

Partnering for
Value

centroid

Technology and Business. **FutureProofed**

www.centroid.com

ORACLE[®]

**Platinum
Partner**

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How Centroid Can Help You

We deliver Oracle. Period.

Dedicated marketing, business development and sales team

We have built a sales organization that focus's 100% on Oracle Hardware, Technology and Application Solutions.



- 2 Marketing professionals dedicated to promoting and coordinating events that drive lead generation
- 2 Business development professionals that prospect, appointment set and foster existing relationships
- 7 Sales reps focused on selling and delivering Hardware, Technology and Application Solutions

Collaborative Marketing Campaigns

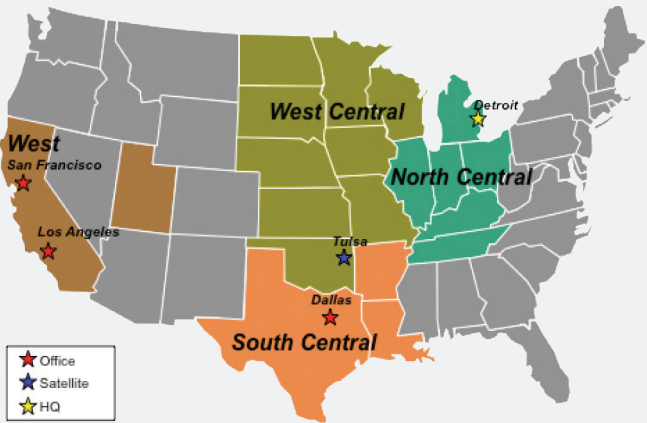
We have Oracle success stories across many industries. We draw on these customer engagements to create compelling content for highly targeted joint marketing campaigns. Our marketing and business development team generates net new and add-on value through the sale of Oracle products and solutions. Marketing vehicles include:

- Seminars and other live events.
- Engaging email campaigns.
- Informative, solution-focused webinars.
- Targeted telemarketing programs.

At Centroid, we focus on leveraging technology investments for increased value—helping you close deals.

Who We Are

Centroid is national consultancy comprised of over 100 Oracle application and technology experts. Since our inception in 1997, we have been serving clients across 3 main pillars: Hardware, Technology and Applications. We provide these solutions and services across three major regions covering markets from Commercial, Emerging to Health-Care.



With an ingrained FutureProof mentality, Centroid helps Oracle customers realize the benefits and increase the value of their investment by running a fully engineered suite of Oracle Hardware, Technology, and Applications.

Our deep experience and reputation for delivering Oracle Solutions provides you with a valuable tool to help close deals and even increase the value and returns from an existing account by add-on sales.

From Hardware to Technology to Applications

Centroid drives Oracle product sales

We take a business led, technology enabled approach to our selling, enabling us to prove the value of integrated solutions.

Oracle Platinum Specializations achieved:

- Oracle Exadata
- Oracle Database 11g
- Oracle Enterprise Linux
- Oracle Real Application Clusters (RAC)
- Oracle Database 11g Performance Tuning
- Oracle E-Business Suite (EBS) – Financial Management
- Oracle Accelerate for Mid-Sized Companies

Oracle Platinum Specializations – in process:

- Oracle CRM
- Oracle EBS – Supply Chain Management
- Oracle EBS – Human Capital Management
- Oracle Service Oriented Architecture
- Oracle Business Intelligence Applications
- Oracle Data Warehousing

We have the ability, experience and talent to demonstrate the power and value of Oracle products for the entire IT architecture—from hardware all the way through to applications.

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Oracle Engineered Systems

The Centroid Exadata Center of Excellence

Centroid is one of the few partners in North America that has invested in an Oracle Exadata Center of Excellence (COE). The COE is a powerful tool to increase user adoption of engineered systems by helping customers evaluate, deploy, and manage Oracle applications, critical database systems, and technology.

