INNOVUS PARTNERS LLC

Innovus Partners vaults from purchase decision to Cloud Login in a day-and-a-half, speeding time to value for new planning and budgeting solution

Summary

Innovus Partners LLC, which implements Oracle's enterprise performance management (EPM) and business intelligence (BI) solutions, is focused on helping its clients—including many Fortune 1000 companies—champion their vision of business analytics. An important part of Innovus Partners' mission is helping enterprises navigate and remove the complexities related to achieving their EPM and BI goals.

This focus on eliminating complexity to accelerate business benefits permeates the company's culture, and recently took center stage as Innovus Partners looked to purchase Oracle Planning and Budgeting Cloud Service—both for its own revenue and expense-planning purposes and to develop "quick start" planning applications for prospective customers.

As the company continued to grow, Innovus wanted to improve its financial planning processes, replacing a largely manual system with a modern planning and budgeting solution. "With Oracle Planning and Budgeting Cloud Service, we have a solution that allows us to scale as we grow as a company and empowers us to make better business decisions," said RJ Linehan, managing partner, Innovus Partners LLC.

In addition, Innovus was looking for ways to expand its cloud services offerings for its clients. With so many businesses embracing the cloud, the company saw an opportunity to develop "quick start" applications for mid-sized businesses. Also, because Innovus implements Oracle Planning and Budgeting Cloud Service, many of its customers were asking the company to demonstrate the product and provide proofs of concept. To move forward, Innovus needed a turn-key development environment for Oracle Planning and Budgeting Cloud Service.

Oracle's Accelerated Buying Experience was instrumental in helping Innovus stay true to its focus on removing complexity and accelerating time to value. "With Oracle's Accelerated Buying Experience we completed the entire purchase process in a day-and-a-half—from the time that we decided to purchase the product and notified our Oracle representative to when we could actually could log in to Oracle Planning and Budgeting Cloud Service. Oracle made the process for signing up for Oracle Planning and Budgeting Cloud Service seamless with just a click of a button," Linehan said.

Oracle Planning and Budgeting Cloud Service will continue to help the company accelerate value. "One of the benefits of a cloud solution is speed. We didn't have to spend the time and money purchasing, installing, and configuring hardware. With Oracle Planning and Budgeting Cloud Service, we can spend more of our time actually working with the product as opposed to installing and configuring systems," Linehan said. "As important, we only pay for what we use as compared to an on-premises license structure."

Oracle Planning and Budgeting and Cloud Service and Oracle's Accelerated Buying Experience bring double value to Innovus Partners. Moving to the cloud enables the company to better scale its business and do it in a cost-efficient manner. "Oracle's Accelerated Buying Experience makes the move to the cloud even easier. It's an automated process that we can do on our own, and we also have the support of our Oracle sales representatives. It's the way business should be done."

Products: Oracle Accelerated Buying Experience,   Oracle Cloud EPM

> ❝ **Oracle's Accelerated Buying Experience has made the process for signing up for Oracle Planning and Budgeting Cloud Service seamless with just a click of a button. This helps us simplify and shorten our order processing, making it much easier to do business.**
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> **RJ Linehan**
> Managing Partner, Innovus Partners LLC

> ❝ **We selected Oracle Planning and Budgeting Cloud Service, the Cadillac of EPM solutions, because we know what it's capable of doing. We can tell our clients, that we not only recommend the solution, we use it too. Oracle's Accelerated Buying Experience made the purchase process incredibly easy.**
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> **RJ Linehan**
> Managing Partner, Innovus Partners LLC

Products list

Oracle Accelerated Buying Experience

Oracle Cloud EPM