



# Astute Business Solutions : Introduction and Overview

Astute Business Solutions helps clients transform their businesses with Oracle Cloud Infrastructure. We help clients across all industries and market segments reduce TCO and maximize return on investment. Our team of experienced professionals and the tools we have built over the time have made us a **differentiated and a preferred Oracle Partner**.



**Since 2006**  
HQ at  
Pleasanton, CA  
Ex-PeopleSoft,  
Ex-KPMG



**Global presence**  
- Dallas, TX  
Madison, WI  
Toronto, Ca  
Hyderabad, IN



**Oracle Gold  
Partner &  
Cloud  
Standard  
Partner**



Financial  
Services,  
Insurance, **Health  
care**, Education,  
Professional  
Services, **Utilities**



**Oracle Gold  
Certified &  
Velocity  
Partner,**  
Reseller, MSP



**Oracle Cloud  
Accelerators  
& Automation  
Solutions**

## Cloud Advisory Services

Cloud Strategy &  
Roadmap, Journeys to  
Cloud, Architecture, POC

## Cloud Managed Services

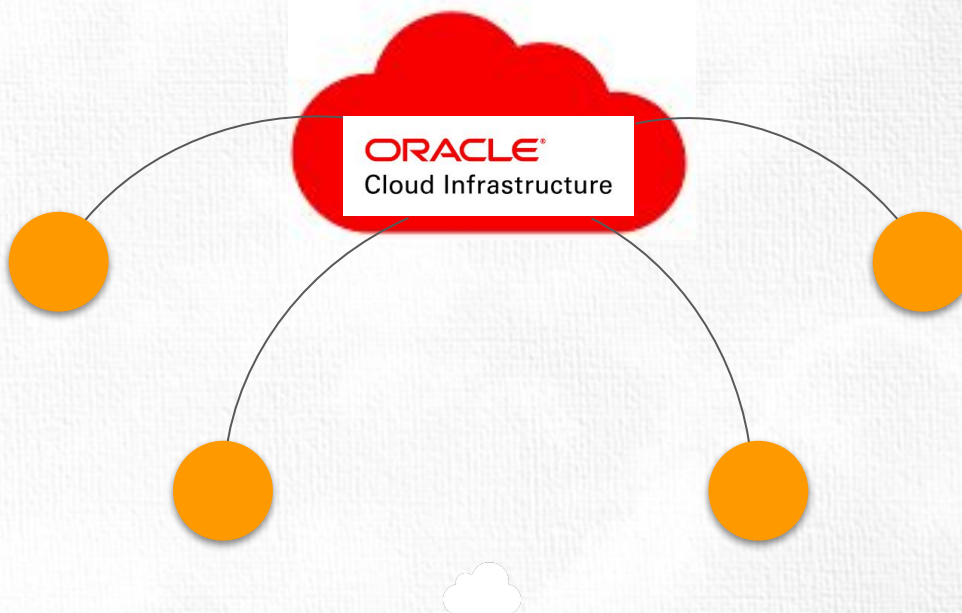
For IaaS & PaaS  
(including DBCS), Oracle  
Apps - PS, JDE, EBS,  
OBIEE, Oracle  
Management Cloud  
Monitoring

## Cloud Migration Services

Lift & Shift Oracle Workloads  
(PS, JDE, EBS, Hyperion,  
OBIEE) to OCI, Migrate with  
Ravello

## Cloud Implementation Services

Cloud & On-Premise  
Implementations, PeopleSoft  
Upgrade/ App Dev / Integration /  
Tuning / Training, Oracle  
Management Cloud





