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NorCal OAUG Training Day

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Solution Consulting Vice President

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<http://launch.oracle.com/?NoCOUG>

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E-Business Suite Release 12.1

- Home
- Procurement
- Supply Chain Management
- Human Capital Management
- Channel Revenue Management
- Financials / Projects
- Applications Technology
- Rapid Value Solutions
- Next Steps

Welcome to the Oracle E-Business Suite Release 12.1 Solution Space

With this latest release, Oracle delivers on its Applications Unlimited commitment to continue enhancing our customers' existing investments in Oracle applications. Release 12.1 provides product enhancements across human resources, supply chain management, procurement, projects, master data management, customer relationship management, and financials. It also delivers significant industry-specific advancements for wholesale distribution, public sector, high technology, engineering & construction, life sciences, retail, professional services, communications, consumer goods, and utilities.



Introduction to E-Business Suite Release 12.1



Delivering Value in Uncertain Times



Customers Discuss Oracle E-Business Suite Release 12.1

click images to view

How can Oracle help?

With the latest release of Oracle E-Business Suite, customers can:

- Achieve rapid value today with standalone solutions

Other Valuable Links

- [New products in Release 12.1](#)



E-Business Suite Release 12.1



- Home
- Procurement
- Supply Chain Management
- Human Capital Management**
- Channel Revenue Management
- Financials / Projects
- Applications Technology
- Rapid Value Solutions
- Next Steps

- HCM Solution
- HCM Collateral

Develop Talent and Reduce HR Costs

Oracle Human Capital Management (HCM) applications provide organizations of all sizes, industries and regions with end-to-end human capital management capabilities to help reduce costs and increase employee productivity. Oracle HCM solutions offer the strategic advantage of truly integrated talent management, the stability of deep HR best practices and the insight of actionable and predictive business intelligence. Oracle HCM increases organizational efficiency and operating performance with key processes that place the right people in the right jobs, develop and reward top performers and retain key talent for the long term.



Results:

- ✓ Improve talent management processes
- ✓ Streamline sourcing and on boarding of talent
- ✓ Extend existing HRMS investments



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E-Business Suite Release 12.1



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HCM Solution

HCM Collateral

HCM - Datasheets

- Advanced Benefits
- Compensation Workbench
- Learning Management
- Performance Management
- Self-Service HR
- Time and Labor
- iRecruitment

HCM - White Papers

- Delivering Value with Oracle E-Business Suite Human Resource Management Release 12.1

HCM - Release Value Proposition

- Oracle E-Business Suite Release Value Proposition - Human Capital Management

Note: A login to My Oracle Support is required to view Release Value Propositions

HCM - Webcasts & Podcasts

- Podcast: Find out what's New in E-Business Suite HRMS R12.1
- Webcast: What's New in Oracle E-Business Suite Compensation Workbench Release 12.1
- Webcast: What's New in Oracle E-Business Suite Human Capital Management Release 12.1
- Webcast: What's New in Oracle E-Business Suite Incentive Compensation Release 12.1
- Webcast: What's New in Oracle E-Business Suite Learning Management Release 12.1
- Webcast: What's New in Oracle E-Business Suite Oracle Time and Labor Release 12.1
- Webcast: What's New in Oracle E-Business Suite Performance Management Release 12.1
- Webcast: What's New in Oracle E-Business Suite Talent Management Solutions in Release 12.1
- Webcast: What's New in Oracle E-Business Suite iRecruitment Release 12.1

Note: A login to My Oracle Support required, conference key = **advisor** for all webcasts above

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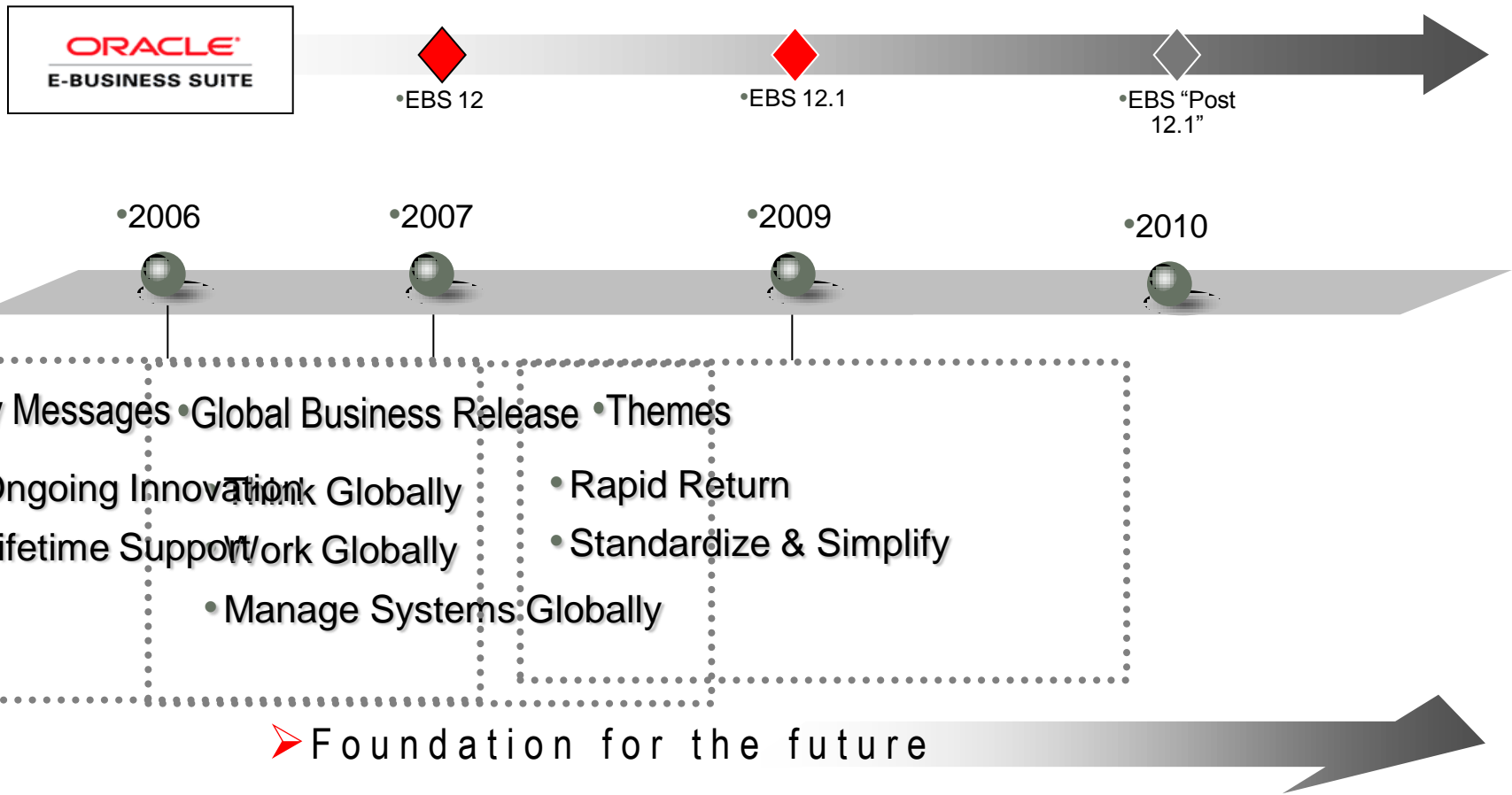
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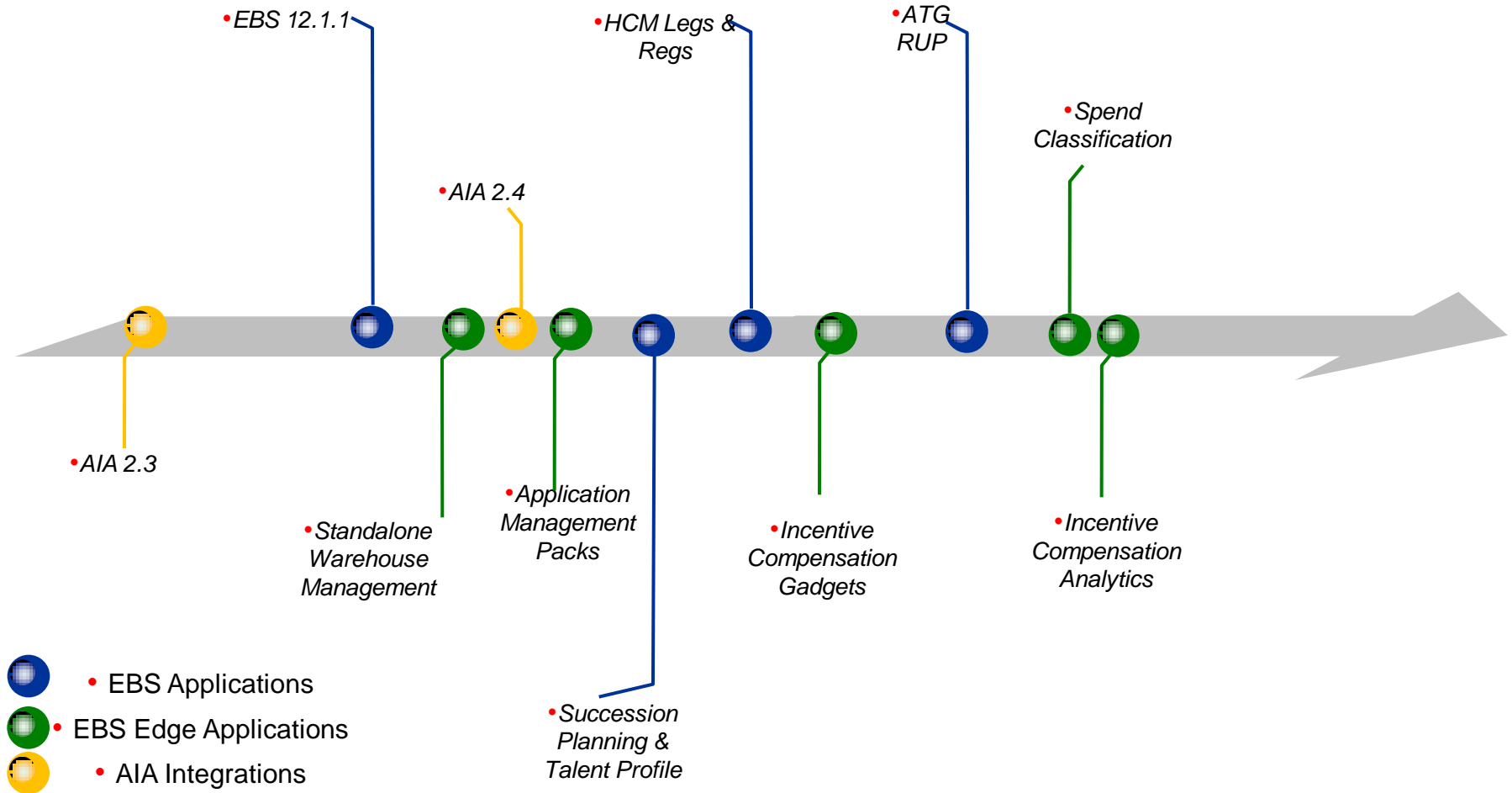
E-Business Suite Product Roadmap

