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Edge Evolve is an Oracle Gold partner. Our skills range from Oracle Database, Tools, and Applications (Oracle E-Business Suite, Siebel). When we implement the product we make we leave with a customer who sees the value in the Oracle product and appreciates the features.

The company is doing well. We started the Oracle business Unit about years ago. I was the first Oracle resource and today we are 22 employees, ranging from Oracle Engineers, Oracle DBAs, Oracle Apps DBAs, Oracle Fusion resources and Oracle support consultants in the different modules. We are a growing company with certified Oracle resources.

Our Clients are mainly in the Banking Sector, Financial Sector and Public Sector. We have various resources delivering Professional Services at our clients. This however does not stop us from providing service to any other clients that require assistance with their Oracle environment. I personally enjoy it to get involved with any client to help assist with issues they have and I will not leave that client unless a solution has been found for their issues or has been implemented.

I have been working with the Axiz Oracle Business Unit for 2 years. Some of my duties include but are not limited to, helping the Edge Sales team with designing of solutions for customers for tenders as well as pricing.

With Axiz being our Value Added Distributor for Oracle we turn to the Axiz Oracle BU when we have and pricing that is required, any Oracle related questions we may have as well as where we as Edge can increase our customer focus. One of the most admired service we are getting is advice. I can pick up the phone anytime and phone Marius de Beer and ask him for advice and he never ever turns me down. Before we started using the Axiz Oracle BU we were doing all the needed by using Oracle directly for the above mentioned. The problem with that is that you deal with a single person that only looks after a single product. An example is that if you are dealing with a HW person from Oracle he can only answer questions or give advice on HW related topics. When you ask him something about SW he then has to refer you to a SW person. This makes getting answers very difficult and takes a lot of time. The value with the Axiz Oracle BU is that you can ask anyone in the BU anything about anything and they will come back to you in a very short time with the answers to your questions. They have connections within Oracle that spans deep and across the whole Oracle. This to me is the real value add I get from the Axiz Oracle Business Unit. It is much easier to deal with the Axiz Oracle Business Unit that to deal directly with Oracle.

As a matter of fact, I did not need to do any investigation on which VAD I should choose. Marius was very pro-active in the sense that when I joined Edge Evolve he called me and immediately introduced the Axiz Oracle Business Unit and there capabilities to me. He showed me the processes, how to request anything, who is who in the BU. I just followed his processes and it worked extremely well and I just kept on doing this. The pro-activeness from Marius was very excellent and this is something that the rest of the team also adhere to. Well done Marius and thanks for the pro-activeness. The one thing that I appreciated is the fact that we live in a world where everyone emails, but Marius picked up the phone and called me and we had a great conversation. Because he put a voice to the name, which made a huge difference, I felt very comfortable to work with Axiz Oracle BU. I now know someone at Axiz, I know the process and I would like to stress that the rest of the team carry on what Marius has implemented. Pick up the phone, call your customers. Well done again.

I have worked with various people within the Axiz Oracle BU and I would like to recommend each one of them for an award. You can use this testimonial as are recommendation. I would like to in no specific

order first want to recommend Marius de Beer for his pro-activeness. He phoned me, gave me his email address, showed me the processes. His service level is extremely high. He always goes the extra mile by following up on calls, emails etc and that I really appreciate. Thank you and well done Marius for putting the Axiz Oracle Business Unit at an extremely high level and your commitment to the organisation. Then also Adolph Strydom. Immediately when I started to engage with Adolph I gained a lot of respect to him for the type of person he is. He is a very educated skilled individual that understands the Oracle technology and the fact that he is certified in Oracle technology makes me very comfortable to engage with him with regards to any Oracle technical questions I might have. I had two sessions with Adolph at the South African User Group of which I am a volunteer at and it was extremely successful. Thank you very much Adolph, you have went out of your way for us as well as for the South African User Group. Then Sonnyboy Mashabane. You know I wish I had hours to speak on Sonnyboy. Also very pro-active. Calls me all the time. Find out if I need anything. Also assisted us at the South African User Group. Very friendly. Goes the extra mile. Then Shahzia Soomar. I have never personally met Shahzia, but via the email communication I can feel her commitment to my request and her dedication to fulfilling our requests. That is what we as Edge really appreciate and that is that we send email and Shahzia will provide us with the required information. It has happened that I would send her emails at 5 o'clock and receive a reply at 6 o'clock. This really shows me that she goes out of her way to assist us.

