



C3 Business Solutions, Inc.  
Santa Ana, CA  
www.c3biz.com

#### Industry:

Professional Services

#### Annual Revenue:

US\$8 million

#### Employees:

40

#### Oracle Products & Services:

Oracle Project Costing  
Oracle Billing  
Oracle Time and Labor  
Oracle Financials  
Oracle Purchasing  
Oracle TeleSales  
Oracle Field Sales  
Oracle Sales Intelligence  
Oracle Projects  
Oracle Business Accelerators

**“With Oracle E-Business Suite Release 12.1, we achieved greater visibility and efficiency across our financial processes. For instance, we reduced our time to invoice by 60%. We also gained new flexibility in our billing function, enabling us to offer our clients expanded options that include fixed price, milestone, and time-and-material contracts.”** – Matt Matthews, Principal, C3 Business Solutions, Inc.

### C3 Business Solutions Extends Visibility and Flexibility Across Financial Processes with Oracle E-Business Suite Release 12.1

C3 Business Solutions specializes in the implementation of Oracle E-Business Suite for small to mid-sized businesses in Southern California. The company brings extensive software implementation and business process knowledge to its clients, including proprietary implementation methodologies.

#### Challenges

- Implement a fully integrated enterprise resource planning (ERP) environment with increased flexibility to enable configuring applications as needed and building a scalable foundation to support future growth
- Expand visibility into project costing and billing data—a critical requirement for an IT services organization
- Ensure a rapid implementation of to reduce the burden on the IT team, and minimize the impact on the bottom line

#### Solution

- Implemented Oracle E-Business Suite Release 12.1 to increase efficiency, flexibility, and accuracy across the company’s financial processes
- Gained the ability to manage a 20% increase in workload without increasing administrative staff
- Improved analytics for project margins, resource utilization, and scheduling
- Gained greater visibility into costs and improved the company’s ability to match costs and revenue
- Reduced the time to invoice from five days to less than two days—a 60% improvement
- Enabled the company to produce more detailed bills and reports, and offer customers more diverse billing options, such as fixed price, milestones, and time and material
- Leveraged Oracle Business Accelerators to speed the implementation—enabling the IT staff to resume its exclusive focus on client projects, and minimizing the negative impact on the consulting company’s bottom line
- Achieved rapid return on investment by deploying the solution in just 90 days by leveraging Oracle Business Accelerators templates and mapping methodologies
- Broadened further the company’s knowledge base around Oracle E-Business Suite implementations to benefit its clients