

Avout: The Right Solution

By Thomson Antony

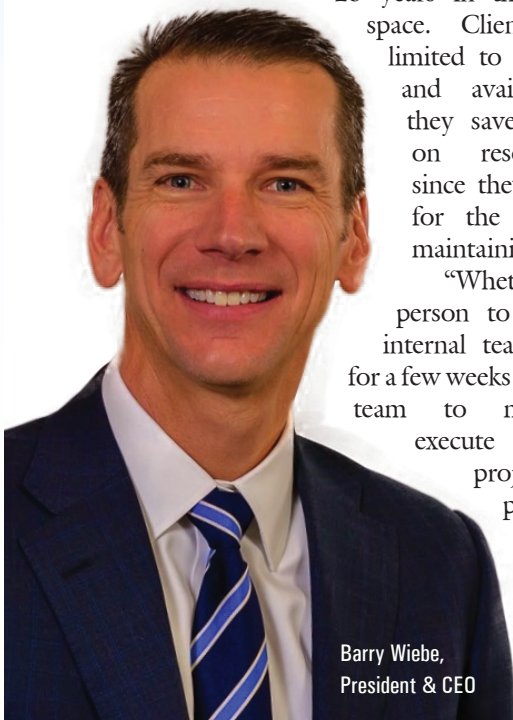
IT organizations face increasing pressure to provide sophisticated solutions in tight time frames with limited resources and budgets. Avout was founded in 2010 to provide the exact skills IT organizations need at a very competitive price. Based in Denver, Colorado with resources all over the world, Avout specializes in Oracle, as well as ancillary technologies that support and integrate with Oracle environments. From niche-skill augmentation to full project management and delivery, Avout helps organizations identify, implement, and support solutions that streamline operations and build dynamic competitive advantages to respond to the ever-changing marketplace.

The Right Skills, at the Right Time, at the Right Price

President and CEO Barry Wiebe attribute the company's success to its ability to deliver the right skills, at the right time and at the right price. Using 1099 contractors led by a lean and experienced management team, Avout is structured to quickly source exactly what an organization needs—no more, no less—via its vast network built over

25 years in the technology space. Clients are not limited to on-staff skills and availability, and they save significantly on resource costs since they do not pay for the overhead of maintaining a bench.

“Whether it’s one person to work at an internal team’s direction for a few weeks or a dedicated team to manage and execute a long-term project, Avout provides IT departments with the ability to deliver,” explains Wiebe.



Barry Wiebe,
 President & CEO

“One of our favorite stories is when a client came to us needing a resource with specific expertise for a large implementation in Paris...in three days...who was also fluent in French. We delivered, which is a testimony to how far our network really reaches.”

Why Avout for Oracle Services?

Avout’s principals and recruiters have run Oracle business units for companies like Oracle, Accenture, and Capgemini, and have sold and delivered hundreds of millions of dollars of Oracle services. This has given them direct insight into the needs of the marketplace, as well as access to some of the most highly regarded Oracle consultants in the world. Differentiators that make Avout a winning choice are its:

Boutique Size Avout’s nimbleness allows them to support changes in scope, schedule, and skill set needs.

Oracle Expertise Avout’s leadership has real-world experience using Oracle, so they can identify the appropriate resources needed for an engagement.

Oracle Partnership Avout’s Oracle Gold Partner status and personal relationships with Oracle management get results faster.

Solid Reputation By contracting only the best consultants, Avout has built its reputation as a quality provider and employer.

Looking Toward the Future

Avout has grown exponentially in its first four years and is positioned for continued growth. As Oracle builds out its cloud-based software application and infrastructure offerings, Avout meets the needs of the marketplace with expertise in integrating traditional and cloud environments. “The market will continue to combine on-premise and cloud-deployed software and infrastructure solutions to meet their unique needs, and we are experts in integrating the two,” adds Wiebe.

In addition, Avout’s license assessments and sales services help organizations navigate Oracle’s highly complex product list, license requirements, and support costs. Avout’s licensing experts can help organizations select the right software and meet license requirements without overbuying, which becomes increasingly important as Oracle ramps up its audit activities. **CR**