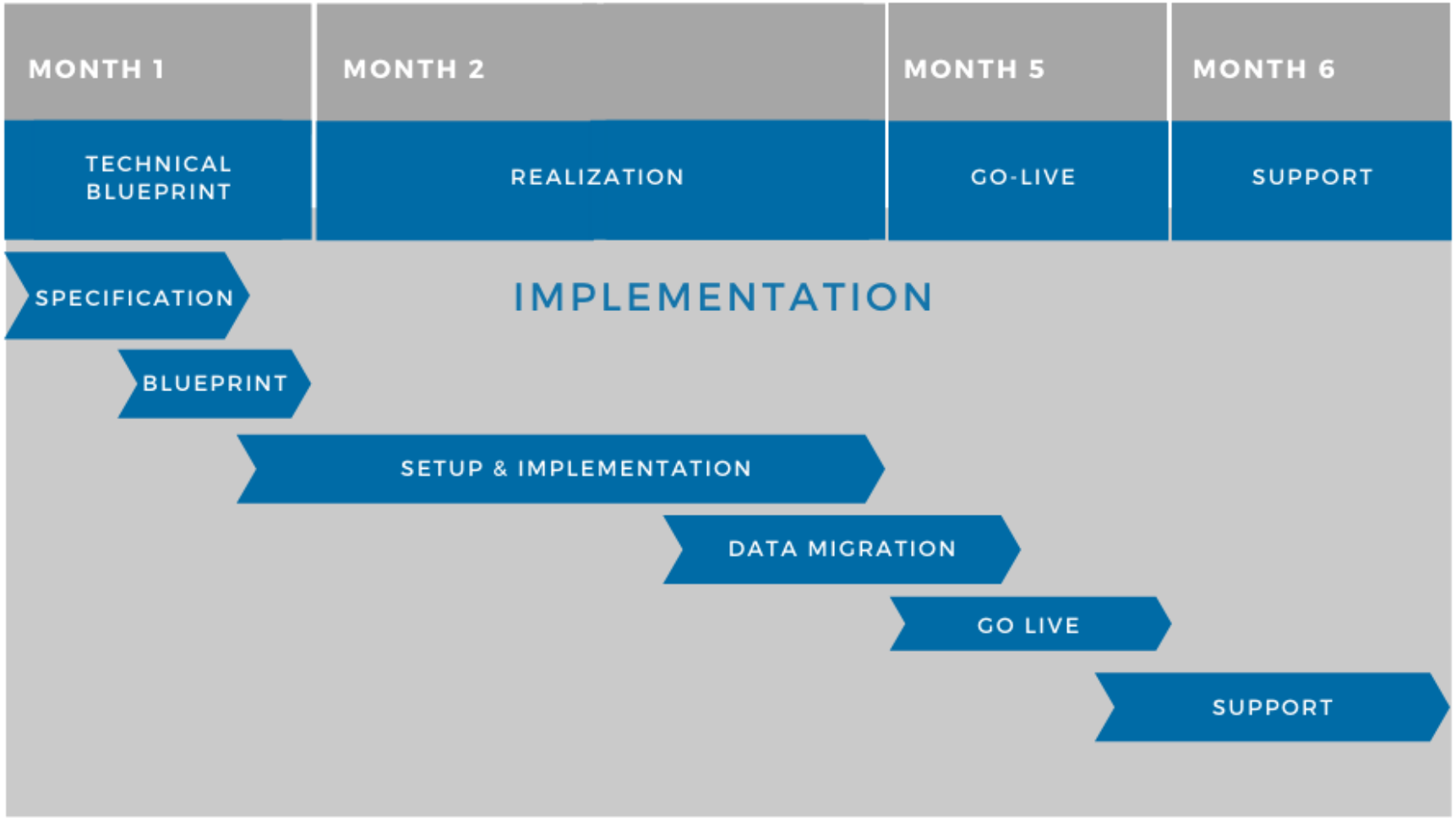
4 months from Signing to Go-Live

Tight but realistic timeline with sole focus on finance process till go-line



Werkzeuge Projekt- & Dokumentenmanagement

PRIMUS DELPHI GROUP

Confluence

- Saves the entire project documentation in an uniform structu accessible to all project team members.

- PDG „Project Wiki“

JIRA

- Activity & Issue-Tracking

Our Customers

PRIMUS DELPHI GROUP

NetSuite

SCHÜTTFLIX, FREE LETICS, FARMTIGER, mammaly, anteris medical, arive, SLI CHEMICALS, PFERDEGOLD, 7Mind, BRUEGMANN, yfood, ZYMO RESEARCH, fgs global, instagrid, MEDIFOX DAN

PDG AddOns GoBD/ VAT

ORACLE E-Business Suite

Huhtamaki, LOPAREX, CARNIVAL CORPORATION & PLC, GÖTZ, INNIO, NI, VS LIGHTING SOLUTIONS, PRODINGER, primacom, eao, hellmann Worldwide Logistics, VERTIV, Panasonic ideas for life, HARLEQUIN, allmess, Itron, KNV ZEITFRACHT, PRESSOL, FLOWSERVE, CORA Verlag

