100 Most Promising Oracle Solution Providers

Oracle is the world's leading supplier of software for information management and is best known for its sophisticated relational database products which are used in Fortune 1000 corporations. It is no secret that Oracle solutions and products are at the heart of many enterprises across the world. Be it running financials, Server and Storage Systems, Middleware, Engineered Systems; Oracle is the knight in shining armor for every CIO.

Oracle has its reach in the Engineering and Construction, Financial Services, Healthcare, Insurance, Life Sciences, Oil and Gas, public sector amongst others. Products such as the Oracle Hyperion, E-business Suite, Oracle DB, Fusion Sales Cloud, Fusion HCM and many others form the core of the enterprises ecosystem.

Although for most of the 35 years since its founding, Oracle has been firmly fixated on the on-premises software market. Today, the company that only a few years ago marginalized the promise of cloud computing is now firmly entrenched in the SaaS camp, and even goes so far as to say that its cloud business is key to its success moving forward.

In this changing environment, the downside of being such a giant is that a prospective customer would need to sift through a huge stack of products to narrow down on the one that suits their business. Today's CIOs are on the lookout for partners who are leading consulting and

solutions providers with strong business acumen, industry focused consultants and practices, change management skills, and tools built for specific industries. Furthermore, Oracle clients desire for fully managed solutions from firms with an "asset heavy" footprint, global data presence and strong skills around infrastructure management.

The Industry giant partners with many vendors big and small, ranging from multinational corporations to small players to specialist providers. Existing within this universe of Oracle partners are a select few who are above the league. And through this edition of CIOReview, we will help clients get more insights into the capabilities of the major global service providers who are strong in Oracle technologies.

As a prelude to CIOReview's 100 Most Promising Oracle Solutions Providers 2014, our selections panel the capabilities of thousands of vendors in this space that have skills to tackle complex challenges. The companies featured have showcased an in-depth expertise in delivering integrated and innovative technologies to streamline operations across the Oracle landscape. A distinguished panel of CEOs, CIOs, VCs, industry analysts and the editorial board of CIOReview selected the final 100 companies that are at the forefront of tackling today's challenge in the Oracle ecosystem.

We present to you CIOReview's 100 Most Promising Oracle Solutions Providers 2014.
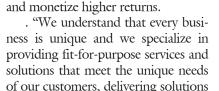
Company:
L & T Infotech

Key Person:
Arvind Ankalikar
VP & Head- Oracle &
Microsoft Business

Description:
A global IT services and solutions provider which services construction, engineering, manufacturing & financial sectors

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L&T Infotech: **A Sustained Partner to Clients**

By Derek James

Oracle customers worldwide will agree that there is a lot of confusion stirring in the eco system. The reason is the diversity, of the Oracle products. For instance, ERP customers find it difficult to narrow down on the right product for their business because customers usually do not know which solution will be best suited for their business.

Coming to the aid of such customers is L&T Infotech, , a global IT services provider. "We have established Experience Theatres in San Jose and Mumbai which gives the prospects a facility to understand the product features better and analyze the value it delivers to their business... We also have vertically aligned Competency Centers for Oil & Gas, Engineering & Construction and Banking & Insurance industries where we show case end to end business processes by leveraging multiple Oracle products fully integrated to give desired business outcomes.. Customers can visit these facilities and experience how their company could leverage Oracle products specifically configured for their industry segment," says Arvind Ankalikar, Vice President & Global Head - Oracle & Microsoft Business. L&T Infotech has also developed solutions which plug the white spaces within the Oracle product lines and addresses the pain points of industry verticals. The firm has experts who educate clients about Oracle solutions and help them optimize their IT investments and monetize higher returns.

. "We understand that every business is unique and we specialize in providing fit-for-purpose services and solutions that meet the unique needs of our customers, delivering solutions

which can act as a force multiplier for their business,". Says Arvind.

L&T Infotech as Worldwide Platinum Partner of Oracle corp. has a proven track record of designing deploying and maintaining best of breed solutions covering the entire Oracle ecosystem.. . The firm's continuous and on-going pursuit of "excellence" and "quality" has led to the development of tools, accelerators and frameworks that improve its overall service delivery efficiency and effectiveness. L&T Infotech considers its Oracle practice to be one of the most "Innovative" in the world due to the investments made in accelerators and tools and is one of the largest JD Edwards Service providers. The firm has leading practices in Oracle Apps and Technology areas.

A testament to this is the time they went to the aid of a leading Energy company in Oil & Gas production based in Europe. This organization was looking for implementing cost effective solution to meet their business requirements that would enable their managers and executive take intelligent business decisions. The system implemented earlier did not cater to many such business imperatives. In response to this L&T suggested them an Oracle based solution which they implemented bringing in radical business transformation and resultant benefits. This was possible through building of fully automated business processes eliminating manual intervention wherever possible.

The future for L&T Infotech
L&T Infotech's deep domain knowledge and experience has made it the service provider of choice for leading

clients across the globe spanning industries such as manufacturing, oil & gas, BFSI, healthcare & pharma, media & entertainment, engineering & construction and government.

The firm has realized that it is just not about having the product expertise anymore but also to provide business solution as well. The company is striving to provide offerings in niche areas such as engineering and construction, risk management and insurance on cloud pay per use model.. In doing so, it is also moving away from the products centric approach to solution centric approach on the Cloud. Apart from this, the firm has heavily invested in Endeca Information Discovery, mobility platforms specific to Oracle products and has also developed offerings on Social Analytics and Big Data systems. CR

Arvind Ankalikar
Vice President & Head