

COMPANY PROFILE

INTRODUCTION

We are Oracle specialists, providing Oracle Applications services for over a decade. Our Oracle Center of Excellence at Dubai and Hyderabad provides highly effective solutions to help our clients optimize their investments in Oracle products. With a large pool of certified Oracle experts, we provide end-to-end Oracle E-Business Suite solutions including implementations, upgrades, and application management services such as hosting, remote DBA, help desk, archive and purge services, and a broad range of other technical services.



Our broad experience in various vertical industries and best practices repository allow us to offer faster solutions to our clients, offering them immediate business benefits.

Our long-term product engineering development relationship with Oracle Middle East and off late with Oracle India and recognition as **Global Certified Partner** differentiates us from other services providers, giving us thorough knowledge of the product suite complementing our deep domain experience to satisfy our customers diverse needs from implementation and upgrades to solution design, product customization and application integration all the way to guaranteed, cost effective application management and support.

We specialize in the verticals of Oil and Gas Industry, Financial Institutions, Government Establishments and Retail.

Marvel's mission is to ensure our clients' success with Oracle E-Business Suite by doing it the right way, every time. We use the proven Marvel MIM® a modified version of Oracle's AIM project methodology to help our clients successfully deploy Oracle technology worldwide, providing an integrated suite of professional services, integration software, training and managed services, from the strategy and design phases through implementation and ongoing support.

A long-standing Oracle Certified Partner, Marvel was founded in 1996 and is one of the most accomplished and well-known Oracle Applications specialists in Middle East and India. Headquartered in Dubai with additional Operational Offices in Muscat, Kuwait, Bahrain and India, Marvel has executed global projects for clients involving thousands of users, multiple languages and international currencies. Our services cover the full breadth of the Oracle product suite, and we serve all major markets that Oracle E-Business Suite software has targeted.

Marvel Difference



The reasons that our customers retain Marvel as their preferred Oracle service provider are:

- **Focus:** Marvel does one thing very well, Oracle. We have not attempted to "re-invent" ourselves with the latest technology fad or staff projects with other ERP implementers. We maintain strong relationships throughout Oracle Corporation and Oracle community. We are Oracle All Day Long!
- **Experience:** whether it is large or small, Marvel has a long and successful track record delivering Oracle services. In total, Marvel has executed approximately 30 engagements for Oracle Applications and core technology services across multiple industries and continents. Our customers continue to return to us for advice and follow up work because of our focus on customer care and satisfaction.
- **Our People:** we look for good, honest people who have a passion for providing business solutions to our clients using Oracle. Our people originally came from industry, have several years of implementation experience, are up to speed on the latest 11i products, and are active participants in user conferences, special interest groups, and Oracle development teams. We bring the best, bar none!
- **Flexibility:** With our experience, Marvel has developed a deep understanding of our customers' cultural needs, the importance of the consultant fit, and adapting the MIM® a modified version of Oracle's AIM Method. We are able to meld Best Practices, implementation methodology, and project management styles to create an efficient project that focuses on improving processes and learning software, not methodology.
- **Dedication:** We bring to the table a complete, 100% dedication to ensuring our clients' long-term success with Oracle technology. Failure never has been nor ever will be an option.
- **Value:** Marvel is a local company with a global reach. We work to keep costs low and reduce travel expenses because we know it adds up quickly. We bring the best of business experience and consulting to you at reasonable costs.

SERVICES

Consulting Services

Marvel provides Enterprise solutions to meet the business needs of leading organizations worldwide. We have a track record of delivering key business solutions with Oracle E-Business Suite. Our consultants understand the issues affecting businesses and have the necessary industry experience and comprehensive implementation experience to extend the best practices followed worldwide and leverage on the investment. We assist our clients to analyze and understand the key business drivers and market requirements facing them, to devise solutions and provide cost-effective Oracle implementations. We work alongside our clients to ensure that the appropriate technology is employed wisely, meets the requirements exactly, and delivers business benefits.

We can assist organizations by providing a complete range of consultancy services. Marvel's consultants form a diversified disciplines and are hence multi-skilled team. Acknowledged experts in their chosen field, who can communicate with our clients in business terms and contribute to all phases of the implementation life-cycle: from problem identification, through to solutions formulation, procurement, delivery into handover and operation. Our consultants are able to review business processes, workflow management and operations, as well as understand the technical systems required to implement changes.

Our consultants work in partnership with our clients and are able to contribute to all phases of the solution life-cycle from problem identification to solution delivery into handover and operation.

Our Applications consulting services:

- Implementation Strategy and Planning
- Upgrade Strategy and Planning
- Build Versus Buy Decisions
- License and Support Migration
- Technology and Platform Migration
- Server & Storage Consolidation
- Architecture Strategy and Planning
- Total Cost of Ownership (TCO) Reduction
- Disaster Recovery Planning
- E-Business Strategy
- Merger & Acquisition IT Strategy and Planning.



