Agenda

- Who are we
- Overview
  - Oracle Products
- Sorint’s Tailored Journey
  - The make it model
  - Instantiated from
  - Experts Involved
- Success Stories
- Bonus slide - Related by Sorintains
- Going Forward
17 Offices
3 Continents

EUROPE

USA
San Diego

AFRICA
Douala

Other Business Units
### Overview Facts

<table>
<thead>
<tr>
<th>Category</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Tech-Savvy</strong></td>
<td>900+ Cloud Engineers, SREs, DevOps Engineers, Full Stack Developers</td>
</tr>
<tr>
<td><strong>Methodology</strong></td>
<td>ISO 27001, ISO 20000, ISO 9001, ISO 14001</td>
</tr>
<tr>
<td><strong>PM Methodology</strong></td>
<td>Prince2, PMI, Agile, SCRUM/UX</td>
</tr>
<tr>
<td><strong>Market</strong></td>
<td>Finance &amp; Insurance, Utility &amp; Telco, Industry &amp; Services, Transport, Public Administration</td>
</tr>
<tr>
<td><strong>Experience</strong></td>
<td>35+ Years of experience with a Startup mindset</td>
</tr>
<tr>
<td><strong>Customers</strong></td>
<td>Large Enterprise Customers</td>
</tr>
<tr>
<td><strong>Training hours</strong></td>
<td>+40000 Training hours per year</td>
</tr>
<tr>
<td><strong>Sircles</strong></td>
<td>50+ Technical Sircles</td>
</tr>
<tr>
<td><strong>Large Enterprise</strong></td>
<td>250+ Large Enterprise Customers</td>
</tr>
<tr>
<td><strong>Tech Savvy</strong></td>
<td>98% Customer Retention Rate</td>
</tr>
<tr>
<td><strong>Years of experience</strong></td>
<td>35+ Years of experience with a Startup mindset</td>
</tr>
<tr>
<td><strong>Full Stack Developers</strong></td>
<td>98% Customer Retention Rate</td>
</tr>
</tbody>
</table>
Sorint proudly holds the esteemed status of a **Golden Partner**, distinguished as one of the longstanding in delivering Oracle solutions.

Consulted and implemented plenty of projects, for diverse industries, through the years. Some include:

- Licenses
- Architectural solutions
- Enhance legacy solutions
- Customize solutions
- Configuration and installation
- Migration related-projects
- Oracle virtualization
- Virtualization management software
- Oracle Linux virtualization manager
- Disaster recovery management & backup
- Data encryption

SORINTians are awarded highest certifications attainable for Oracle solutions.
Oracle Products

Database management & integration
Standard, enterprise, high performance, extreme performance editions. Along with all cloud-based DB services and real application testing.

Cloud Services
Oracle Cloud Infrastructure, Cloud Application, and Cloud Platform.

Enterprise Software
E-Business Suite, Fusion Application, JD Edward EnterpriseOne.

Middleware & development tools
Fusion Middleware, Weblogical Server, APEX (Application Express), Oracle GoldenGate, & Developer tools.

Security & identity management
Identity & Access Management & Cloud security.

Hardware
Exadata, SPARC/x86 servers, PCA, & ODA

Industry-specific solutions
Solutions based on industry.

Consulting & supporting services
From architecting to implementation, migrating, managing, and utilizing.
Striving for nothing short of a perfect solution and a well-defined roadmap

**Sorint’s Tailored Journey**

The make it model

**Analyse & consult**
- The challenge.
- Project governance.
- The environment.
- Solution choice.
- Architecting.

**Collaborate**
- All together through specialized technology-related sircles, and client’s internal team.
- **Managed by Sorint PMO sircle.**

**Implement**
- Carrying out the crafted plan.
- **Post and pre-project documentation.**

**Testing & support**
- Testing (validating & verification) activities.
- **Continuous flexible support around the clock.**

**Manage & maintain**
- Through NGMS sircle, Sorint offers managing and maintaining solutions, for post-project activities.
Sorint’s Tailored Journey

Every journey is a unique challenge, but our know-how:

- For various industries. Executed countless Oracle projects to prominent entities in Europe, US, and Africa
- Customer retention rate 98% During +20 years of partnership
- Dedicated circles specialized in other database vendors and technologies Vendor-independent
- Highest grantable certificates in various fields, and “Training Partner” to some vendors
- Expert PM with technical background ensuring project’s objectives are met
- Flexibility. 24x7x365 multilingual team

Day x Continues support Continues support Continues support Day y
Experts Involved

Oracle DB
Data Recovery & Safety
DevOps Engineering
CloudBridge
Next Generation Managed Services
PMO CoE
DB.X
Network & Security
Data Storage & Solution
FinOps

Senior masterminds

Nunzio Gagliardi
Head of Oracle DB | Technical Project Manager
+20 years of experience in Oracle Solutions

Amedeo Trussardi
Senior Oracle DB | Engineered System Administrator
+5 years of experience in Oracle Solutions

Some prestigious certifications

Oracle Certified Professional
Oracle Certified Specialist
Oracle Certified Specialist
Oracle Certified Professional
Oracle Cloud Infrastructure Architect
## Closer Look
### Areas and field of focus

<table>
<thead>
<tr>
<th></th>
<th>Project-based</th>
<th>Package-based</th>
<th>Staff Augmentation</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Analysis</strong></td>
<td>Analysis, architect, consultant, and implement.</td>
<td>Short-term activates. e.g. health checks, patching, assessments, troubleshooting/tunni ng, specific configuration, compliance checks</td>
<td>Offer experts in given fields or technologies.</td>
</tr>
<tr>
<td><strong>Tailored proposals</strong></td>
<td>Based on project and client's needs.</td>
<td></td>
<td>Time &amp; material or long-time retainers</td>
</tr>
</tbody>
</table>
Related Solutions and Tools by Sorintians

**NGMS**
Core IT Service
Remotely manages IT infrastructures ensuring the correct functionality, support for vendor and Open-source products. Reducing response times to new problems. Speed, flexibility, method and technical preparation are part of our DNA.

**PMO – Project Management**
Center of Excellence
Project management as a service (PMaaS) focuses on coordinating IT projects. On both Infrastructure level, and Application software level.

**DevOps Engineering**
Technology Consultant Service
Advanced set of practices, tools, and technologies that power automation throughout the development, testing, and deployment phases.

**Cloud Native Security**
Center of Excellence
Strategies, practices, & tools to safeguard the containerized applications and the underlying environment from potential cybersecurity threats and vulnerabilities. Plus, continuous monitoring.
Going Forward
How we can move forward from here

One hour workshop

Read more on /sorintlab

Alternative approach