Custom Consulting

profol Performs, Rexroth Bosch Group, EMERSON, AVENTICS, Rottal Inn Kliniken, MEDICAL PARK, WACKER, siltronic perfect silicon solutions

System Service

profol Performs, Huhtamaki, eao, LOPAREX, PRODINGER, Rottal Inn Kliniken, GÖTZ, PLEUGER INDUSTRIES, EMERSON, AVENTICS, EVENT HOTELS

Reference GoBD/ GDPdU Interface

- One integrated solution, including software, technical advice, installation and training
- PC solutions; no server installation
- Includes an interface to the IDEA® audit software
- Full integration into the E-Business Suite
- (EBS Release 11i und Release 12)
- PDG GDPdU solution has been successfully deployed by more than 90 customers

„…a few minutes ago I talked to the manager of our finance department in Berlin. Thanks to the PDG GDPdU AddOn, our recent tax audit has been completed without any issues. The auditor was pleasantly surprised. We did not expect that the data would be so competently and well-prepared using Oracle EBS. Therefore I would like to thank you and your entire team personally once again for the outstanding support …..“

Michael Bendini, Vectron International

References

- European Roll-out of numerous Oracle E-Business Suite modules in Germany and Italy
- Migration of large master data from legacy systems in the new EBS Modules.
- Full technical support and consultancy services for Oracle E-Business Suite
- Replacement of existing „Cognos“ system with Oracle Business Intelligence, redesign of DW and Reports
- Upgrade of Oracle EBS R11i instance to R12 including data migration of all manual customizations
- Processes optimization and replacement of all customizations in SCM (Logistics) with standard EBS functionalities.

PRIMUS DELPHI GROUP

Huhtamaki

D-Ronsberg
Packaging Industry
1.300 employees

Photo:
Huhtamaki Flexible Packaging Germany

References

PRIMUS DELPHI GROUP

LOPAREX

- Technical support for migrating from legacy system HP 3000 to Oracle ERP EBS 11i
- Full technical support and consultancy services for Oracle E-Business Suite
- Technical spin-off of Huhtamaki-EBS systems and migration of full ERP-Systems on our local Hosting Systems
- System and processes optimization with upgrade to Oracle EBS R12
- Development customization based on Oracle Tools (e.g. APEX)

D-Forchheim
manufacturer of release liners

800 employees

Photo: Loparex

References

- Design, Implementation and Roll-out of European IT Project including Manufacturing, Logistics in the Oracle EBS
- Sales, Purchasing, Planning, Logistics, Manufacturing, Project Planning, Finance
- 5 factories in 4 countries,
  19 distribution hubs with very complex planning processes and inter-company transactions
- Timeline till Go-Live: 2 years, gradual go-live for all companies
- Migration from 4 different ERP systems and harmonization of master data and processes
- Customization and process optimization, built interfaces for detailed planning, WMS

PRIMUS DELPHI GROUP

VERTIV

UK, IT, D, SK, CZ,...
Engineer To Order
provider of equipment and services for datacenters
20.000 employees
> 8.000 User

Photo: Vertiv Group

References

- Harmonization of master data, structures, and processes in all European branch offices, taking into account country-specific legal requirements
- Implementation of a uniform IT platform for all European companies and rollout in 14 countries
- Design, planning, and implementation of the ERP system, including finance, sales/purchasing, production, supply chain and demand planning, and maintenance
- Electronic connections with corporate groups and business partners
- Integration of high-bay warehouses into the logistics process
- System support and upgrade to the latest version of ERP software

PRIMUS DELPHI GROUP

Panasonic
ideas for life

D-Ottobrunn
Electronic components
230 employees

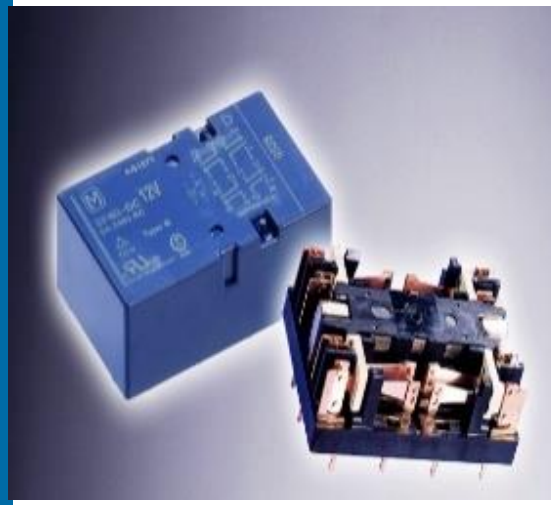


Photo:Panasonic
Electric Works Europe AG

References

- Implemented Oracle ERP System (2005)
- Roll-out of Finance module (including automated invoice scanning solution) and Purchasing
- Challenges
  - Roll-out of a „Global Single Instance“
  - Complex customizations
- Current system-development activities and customization of new data-structures (since 2005)
  - Upgrades
  - Support
  - Development of a central Portal for customer transactions (Adapter to different Systems)

