

KERTIOS


It's time for action


Every day around the world, for 20 years, **Kertios acts** and makes available all its recognized expertise, whether human and/or technical, as well as its exceptional partnerships in the service of a single and only ambition:


Collaborate with its clients to implement their transformation strategies to build reliable and innovative solutions.




Our value proposition

 We have been working for more than 10 years, mainly in three regions: Europe, CIS and Africa, and we have a long list of very satisfied customers from different countries.

 We draw on our experience gained from a number of international projects and will provide your teams with best practice.

 We have in-depth knowledge of local requirements and their compliance with company policies and procedures. We also have extensive practice in coordinating local and corporate requirements.

 We are adept at working with local partners and often collaborate with other consulting companies. We also have offshore capabilities.

 We are flexible and work very quickly.

 Our team are officially certified by Oracle for different products and keep it up to date.

 High professionalism and very good project management.

Our Projects Geography

Kertios Consulting is an international company which operates globally in different countries. We've already realized many HCM/ERP projects in different countries around the world:



Our service offering

Transformation Organizational

- Operational Benchmarking / Digital Maturity
- Business Process Management
- Operating Model / Business case
- Change management / Training

Process optimization & solution deployment

- Process optimization: Finance, HR, Sales etc.
- HCM Solutions – Oracle
- Oracle & Salesforce ERP Solutions
- Project Management

Systems and technologies design and implementation

- Business Intelligence
- Custom Development
- Maintenance / Hosting
- Software Publishing

Our Oracle Partnership

ORACLE Partner

ORACLE
FUSION APPLICATIONS

ORACLE
TALEO

ORACLE
ANALYTICS

ORACLE
Autonomous Database

ORACLE
E-BUSINESS SUITE

ORACLE
JD EDWARDS

ORACLE
NETSUITE

ORACLE
PEOPLESFT

ORACLE
USER PRODUCTIVITY KIT

Kertios Consulting in figures

140+ Customers that trust us

35% of income from HCM / ERP projects

20+ Years on the market

15+ Oracle Applications Consultants

30+ ERP/HCM projects

15+ AMOA projects



About Kertios project methodology

Our project methodology is build based on Oracle Unified Method (OUM) and is adapted to Cloud solutions implementation. This methodology allows to better assess Customer requirements, because it includes a set of predefined document templates for corresponding project phases, project plan template and special tools for managing project risks.

In order to support consistent and smooth project execution, ensure project status transparency, address concerns and risks raised the following tools and activities are applied:

