



PCL Advantage Service



Business Value Proposition Preparation

It is a reality of being an Oracle E-Business Suite customer that there is always an opportunity to upgrade and enhance your solution on the table or just around the corner. While both PCL and Oracle wish that all change and upgrades were zero cost and had only beneficial impacts on your business, we understand that this will never be the case.

At PCL we work regularly with our customer to help them prepare Value Propositions for change and upgrade activity. The preparation can be both time consuming and costly so PCL have developed the PCL Value Preparation Service. We are always up to date with the latest releases both functionally and technically and understand the new features and opportunities that they offer. This allows us to engage in the process of evaluating what could be of value to your business straight away.



The PCL Value Proposition Preparation Service will deliver each customer the following:

- Summary statement of the major headline changes and new features by product for the release you are evaluating
- An analysis of where real business value could be derived in your business and from which new features
- An impact analysis of the upgrade process for the release you are considering
- A Value Proposition Statement or business case with both quantitative and qualitative costs and values where possible

In order for PCL to prepare the Value Proposition Statement we would normally plan a series of interviews with your key users and IT team and also ask that you complete a short series of questionnaires. Many of the PCL consulting team are experienced accountants and we draw on that knowledge to ensure that we deliver well developed and presented financial plans using your own data for 'cost of days' not just industry standards.

We have been delivering this service for some time and have developed a solution to the challenge of evaluating new releases that is of high quality and is also cost effective.