## Database Administration

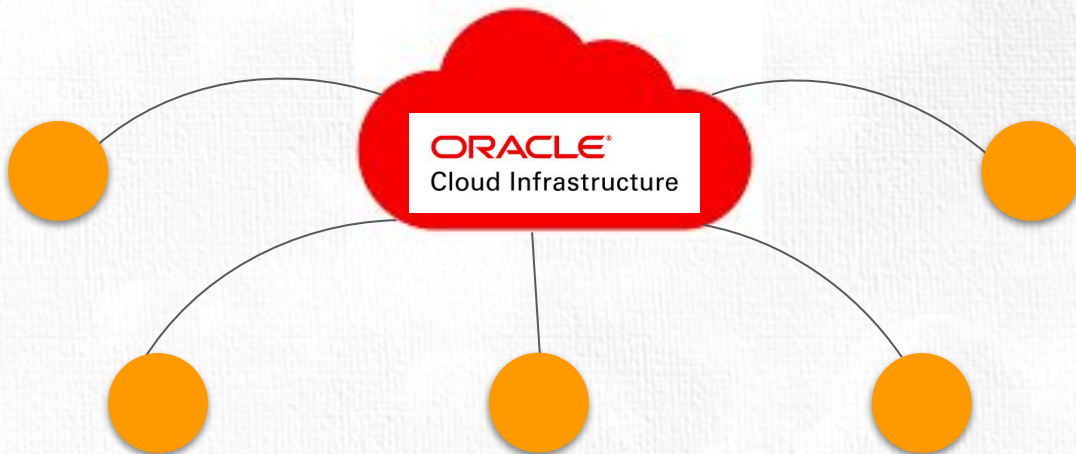
- Covers all standard DBA admin tasks for Oracle and non-Oracle workloads
- Includes PS, EBS, JDE, OBIEE, HYP, Data Warehouse on DbaaS or IaaS
- Includes DB tuning and patching and performance monitoring

## EBS Administration

- Annual PUM Update, Quarterly PUM Fixes
- Automated testing via PTF
- Monitoring, backup, refresh, capacity, security, batch jobs, performance

## PeopleSoft SAaaS - Selective Adoption as a Service

- Annual PUM Update, Quarterly PUM Fixes
- Automated testing via PTF
- Monitoring, backup, refresh, capacity, security, batch jobs, performance
- Cloud Manager for deployment, patching



## Cloud Monitoring Solutions

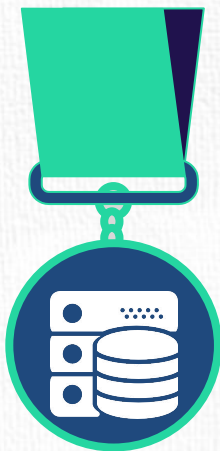
- Annual PUM Update, Quarterly PUM Fixes
- Automated testing via PTF
- Monitoring, backup, refresh, capacity, security, batch jobs, performance

## Cloud Infrastructure

Manage and maintain Network, Compute, Security, patching, policies, utilization, growth, capacity, security, performance, CPU Updates