I have no issues working with the Axiz Oracle BU and we totally trust you with all your feedback. The standards are very high and I would just like to suggest to keep up the good work with all your partners. You are keeping the Oracle brand up high.

Marius continuously send out invites to webinars and events at Axiz. We had a team building with other Oracle partners with great networking that helped build wider relationships with other Oracle partners.

The Oracle BU's door is always open for us to let our interns visit the demo centre so that they can see what a SuperCluster, Oracle Database Appliance, etc looks like. Not many DBA's or engineers get that opportunity. Between Marius and Sonnyboy they are always accommodating for this type of request and they have never said o that is not possible.

The quality of work that the Axiz Oracle BU provide is always phenomenal. The documents I receive is excellent, the quotes I receive is to the point and the presentations that I receive is exactly what we as partners require.

We as Edge has faced various challenges with tight deadlines for responding to tenders, tight quotations we had to send out and immediately when we contact Axiz Oracle BU they immediately come back to me with a solution and with the necessary info I require.

The benefits I find when working with the Axiz Oracle BU is that it saves me time. As mentioned earlier, before using Axiz Oracle BU I had to engage with various number of people when responding to a tender to put a solution together. The Axiz Oracle BU has shortened that time as I only have to contact one of them and I get an answer the very same day. One email to Axiz Oracle BU and I get all the information I need back in a very short time. I don't have to email or call different people at Oracle. I really do enjoy my work more when working with Axiz Oracle BU as I see them as work colleagues, as partner, as friends.

The Axiz Oracle BU has helped us with productivity and morale. Because of working with Axiz Oracle BU I am able to provide the rest of the Edge organisation with information they require to respond to tenders or provide quotes to customers.

By using the Axiz Oracle BU it has given me leverage when responding to tenders to build my case because as soon as I send through the tender documents they come back to me with whatever information they need, I provide them with that in then on the same day I get the sizing, Bill of Materials, quotes, documentation and presentations I need to respond to the tender. I will most definitely recommend the Axiz Oracle BU to any other Oracle partner and tell them that if they want to work with a VAD that is easy to work with, have no issues and give quick service they should contact Axiz.

Bottom-line; Axiz Oracle BU, YOU have made my work easier. You have me more productive. You have me deliver more quickly. You have me respond to tenders in tight timeframes. Axiz has made me provide excellent Oracle service to my organisation.

I see Axiz as the best VAD for Oracle. You provide the service at very unique way and I would like to say carry on doing that. I am comfortable knowing that I have a VAD that goes the extra mile for me when I need to deliver work.

I am part of an initiative that train juniors that come into the Oracle world and I would like to make use of this opportunity to request that you keep on allowing us to send our juniors to your demo centre so that they can see what a server room looks like, what servers look like, what different types of servers there are, what memory looks like, what a hard drive looks like, they can understand what a CPU is they can see what the different lights are the flicker on a server.

To close off, thank you once again to the entire Axiz Oracle Team, thank you for Marius for the excellent work that he has been doing, for being pro-active, for going the extra mile, for making me feel comfortable and for setting the high standard. Thank you for Adolph for allowing us to utilise his skills, for providing us with the correct solutions. Thank you Sonnyboy for going the extra mile and for your time to allow us to see what goes on in the server room. Thank you Shahzia for your excellent responses on all our requests and to the remainder of the Axiz Oracle Team that I may have missed out thank you very much for all your hard work and commitment.