

**CLIENT** Estuate, Inc.  
**PROJECT** Case Study: Oracle eAM integration for Stanford Univ. IT Services  
**OBJECTIVE** Create a compelling case study for use in lead generation that highlights the benefit's of Estuate's business model and expertise.

## COPY EXCERPT

### Huge Task... Tight Schedule... Dynamic Requirements...



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Designing and implementing the new system would be a huge task.

While Oracle EAM provides flexibility to accommodate different business needs, it requires optimization for a customer's specific practices. A webstore front end would be added to accommodate Stanford's vast catalog of IT services. An enormous amount of legacy asset data would have to be restructured. And the billing process needed to account for a variety of different account types and billing options.

Accomplishing all those tasks in two years would have been a challenge for most organizations. But Stanford's schedule called for them to be completed in just 10 months.

Start of the project had been delayed. But budget pressures and resource availability had made finishing the project on time a top priority. Extra-departmental personnel brought in to evaluate the user interface would only be available during the scheduled timeframe. And any slippage would adversely impact other projects, not to mention delaying retirement of the legacy system and its license.

Evolving requirements would add to the schedule pressure. As the evaluators got to know the capabilities of the platform, they would request changes and enhancements to the design.

Given the tight schedule and high stakes involved, high-quality design, coding and project management would be of utmost importance. But Oracle EAM is a relatively new product, and Stanford's experience with it was still quite limited.

Stanford would need just the right partner.

### A Committed, 24/7 Partner

To fill their manpower gap, Stanford chose Estuate.

Estuate are experts in Oracle E-Business Suite applications and other Oracle technologies. An Oracle Gold Partner, Estuate is recommended by Oracle to customers needing assistance with implementation of their products. Estuate's specialists typically have several years of work experience at Oracle itself, with certifications in relevant functional and technical areas.

For Stanford, Estuate was the obvious choice because of their longstanding partnership. Spanning nearly 6 years and over 40 projects, Estuate's track record of excellence had enabled them to supplant several IT service suppliers at the University, including some big names...

*"I would recommend John Cole for any B2B content writing. He brings with him excellent communication, writing and people skills required for effective content development. He was efficient and precise with a quick turnaround."*

Ganga Belman  
Marketing Manager  
Estuate, Inc.