

ORACLE SPECIAL

CIO APPLICATIONS

JUNE - 06 - 2019
CIOAPPLICATIONS.COM



Company:

DTC Global Services

Key Person:

John Doty
President & CEO

Description:

DTC Global Services provides project management, IT consulting, software engineering, and DBA services to commercial, and government agencies. The company is a specialist in the implementation and maintenance of the Oracle E-business Suite, PRISM, SAP, and other Oracle based solutions

Website:

dtcglobal.com

Top 10 Oracle Consulting/Services Companies - 2019

With the ongoing technology revolution, the industries are exploring new opportunities to deliver better results to the end users. Walking in lockstep with the current trends, Oracle has built a rich portfolio of technology solutions and services that cater to a company's varied needs such as database management, IoT, big data, API management, integration, chatbots, among others. Oracle has a new age cloud platform built specifically to help companies manage their workloads in a secure and easy manner. The company has built a self-driving database that is enabled with best-in-class security to protect critical data. However, for a company to gain the ROI on their Oracle investment, they need the support of Oracle experts who can help them achieve the highest level of performance, business intelligence, flexibility, security, and scalability, at the low cost of ownership.

There are several Oracle service providers who manage the cloud performance for their clients in an agile way. Backed by in-depth knowledge of Oracle's cloud architecture, these experts give their clients the confidence to invest in the latest artificial intelligence and machine learning technologies for maximum outcomes. As the business world today relies on high-performance applications, developers can build new applications that allow the workforce to streamline their daily tasks, gain access to quality insights on their dashboards, and make informed decisions.

To help CIOs navigate through the list of Oracle consulting and service providers, our distinguished selection panel, comprising CEOs, CIOs and VCs, industry analysts and the editorial board of CIO Applications narrowed the Top 10 Oracle consulting/services companies 2019 that exhibit competence in delivering productive Oracle solutions.

We present to you CIO Applications' "Top 10 Oracle Consulting/Services Companies 2019."

DTC Global Services

Combining Technological Prowess with Business Expertise

To remain competitive in today's fast-paced business landscape, organizations have no choice but to transform themselves and their end-to-end value chain radically. As enterprises seek to leverage new technologies for positive outcomes—they recognize the need to partner with solution providers to successfully deliver and maintain complex business strategies. DTC Global Services provides project management, IT consulting, software engineering, and DBA services to commercial, and government agencies. The company is a specialist in the implementation and maintenance of Oracle-based solutions that include Oracle EBS, PRISM, SAP, and more.

In a recent interview with John Doty, President and CEO of DTC Global Services, he discusses how the company has evolved with the vision of helping organizations achieve more through their implementation services.

What are the current challenges that businesses face in the industry?

Most organizations, large and small, are going through a major technological transition. Technical proficiency, combined with business expertise, is vital in formulating and supporting an efficient and cost-effective strategy that will yield positive results.

Another challenge is how to make good use of the enormous amounts of data generated by organizations to improve systems and processes. This presents an opportunity for data analytics experts to leverage the untapped potential of unutilized data to identify the emerging trends, policies, and best practices and simultaneously, enhance the performance of their existing systems.



John Doty - President/CEO

What are the services you offer and can you explain the implementation process?

DTC is a large scale systems integration firm with decades of experience delivering financial, acquisition, contracts management, and other Oracle-based solutions. DTC experts manage and lead clients through the implementation and sustainment of Oracle-based custom solutions and commercial off-the-shelf solutions (COTS) such as Oracle E-business suite, SAP, and PRISM. Unison, formerly Compusearch, PRISM is a contracts management solution that runs on an Oracle database. We have provided over 17 years of PRISM implementation and sustainment

support to agencies in the federal government. Our diverse experience allows us to serve all state, local, and federal agencies in utilizing best business practices and effective solutions while ensuring compliance. On the commercial side, we support mid-market firms and Fortune 1000 companies. At DTC Global, we provide a full range of services from management consulting, complete life-cycle implementations, supply-chain management, configuration analysis, to acquisition planning, third-party application integration, and more.

Each project brings unique challenges. Our implementation methodology is built to expand or contract based on the size of the engagement. As a rule during the analysis phase for large or small scale projects, we review the existing processes, systems, and functions. DTC will identify and analyze the shortcomings of the existing system and build out new system requirements. We seek opportunities to improve or, if needed, replace the particular operational platform itself by building processes for preventative and reactive maintenance to ensure that the systems are running



at peak efficiency. For new systems or solutions, experts at DTC will make an inquiry into the requirements of the systems to create and draw out a roadmap to provide a cost-effective solution.

The timeframe for implementation is highly dependent on the scale and scope of the system. For instance, a DoD agency was seeking assistance for a solution that would integrate a disconnected network of procurement systems into a single master system. That solution would take years to develop and to deliver. In comparison, for smaller agencies implementing a standalone procurement system will take us much less time. The scope is much smaller, as is the solution.

We seek opportunities to improve an operational platform by building processes for preventative and reactive maintenance to ensure that the systems are running at peak efficiency

Can you provide a case study that highlights your services?

A Fortune 100 financial firm in Manhattan, NY—needed DTC to implement Oracle Financials at short notice. The client was frustrated with a major consulting firm in this space

which was unable to get the implementation done, taking well over a year. Our team of Oracle Financials subject matter experts very quickly identified the issues within the system implementation process, and accordingly, DTC resolved the problem by building out the necessary infrastructure for the system, installed and configured the solution as well as provided training to users of the platform. We were able to complete the implementation process within six months when the incumbent consulting firm had failed to implement the solutions after a year.

What does the future look like for DTC Global Services?

We are excited about our future and the future of technologies. Oracle-based solutions are our area of expertise and we are continuously looking ahead to the opportunity to engage with up and coming technologies and solutions. DTC plans to continue expanding its footprint within government agencies and commercial clients by offering world-class database and system integration services. Furthermore, in addition to our core competencies of Oracle, PRISM, Oracle-based COTS and custom solutions, we are very excited about the expanded direction our company is taking with our focus on data analytics and AI. Mining and data analytics of information contained within the databases presents a big opportunity for us to build solutions that utilize data in ways that will help our clients become more effective in the delivery of their mission goals and objectives. We continue to work diligently to stay aligned with the emerging cybersecurity trends to protect ourselves from the ever-increasing and dynamic, cybersecurity threats and attacks. For DTC's systems to communicate with systems outside of its boundaries, up-to-date security plans and systems are essential in providing much-needed protection of our data and system assets. **CA**