



FOR IMMEDIATE RELEASE
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AVOUT CORPORATION JOINS FORCES WITH OREGON-BASED PACIFIC CREST TECHNOLOGY®.

Denver-based Oracle consultancy expands to offer broader technology and industry expertise.

Denver, CO – Avout Corporation has joined forces with Pacific Crest Technology® to supplement its Oracle expertise to meet the broader IT needs of its clients. Pacific Crest Technology® brings 18 years of global solution delivery to Avout, with specialized, CIO-level expertise in the growing verticals of telecommunications, freight forwarding and logistics, financial services, and healthcare.

Kerry Padrick, the CEO of Pacific Crest Technology®, serves as Avout's Executive Vice President of Strategy and Sales. He joins Avout's President and CEO, Barry Wiebe, and Executive Vice President of Resource Services, Terry Daley, as an owner of the combined entity.

“Both of our companies are structured to provide the most highly regarded experts at a competitive price. This synergy gives our clients access to more of the IT services they need from a trusted partner that backs every agreement with a personal commitment,” said Barry Wiebe.

About Avout

Avout provides IT projects and staffing, Oracle license sales, executive-level advisement, global sourcing and delivery, and managed services to help organizations streamline operations and build dynamic competitive advantages. Using its vast network built over 25 years in the technology space, Avout sources the right skills, at the right time, at the right price. This unique structure gives clients access to the skills they need, when they need them, without charging the overhead of maintaining a bench. With the addition of Pacific Crest Technology®, Avout now offers more comprehensive outsourced services over a broader range of technology platforms and geographies. For more information, contact Avout at **866-437-3133** or visit www.avout.com. For more information about Pacific Crest Technology®, visit www.pctconsultants.com.

Services Overview

Avout has joined forces with Pacific Crest Technology[®], adding executive-level strategy and global project delivery to our well-known Oracle capabilities.

Increasingly, companies are consolidating their vendor network and seeking strategic partnerships with consultancies that offer a broader range of capabilities. With the addition of Pacific Crest Technology[®], we've expanded our services to meet your IT needs, from technology to functional area to industry.

 *Flip this page over to read our press release.*

Equip Your IT Organization to Move the Business Forward

Our services are designed to help you streamline operations and build a dynamic competitive advantage. We'll help you identify, implement, and support solutions that will propel you more quickly toward achieving your business goals.

- **IT Projects** Our PMI-certified project managers and global project management office (PMO) are skilled in solution delivery, and bring in best-of-breed A-teams to get your project done right. We also help optimize and manage global resources for the greatest cost efficiencies.
- **Cloud Integration** Avout's team has helped build and manage cloud business units for two Fortune 500 companies and authored one of the few books on Oracle's cloud-based offerings. We know how to integrate cloud seamlessly with your existing on-premise systems.
- **Staff Augmentation** We have built a vast network of relationships over 25 years in the technology space, allowing us to source exactly the resources you need for exactly the time period you need them—no more, no less.
- **Oracle License Sales** Avout's experts have negotiated contracts resulting in millions in savings. We'll get you the best deal available on purchases and upgrades. We'll also assess your licensing to make sure you're audit-proof.
- **Executive-Level Consulting** We match you with top-level CIOs who have successfully grown world-class businesses in your industry vertical. Benefit from the strategic guidance of an expert who has been there and done that.
- **Managed Services** Leave it to us. Our managed services range from on-call support to full administration of your infrastructure, applications, and business processes—whether your systems are onsite, hosted, or in the cloud.

Are IT resource constraints holding back your business? Avout supplies the right skills, at the right time, at the right price to execute your initiatives.

Contact sales@avout.com to discuss your upcoming projects.



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

Avout Gives You the Ability to Deliver

Avout provides the skill sets necessary to help your IT organization meet the growing demands of your business. We pride ourselves on supplying the right skills, at the right time, at the right price via our flexible and scalable business model.

Why Avout?

- **Our Network is Vast.** Avout's leadership has delivered hundreds of millions of dollars of Oracle and other technology services over the past 20 years, and has built relationships that enable us to get qualified resources, fast.
- **We Know Oracle.** Our principals and recruiters have hands-on experience using Oracle software and have run Oracle business units for companies like Oracle, Accenture, and Capgemini. Together we have hired more than 1,000 Oracle experts.
- **We Stay in the Game.** The way we see it, our job is to make you successful. We are always available to our clients and consultants to ensure the lines of communication are open, and you're getting what you need.
- **We Have the Inside Scoop.** We have experience working directly with Oracle and can use our connections and Gold Partner status to get the information you need.
- **Boutique is Better.** We believe smaller, quicker, and flexible is an advantage over large, bureaucratic, and rigid. Our nimbleness allows us to support changes in scope, schedule, and staffing needs.