Over **500**  
VMs Migrated  
to OCI



Over **100**  
DbaaS  
instances  
provisioned  
on OCI



**5** OCI DR  
projects  
completed, **2**  
OMC  
deployments  
completed



**20** Years of  
Cloud, On-Prem  
and Hosting  
Experience with  
PS, EBS, JDE,  
OBIEE,  
Hyperion

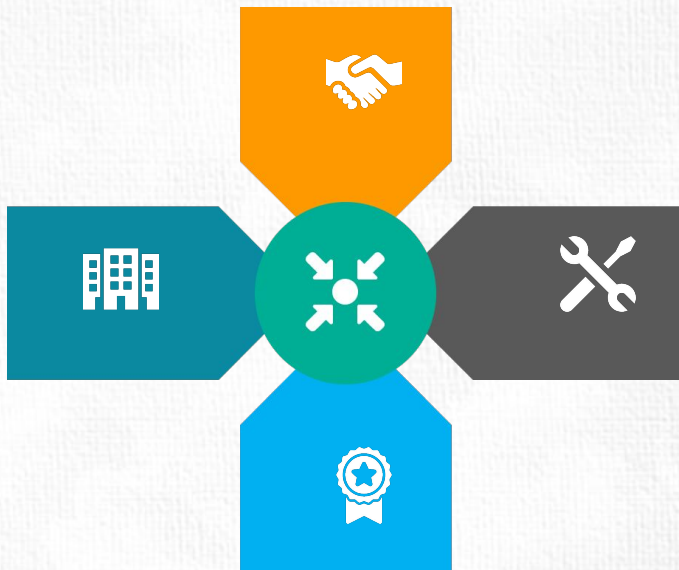


**12**  
PS/EBS/O  
BIEE Apps  
Unlimited  
Lift & Shift  
to OCI  
completed

# PEOPLESOFT LIFT AND SHIFT TO OCI EXPERIENCE

## Multiple Successful Cloud Migrations

**12** Lift and Shift to OCI completed. **Most of any Oracle PeopleSoft Partner.** Migrated HCM 9.2, FSCM 9.2, CS9.2, Portal 9.1. EBS Migration, 4 DR Projects, 2 OMC Projects, Multiple POC's



**Industry Experience**  
**On-Prem to OCI,**  
**Hosting to OCI** across  
Education, Healthcare,  
Government, Retail, Utilities,  
Professional Services, Banking,  
Insurance

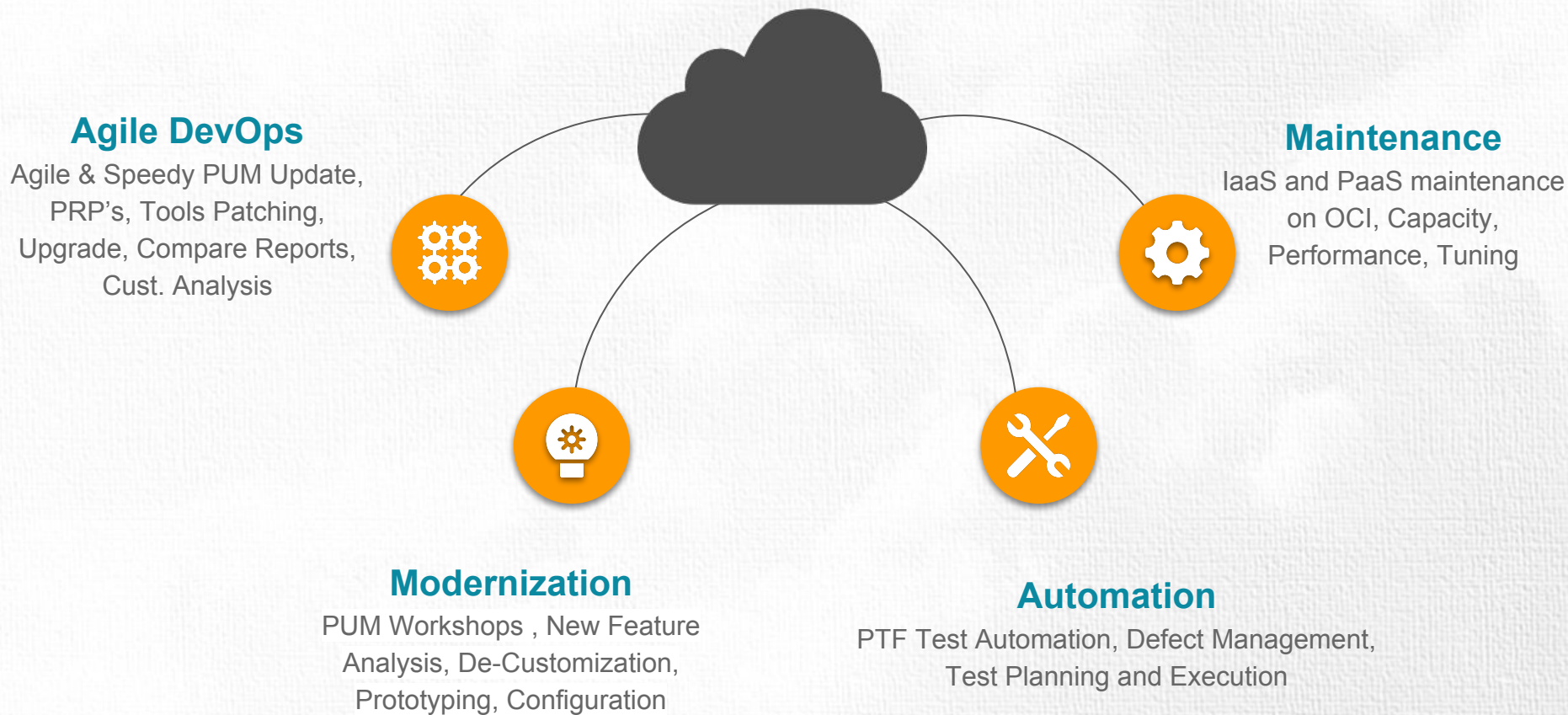
**Focus on Automation**  
Experts in **Terraform**, OCI CLI,  
Cloud Manager for PeopleSoft,  
Automated Monitoring (OMC, OEM),  
**FasTest** PeopleSoft Test  
Automation for Functional Regression