Continued Investment



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E-Business Investment Summary (~ Past 12 Months)



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E-Business Suite Product Portfolio

Strong Validation from Gartner Magic Qs and Forrester Waves

ORACLE
E-BUSINESS SUITE

• Financial Management

• Strong Positive

ORACLE
E-BUSINESS SUITE

• Human Resource Management

• LEADER

ORACLE
E-BUSINESS SUITE

• Supply Chain Management

• LEADER

ORACLE
E-BUSINESS SUITE

• Advanced Procurement

• LEADER

ORACLE
E-BUSINESS SUITE

• Projects Management

• LEADER

• Business Analytics

• LEADER

Hyperion® • Corporate Performance Management

• LEADER

GO
LO

• Transportation Management

• LEADER

agile

• Product Lifecycle Management

• LEADER

SIEBEL

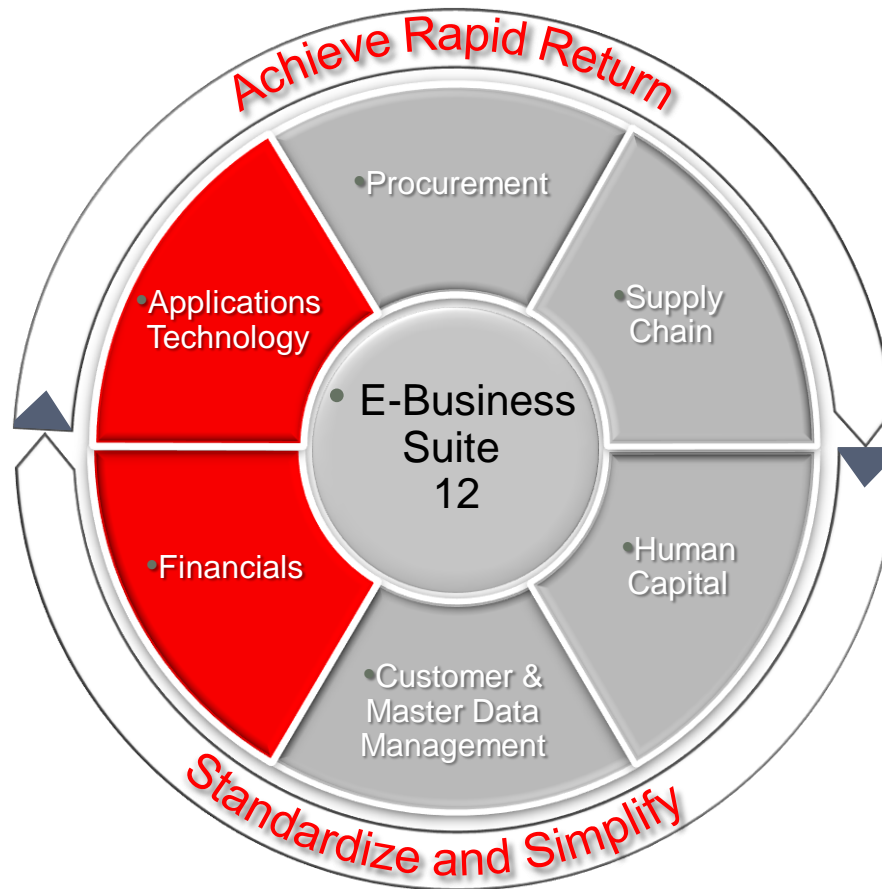
• Customer Relationship Management

• LEADER

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Oracle E-Business Suite

Focused on Financials and Technology



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Oracle E-Business Suite 12.1 Release



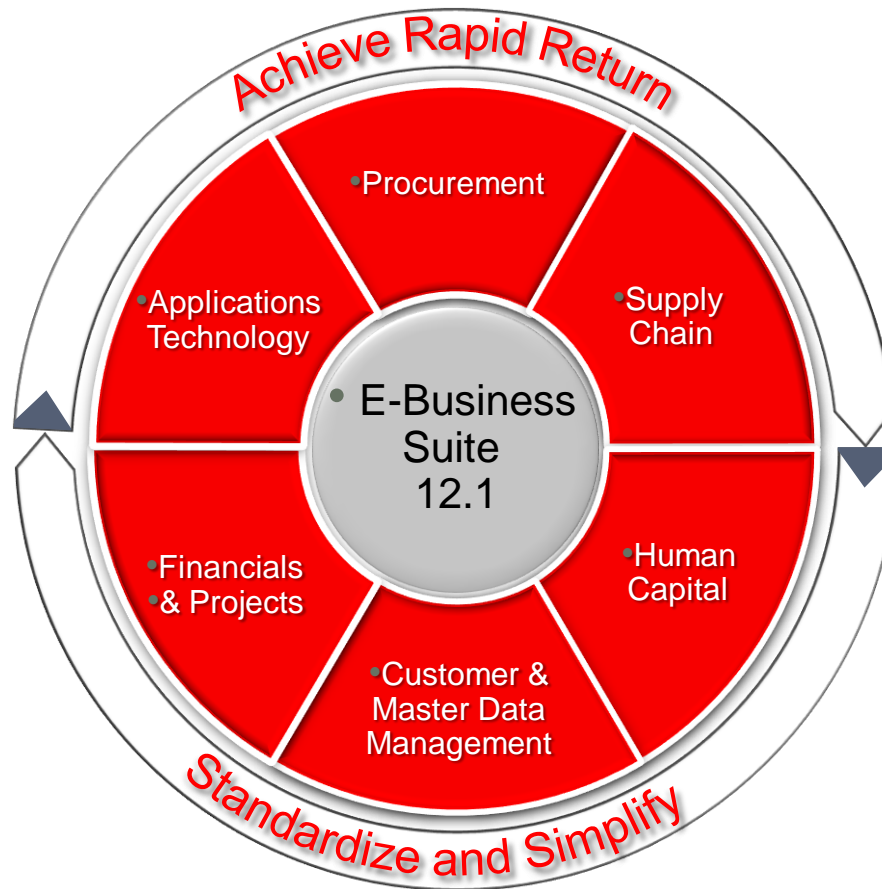
Focus on Opportunities to
Achieve Rapid Return Today



I
Invest in Ways to **Standardize and Simplify** with a Global Business Platform

Oracle E-Business Suite

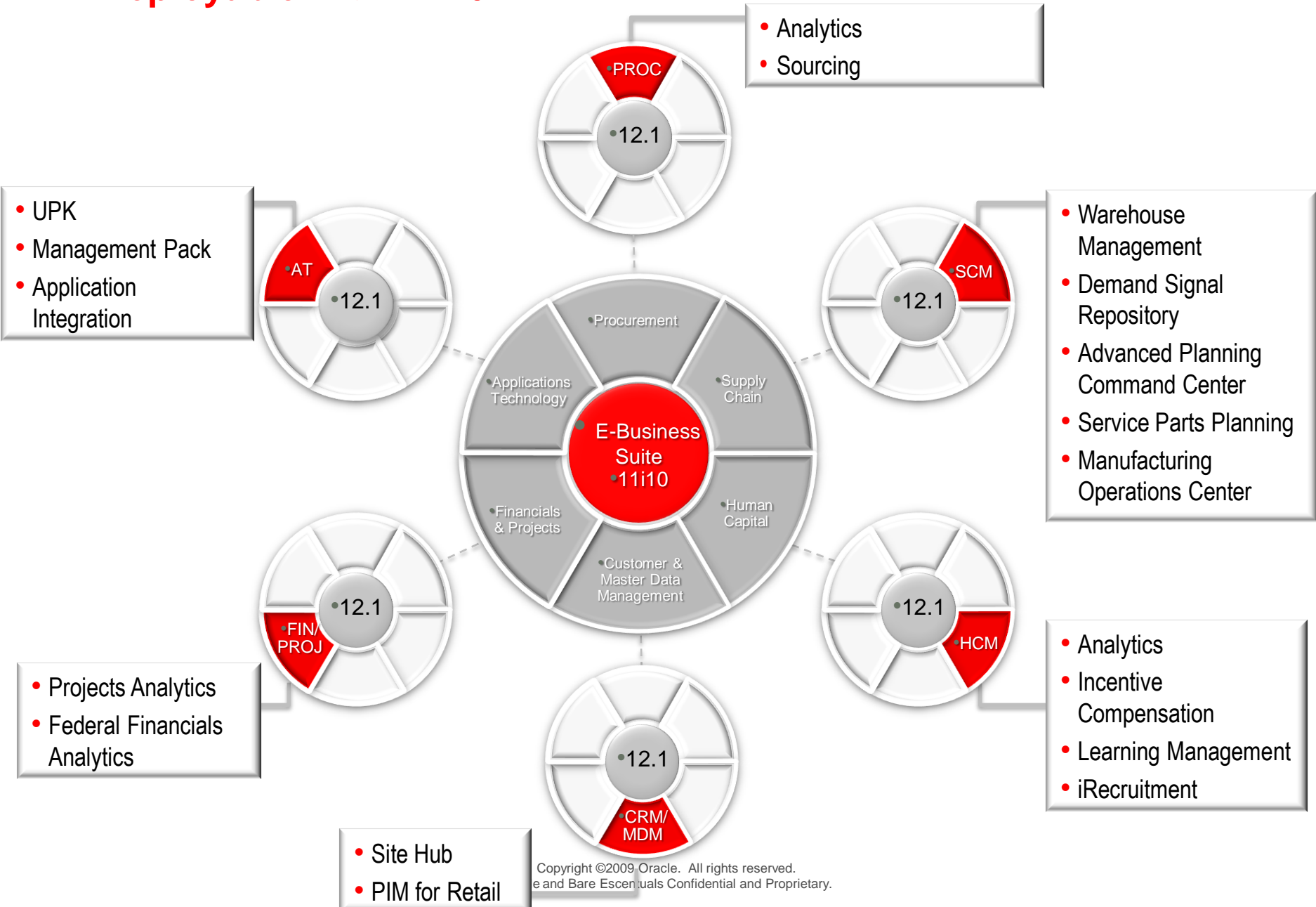
Substantial Value in Every Area



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Oracle E-Business Suite Release 12.1

Deployable with 11i10



Oracle E-Business Suite 12.1 Release Summary

- **11** New Products
- **400+** New Features
- **26** New & Enhanced Oracle Business Accelerator (OBA) Flows
- **7** New & Certified AIA Integrations
- **12** New & Enhanced Pre-Integrated Business Intelligence Solutions
- **7** Co-Development and Testing Partner SIs
- **1,300** Person Days of System Integrator Testing Time
- **60** Days: Time Elapsed for 1st Go Live Upgrade Post GA.
- **10** Industries with Significant New Industry Specific Functionality:
 - Wholesale Distribution, Public Sector, High Technology, Engineering & Construction, Life Sciences, Retail, Professional Services, Communications, Consumer Goods and Utilities.