"We deal with over 17,000 hospitals daily, which on the back end is 35+ million people. We can't afford to be gambling. We need someone who has done this before and brings in top-notch experts that don't need to be hand-held. With Avout, you give them the timeline and they simply get it done." Howard Schweitzer, CIO, VCA ANTECH

"When it came time for our Oracle upgrade, there was no question where I would go. Avout really goes to bat for us." Bill Lewkow, VP of Technology, ScripNet Inc.



Oracle power. When you need it. How you need it.

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Oracle R12 Scaled Upgrades™

Avout's R12 Scaled Upgrades™ provide organizations with 3 tiers of service and open up business opportunities that can be realized with a more robust Oracle environment.

Tier 1: The Basics is a no-frills technical upgrade of your current environment to Release 12. This fixed-fee offering will keep your support current and give you access to R12's enhanced capabilities, laying the foundation for business growth. All of our tiers include a review of your Oracle investments to identify licensing improvements that will better serve your organization's needs.

Tier 2: Cleanse & Enhance analyzes critical business processes to identify opportunities to leverage new application functionality. Avout will help you address key pain points and implement solutions that adhere to industry best practices. Cleanse & Enhance will eliminate redundancies in master data, giving you better real-time operational reporting to support decision making.

Tier 3: Evaluate & Evolve is ideal for organizations that have changed substantially since 11i. Through cross-functional workshops, Avout will assess your current configuration and evaluate enhancements and/or additional software that can better support the business. In some cases, a re-implementation may be a better course of action than an upgrade. Our goal is to implement the most cost-effective solution that meets the needs of today and will scale for the future.

Proven Experience Performing Oracle R12 Upgrades

Avout's consultants have proven, hands-on experience bringing R12 upgrades in on time and on budget. We support all core functional areas, including Financials, Supply Chain, Manufacturing, CRM, and HRMS, and have expertise with database, middleware, application, and enterprise reporting.

Example projects that Avout consultants have supported include:

A large, municipally-owned utility operator wanted to upgrade their Oracle Applications footprint (Financials, Supply Chain, and Projects) to Release 12 and incorporate new functionality as part of the upgrade.

"Avout's project manager worked with us to develop a project plan we all felt comfortable with. Throughout the execution he was personable, capable, and even-keeled, which helped create the internal buy-in necessary for the upgrade to come in on time and on budget." Manager, Oracle Administration

A global life sciences company wanted to upgrade Oracle Financials, an implementation that would impact over 30 countries.

"When an issue would arise, Avout's consultant would not only proactively alert me, but would also provide suggested solutions. I would welcome the opportunity to work with him again." Director, Global Financial Systems



Oracle Fusion Middleware Managed Services

Avout's Managed Services for Oracle Fusion Middleware allow you to focus on running an agile, intelligent business while we support and maintain your application infrastructure.

As Oracle continues to add features and capabilities to their Middleware technology stack, the complexity of implementing and managing the technology increases, placing further burdens on an organization's IT staff. Avout's Oracle Fusion Middleware experts have decades of Oracle experience and can alleviate the demands on your IT resources so you can focus on your core business.

Our Fusion Middleware Managed Services offering provides your organization with a competitive strategic advantage, allowing you to maximize IT efficiency through full utilization of your hardware and software architectures. Time and resource intensive tasks such as security architecture design and validation, high availability configuration, performance tuning, and industry compliance are handled transparently. You will have full visibility into the status of your environment with detailed reporting via our secure Web portal.

Avout's Oracle Fusion Middleware Managed Services offerings include, but are not limited to:

IMPLEMENTATION	PRODUCTION SUPPORT	DEVELOPMENT SUPPORT
<ul style="list-style-type: none"> • Architecture design <ul style="list-style-type: none"> » Production » Development » QA » Clustering / HA » Hardware and Network topology • Hardware validation • Installation and configuration • License review • Security review • Alignment with Oracle and industry initiatives / direction 	<ul style="list-style-type: none"> • Monitoring <ul style="list-style-type: none"> » Performance » Security » Web Services / SOA » Workflows » BPEL » Oracle Service Bus • Clustering / HA • Patching • Best Practices recommendations • Architecture review / design 	<ul style="list-style-type: none"> • Targeted monitoring • Architecture and strategy • Unit, system, and integration testing • Problem resolution • Patching • Version / Release Control • Production deployment • Application maintenance and enhancements • Projects and Project Management • Skill set definition



IT Staffing

Avout provides staffing and outsourcing to help your IT organization meet the growing demands of your business. We pride ourselves on supplying the right skills, at the right time, at the right price via our flexible and scalable business model.