## Oracle and PeopleSoft DNA

**150+** customer engagements completed, including Fortune 100 Clients,  
International Clients, **Collaboration with Oracle OCI and PeopleSoft**  
**Product Development on new features**



# **MANAGED SERVICES ON OCI**





Tailored to your needs

1

## Strategy & Plan

SA Strategy and Plan tailored to your business requirement, your appetite for change, your release management plan and your change management process

2

## Execution

Execute Monthly, Quarterly, Yearly planned tasks

3

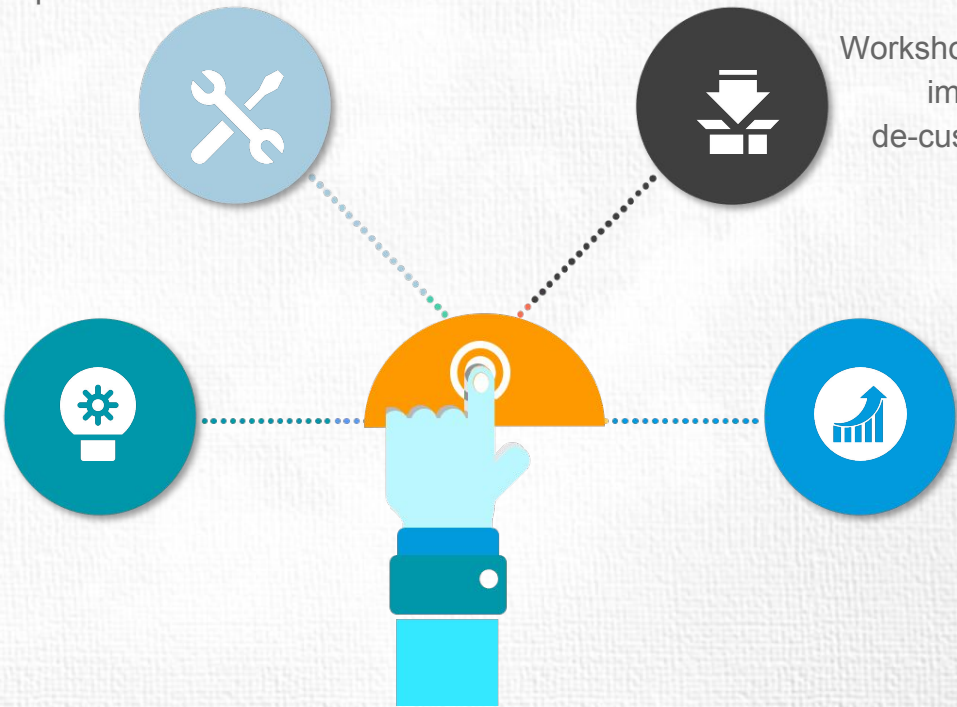
## Current & New Feature Adoption

Workshops to review new PUM features, impact analysis, prototyping, de-customization, take advantage of existing features

4

## Continuously Improve

Increase PTF automation levels with each iteration, automate workflow, automate monitoring, automate patching etc.