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Reduce All Supply Management Costs

What's New in Procurement



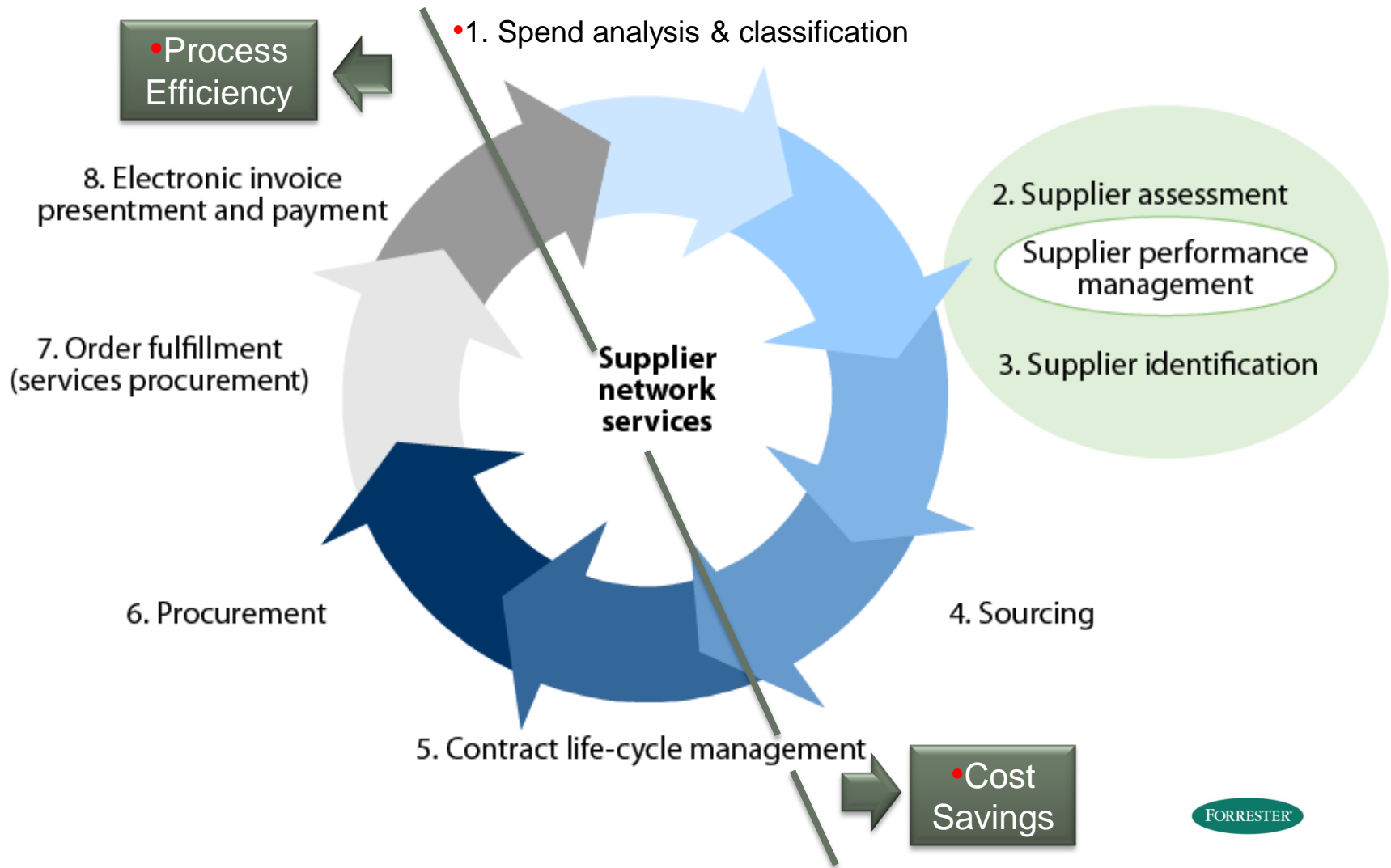
Results:

- ✓ Identify top savings opportunities
- ✓ Exploit supply market dynamics
- ✓ Optimize strategic sourcing programs

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Procurement Business Process

Spend Classification is a prerequisite to Spend Analysis



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Identify Top Savings Opportunities

Procurement & Spend Analytics & Classification

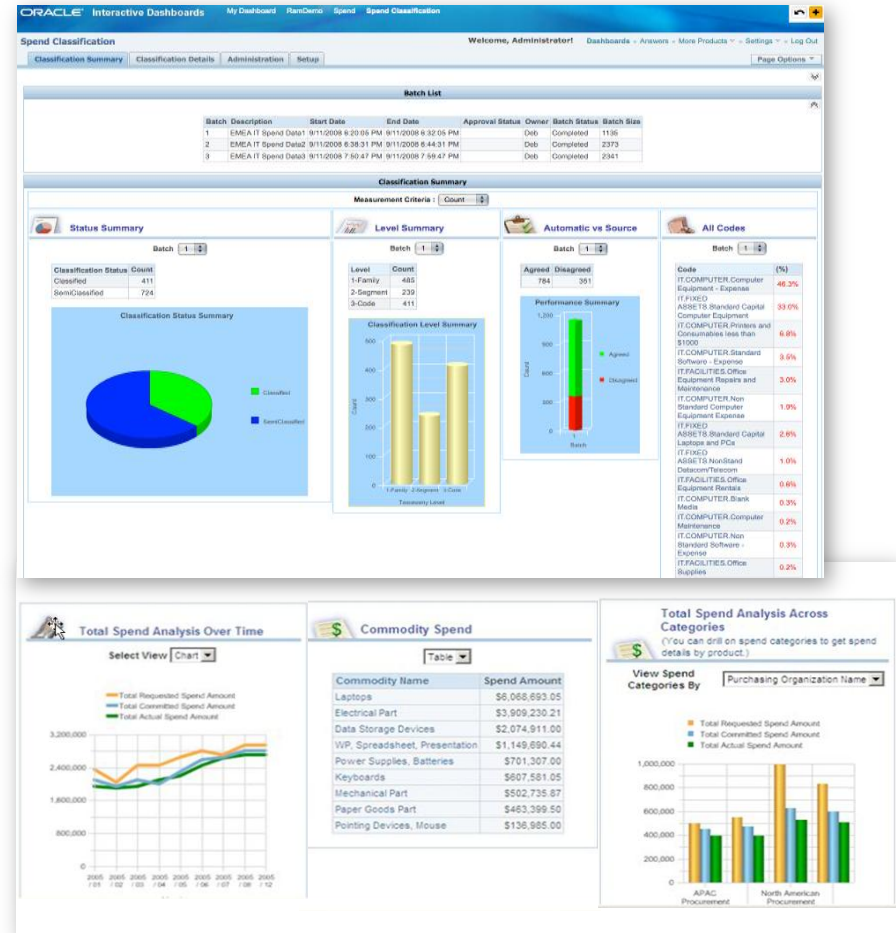


WHAT'S NEW

- Spend Classification
 - Application that maps raw data into reference to taxonomies
- Spend Analyzer Dashboard & Employee Expenses Dashboard

RESULTS

- Organizes raw data into reference taxonomies
- Accelerates normalization of spend data & simplifies follow-on analysis
- Creates visibility into spending patterns
- Identifies opportunities to improve strategic sourcing
- Offers timely insight into the organization and supplier performance



Optimize Strategic Sourcing Programs

Oracle Sourcing



WHAT'S NEW IN 12.1

Oracle Sourcing

- Two stage RFP evaluation
- Flexible price tier structures
- Award-based cost factors
- Export supplier response to PDF
- Excel import, export and advanced formatting

Sourcing Optimization

- Price Tier Optimization
- Optimize based on supplier incentives

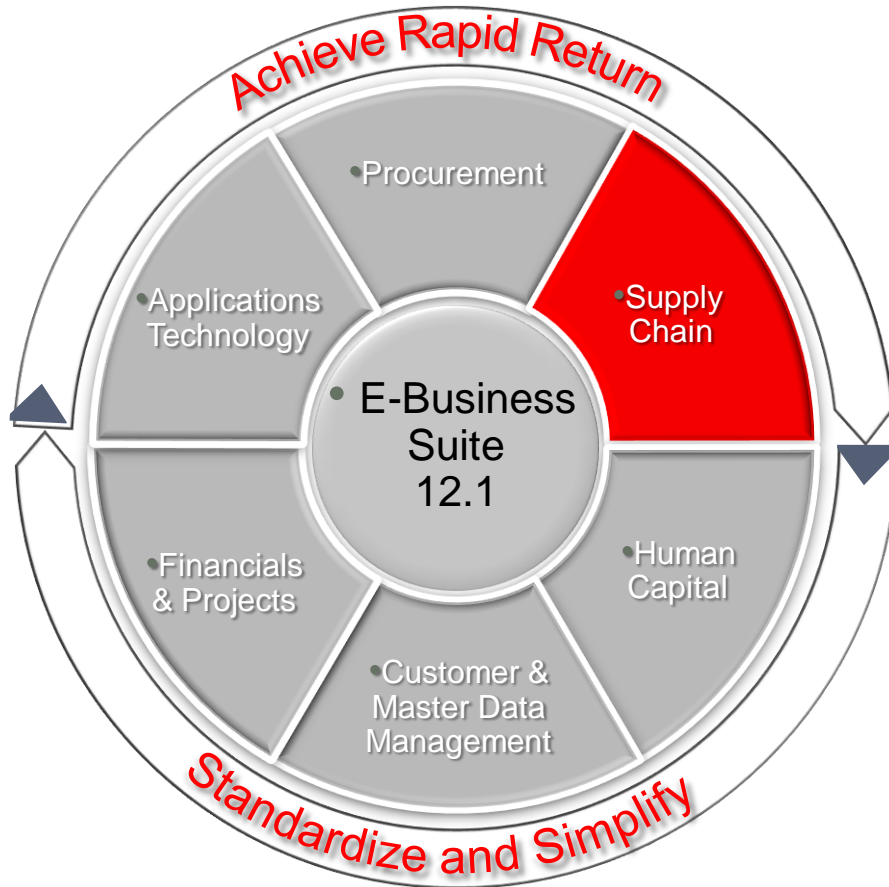
RESULTS

- Leverage deflationary market dynamics & supplier cost structures to drive savings
- Ensure impartiality of bid evaluations
- Increase sourcing productivity



Optimize Value Creation

What's New in Supply Chain Management



- Results:

- ✓ Complete value chain planning - from demand sensing to after market service
- ✓ Optimize manufacturing operations and asset utilization
- ✓ Increase order accuracy and logistics efficiency