PRIMUS DELPHI GROUP

CARNIVAL CORPORATION & PLC

AIDA CRUISES · Costa · Costa 歌诗达邮轮

I-Genua; D-Rostock
Tourism sector
>30.000 employees

Photo: AIDA Cruises – German Branch of Costa Crociere S.p.A

References

- Adaptation of centralized, worldwide installation of NI Oracle to German requirements
- Development of an inter-company process based on the standard functionalities of Oracle EBS, taking into consideration inventory and expense items
- Implementation of Oracle software at NI locations in Japan, China, Hong Kong, and the UK, including complex inter-company processes in compliance with national legal requirements
- Implementation of the “AP Invoice Scan Solution” to optimize the “Procure to Pay” process
- Provision of a hotline service for all production support issues; PDG supports NI in all Oracle issues (implementation, licenses, hardware)

PRIMUS DELPHI GROUP

D-Berlin
manufacturer of software and hardware for computer-based audio production
250 employees

Photo: Native Instruments GmbH

References

- Introduction of Oracle Order Management for property-related billing as a pilot project at the Switzerland branch
- Design, planning, and implementation of centralized and electronic purchasing
- Rollout of Order Management to the complete Götz Group
- Creation of a mobile application to optimize the service and billing process
- Introduction and support of Oracle Business Intelligence

PRIMUS DELPHI GROUP

GÖTZ

DE-Regensburg
Services
Facility Management
15.500 employees

References

- Design, planning, and implementation of Oracle EBS 10.7 at the German production plant
- Consolidation and harmonization of all companies on a uniform IT platform (hardware, software, support) based on Oracle EBS 11i
- Upgrade to Oracle EBS 12 together with process enhancements and optimizations, including WMS, iStore, Configurator, and Business Intelligence
- Reengineering of the existing Automotive ERP solution with focus on EDI, Forecasts, Demand Planning
- Introduction of new logistics hub concept and rollout to other companies (including China))
- Pilot project for digitalization of purchasing with Netfira

PRIMUS DELPHI GROUP

CH-Olten
manufacturers of industrial switches, complete custom HMI panels and interface systems
600 employees

Photo: EAO AG

References

- Uniform sales information system: 360-degree view of the customer
- Optimization between high delivery capability and low capital commitment
- Margin calculation on the basis of “periodic costs”
- Document management (outgoing and incoming)
- Automated direct deliveries from suppliers to customers with original shipping documents
- Direct purchase via iStore with customer prices and product details
- Unified Warehouse Management System (WMS)
- Implementation of a central financial accounting system with client structure and representation of corporate group structure
- Connection between customers and purchasing platforms via EDI and iDoc/Webservice

PRIMUS DELPHI GROUP

PRODINGER Verpackung

D-Coburg, Erfurt, Freiburg, Nurnberg
Distributor of transport packaging
>450 employees

Photo: PRODINGER KG

References

PRIMUS DELPHI GROUP

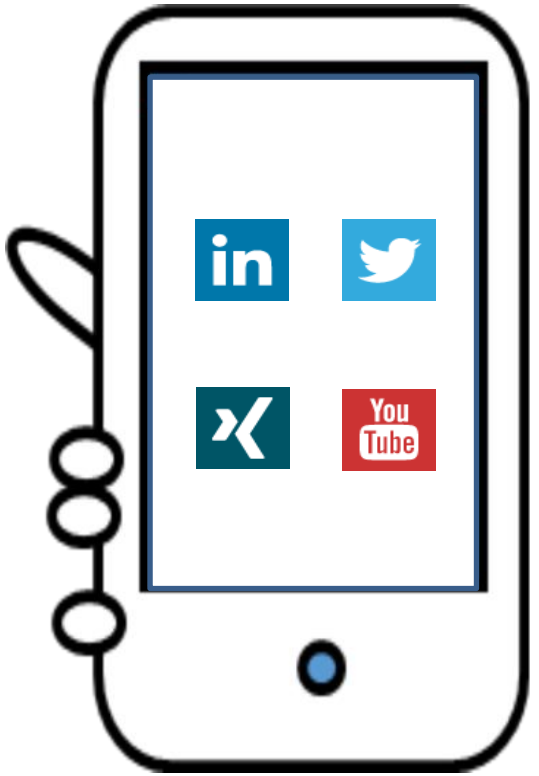
- Technical Upgrade from EBS R11.5.9 to 12.1.3 in just 4 months
- Workshop und Delta-Training based on Test-Upgrade
- Parallel upgrade of Oracle database 11g
- IT Changeover of HW Platform from 32 to 64 Bit Unix
- Integration of Oracle Financials with heterogenous IT landscape
- Replacement of current Invoice Approval Process with standard EBS R12 functionality and integration of over 60 subsidiaries
- Integration of Invoice scanning solution and Costing Approval process

K&L RUPPERT

D-Weilheim
Fashion
2000 employees

Foto: **K**&L GmbH & Co. Handels-KG

Thank you for your kind attention



We look forward to hearing from you:

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