



## Introduction to Differentia Consulting



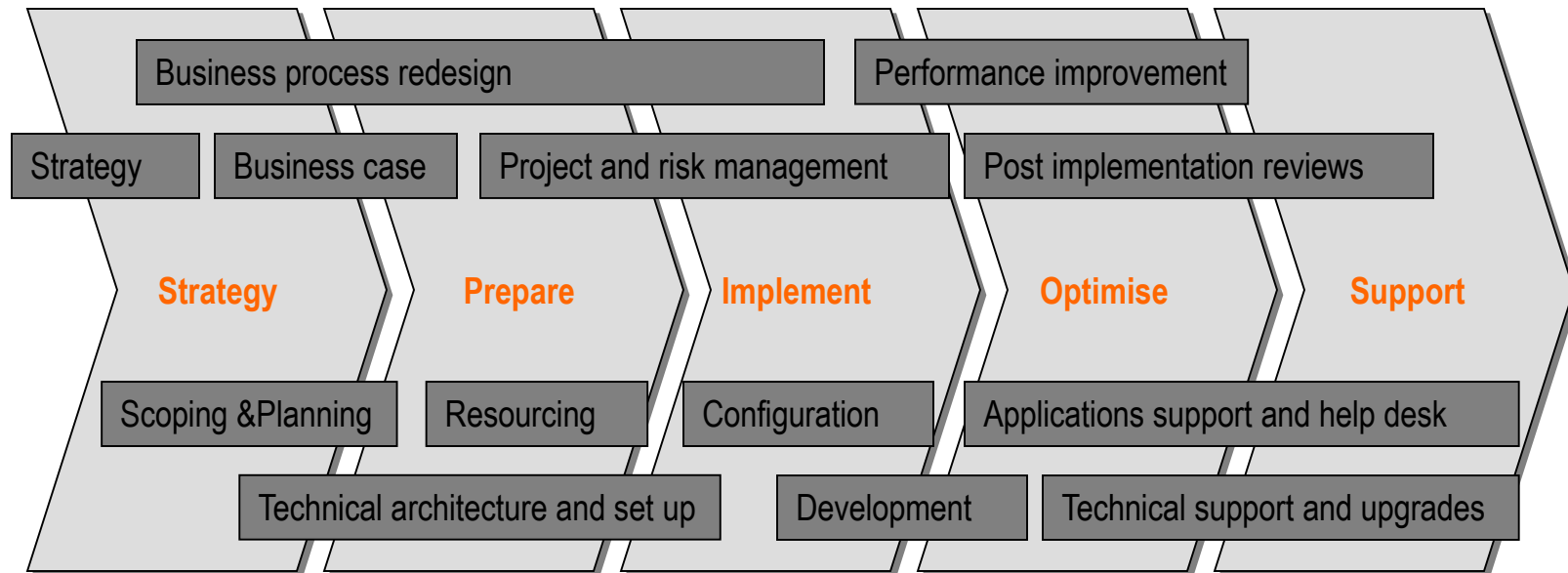
## ...company background

- Independent Management Consultancy and IT services provider
- Led by senior experienced consultants with a background in blue chip consulting firms
- Part of an IT and related services ecosystem employing in excess of 60 senior industry professionals
- Specific focus on Oracle (JD Edwards) ERP and Qlik BI
- Proven track record
  - as Differentia Consulting and
  - from previous experience with firms such as KPMG Consulting, JD Edwards
- UK based, with extensive experience of working across Europe and the Rest of the World
- Partners with Oracle (Gold Partner) and Qlik (Elite Solution Provider)

