

Rights, Contracts and Relationship Management Solution

Business Problems:

Prior to our solution, Client Alliance Managers, Product Managers and Rights Managers used a combination of Siebel, Excel Spreadsheets and MS Access Databases to manage Targeting to Opportunities to Negotiation Stages.

Project Solution

The Relationship Management solution was developed using Oracle ADF on a WebLogic Server, with Oracle 11G database with a ability for Product Managers to add target information, and provide Alliance Managers the ability to track negotiation stages Opportunities to Contract Creation and then to provide Rights Management to review new titles and complete the process of adding all details on contracts and rights for downstream processes to complete their required activities. Each type of user was provided Dashboards on login with Panels to show Opportunities, Contacts etc.

In addition to the ADF application with Dashboards, much needed additional reporting for Opportunity Pipeline Management, Productivity by Alliance Managers etc. were developed using Oracle APEX tool.