ORACLE



Complete Value Chain Planning

Capture and manage demand data with Oracle Demand Signal Repository

WHAT

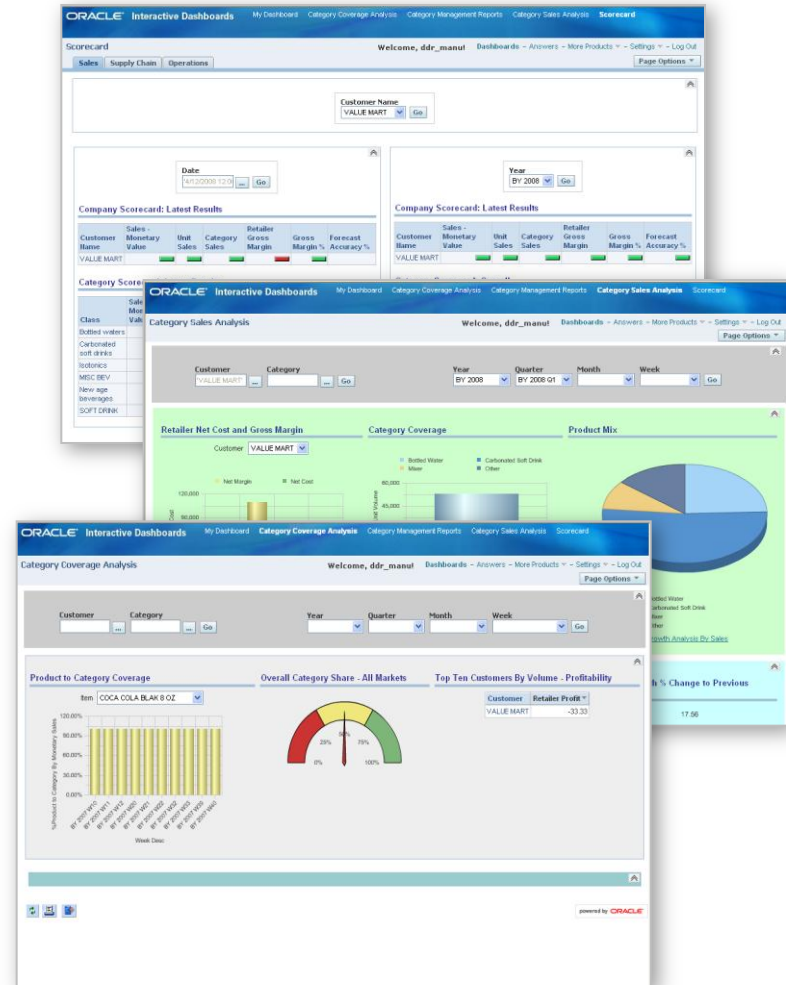
- A separately deployable application designed to maintain a consolidated view of demand information between the OEM and Retailer to facilitate the transition to demand-driven

HOW

- Combines an enterprise strength extensible retail-oriented data model, with best-in-class analytics and BI, together with a flexible integration architecture to Oracle and non-Oracle applications to provide a common method for managing demand data

RESULTS

- Dramatically improves the accuracy and visibility of demand information in the value chain



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Complete Value Chain Planning

Elevate planning insights with Oracle Advanced Planning Command Center

WHAT

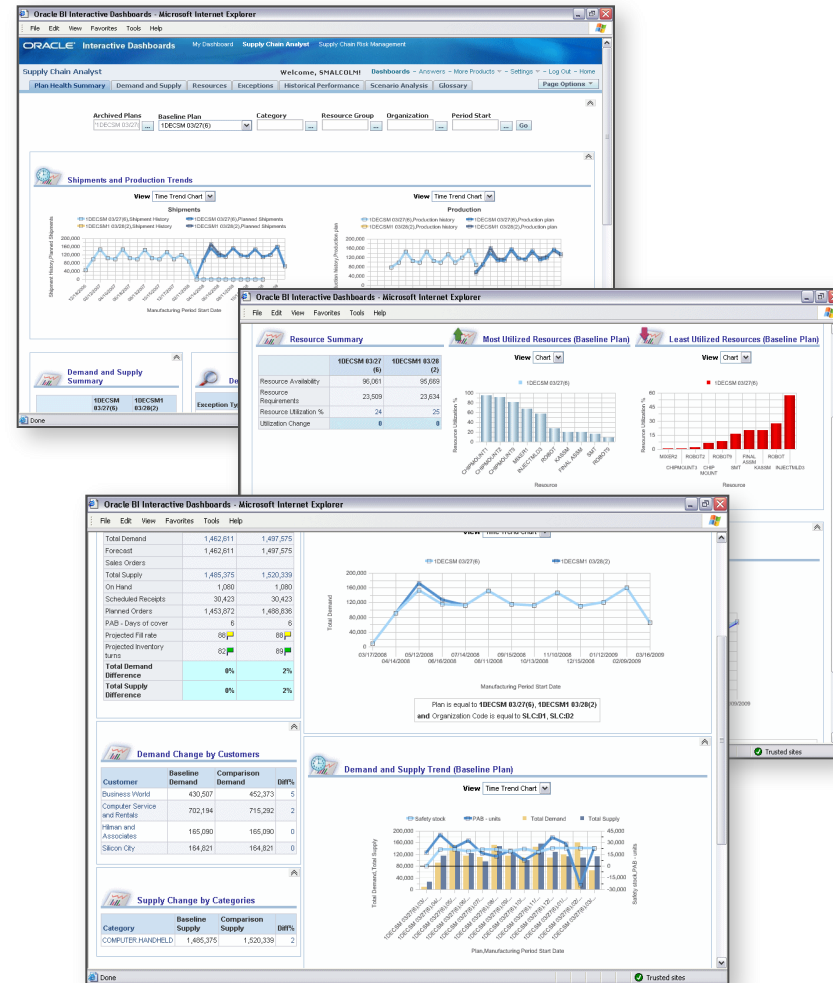
- A new application built on top of Oracle Advanced Planning that maximizes the value of your planning information by increasing accessibility and strengthening business orientation

HOW

- Combines the accessibility of a role-based analytical user interface with concepts such as business scenario management and the automation of planning processes

RESULTS

- Elevates the power of planning and planning insights to the business decision making level. Does for Supply Chain Planning what Hyperion does for Financials



Complete Value Chain Planning

Extend planning to after market with Oracle Service Parts Planning



WHAT

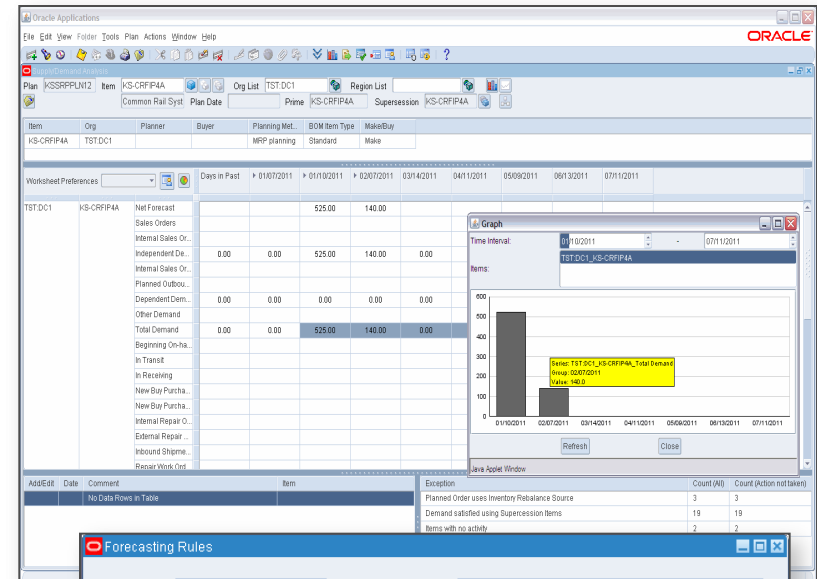
- A new application within Oracle Advanced Planning designed to support the increasing importance of after-market service through the management of service parts

HOW

- Combines extensive and purpose-built service parts planning capabilities, all fully integrated with the rest of Oracle Advanced Planning and the associated execution systems

RESULTS

- Enables the cost effective management of service parts and facilitates the growth of Service within the overall business value chain





Optimize Manufacturing Operations

Convert real-time shop floor data into usable intelligence with Oracle Manufacturing Operations Center

WHAT

- A separately deployable application designed to bridge the information divide between the ERP and Plant Floor

HOW

- Combines ERP data with real-time Plant Floor information within an extensible, standard-based data model, on top of which role-based analytics have been created

RESULTS

- Delivers the analytical insights required to optimize equipment effectiveness and overall manufacturing performance



Increase Order Accuracy and Logistics Efficiency

Oracle Warehouse Management

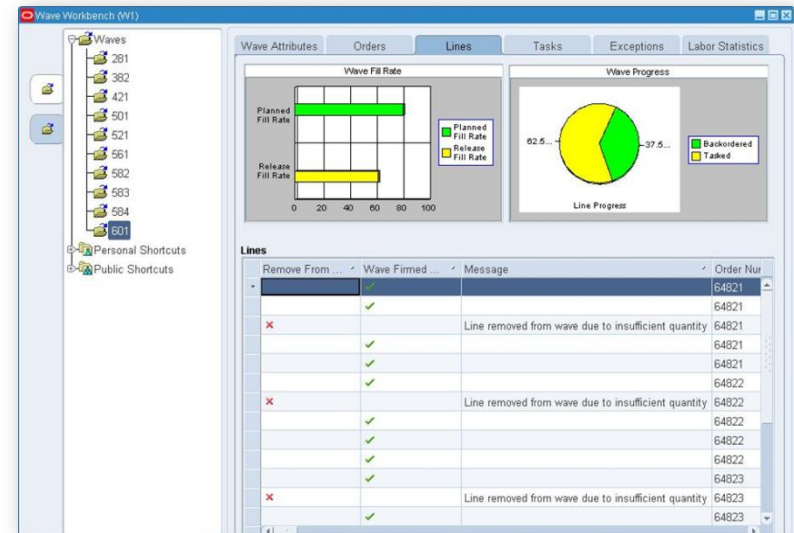


WHAT'S NEW IN 12.1

- Forward pick replenishment
- Mobile user interface personalization
- OTM integration for dock scheduling and load sequencing
- Assign material status by License Plate Number (LPN)
- UCC-128 Cartonization and Case Picking
- Advanced Wave Planning for tighter control on warehouse activities
- Flexible deployment options
 - Implementation within an E-Business Suite instance
 - Standalone with integrations to any third party ERP

RESULTS

- Improved turn rates and lower overall logistics costs
- Faster, more integrated logistics operations
- Support for higher volume environments