Implementation Services

Many companies promise Oracle expertise, on-time delivery, and on-budget projects. Marvel delivers on the promise and has references to prove it! Marvel's experienced consultants, not-to-exceed contracts, and project tracking diligence ensures that your project will exceed expectations.

Whether working with you in a traditional environment or as a hosted customer, our highly experienced consultants will ensure that your systems investment and business processes help your organization achieve its competitive advantage.

Our Implementation Services:



- Project Planning and Management
- Sizing & Installation
- Requirements Analysis
- Business Process Modeling
- Project Team Training
- MAP and GAP Analysis
- Solution Design / Setup Decisions
- Conference Room Pilot
- Application Setup
- User Procedure Development
- Custom Development
- Data Conversion / Development
- User Training and Documentation
- Testing
- Production Deployment and Cutover
- Production Support

Project Management Services

Marvel's Project Methodology, the MIM® a modified version of Oracle's AIM is a proven and reliable framework for a successful Oracle initiative, from strategy and planning through design and execution. We provide our customers with the skills and tools necessary to ensure successful project direction; and we design and implement an approach that reduces risk and assures success.

The key Project Management Services we deliver are:

- Project Chartering & Scoping
- Resource Management
- Financial Budget Management
- Communication Management
- Project Planning
- Training Planning
- Risk Management
- Quality Management
- Project Execution



Oracle Development Services

Marvel can help you decide when to develop and when not to, to identify the best tools and approaches to suit your development projects, and to determine what skills are necessary to achieve your desired time frame. Most important, Marvel can help you understand the potential impact of development on your future Oracle systems, so you avoid the upgrade "hang-over" when development is not optimally planned and executed.

Our Development Services include:

- Technical Evaluation
- Rapid Prototyping
- Application Customization
- Custom Integration & Data Migration
- Data Analysis & Custom Reporting
- Data Warehouse Development
- E-Business and Portal Solution Development
- Remote and Offshore Development

Upgrade Services

Marvel understands that upgrades represent a full dimension of skills and services and are not just limited to technology. Our upgrade methodology focuses on careful project planning, skilled project management and training. We focus on mission critical and time sensitive deliverables and dependencies ensuring a successful upgrade.

The key Upgrade Services we provide include:

- Upgrade Strategy Assessment
- Upgrade Planning
- Capacity & Architecture Planning
- Upgrade Development
- Re-implementation
- New Features Training
- Customization Elimination
- Upgrade Testing
- Upgrade Tuning
- Repeatability Testing
- Production Upgrade
- Parallel Testing
- Upgrade Verification

Migration and Integration Services

Marvel's integration expertise dates back to our first implementation of Oracle Applications in 1996. Applying deep knowledge of Oracle Application architecture amassed over more than 10 years of complex integration and data conversion projects, MARVEL delivers packaged as well as custom integration solutions for our clients. Our integration software framework is an integrated set of interface and data migration software components for Oracle E-Business Suite. Marvel's integration and data migration capabilities serve as a cost-effective, flexible and supported solution for Oracle application users who want to interface or convert data into Oracle Applications, without having to continually reinvent the wheel.

Common applications of our capabilities include:

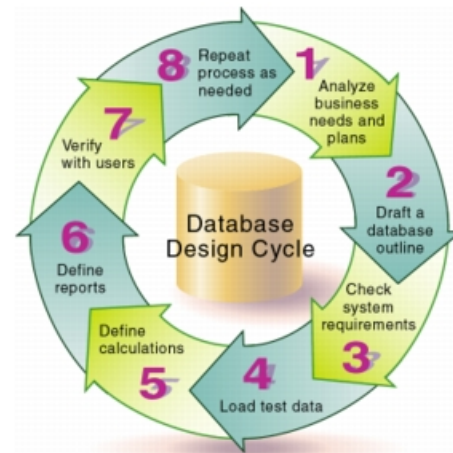
- Legacy Data Conversion
- Re-implementation Data Migration
- Best-of-Breed Application Integration
- E-Commerce Integration
- Implementation Project Phasing Enablement
- Merger & Acquisition Support

Database Administration Services

MARVEL delivers the full compliment of database, application, network, and systems administration services required to run your Oracle Applications environments smoothly.