Our Exadata COE and our engineered systems implementation and migration methodology enables customers to quickly and efficiently:

- Evaluate the Exadata solution using their own data and queries, in as few as 10 business days.
- Conduct real-world proof of value exercises on the Exadata Database Machine.
- Map business goals to Oracle Engineered Systems solution opportunities.
- Determine the potential ROI and total cost of ownership for an Oracle Exadata or ODA engineered system solution.

We can also move our Exadata Database Machine to the customer's location for an on-site evaluation.



Enabling Cross-Stack Solutions

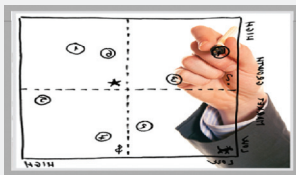
Our solutions align with how Oracle goes to market; covering cross-stack solutions

- **Application Services**
 - Customer Relationship Management
 - E-Business Suite
 - PeopleSoft
 - Accelerate for Midsize Companies
- **Technology Services**
 - Service Oriented Architecture
 - Application Integration Architecture
 - WebCenter
 - Developer Tools
- **Infrastructure Services**
 - Database
 - Engineered Systems – Exadata and ODA
 - Operating Systems
 - Server and Storage Systems
- **Managed Services**
 - Database Management
 - Application Management
 - Configuration and Change Management
 - Application Development
 - Help Desk



Partnering for Value

We can demonstrate the value of engineered solutions for your customers and drive license sales



We Deliver Oracle. Period.

We believe that an integrated Oracle-based solution is the key to lowering the total cost of ownership for customers. We are committed to Oracle products exclusively and are experienced at positioning Oracle effectively against competing solutions.

Specialized and certified

As a committed Oracle Platinum Partner, we invest heavily to maintain and expand our specializations in areas that drive license revenue. Our Oracle support teams are certified experts in the products you sell each day. We can provide additional third-party recommendations to help close difficult sales.

Line of Credit

With Centroid, customers have competitive financing options for purchasing Oracle licenses and services, providing you with additional flexibility to close large, front-ended license deals.

Strong client references

Our first client is still with us after 15 years. The strength of our client relationships provides success stories to showcase Oracle solutions.

Centroid Advantage

Guaranteed solutions for increased performance

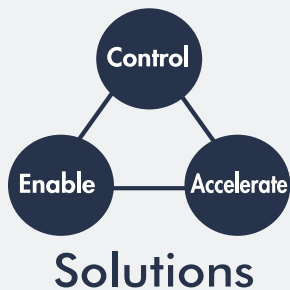
We believe that high performers push the envelope, outperforming their competitors and themselves. We put this belief into practice every day. That is why we take full responsibility for our work and the potential risks involved. Quite simply, we always deliver on our promises.

We offer a broad range of services that give your prospects a wealth of industry experience and proven performance. From sophisticated customer management and integrated supply chain solutions to the transformation of the customer's business and internal functions, we have the expertise to get the job done right—the first time.

We focus on providing customers with comprehensive solutions—whatever their needs may be. From product selection to delivery and managed support, we use the best talent in the industry to provide customers with value-added solutions.

Centroid's tireless commitment to providing the best solutions to clients is a testament to our service—and the strength of Oracle's solutions. Call us today and see how Centroid can work with you and your prospects to drive increased value from Oracle investments.

FutureProof



FutureProof
[fyoo-cher proof] (verb):
to extend the value
of your information,
processes, systems,
and business through
strategic planning,
tactical execution, and
relentless attention to

Centroid FutureProof solutions continuously evolve through our responsiveness to changing customer needs, coupled with our deep business and technical expertise to help customers:

- Enable – Link your technology and your business
- Control – Secure your entire environment
- Accelerate – Optimize across the enterprise

Adopting a FutureProof methodology increases the return on existing technology investments and improves the overall performance of the business.

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Centroid Systems



Centroid Systems



Future Proofing



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