SUMMARY ANALYSIS WORKBENCH							
Labor Management Summary							
* Indicates required field							
Time = Seconds							
Resource Requirement							
Variable Time							
Activity	Available Resource	Available Time	Time Required	Time Overload Factor (%)	Additional Time Required		
Inbound	5	122400	208254	70.14	85854		
Outbound	8	195840	47505	-75.74	-148335		
Variable Resources							
Activity	Available Time	Available Resource	Resource Required	Resource Overload Factor (%)	Additional Resources Required		
Inbound	122400	5	8,507	70.14	3.51		
Outbound	195840	8	1,941	-75.74	-6.06		
Warehouse Productivity - March, 2006							
User	Overall Rating	Total Travel Score	Travel Transaction Score	Transaction Score	Work Unit Score	Work Unit Title	Idle Score
W1 - Kansas City Distribution	Excellent	8340 Excellent	4790 Excellent	3550 Excellent	8340		

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Increase Order Accuracy and Logistics Efficiency

Manage all product cost components with
Oracle Landed Cost Management



WHAT

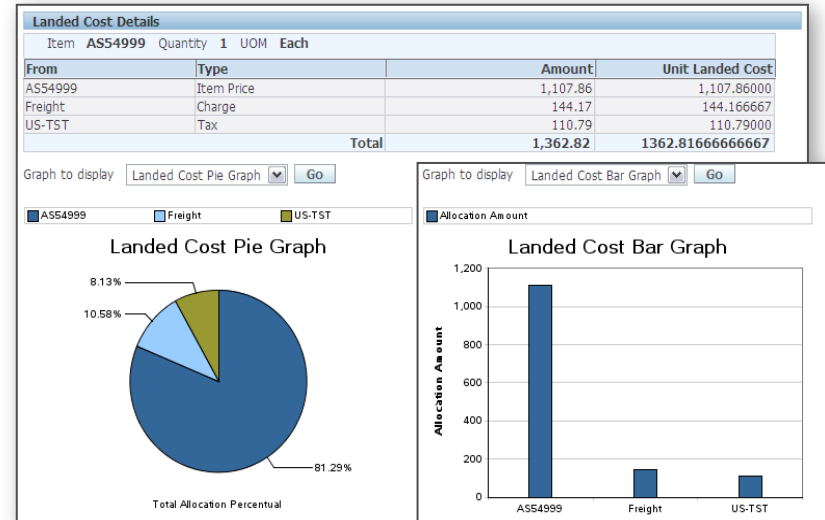
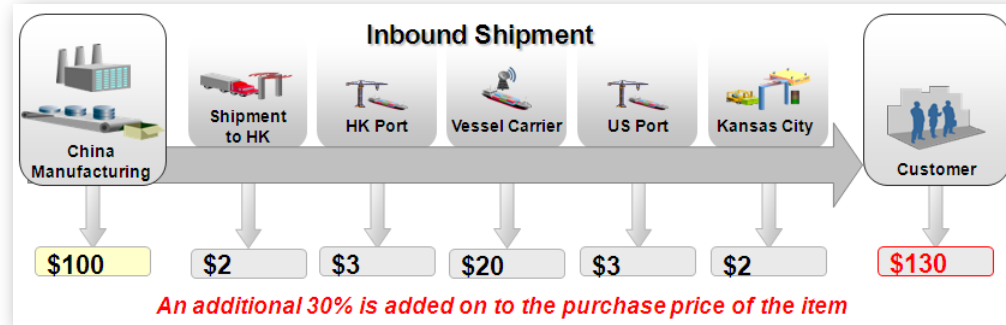
- A flexible, rule-based system for calculating estimated and actual landed costs

HOW

- Integrates seamlessly with Receiving to calculate and pass all estimated or actual landed costs through to Inventory, Costing and Accounting systems

RESULTS

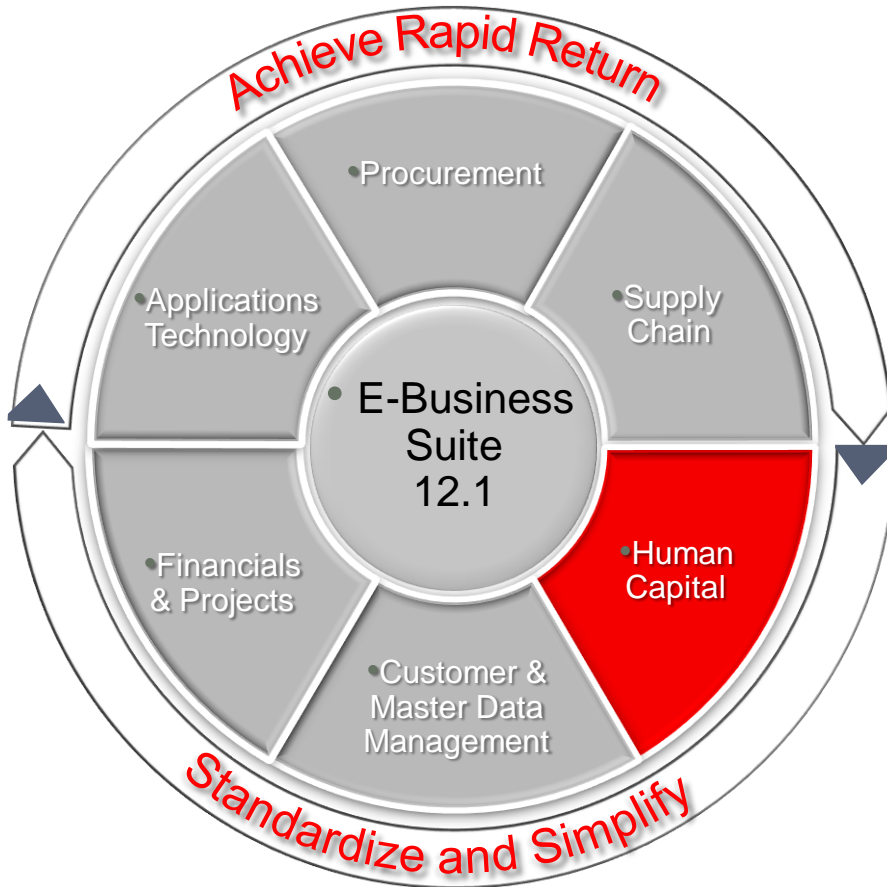
- Optimize product margins, visibility into extended supply chain costs, and decision support for strategic sourcing initiatives



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Develop Talent and Reduce HR Costs

What's New in Human Capital Management



- Results:
 - ✓ Improve talent management processes
 - ✓ Streamline sourcing and on boarding of talent
 - ✓ Extend existing HRMS investments

Improve Talent Management Processes

Oracle Talent Profile




alent Management Profile: Overview

Name [Show Person](#)

Palmer, Mr. Blair D. (Blair)

General Information: Palmer, Mr. Blair D. (Blair)



Palmer, Mr. Blair D. (Blair)
DIR300.Director

Contact Details

Phone (Work) 650-555-1234
Mobile
Phone (Home)
Email Address
Address 45390 Hahn
Grade, Missoula, MT, 59806, US

[Show](#)

Employment

Organization Corporate Human Resources
Job DIR300.Director
Position
Grade 100.1.East
Group HRMS.
Supervisor Erickson, Mr. Barry

Additional Information

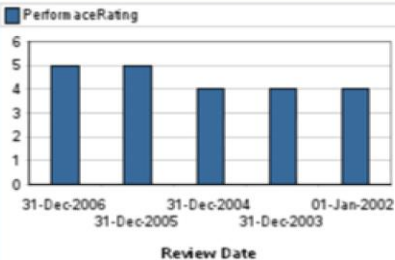
Notes

Tags [Save](#) <Select an Action> [Go](#)

[Expand All](#) [Collapse All](#)

Performance Objectives [More](#) [Show](#)

Appraisal [More](#) [Hide](#)



Review Date	Performance Rating
31-Dec-2006	5
31-Dec-2005	5
31-Dec-2004	4
31-Dec-2003	4
01-Jan-2002	4

Competences [More](#) [Show](#)

Training [More](#) [Show](#)

Qualifications [More](#) [Show](#)

Succession Plan [Hide](#)

As Successor:

Successor	Readiness Level	Earliest Succession Date
No results found.		

As Successor:

Succession Plan For	Name	Readiness Level	Earliest Succession Date
Position	DIR365.Director Of HRIS	Two Years	01-Apr-2004
Position	VP330.VP Human Resources	One Year	01-Jan-2001

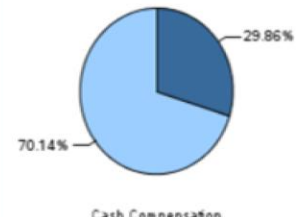
Compensation Statement [More](#) [Show](#)

Job History [Show](#)

Benefits [More](#) [Show](#)

Cash Compensation [Hide](#)

Bonus Salary



Category	Percentage
Bonus	29.86%
Salary	70.14%

Certification [More](#) [Show](#)

Career Path [More](#) [Show](#)

Salary [More](#) [Show](#)

Previous Employment [Show](#)

Improve Talent Management Processes

Oracle Learning Management



WHAT'S NEW IN 12.1

– Learner Groups

- Define learner access available to categories, courses, offerings and classes
- Mandatory and bulk enrolling of multiple learner groups

– Mandatory Enrollments

- Ensure that workers are enrolled in mandatory training

– Course Evaluations

RESULTS

- Quickly roll out training to large variety of groups
- Ensure workforce is trained on the latest process changes and has met legal requirements
- Improve productivity and the bottom line by using evaluation results to provide more effective training

ORACLE Learning Management

Home Logout Preferences Help Personalize Page Diagnostics

Catalog Resources Learner Content Finance Setup

Learner Group Setup >

Confirmation
Successfully applied Component .

Sales Manager: Components

Use this page to add components to the learner group or to delete components from the learner group.

Components in Learner Group

Select Components: Delete | Add Component: Assignment Go Member of all components: No

Select All Select None

Select Learner	Organization	Organization Hierarchy	Job	Position	Learner Group	Delete
<input type="checkbox"/>					US Sales Manager	
<input type="checkbox"/>	Jones, Mrs. Lisa				Product Sales Managers	
<input type="checkbox"/>		Sales - Montreal				
<input type="checkbox"/>			SAL700.Sales Manager			
<input type="checkbox"/>	Vision Corporation		SAL600.Sales Representative	SAL601.Director Field Service		

Return to Learner Groups

Catalog Resources Learner Content Finance Setup Home Logout Preferences Help Personalize Page Diagnostics

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ORACLE Learning Management

Home Logout Preferences Help Personalize Page Diagnostics

Catalog Resources Learner Content Finance Setup

Class
Enrollments
Resource Bookings
Learner Access
Evaluation

Catalog > SOX compliance: Course > Offerings > Classes >

Confirmation
Successfully applied Learner Access .

SOX compliance for Sales Managers, San Francisco Oct 2009: Learner Access

Use this page to view and define learner access to this catalog object. This page displays both access defined for this particular object (local access) and access that this object has inherited from another (inherited access). You cannot modify access inherited from another object.

