

Applications Unlimited Oracle Team

Liliana Trif

Apps Unlimited Sales Representative

Paris, March 2019

AGENDA

1. TEAM

2. OUR MISSION

3. JDE Projects



FY19 EMEA Sales

Applications Unlimited

Paul McCartan

VP, EMEA Applications License Sales

JAN JAAP DEKKER

Northern Europe Sales
Manager



UKIE

Nordics

BNL

ANDREEA ISTRATE

Southern Europe Sales
Manager



France

DECH

Italy

Iberia

OANA PINTILIE

Business
Development
Manager



GOREN DAYAN

Solution Consulting
Manager





Apps Unlimited Sales Team



LILIANA TRIF

TEODORA BRUMA



LAURENT DOUCELIN



ISIS MORALES

NIKE PHANZU



Solution Engineering Team

GOREN DAYAN



TERRY WALTON

E-BUSINESS SUITE



MARK HERWEGE

JD EDWARDS



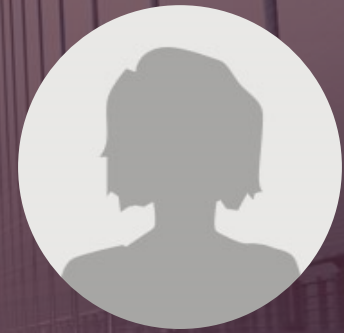
JO RANGLES

PEOPLESOFT HCM



RICHARD COLE

HYPERION



SIEBEL

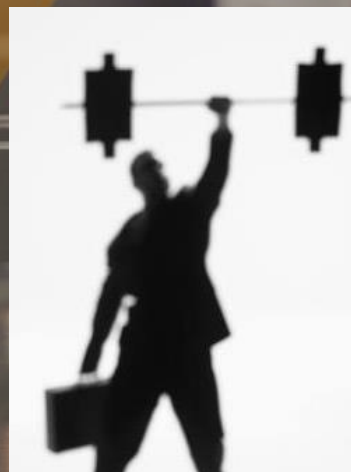
What WE DO

Sales Cycle Management



- Customer need
- Business Case
- Timeline & Authority

Partner Readiness



- Agreements & resell rights
- Non-standard requests
- Quote to Provisioning

Solution Consulting



- Deal configuration
- Partner project assessment
- References & pre-sales

ORACLE®

JD Edwards



+200
Customers



100+

New features added
in the last 2 years



% 50
Of customer base
transacting in the last 2
years



New customers

10 net new customers
yearly

JDE PROJECTS



CONTACT US

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UKIE
Nordics



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France
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Switzerland
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Thank you!