Structured for Flexible and Affordable Staffing

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. With Avout, you're not limited to on-staff skills and availability, and you save significantly on resource costs since we don't pay for the overhead of maintaining a bench.

Why Avout for Oracle Resources?

Avout's principals and recruiters have run Oracle business units for Oracle, Accenture, and Capgemini, and have sold and delivered hundreds of millions of dollars of Oracle services. This means we have a clear understanding of customer needs, as well as access to some of the most highly regarded Oracle consultants in the world.

We also offer the advantages of:

- **Nimbleness** Our boutique size allows us to support changes in scope, schedule, and skill set so you can ramp up or down as needed.
- **A Vast Network** The Avout leadership team has hired more than 1,000 Oracle professionals and thousands of technology experts, so we know how to identify and source the right talent for your engagement.
- **Oracle Partnership** Our Oracle Gold Partner status and personal relationships with Oracle management can help you escalate and get results when you're in a pinch.
- **A Solid Reputation** By contracting only the best consultants, we have built our reputation as a quality provider and employer.

From niche-skill augmentation to larger project teams, Avout can provide the resources you need to accomplish your initiatives.

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. True to our motto, Avout provided the right skills, at the right time, at the right price



Oracle power. When you need it. How you need it.

Contact Avout for your project, staffing, and Oracle licensing needs.

Avout Gives You the Ability to Deliver

Whether you're looking for one person to work at your direction for a few weeks or a dedicated team to manage and execute a longer-term project, Avout gives you the ability to deliver. If you don't see the expertise you need listed here, just ask – we can probably support it.

Capabilities

- **Project and Program Management** including Program Management Office, PMI Project Management Methodologies – ASAP, AIM, Scrum, Agile, UML, RUP, MDA, SDLC, Waterfall, Iterative, and RAD, PMI PMP certified personnel, and CMMI and ITIL standards
- **Application Development and Support** including Oracle E-Business Suite, Business Intelligence, Hyperion and other EPM tools, PeopleSoft, JD Edwards, Microsoft Dynamics ERP and CRM, Siebel, and Salesforce.com
- **Database Administration** for Oracle, MySQL, and Microsoft SQL Server, and other databases
- **Custom Development** with Oracle, Microsoft .NET, Java, XML, HTML, and others
- **Data Migration** from any database to any database
- **Data Warehouse Design and Extract, Transfer, and Load (ETL)** for Oracle, Teradata, SAS, Informatica, and other solutions

Oracle-Specific Expertise

- **Oracle Applications** including E-Business Suite R11, R12 and Fusion, PeopleSoft, JD Edwards, Hyperion, and Siebel
- **Oracle Fusion** architecture design, installation, administration, and education
- **Oracle Real Application Clusters (RAC)** design, education, business benefits, and database conversions
- **Oracle Service-Oriented Architecture (SOA)** design, education, business benefits, application conversions
- **Apex and JDeveloper** education and support migrating from Oracle Forms

Microsoft-Specific Expertise

- **Microsoft Dynamics ERP**, AX, GP, SL, NAV, and CRM
- **Microsoft SharePoint Server**, server architecture, server farms, Enterprise Content Management (ECM), managed metadata, BDC, Enterprise Search, and related end-user technologies

"I reached out to Avout for a Salesforce expert and they delivered exactly what I was expecting, quickly and within my budget. Our consultant was very personable and did even more than we asked because he knew what we would be needing two weeks down the road." Bill Lewkow, VP of Technology, ScripNet Inc.

IT Projects

Avout's project management and delivery teams help organizations identify, implement, and support solutions that streamline operations and build dynamic competitive advantages to respond to the ever-changing marketplace.

IT organizations face increasing pressure to provide sophisticated solutions in tight timeframes with limited resources and budgets. Avout's project teams give you the skills you need to accomplish your business initiatives at a very competitive price.

Avout Is at the Intersection Where On-Premise Meets Cloud

More and more companies are moving to the cloud for better economics and easier scalability, but the fact is that IT organizations will be operating between cloud and traditional on-premise environments for years to come. As Oracle builds out its cloud-based software application and infrastructure offerings, Avout is uniquely positioned to integrate cloud technology with on-premise systems to create a cohesive and efficient environment. In fact, we wrote the book on it. Avout's Chris Ostrowski is the author of *Oracle Fusion Applications Migration*, published by Oracle Press.

Structured to Meet Your Needs

Avout is structured to provide the right skills, at the right time, at the right price. We hand-pick project teams and scale them up or down based on your demand. Each team member is selected from our vast network built over 25 years in the technology space, and we have access to some of the most highly regarded Oracle consultants in the world.

What does this all mean? You get the right team for your project. With Avout, you're not limited to on-staff skills and availability, and our prices are significantly lower since we do not pay for the overhead of maintaining a bench.

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