A comprehensive solution

## Cloud Automation Tools

Use OCI Tooling, Cloud Manager, Terraform and FastTest (for PTF) to automate Infrastructure, DB and Application related operational processes

## Cloud Managed Services

Unique PeopleSoft SAaaS (Selective Adoption as a Service offering) - Tailored to Customer Needs

## Deep Expertise

14 years of PeopleSoft Implementation, Upgrade, Integration, Support and Test Automation Expertise and Experience across industries

## Leader in PS Lift & Shift to OCI

8 Successful PeopleSoft Lift and Shift projects to OCI ranging from medium to large complexity projects



## Fluid Implementation

Fluid UI Roadmap, UI/UX Design, JumpStart Implementation, Custom Fluid UI Solutions, Portal Integration, Fluid Reporting, Training

## PeopleSoft Implementation

New Implementations, Workflow, Tuning, Integration, Enhancement, ElasticSearch

## PeopleSoft Upgrades

PeopleSoft V9.2 Technical and Functional Upgrades, PUM Upgrade, Patch/Fix, Payroll Tax Updates

## Automated Testing

FasTest tool to accelerate functional regression testing of end-end business process, Managed Testing Services available.

## PeopleSoft on Cloud

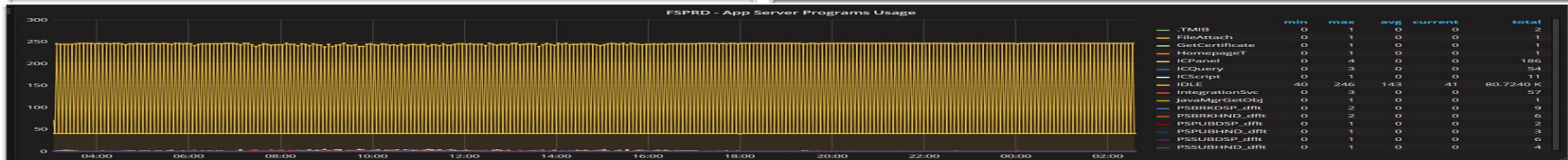
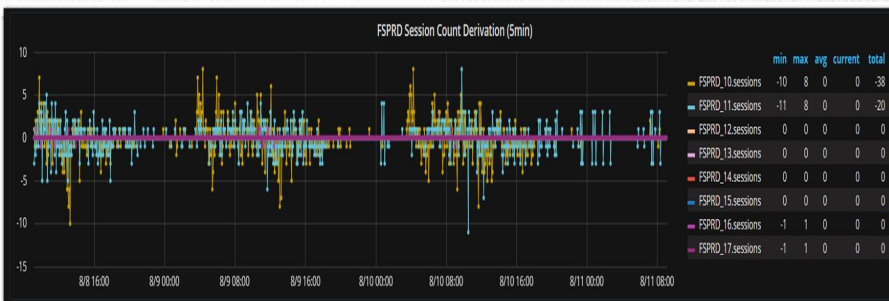
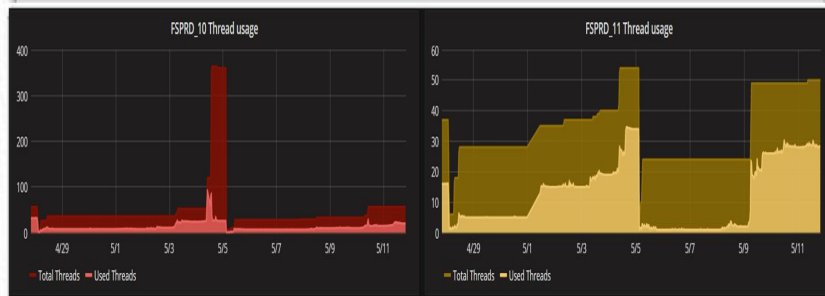
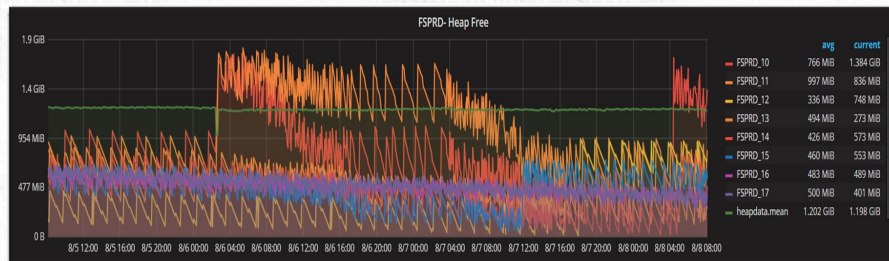
PUM / Tools / App Upgrades on Cloud, Dev/Test on Cloud, Training on Cloud, PTF Testing on Cloud





