

ORACLE

**Hyperion Focus SA**  
'EPM in 2020'

# Applications Unlimited

## EMEA SALES

Innovation Powered by Applications Unlimited

Paul McCartan

VP EMEA Applications Unlimited Sales



# APPLICATIONS UNLIMITED

ORACLE®  
JD Edwards

ORACLE®  
E-Business Suite

ORACLE®  
Hyperion

ORACLE®  
PeopleSoft

ORACLE®  
Siebel

# Applications Unlimited EMEA

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Customers



Commitment



Innovation



Transformation



# SALES MANAGEMENT



**JAN JAAP DEKKER**

UK, BNX, IL, South Africa  
& SADC



**ANDREEA ISTRATE**

Italy, Iberia & CEE



**HANS FONS**

DECH, France & Nordics



**RANIA MATTAR**

Africa & CATALUNYA



**ABDELMADJID ZAHER**

Middle East & ECEMEEA OD

# SOLUTION ENGINEERING



**Jonathan Price**  
Western Europe and CEE



**Nader Afifi**  
Middle East and Africa

Go-To-Market

Product Roadmaps &  
Customer Journeys

Showcase  
Solutions



## Apps Unlimited - ZA Team

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Jan Jaap Dekker  
Regional Sales Manager



Craig Smith  
Sales Specialist ZA Commercial



Thashen Naidu  
Sales Specialist SADC



Raymond Tsetsewa  
Sales Specialist ZA Finance & Public



# THE STRATEGY



CLOUD COMPANY



CUSTOMER FIRST

**Hyperion Focus SA**  
**'EPM in 2020'**



Thank you

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**Paul McCartan**

Vice President EMEA  
Applications Unlimited Sales