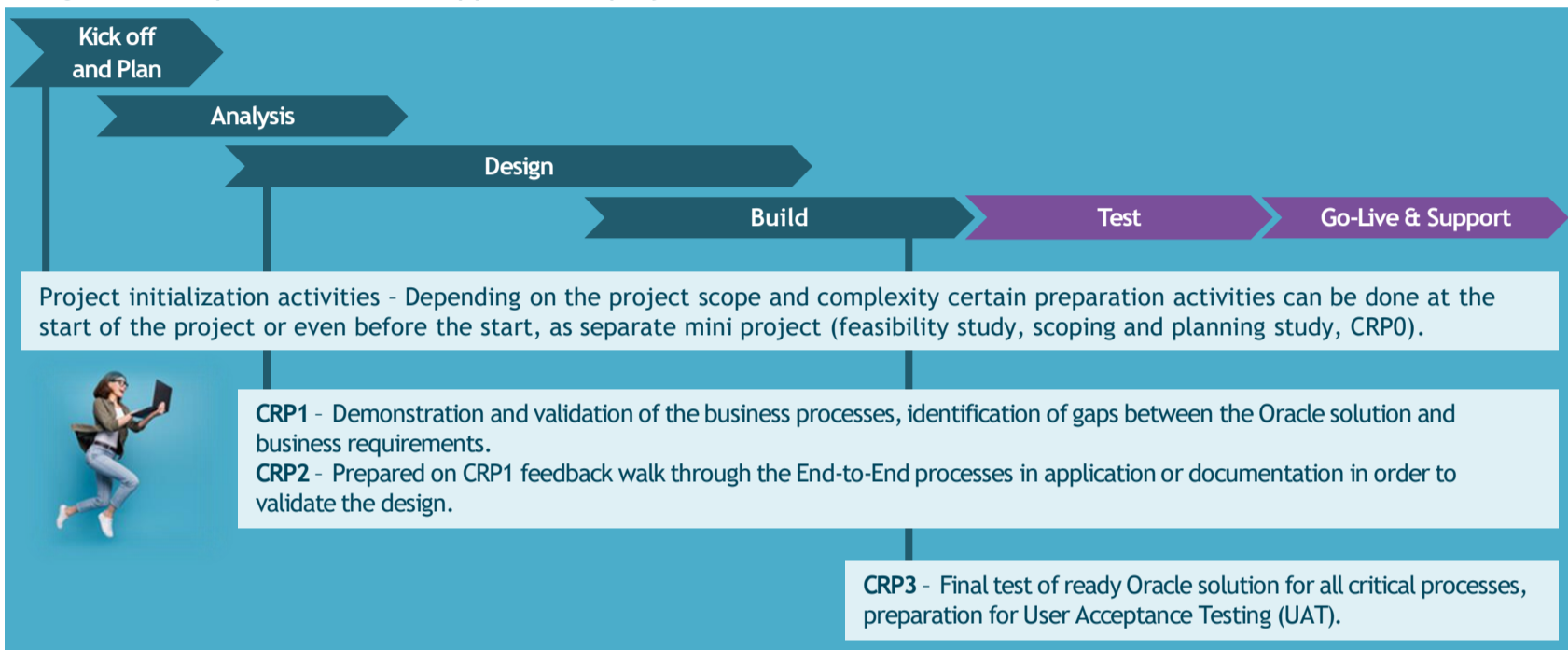
Our Key Customers



Pernod Ricard

Project Planning and CRP Approach

For accurate planning of projects activities, achieving objectives and milestones Kertios is using Project Planning, as a blueprint of project phases and deliverables. An integral part of Project Planning is CRP (Conference Room Pilot) approach. Bellow is provided an example of Project Plan (split by phases), based on global best practices vs CRP approach of project execution:



Project documentation approach

Project documentation is a core part of each project and also one of Kertios key strength points. Based on requirements accurately collected during CRP sessions, we prepare Project library to support project implementation activities. Usually, Project library contents pack of different documents, including the following:

Library of standard business processes is used as a basis, with potential add-ons coming from Customer's process taxonomy.

During CRP1 main requirements are registered and the first version of process is created.

In the second round of sessions (CRP2) the process To Be is defined and realization in the system presented and documented.

Fit/Gap Analyses

Macro and detailed Business Processes To Be

Application and Finance Architectures

Test scripts

Training Materials, Business Cases, Change Requests, Functional Specifications, etc.

Users engagement approach

Following best practices, Kertios engages users to the project from Day 1. The main purpose of such approach is to build strong relationships with Customer to deliver expected volume of project and avoid issues during Go-Live. Based on our experience users from all impacted departments should be involved to the project, as soon as it starts. This also allows to grow future Support Team.



In order to ensure smooth Go-Live our consultants carefully prepare users through training and testing of new Business Processes demonstrated during CRP sessions.

To do this activity we use the following documentation:

- Training presentations (with detailed steps in the systems and screenshots for each step);
- Practical exercises (for execution by users in the system by themselves);
- Test scenarios (with detailed navigation in the system).

Project Management approach

Kertios has reliable and professional project management approach and strong discipline, which allows to successfully deliver project in expected timelines and agreed scope.

Kertios use mainly 3 types of controls and instruments directly impacting quality of project execution:

<p>Time</p>	<p>Project Committee</p>	<ul style="list-style-type: none"> • Once a week • Participants: Project Management • Documentation: Flash report with project current status
<p>Scope</p>	<p>Steering Committee</p>	<ul style="list-style-type: none"> • Once a month • Participants: Top Management, project sponsors • Documentation: presentation with project status analysis
<p>Budget</p>	<p>Budget Control</p>	<ul style="list-style-type: none"> • Once a week • Participants: Project Management • Information about current budget status (Plan vs. Actual) is presented in weekly Flash report