# Astute's monitoring services

Astute believes robust monitoring is backbone of successful managed services. We have specialized toolset built for continuous monitoring.



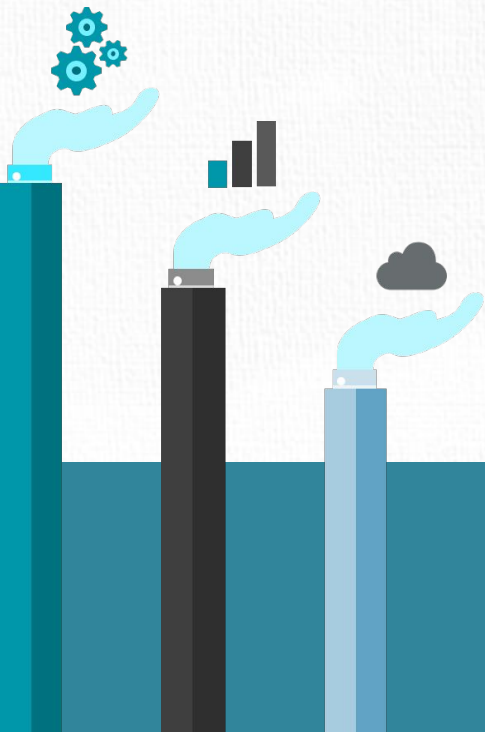
# **CUSTOMER SUCCESS STORIES**

<b>EZCORP</b> PS FSCM + HCM 9.2 Lift and Shift to OPC - Prod and Non-Prod, HA, Load Balancer, DR, Data Lake	<b>Coppin State University</b> HCM 9.2 Upgrade + Portal PUM Update/Tools Upgrade on OCI, Managed Service	<b>Astute Business Solutions</b> Migrated 20 instances of PeopleSoft from AWS to OPC. Reduced TCO 30% compared to AWS
<b>University of Santiago, Chile</b> PS CS 9.2 Implementation and Production on OCI, Managed Services on OCI	<b>Leading UT Healthcare Co.</b> PS FSCM 9.2 PUM 24 Update on OCI with Cloud Manager, Dev/Test on OCI + Managed Service	<b>CARE Inc. (OMCS to OCI)</b> PS FSCM 9.2 Upgrade on OCI and PaaS (DBCS) with Cloud Manager
<b>UW Oshkosh</b> Lift and Shift PeopleSoft CS 9.2 to OCI using Oracle PeopleSoft Cloud Manager, OMC for Production Monitoring	<b>Volt Information Sciences</b> PS FSCM 9.2 and HCM 9.2, OBIEE, DR and BizTalk - Lift and Shift to OCI + 3 year Managed Service	<b>St. Petersburg College</b> PS Lift and Shift to OCI, FSCM, HCM, Portal, CS, CS 9.2 Upgrade on OCI
<b>Leading TX Healthcare Co</b> PS Lift and Shift P2P on OCI - Increased Payroll performance 5x by moving to OCI	<b>Syneos Health</b> PS and EBS Lift and Shift to OCI - Integration, Patching and IDM Use Cases proved successfully	





