

Empowering Enterprise Reporting with Customized Oracle SaaS Analytics Training

Challenge:

A major corporate client requested **BI Publisher** training only to discover that Oracle's standard curriculum was outdated, and official labs had been discontinued. With no off-the-shelf offering to meet their reporting needs, the client needed a fully bespoke program—one that recreated unavailable tools, addressed real-world scenarios, and delivered rapid business value.

Solution:

Koenig Solutions delivered a true solution-selling engagement by:

- **Sourcing & Licensing:** Secured a limited-time license and alternate-vendor resources to rebuild the BI Publisher environment and labs that Oracle no longer provided.
- **AI-Accelerated Content Creation:** Our lead trainer authored all courseware and hands-on exercises from scratch, leveraging content bots and AI support to speed development without sacrificing depth.
- **Industry-Tailored Case Studies:** Integrated analogies and scenarios specific to the client's sector, ensuring every module translated into immediately applicable skills.

Customization and Delivery:

- **Format & Duration:** An intensive 8–10-day live virtual program combining expert lectures with immersive, custom-built labs.
- **Agile Adaptation:** Daily stand-ups with the trainer, instructional designers, and client SMEs enabled real-time adjustments to pacing, content, and focus areas.
- **Collaborative Planning:** Initial workshops defined glossaries, success metrics, and a flexible roadmap—ensuring alignment on objectives from day one.

Results:

- **Highly Customized Outcomes:** Participants gained deep, practical experience in both core reporting tools and emerging analytics platforms.
- **Strategic Roadmap Delivered:** The client now has a clear, phased plan for migrating to Oracle Analytics Publisher.
- **Elevated Learner Confidence:** Hands-on labs and real-world case studies drove immediate on-the-job application.
- **Repeat Engagement:** Based on this success, the client has invited us to expand the program across additional business units.