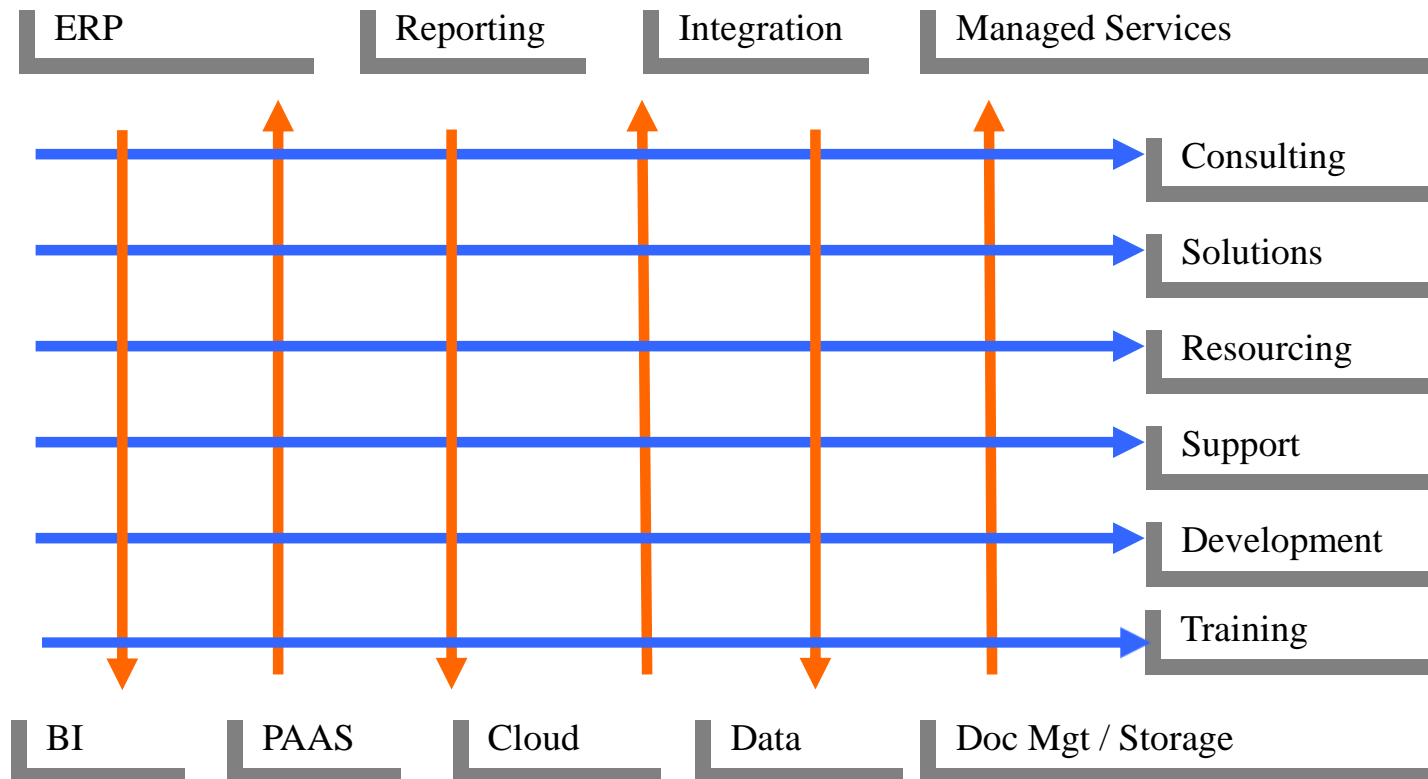
## ...our differentiators

- **Depth and breadth of experience**
  - We have senior experienced consultants with a background in blue-chip consulting firms with years of experience and a combination of business, application, technical and process skills
- **Competitive rates**
  - We deliver high quality, professional consulting services at competitive rates
- **Broad range of services**
  - We can provide a full range of services to support the complete IT life cycle from strategy through implementation to ongoing optimisation and support
- **Proven ability to manage and deliver solutions for our clients**
  - Including rapid implementations and large complex international projects
  - Using proven methodologies and tools
- **Multi-national capability**
  - UK based team with extensive experience of working abroad

## ...our capabilities to support the complete IT life cycle



...combined skills and offerings with our partners



## ...how we can help you

### Strategy

Strategic Transformation  
-ERP  
-BI data / IoT/ Big Data  
solution design  
solution selection  
solution audit  
solution metrics  
business case  
risk management  
compliance  
programme management  
project management

### People

training  
- role based  
- bespoke  
change  
management  
knowledge  
management  
tools

### Application

ERP related projects  
- implementation  
- roll outs  
- upgrades  
- mergers  
- divestments  
BI/Analytics  
Business Process  
Data  
- integration  
- audit  
- archive  
Products  
- reporting/analysis  
- forms tools  
- PTP automation

### Technology

hardware  
- sizing  
- supply  
- hosting  
- upgrade (inc os)  
middleware  
- support  
- upgrade  
development  
- apps  
- web  
- workflow  
- integration  
mail & messaging  
- collaboration

### Support

hardware ops/sys  
systems admin  
monitoring  
hosting  
managed services  
high availability  
ERP applications  
ERP technology

...our experience

**Global industrial products company:**

JD Edwards Enterprise One 9.1 + Qlik

Live in multiple countries worldwide.

Just completed roll-out to new site in Germany

Differentia did the original implementation in the UK and now provide technical and applications support to the ERP CoE.

Hardware, network and desktop services managed in-house

**Power generation company:**

JD Edwards Enterprise One upgrade to 9.2 (current project)

Live in the UK, Netherlands. Italy and Hungary

Differentia did the original implementation of 8.9, then upgrade to the latest version of JD Edwards 8.11

Differentia provide technical and applications support.

Hardware, network and desktop services are managed in-house.

**Print Management company:**

JD Edwards E1 + Qlik

Live in the UK on AWS platform

Differentia carried out upgrade from JDE World and provide technical and applications support for both E1 and Qlik

AWS Managed services provided by Differentia

**Global Engineering company:**

JD Edwards Enterprise One 9.2

Initial implementation of 8.11 in the UK then roll-out of 8.12 across other European companies in the group

Current project to upgrade to 9.2

**Media company:**

JD Edwards World

Live in the UK, upgrade from A7.3 to A9.4

Differentia installed the software and managed the migration and reintegration. We now provide technical support to the business

Managed services provided by a 3<sup>rd</sup> party