

THE EBS GROUP AND ORACLE DELIVER A CUSTOMER-FOCUSED SOLUTION TO BURNS & MCDONNELL

REAL RESULTS. REAL SOLUTIONS.
REAL RETURNS.



ENTERPRISE BUSINESS SOLUTIONS, LLC
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THE EBS GROUP CAPABILITIES:

- Applications
- Business Continuity
- Business Intelligence
- Collaboration
- Content Management
- Enterprise Portal
- Identity Management
- Integration /SOA
- Security
- Self-Service

Industry Focus:

Construction
Engineering
Federal & State Government
Healthcare
Insurance
Financial
Manufacturing Services
Transportation

Oracle Products:

Oracle Fusion Middleware
Oracle Portal
Oracle Internet Directory
Oracle Collaboration Suite
Oracle Content Database
Oracle Records Database
Oracle Business Intelligence
Oracle Search

Company Description

With an ambitious goal of 100% customer referenceability, Enterprise Business Solutions, LLC (The EBS Group) advocates and delivers a comprehensive approach to its solutions, understanding that technology must solve real business issues. The EBS Group has established itself as one of Oracle’s most experienced and highly regarded consulting, implementation and integration partners.

Target Market

The EBS Group provides solutions that are based on a wealth of industry experience and are tailored to address the unique challenges and processes that drive business. The EBS Group delivers and supports applications and technology that provide a uniquely integrated platform that is helping industry leaders around the world get the most accurate and up-to-date information from their business systems. The EBS Group has specific industry expertise for a variety of industries that want to do more with their information, and spend less on software, hardware, implementation and maintenance.

Why EBS Chose Oracle

When The EBS Group was presented with Burns & McDonnell’s initiative - to create a secure portal for employees, improve employee productivity, and create a more effective means of content management - The EBS Group knew that Oracle had just the solution that they were looking for. The foundation of the Solution, which includes the integration of Oracle Enterprise Portal and real-time Business Information and Analytics with Discoverer, met and exceeded the stated requirements put forth by Burns & McDonnell (BMC).

How The EBS Group Won Burns & McDonnell’s Business

The EBS Group used their Portal, BI and Collaboration references, along with their technical, functional and Subject Matter Expert resources, to help establish a willingness at various VP and line-of-business levels within BMC to discuss utilizing Oracle® Fusion Middleware as a platform for its Portal and BI strategic initiatives. The EBS Group led several Roundtable Executive assessments with the CIO, CEO and the Board of Directors as well as 15 line-of-business Managers which established credibility and trust, while defining the requirements for this project.

“It was important to demonstrate that BMC’s goals could be achieved in a non-disruptive way with Oracle Fusion Middleware” said Scott Jenkins, CEO and Managing Partner of the EBS Group.

SINGLE FOCUS: MAKE
OUR CLIENTS
SUCCESSFUL



BURNS & MCDONNELL ENABLES A “CUSTOMER FOCUSED CULTURE”

Description of Burns & McDonnell

The customer Burns & McDonnell is one of the premier providers of Engineering, Construction, Environmental and Consulting services in the World with over 20 offices nationwide. Burns & McDonnell employs over 1600 people, is 100% employee-owned and their Mission is to make their customers successful.

KEY BENEFITS:

- Reduced TCO
- Measures Compliance
- Reduced Administrative Workload
- Real Time Data
- Ease of Use
- Increased Efficiencies
- Scalable Architecture for Growth

Burns & McDonnell was searching for a tool to enable a “Customer-Focused Culture.” This tool needed to improve Employee productivity as well as provide the following specific business unit mandates:

- 1) Remodeling their intranet into a relevant Role Based Business Information Portal
- 2) Implementing real-time Business Information and Analytics into the Portal to provide various benefits including: personalized, role-based and secure access to information, consolidation of infrastructure and more effective Content Management.

BURNS & MCDONNELL ON ORACLE:

“Maintaining a competitive edge is important in today’s economy. With the Oracle solution and the expert assistance of The EBS Group, we are now able to focus on our customers, instead of our systems.”

Greg Gould, VP & CTO,
Burns & McDonnell

How The EBS Group Helped Burns & McDonnell Be Successful

The EBS Group helped improve project performance and drive more profitability. BMC Project Managers can now easily conduct project and consulting presentations, share files as well as diagnose project issues without leaving the office. Now, BMC has a single, integrated platform for Project Managers to get fast, friendly, efficient up-to-the-minute project information that used to be buried in dozens of reports – reports that nobody read until after a trouble spot occurred. BMC now has custom views, which are client-ready snapshots of up-to-date project status providing BMC with a real competitive advantage. The EBS Group provided a full range of Web-based features including reminders about the work and tasks that are due, providing every employee with a reason to visit several times a day. BMC’s new system helps manage compliance and administrative support processes more productively. The system has broad capabilities and provides security for information exchange with easy-to-use interfaces that reduce administrative workload and strengthen Burns & McDonnell’s customer-focused culture.

Burns & McDonnell Chose Oracle

The Oracle solution provided BMC with the ability to integrate data from multiple disparate systems into one easy-to-use front-end interface for their employees, keeping them focused on the most important thing – their customers.