Local Access

Select Access: Remove | Add Access by: Assignment Go

Select All Select None

Select Enrollment Type	Learner	Organization	Job	Position	Learner Group	Update	Attachments
<input type="checkbox"/> Mandatory Enrollment					Sales Manager		
<input type="checkbox"/> Self Enrollment			SAL600.Sales Representative				
<input type="checkbox"/> Standard Approval		Sales - New Brunswick					

Inherited Access

Inherited From	Object Type	Enrollment Type	Learner	Organization	Job	Position	Customer	Learner Group
No results found.								

Return to Catalog

Catalog Resources Learner Content Finance Setup Home Logout Preferences Help Personalize Page Diagnostics

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Improve Talent Management Processes

Oracle Performance Management & Succession Planning



WHAT'S NEW IN 12.1

- Talent Profile & Performance Mgmt
 - Pre-integrated 360 Degree View of the employee across complete HR information
 - Line of Sight Objectives: Graphical representation of the alignment of objectives
- Succession Planning
 - Identify & map critical roles, jobs, positions and people in the organization
 - Nine Box, Talent Comparison, Suitability Match Spidergram

RESULTS

- Identify staffing needed to implement organization strategy
- Ensure plan progress is tracked against metrics
- Helps employees to understand how their objectives have been cascaded down through the organization



Streamline Sourcing and On Boarding Talent

Oracle iRecruitment

WHAT'S NEW IN 12.1

- Employee Referrals
 - Recruiters or hiring managers mark vacancies eligible for employee referral
 - Employees create candidates and refer them to a manager to pursue the candidate
- Recruiter and Manager Dashboards
 - Direct access to the recent vacancies, new applicants, and recently created or updated offers

RESULTS

- Improves the speed of hire which in turn improves overall recruiting efficiency
- Engages employees in the acquisition of talent for the organization
- Reduce time needed for recruitment activities by having access to a summary of all activities

Welcome Palmer, Mr. Blair D. (Blair) to iRecruitment

Notifications
Your five most recent notifications are listed below. Click the subject to respond. Choose the Full List button to see all your notifications. [Full List](#)

From	Subject	Sent
No results found.		

My Recent Vacancies
Since number of days [Go](#)
(example: 10)

Vacancy Name	Business Group	Job Title	Position Name	Status	Number of Openings	Filed Applicants	Location	Creation Date	Last Updated By	Add Update Applicant
IRC5730	HQ US Organization	Manager.2	Manager.Finance.2	Approved.20	2	12	US, New York	06-May-2008	Stuart, Mr. Mike	

New Applications
Since number of days [Go](#)
(example: 10)

Applicant Name	Email	Location	Jobs Applied For	Vacancy Name	Application Status	File Name	Preview	Source Type	Source Name	Application Test Score	Application Test Result
Helmer, Mr. Bob	robhelmer@yahoo.in	US, Wayne	1	IRC5730	Active Application	robresume.doc		Agency	Monster	10	Pass

Interviews
Next number of days [Go](#)
(example: 10)

Applicant Name	Vacancy Name	Start Date	Start Time	End Time	Location	Status	Type	Interviewer	Result Update	Interview Details
Beach, Caroline	IRC5313	06-May-2008	10:00	11:00	Redwood City	Confirmed	Assessment	William, Mr. James		

Recent Offers
Since number of days [Go](#)
(example: 10)

Applicant Name	Vacancy Name	Job Title	Manager	Recruiter	Status	Offer Approval Date	Expiry Date	Last Update Date	Last Updated By	Offer Letter	Approvers
Abrahams, Mr. Sam	IRC5730	Manager.2	Palmer, Mr. Blair D.	Scott, Banner	Closed	06-May-2008	17-May-2008	12-May-2008	Scott, Banner		

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Incentive Compensation Analytics

Move Beyond Administration to Strategic Sales Performance

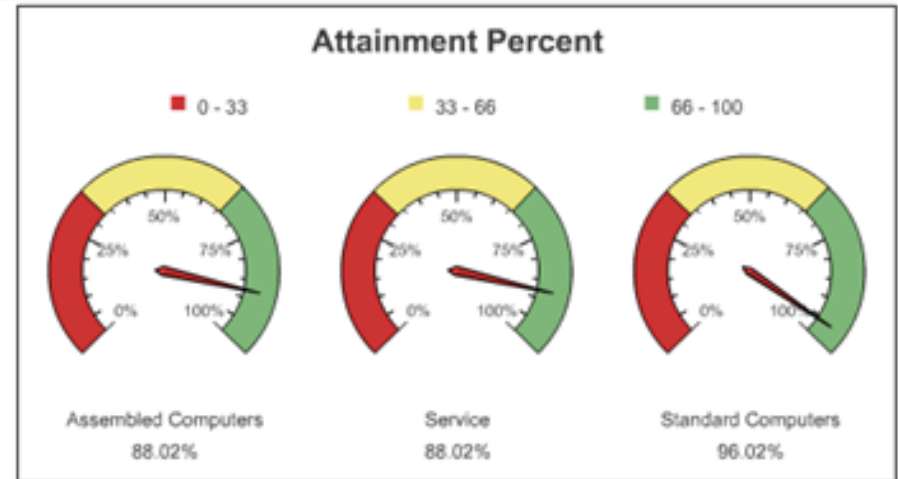
- **VALUE PROPOSITION**

- Gain insight into designing & optimizing compensation solutions to drive stronger sales/channel performance (top-line growth) while reducing compensation expenditures (bottom-line growth)

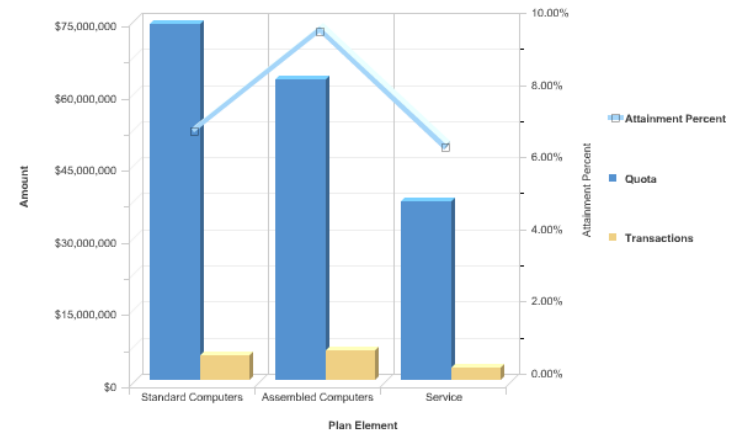
- **RESULTS**

- Promote effective sales incentive strategies – linking selling behavior to targets
- Optimize plan design for sales growth
- Reduce compensation expenditures

Percent to Quota - Fiscal Year



Attainment vs. Quota by Plan



Plan Name	Plan Element	Quota	Quota Percent	Transactions	Attainment Percent
Computer Sales Rep	Standard Computers	\$74,000,000	42.65%	\$5,197,200	7.02%
Computer Sales Rep	Assembled Computers	\$62,500,001	36.02%	\$6,123,170	9.80%
Computer Sales Rep	Service	\$37,000,000	21.33%	\$2,431,870	6.57%
Total		\$173,500,001	100.00%	\$13,752,240	7.93%

Frequent, Accessible Incentive Insight

New Web 2.0 Gadgets for Sales Reps

Desktop gadgets provide sales reps with timely accessible compensation insight

ORACLE | Recent Transactions

Date	Customer	Product	Trx Amou	Credit	Earning
01/19	Outi Jesse	AS54888	\$ 15190.50	\$ 15190.50	\$ 60.76
01/19	Othman AlShamrani	AS54888	\$ 15190.50	\$ 15190.50	\$ 60.76
01/19	Othman Alghamdi	AS54888	\$ 15190.50	\$ 15190.50	\$ 60.76
01/19	Othman Alghamdi	AS54888	\$ 15190.50	\$ 15190.50	\$ 60.76

ORACLE | Top Customers

Customer	Earnings	Rate	Credit	Trx Amount
Computer.Com	\$ 5546.00	10.29 %	\$ 53900.00	\$ 107800.00
COMPUTER DELIVERY	\$ 4798.00	5.00 %	\$ 95960.00	\$ 95960.00
James Dean	\$ 734.99	7.00 %	\$ 10499.90	\$ 10499.90
Computer Service and	\$ 202.27	11.00 %	\$ 1838.85	\$ 3677.70
Carl Do				

ORACLE | Top Products

Product	Earnings	Rate	Credit	Trx Amount
AS18947	\$ 5546.00	10.29 %	\$ 110000.00	\$ 110000.00
AS72111	\$ 4798.00	7.00 %	\$ 95960.00	\$ 95960.00
AS54888	\$ 2658.34	11.00 %	\$ 53166.75	\$ 53166.75
CM76845	\$ 81.23	1.13 %	\$ 7220.00	\$ 7220.00
CM76840	\$ 81.00	10.00 %	\$ 5700.00	\$ 5700.00

Recent Transactions:

- Minimize “shadow accounting”
- Frequent Performance Visibility – No need to wait until the end of the quarter to see transactions and commission due.

Top Customers:

- Impact total sales, earnings, and “effective rate” per customer
- See potential subsequent or repeat revenue of customers

Top Products:

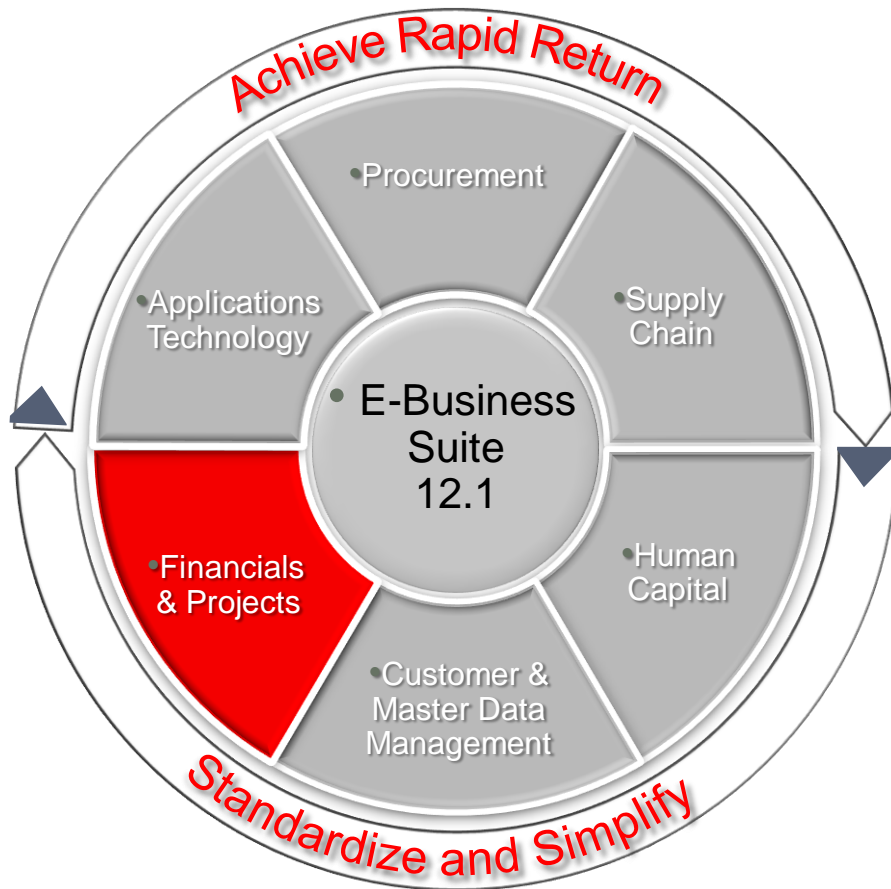
- Drive Behavior of the sales channel to sell the most profitable products – Visibility into most lucrative products
- Shopping the Plan – Drive focus on which products to sell and which will provide the highest “effective rate”