The Database Administration services we deliver are:

- System Design & Architecture
- Software Installation & Patching
- Database Creation & Maintenance
- Fusion Middleware Configuration
- Network Configuration
- O/S Configuration
- Backup & Recovery Configuration
- Storage Management
- Performance Tuning
- Application System Administration
- Remote Monitoring
- Platform Migration (e.g. Linux)



Training Services

MARVEL delivers client-specific, role-based training that ensures your staff knows your business rules as well as how Oracle E-Business Suite software works. The MARVEL Training Plan provides a framework in which short and long-term training strategies can be designed, planned, deployed, and tracked in a consistent manner. Tailored to meet the specific requirements of an organization or department, the MARVEL ensures success by bringing time-tested, proven training techniques and education solutions to every learning environment. Most of our resources are recognized as Oracle University faculties and have been engaged with training of Oracle Applications right from the inception of the company.

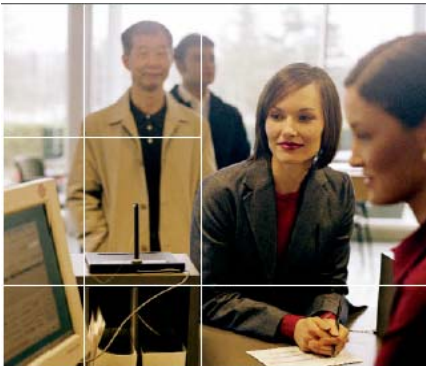
Our Training offerings include:

- Technical Boot Camp
- Executive Management Training
- Upgrade New Features Training
- Project Team Training
- End-User Training
- Specialized Workshops

Outsourcing Services

Enterprises today need partners who can deliver a complete solution. Marvel is made up of an elite group of professionals who implement complex enterprise solutions, integrate sophisticated systems and develop interfaces between essential applications to make business a reality. Our resources manage, implement and support complex information technology projects that deliver sustained competitive advantage for organizations of every size and complexity.

As a Certified Partner with Oracle, Marvel resources are uniquely qualified to put the promise of success into action, and deliver enhanced return on investment for every one of our customers.



Marvel resources offer industry market expertise that compliments Oracle and other partners. Our consultants average more than 10 years of industry experience; 80 percent of Marvel consultants hold advanced degrees, professional designations and Oracle product certifications.

Our Outsourcing Models:

Task Based

Marvel extends the services of Outsourcing on a Task Basis. Marvel has taken up numerous projects with other Oracle Implementation partners on a Task basis. This had given both the Implementation Partner and the end client the advantage of Marvel and its expertise. Out of our experience we had always felt that our Task Based outsourcing model has been well appreciated as Marvel would devise the complete Project Task Plan and adhere to facilitating faster completion of the project, delivering better return on the partner and client's investment.

Resource Based

Marvel also extends the services of Outsourcing on a Resource Basis too. Marvel had extended its resources either directly to the end client or an implementation partner's requirement. End client can minimize the risk of Project failure by contracting Marvel's resources as their internal Project Manager. Other Implementation partner can hire resources on a contractual basis for the specific task to be accomplished by the resource.

EXPERTISE

Practicing Oracle Applications since 1996, Marvel's consultants are the most experienced in the industry. They deliver a blend of knowledge, experience, speed and efficiency that is readily engaged, executed and applied to a particular problem or business requirement. MARVEL offers expertise in the following Oracle Application areas to its clients and prospects:

- Financials
- Projects
- HR/Payroll
- Supply Chain Management
- Advanced Manufacturing
- Warehouse Management
- Order Management
- Procurement
- Sales & Marketing
- CRM & Services
- Workflow
- Multi-Org / Multi-Currency
- e-Business Intelligence

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CLIENT REFERENCES

Oil and Gas Sector

- Oman Refinery Company- Muscat, Oman
- Oman LNG - Muscat, Oman
- Sohar Refinery, Sohar – Muscat, Oman
- Petromin Lubes (part of ARMCO) – Saudi Arabia

Real Estates and Constructions

- Bukhatir Investments Limited- Sharjah, UAE
- Rocky Real Estates- Dubai, UAE

Financial Institutions

- First Gulf Bank- Abu Dhabi, UAE
- National Bank of Fujairah - UAE

Processing Industries

- California Gardens – Food Processing- Dubai, UAE
- Gulfa Mineral Water – Azman, UAE

Telecommunications

- Etisilate – 7 Emirates in UAE
- Fast Telco – Kuwait

Governments

- Ministry of Civil Services- Muscat, Oman
- Oman Waste water and Sewerage – Muscat, Oman
- Dubai Immigration – Cash management – Dubai, UAE
- Abu Dhabi Airport – Duty free system – Abu Dhabi, UAE
- Kuwait Finance House – Kuwait
- Bahrain Defense Force, Bahrain
- Dubai TV and Media, Dubai, UAE
- Municipal Corporation of Hyderabad, India

Logistics

- Qatar Navigations, Qatar
- PWC Logistics, Kuwait

Education and foundations

- Qatar Foundation, Qatar