



coreNews

Surviving in a Volatile Economy: Be Proactive-Act Intelligently

Many company executives face enormous dilemmas as they find themselves caught between tough economic conditions, mounting compliance demands and competitive pressures. Mix in the current volatile economy, and we are certain to see a lot of changes over the next few years.

Now more than ever, companies are quickly realizing the value of hosting their Oracle Applications as a way to significantly lower the total cost of Oracle ownership while improving issue resolution and performance, accelerating upgrades and technology rollouts, and proactively managing the system.

With leaner economic times in 2009, operating budgets are being slashed, and financial capital is increasingly harder to come by, both of which make the ability to deploy new Oracle ERP solutions or critical major business upgrades much more difficult to accomplish. With constant requirements for IT effectiveness and with additional compliance strains mounting, we are already seeing an upswing for the type of exemplary hosting services that Core Services provides.

-James Bistis, President and CEO of Core Services.

Core Services Receives SAS 70 Type II Certification for Sixth Consecutive Year.

Oracle Partner receives industry standard report ensuring controls and safeguards are in place to protect customer's data.

Core announced recently today that, for the sixth consecutive year, it has received a satisfactory report with no exceptions on controls placed in operation and tests of operating effectiveness, as prepared under the guidelines of American Institute of CPAs' Statement on Auditing Standards No. 70 (SAS 70). The longer more exhaustive "Type II" report, which is applicable to Core's hosting service business segment, will be issued by the New York-based accounting and consult-

ing firm of Eisner LLP.

"The SAS 70 is a widely used compliance audit for assessing the internal control framework on service organizations like Core Services, which provide critical outsourcing activities for global customers," says President and CEO of Core Services, James Bistis.

"Recent federal legislation, such as Sarbanes-Oxley (SOX), HIPAA, and growing

Ken Johnson on his transition to the Core team:

I'm very excited to be joining Core Services. I've known and worked with James Bistis and Core for 10 years and have always associated them both with the highest level of quality and commitment to constantly exceeding the client's expectations. I look forward to the opportunity and the challenge as we strive to build on the success that has put this fine organization at the top of the heap year after year.

My number one priority is to ensure that we continue to deliver the same superior consulting services that our clients have come to expect. In addition I plan to focus our resources on continuous improvements to the Service Request (SR) resolution processes. There are many other items on my action plan, but the one I want to be sure to mention here is that I will be reaching out to our hosting clients to remind them we do more than provide great functional and technical support for their current application suite. We also provide implementation and upgrade services. I look forward to a long and successful relationship with you!

state privacy laws are requiring companies to provide evidence of a strong system of internal controls,” Bistis continues. “With Core receiving the SAS 70 Type II report, our customers will benefit in a number of ways. Most importantly, their external auditors will be able to rely on our SAS 70 Service Auditor’s Report to assess internal control risks for the purpose of planning and executing their financial audit.”

Preparing for the SAS 70 requires a structured, precise, step-by-step approach and requires excellent communication and coordination on all sides of the process. “Our customers trust Core to deliver proven processes, practices, and controls to meet the highest quality and compliance standards,” concludes Bistis. “Successfully completing the Type II audit for the 6th year reflects Core’s commitment to excellence and re-confirms our customer’s confidence in us. We will continually strive to improve

our processes and ensure that this report has a positive impact for all of our customers.”

Core Services Announces Ken Johnson as Vice President of Consulting

This past September, Core named Ken Johnson as Vice President of Consulting. In his new role, Mr. Johnson will direct Core’s Consulting Services’ daily operations and growth strategy.

“We are extremely pleased to add Ken to our executive team,” says Core President and CEO, James Bistis. “His management experience, personnel development history, integrity, and client satisfaction skills, coupled with his Oracle product knowledge, are the perfect blend for this essential and strategic role. We are confident that his leadership will facilitate the highest quality Oracle implementation and consulting deliverables experience to our clients. By hiring Mr. Johnson, we gain a senior executive with hands-on un-

derstanding of how to deliver high quality services to a diverse clientele. With his extensive background and proven record of success, he will enhance our team’s ability to optimize each client’s return on investment via their strategic partnership with Core.”

Mr. Johnson brings over 18 years of Oracle industry experience to this key role, including eight years at Deloitte Consulting, where he was a partner responsible for business development and delivery of projects to large, sophisticated clients such as Old Mutual, Honeywell, and the United States Postal Service. Most recently, Mr. Johnson was Senior Director of Oracle Financial Applications at The Hackett Group (formerly Answerthink), a global strategic advisory firm and leader in best practice advisory, benchmarking, and transformation consulting services, including shared services, offshore and outsourcing advice.

Core Services Partner Lead Registration

Core Services embraces and rewards our partners who are important to our success. We provide a convenient website where our partners can register new hosting and consulting opportunities for Core. Core Services will compensate companies or individuals with up to a 5% referral fee. To participate in Core Services’ Partner Lead Registration go to:

<http://www.coreservices.com/partners/plr.html>

Visit the Core Services Press Room

Find these press releases and more:

- **Core Services Looks Forward to Philanthropic Efforts in 2009** Tough Economic Times Won’t Stop Oracle Service Provider from Participating in Future Charitable Giving and Events.
- **Core Services Partners with Bridgelux for 12-Week Implementation of Oracle E-Business Suite R12**
- **Core Services Announces Creation of Advanced Systems Engineering Department**

Core Services Upcoming Events:



Core Services will be an exhibitor at The Northern California Oracle Applications User Group 2009 Training Day, taking place on January 21, 2009 from 7:30am to 7pm. The event will be held at the Santa Clara Convention Center at 5001 Great America Parkway, Santa Clara, CA



OAUG Connection Point DUBAI: April 1-2nd, 2009 Dhou Palace- Dubai, UAE

Core Services is the Platinum Sponsor at Connection Point Dubai. President & CEO James Bistis will be a featured speaker and Core will be a spotlighted vendor in the exhibit hall. This exciting new seminar is the first in what will certainly become a cornerstone training opportunity for Oracle customers worldwide. Topics covered will include new features of Release 12, upgrade best practices, Service-Oriented Architecture (SOA), Fusion Middleware and industry sessions geared toward Government, Retail and Airline industries.



Core Services will once again be an exhibitor at COLLABORATE 09: Technology and Applications Forum for the Oracle Community in Orlando, Florida May 3 - 7, 2009. For the fourth year, three major users groups — the Independent Oracle Users Group (IOUG), the Oracle Applications Users Group (OAUG) and Quest International Users Group (Quest) — join forces to present COLLABORATE, offering in-depth education and exclusive networking opportunities. At COLLABORATE 09, you'll have access to a powerful global community of technology and applications professionals and experts and experience a dynamic exchange of ideas and best practices.