Desktop
gadgets
provide
insight
as
sample
s. Free

ORACLE

Increase Operational Control and Efficiency

What's New in Financials & Projects



- Results:
 - ✓ Greater control with increased flexibility
 - ✓ Centralized administration of global shared services
 - ✓ Make better decisions with greater insight

Greater Control with Increased Flexibility

Global Financials Architecture

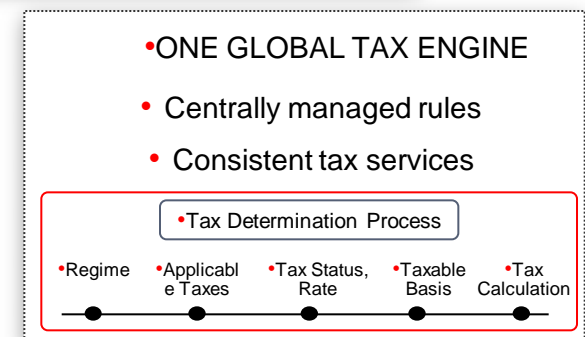
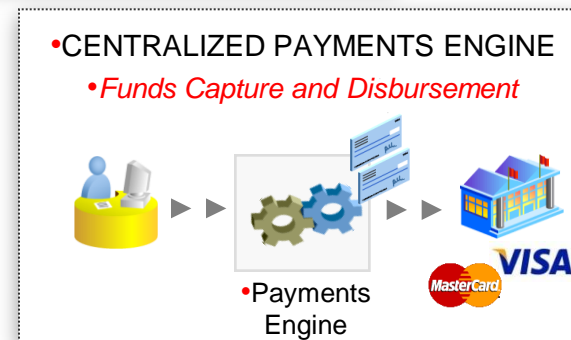
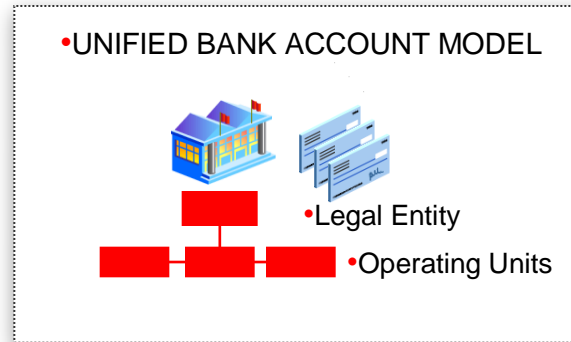


- **WHAT'S NEW IN 12**

- Ledgers and Ledger Sets
- Rules-based Accounting Engine
- Unified Bank Account Model
- Centralized Payments
- Global Tax Engine
- Global Intercompany System

- **RESULTS**

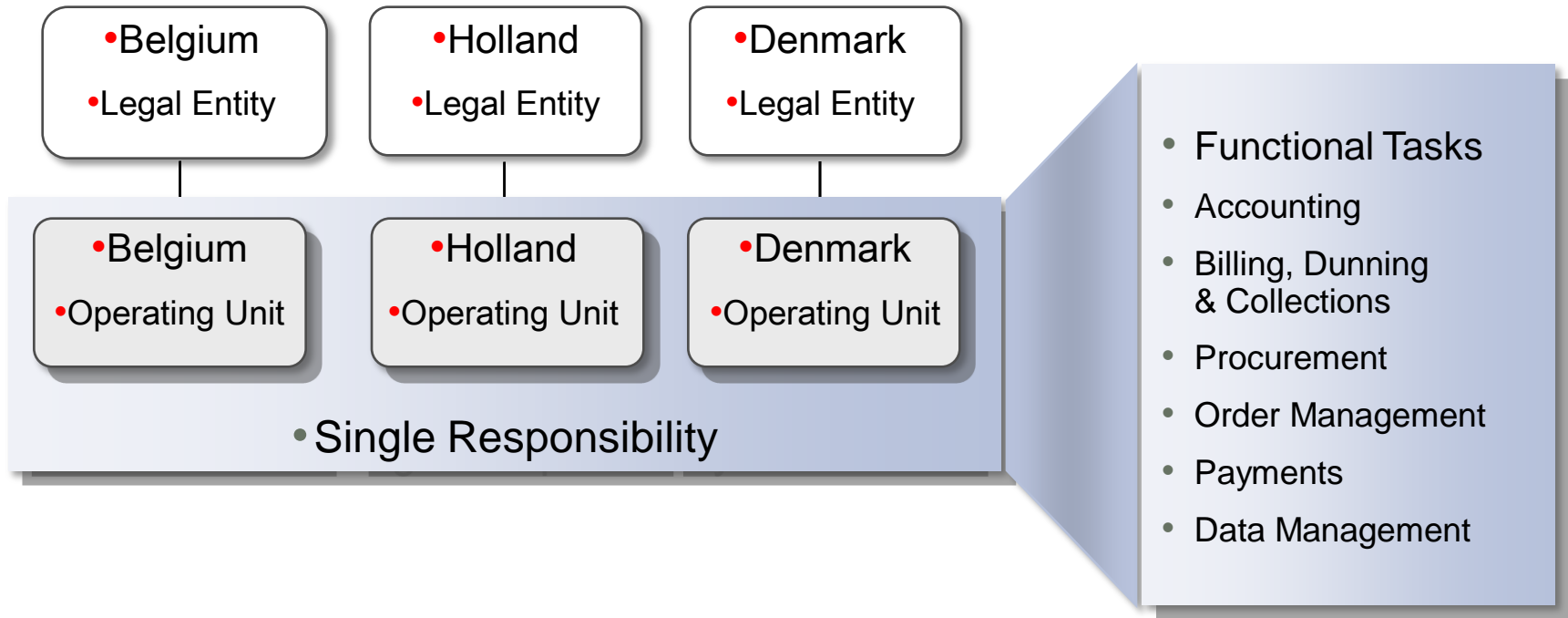
- Faster, simpler period end processing
- Easily meet local accounting requirements
- Streamline intercompany trading and reconciliation
- Adapt quickly to regulatory changes
- More productive shared service centers



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Centralized Administration of Global Shared Services

Flexible Shared Services Model



Make Better Decisions with Greater Insight

Project Analytics



• WHAT

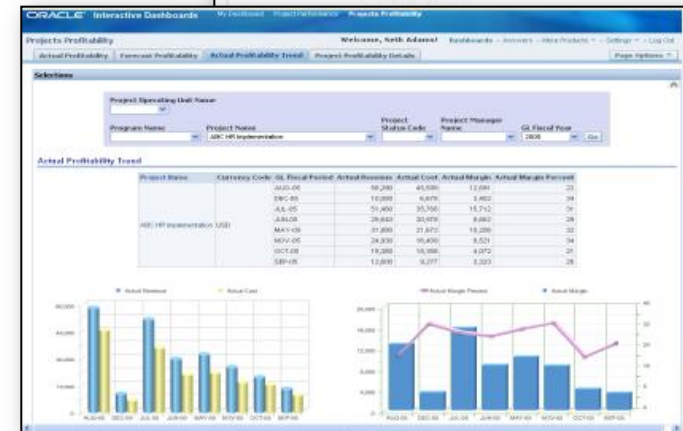
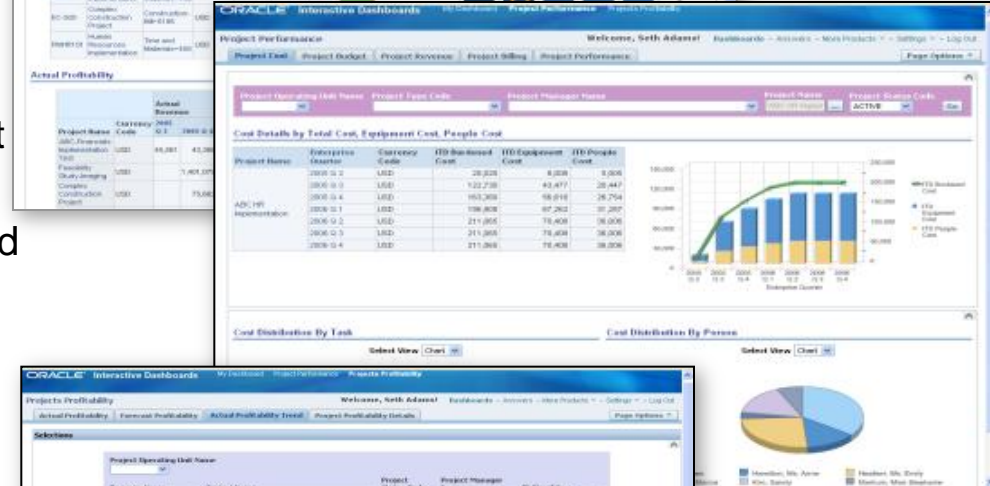
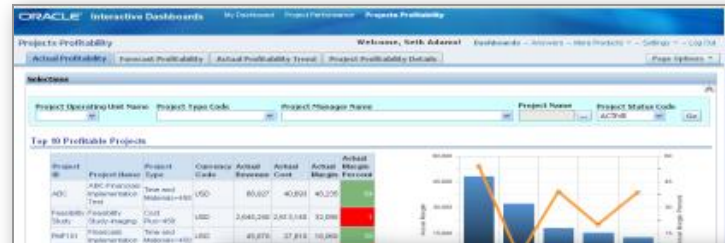
- Complete solution for project business lifecycle reporting
- Role-based best practices provide relevant and actionable insight

• HOW

- Actionable insight for improving project portfolio performance
- Track project/program performance and control project costs
- Complete insight into project revenue, billing and profitability

