



“Maximizing Revenue with RChilli for Oracle Implementation Partners”

— Leading Oracle HCM Implementation Firm



Industry:

HR Technology & Oracle HCM Implementation

Challenge:

As an Oracle HCM implementation partner, the firm sought ways to differentiate itself in the competitive market. Their clients faced inefficiencies in candidate data management and resume processing, leading to longer hiring cycles and reduced recruiter productivity. The firm wanted to add value beyond standard Oracle implementations while increasing its revenue streams.

Solution

By integrating RChilli's Candidate Profile Import and List of Value (LOV) Mapping solutions into their Oracle HCM implementation projects, the partner was able to offer an enhanced recruitment experience.

RChilli's AI-powered parsing and data enrichment streamlined candidate data entry, improved accuracy, and reduced manual work.



Results

- **Increase in Client Billing** – The firm introduced RChilli as a premium add-on service, generating additional revenue from its implementation packages.
- **Additional Billable Hours per Client** – The partner was able to charge for extra consulting hours spent on:
 - Planning job application flow and automation configurations.
 - Setting up permissions for redacted resume templates.
 - Customizing RChilli's integration with Oracle HCM based on client needs.
- **Higher Client Retention & Satisfaction** – Clients reported improved recruiter efficiency and data accuracy, strengthening long-term engagements.
- **New Revenue Stream through Licensing & Referrals** – The partner earned commissions by referring RChilli directly to clients who required continued AI-driven resume parsing.





Why RChilli



Seamless integration with Oracle HCM, enhancing the implementation package.

AI-powered automation that improves recruiter efficiency and data accuracy.

New revenue opportunities through licensing, referrals, and ongoing solution support.

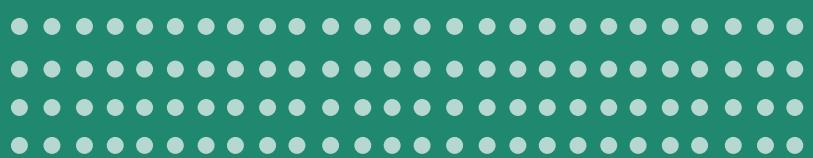


Revenue Opportunity for Oracle Implementation Partners:

- Bundle RChilli solutions as part of Oracle HCM implementations, increasing project value.
- Charge for enhanced configuration services, leveraging RChilli's automation features.
- Earn commissions for direct referrals, adding a passive revenue stream.
- Offer premium support & optimization services for clients using RChilli post-implementation.
- Increase billable consulting hours through additional planning, configuration, and integration services.

Conclusion:

By partnering with RChilli, Oracle Implementation Partners can expand their service offerings, improve client outcomes, and unlock new revenue streams. This case study demonstrates how leveraging RChilli's solutions can create a competitive advantage and drive business growth.





About RChilli

RChilli empowers organizations with AI-driven solutions that automate data tasks, streamline decision-making, and enable HR teams to focus on hiring the right talent faster. Our innovative products enhance recruitment efficiency while ensuring compliance with ISO 27001:2022, SOC 2 Type II, NYC AEDT LAW, HIPAA, and GDPR.

RChilli is available on Oracle Cloud Marketplace and Salesforce AppExchange, and it ensures global accessibility and trusted performance for organizations worldwide.

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