

## **GTL wins 6 new Oracle customers INDIATIMES NEWS NETWORK WEDNESDAY, FEBRUARY 09, 2005.**

NEW DELHI: GTL Limited, a partner of Oracle India for its mid-market applications product offering Oracle E-Business Suite Special Edition, has won six new customers in the segment.

GTL will soon start implementation of Oracle's Enterprise Resource Planning (ERP) offering for mid-sized companies at Chiron Panacea Vaccines Limited (Mumbai), Rucha Engineers Private Lt (Aurangabad), Xoriant Solutions Pvt Ltd (Mumbai), Electronika Sales Corporation (Chennai), Market Rx India Pvt Ltd (Gurgaon) and Pon Pure Chem Pvt Ltd (Chennai).

The Oracle E-Business Suite Special Edition is a packaged offering of Oracle's applications product suite - Oracle E-Business Suite. It consists of several modules of Oracle E-Business Suite and is simpler to install and implement, which meets the requirements of mid-market companies for rapid implementation and measurable return on investments.

Said GTL senior vice president SK Roy "The rapid implementation methodology in Oracle E-Business Suite Special Edition addresses a key pain point in the small and medium enterprise sector. Predictability of the implementation process and the time required for it allows customers to plan and reap faster and better ROI."

"We are currently implementing Oracle E-Business Suite Special Edition at eight different companies across India. Our team's expertise in mapping mid-sized customers' expectations from an ERP implementation to the best solutions from Oracle, is unparalleled in India. We are confident that this experience will help us win more customers in 2005," he added.

"Oracle E-Business Suite Special Edition is an offering that is marketed and sold solely by our partners in India. GTL has been highly successful in matching the needs of mid-market companies with Oracle's mid-market ERP offering. The mid-sized companies especially textile, pharmaceutical, engineering, auto-components, IT services and financial services industries in Maharashtra and Gujarat present an immense business opportunity for our partners as well as us in 2005." said Oracle India general manager sales Ram Varanasi.

"With India integrating further with the global economy, we are seeing more and more Indian companies using sophisticated IT infrastructures to gain a competitive edge in the global market," he added.

Launched in late 2003, the Oracle E-Business Suite Special Edition comprises select modules of Oracle E-Business Suite viz Oracle Financials, Oracle Discrete Manufacturing, Oracle E-Business Intelligence, Oracle Inventory, Oracle Purchasing, Oracle Order Management, Oracle CRM Sales, and Oracle CRM Service.

The initial investment for the Oracle E-Business Suite Special Edition starts at Rs 16 lakh for back-end accounting and financial management processes in a services company, or Rs.26 lakh for a standard manufacturing solution (for 10 users) in a discrete manufacturing company. This pricing includes application licenses, first year support, implementation and hardware.