• RESULTS

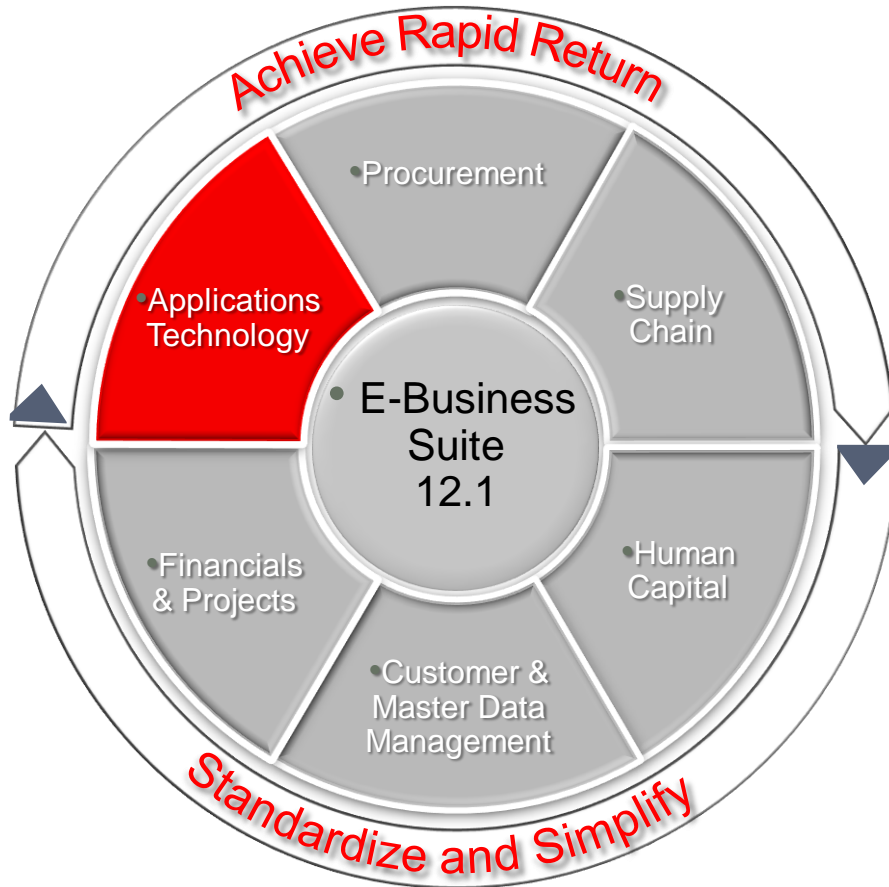
- Improve cash flow
- Optimize resource utilization
- Accelerate deliveries
- Lower operational costs
- Improve margins
- Reduce project and financial risk



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Increase Value from Applications

What's New in Applications Technology



- Results:
 - ✓ Drive greater end user productivity
 - ✓ Reduce cost of ownership
 - ✓ Increase agility and lower integration costs

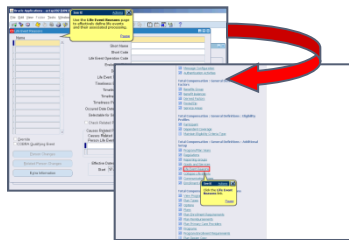
Drive Greater End User Productivity

Pre-Built End-User Documentation



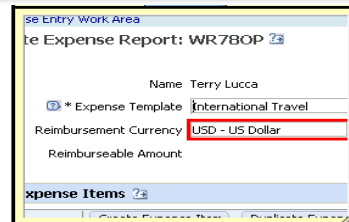
User Modes

SEE IT



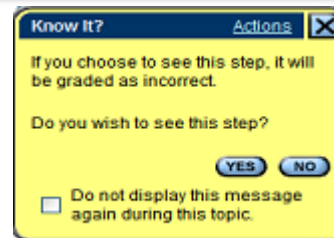
Self-Running Demo

TRY IT



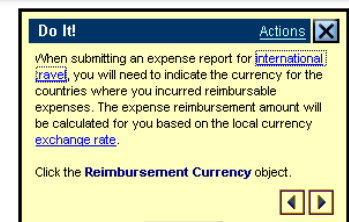
Interactive Simulation

KNOW IT



Testing for Competence

DO IT



Context-Sensitive Help

2,300+ Pre-delivered Topics for Release 12.1

Financials

- Payables
- Receivables
- General Ledger
- Assets
- Internet Expenses
- Advanced Global Intercompany System
- E-Business Tax
- Subledger Accounting
- Bank Account Setup/Maintenance

HRMS

- Human Resources
- Payroll
- Self-Service HR
- Performance Mgmt
- Time and Labor
- iRecruitment
- Learning Mgmt

Applications Technology

- Applications Mgmt
- Forms Personalization

Manufacturing

- Shop Floor Management
- Work In Process
- Discrete MES
- OPM Product Development
- OPM Process Execution
- OPM MES

Distribution

- Inventory
- Order Mgmt
- Shipping Execution

Procurement

- Purchasing
- iSupplier Portal
- iProcurement

Projects

- Project Costing
- Project Mgmt
- Project Resource Mgmt

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Drive Greater End User Productivity

Better User Experience



The screenshot displays the Oracle Customer Support Agent Dashboard. At the top, it says "ORACLE Customer Support" and "Agent Dashboard > Service Request". Below this, there's a navigation bar with "Home", "Logout", "Preferences", "Personalize Page", and "Diagnostics". The main content area shows a service request titled "Update Service Request:24470 - KN Test - Incorrect Manuals shipped". It includes a summary, a "HISTORY" section with "ADDITIONAL DETAILS", and a "PRIMARY CONTACT" section. The "PRIMARY CONTACT" section shows contact information for MS. Amy Miller, including email and phone number. There's also a "SEARCH KNOWLEDGE" section with a search bar and "Advanced Solution Search" option.

- Reduced pop-ups and duplicate screens
- Re-designed and streamlined entire workflows
- Reduced the number of steps to complete key tasks
- Improved overall look & feel and visual style
- Increased personalization capabilities

Improved Workflow in Targeted Areas

- Campaign Management
 - Customer Support
- Collections & Payments
 - Loan Management
- Financial Consolidation
- Online Candidate Registration
- Absence Management
- Salary Administration
- Self-Service Purchasing
 - Sourcing
- Supplier Collaboration
- Business Intelligence

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Reduce Cost of Implementations

Oracle Business Accelerators



• 100+ Accelerator Projects
Live or In Process

- **EBS**

- Setups are 100% Standard
- Synchronized Sales & Deliver Bids

- **Online Configuration Wizards**

- Unlimited Flexibility
- Uses Oracle Hardware for Faster Startup

- **For Partners & OC**

- 180+ Global Partners with 2900+ Users
- 1200+ Business Models
- 8000+ Sales & Delivery Assets

- **Localized & Industry Versions**

- 51 Country & Industry Specific

- **Any Size Customer Coverage**

- Demo, Simple or Complex Financials

- **Free**

- No Costs or Royalties
- “Factory Built” & Maintained
- Online Training via Oracle University

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Reduce Cost of Implementations

Oracle Business Accelerators for E-Business Suite Release 12.1

- Broad geographic coverage
- Expanding functional coverage
 - Financials, Distribution, Manufacturing, Maintenance, Sales, Service, Projects
- New Products Added to 12.1 Accelerators
 - Service Parts Planning
 - Master Data Management
 - Landed Cost Management
 - Price Protection
 - Supplier Ship & Debit
- New Features
 - Expansion of Online Transaction Based Configurations
 - Expansion of Most Popular Products
 - Customer Unique Sales Kits and Website
 - Online Bid & Proposal Assistance

New Capabilities Across All Product Areas

11 New Products

New Products in Release 12.1

1. Oracle Advanced Planning Command Center
2. Oracle Demand Signal Repository
3. Oracle Manufacturing Operations Center
4. Oracle Service Parts Planning
5. Oracle Site Hub
6. Oracle PIM for Retail
7. Oracle PIM for Telco
8. Oracle Supplier Ship & Debit
9. Oracle Price Protection
10. Oracle Landed Cost Management
11. Oracle Succession Planning

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Delivering Value in Uncertain Times

Summary of Rapid Value Standalone Solutions

1. Oracle Sourcing On Demand
2. Oracle Manufacturing Operations Center
3. Oracle Advanced Planning Command Center
4. Oracle Demand Signal Repository
5. Oracle Service Parts Planning
6. Master Data Management
 - Site Hub
 - PIM for Retail
 - Product Hub
 - Customer Data Hub
 - Financials Accounting Hub
7. Oracle Warehouse Management
8. Oracle Incentive Compensation
9. Oracle iRecruitment
10. Oracle Learning Management
11. Business Intelligence Applications
 - Procurement & Spend Analytics
 - HR & Talent Management Analytics
 - Project Analytics
 - Federal Financial Analytics
12. UPK Tool & Content (30 products)
13. Oracle Application and Change Management Packs for EBS
14. Oracle GRC Applications



Customer Experience with Release 12.1

Oracle E-Business Suite Release 12.1 Update

Sampling of Customers Who are Live or Implementing

- **Company: Reseller of Technology**
- NI - Start 12.0.6 went live 12.1
- Needed Integrated ERP System Manage & Balance Maintenance

- **Company: Electronics Services Company**
- NI – In Process
- Financials, SCM, Projects, Core HR, SSHR, Payroll

- **Company: Large Distributor of Tech Products**
- NI - Start 12.0.6 went live 12.1
- Global Deployment
- All EBS Modules

- **Company: Major European Airport**
- Upgrade from 11.5.9 - In Process
- Financials and CRM for new Functionality and latest Technology

- **Company: Largest School District in Illinois**
- Upgrade 11.5.10 to 12.0.6 went live with 12.1 on time on budget
- New Features and Functionality

- **Company: Specialty Alloys and Materials Mfg**
- NI – In Process
- Specialty Alloys/Metals - Supply Chain Planning

- **Company: Cash Services and Security**
- NI – Financials, HR, OTL, Logistics
- Global Payroll Integration, 500,000 Security Specialists, 100 countries

- **Company: Major US Federal Agency**
- NI – Start 12.0.6 move 12.1 FI, OTM
- System manages transport of prisoners & aliens for law agencies

- **Company: Aircraft Maintenance**
- Upgrade 12.0.6 Financials, HRMS
- 1st Global CMRO implementation
- Affecting Profitability, Compliance, Safety

- **Company: Largest Quick Food Service Provider**
- Upgraded 11.5.10 FA production
- Manages shared service operations

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Advice for Customers

New Projects & Upgrades Target Release 12.1

- Fresh installations or new upgrade projects from 11i should target 12.1
- Release 12.0 projects well along toward stabilization, or already live, can stay with 12.0 unless business value of 12.1 is particularly compelling
- Enhancements will be made on the 12.1 base, not 11i or 12.0

E-Business Suite Summary

- Opportunity for Rapid Value
 - Many new standalone solutions
 - Immediate value without upgrading
- Opportunity to Standardize and Simplify with a Global Business Platform
 - Pervasive enhancements and new solutions across the Suite
 - Investments to lower TCO
- Continued Investment Post R12.1
 - Functionality and usability enhancements across all product areas
 - Consumable releases

Questions and Answers



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