Lift and Shift HCM and FIN 9.2 applications Non-Prod environments to OCI using Cloud Manager



## CHALLENGES

- Complete the migration in 8 weeks time
- Use Cloud Manager to accelerate deployment and patching
- Repoint all the integrations to applications running in OCI
- Setup STAT to migrate PS objects between On-Prem and OCI

## SOLUTION

- OCI Architecture and Sizing for HCM and FSCM 9.2
- Lift and Shift PeopleSoft HCM and FSCM 9.2 to Oracle Cloud
- Rapid deployment using Cloud Manager and OCI and PaaS Tooling
- Automate testing, cloning and instance deployment

## RESULT

- **Accelerated** migration **timeline** using OCI
- Start and stop of services to use OCI credits
- Substantial cost savings in comparison to on-prem setup

FSCM V9.2 Upgrade on OCI, DBCS PaaS, Load Balancer Service, Automated Backups and Patching, Oracle Cloud Manager



## CHALLENGES

- Technical Upgrade to FSCM 9.2 in 6 months
- Be Cost efficient while moving to latest release
- Use Cloud Manager to accelerate deployment and patching
- Missing selective Adoption strategy

## SOLUTION

- OCI Architecture and Sizing for FSCM 9.2
- Lift and Shift PeopleSoft FSCM 9.2 to Oracle Cloud
- Rapid deployment using Cloud Manager and OCI and PaaS Tooling
- Rapid Technical Upgrade with minimal disruption
- Automate testing, cloning and instance deployment

## RESULT

- Reduced V9.2 deployment time by 90%
- Reduced total upgrade cost by 50%
- **Accelerated** Upgrade **timeline** using OCI

# Ezcorp- PeopleSoft Finance and HR on OCI

Ezcorp is leader provider of pawn loans in US and Latin America. It uses PeopleSoft Finance and HR for core office functions such as HR and Payroll, SEC Reporting, Procurement, Billing and Receivables across its 750 stores.

## CHALLENGES

- Need to focus on core-business
- Get out of data center
- Rapid Lift and Shift to OCI
- Optimize and right-size architecture on Cloud
- Hybrid-Cloud solution

## SOLUTION

- 6-week migration for HR and Finance 9.2 each
- Hybrid-Cloud - integration to On-Premise and External Cloud providers
- FastConnect
- DR on Cloud

## RESULT

- **25%** reduction of IaaS footprint on Cloud
- **90% reduction** in new instance deployment time
- DR Solution - Primary in OCI Chicago, secondary in OCI Ashburn





The University uses PeopleSoft Campus Solutions running on Oracle Cloud Infrastructure as their core system for 25,000 students across 120 programs incl. Art and Culture, Engineering and Science.



## CHALLENGES

- Failed Campus Solutions on-prem implementation
- Limited infrastructure expertise
- Expensive on-premise hardware refresh & maintenance contract

## SOLUTION

- Rapid Start using OCI Tooling & Automation
- IaaS and PaaS Services on Bare Metal
- DBCS with 1-click patching & automated backup
- Oracle Management Cloud for monitoring

## RESULT

- **50%** lower TCO
- **Mobile Campus solutions** for Student enrollment
- **On-time** within-budget PeopleSoft CS 9.2 Implementation

**Thank You**