



Charting the course for your enterprise solution

Cardinal Point Service Automation

Implementation Experience

Oracle|PeopleSoft delivers the products; Cardinal Point Solutions delivers the solutions. Because of the significance of today's business processes and complexities of the PeopleSoft Enterprise Service Automation product suite, it is essential to have experience on your team to implement application functionality with industry best practice business processes. Successful implementations require expertise and accurate direction to manage change. Cardinal Point consultants provide the experience and insight necessary to ensure a targeted solution.

When implementing Oracle's PeopleSoft Enterprise Financials and Service Automation product lines the goal is to streamline the business processes. Cardinal Point has experts in order-to-cash and propose-to-complete and resource management business processes. Service automation is critical for all project-centric companies and service departments within all organizations.

Industry Expertise

Cardinal Point offers expertise in application functionality, business processes and industry solutions. By focusing on select industries, we are able to offer best practice advice for your most challenging business processes. This provides our customers a unique advantage resulting in rapid delivery of precise solutions.

- ▶ Service Industries
 - Consulting
 - Staffing
 - Advertising
 - Health Care Services
 - Financial/Accounting
- ▶ Government Contracting
- ▶ Sponsored Research
- ▶ Software
- ▶ Internal IT and R&D Projects

Professional Service Organizations

Service Firms face unique challenges in today's marketplace including:

- ▶ Streamlined Contract and Project management including project planning and budgeting and forecasting;
- ▶ Accurate and timely invoicing, cash collections and revenue recognition;
- ▶ Real time visibility to project profitability, budget comparison and financial reporting;
- ▶ Powerful analytics to drive business decisions on pipeline reporting, resource utilization and capacity planning;
- ▶ Control and analyze project delivery costs;
- ▶ Decentralized time and expense entry.

Internal Service Departments

All organizations desire to improve their operations within service departments including IT, R&D and Shared Services.

- ▶ Align project portfolio with core business objectives
- ▶ Schedule and maximize resource utilization
- ▶ Project health reporting including status reporting, issue management and budget analysis
- ▶ Improved visibility and controls
- ▶ Conduct detailed capacity planning

Fusion

Cardinal Point has routinely worked with PeopleSoft Strategy and Design teams. Our involvement with the evolution of Fusion will be no different. We continue to feed information from the field and identify the functionality that is critical to our clients. Our technology consultants are ahead of the curve in learning Fusion technologies and our application consultants are on the leading edge of Fusion applications.

"Cardinal Point Solutions was instrumental in our successful implementation of the ESA suite of products."

*– Director,
PeopleSoft, Inc.*



Enterprise Service Automation

Cardinal Point Solutions works closely with Oracle|PeopleSoft. We assisted them with design and testing of Financials versions 8, 8.4, 8.8, 8.9 and 9.0. Our focused solutions include the following applications

- ▶ Time & Expense
- ▶ Projects Costing
- ▶ Program Management
- ▶ Portfolio Management
- ▶ Contracts
- ▶ Resource Management
- ▶ Services Procurement
- ▶ Billing & Receivables
- ▶ Grant Management
- ▶ Front Office/Pay Bill
- ▶ CRM for High Technology
- ▶ Enterprise Warehouse

Service Offerings

- ▶ Application and Solution Assessments
- ▶ Systems Integration
- ▶ Enterprise Systems Implementation
- ▶ Application Upgrade
- ▶ Business Intelligence
- ▶ Organizational Change Management and Business Process Reengineering
- ▶ Project Management

Toolkit

Cardinal Point Solutions understands the benefits of a structured approach to system implementations. We have identified common challenges across implementations and have developed tools to automate and ease these burdens. Our toolkit is especially helpful for mid-market customers who require the same full suite of functionality at a more affordable price.

Results-driven approach

Cardinal Point utilizes a results-driven approach combining application, business process and industry expertise with a passion for client service.

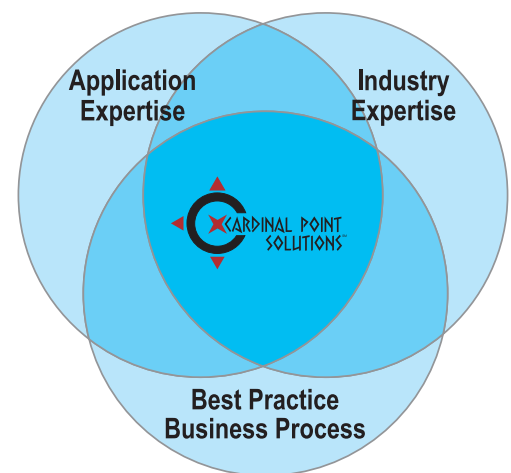
Commitment to Our Clients

The success of any client relationship is based in large part on the effective implementation of their enterprise solution. Simply put, our success is based on our clients' success. Our clients enthusiastically praise their relationship with Cardinal Point and trust us with their continued business. A client's recommendation is our highest honor.

Our Advantage is Our People

By hiring the very best people, Cardinal Point provides excellence in enterprise system consulting. Our consultants hold years of experience on Oracle's PeopleSoft Enterprise projects as technical and business experts. Our leadership and dedication set us apart from our competition. Cardinal Point consultants positively impact every client engagement with our experience, skills, analytical abilities, and solution-oriented methodologies.

Our consultants are leaders. Each has led client implementations during every phase of the implementation life cycle.



"With their industry knowledge and application expertise, they added immediate value to our team."

—Strategic Business Analyst, Perot Systems.