

NorCal OAUG

Oracle R12 Upgrade Panel Discussion

Presented By
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Talking Points

ORACLE R12

- Coherent company snapshot
- Oracle EBS Applications in use
- Project status
- Changes from version to version (and any other changes that happened, example split out mid-tier, platform migration, db upgrade, etc)
- Reason Coherent embarked on the upgrade
- Benefits seen during the upgrade
- Was your project an upgrade or reimplementation and why?
- Were new R12 functionalities included in scope during the upgrade or were they suppressed or minimized?

Coherent the Photonics Company

Provider of Photonics Solutions – Primarily Lasers for Commercial and Scientific Research Applications

- Founded in 1966, Corporate Office, Santa Clara, CA
- Fiscal 2010 Sales \$605M
- Fiscal 2011 Sales \$761M TTM
- 2,309 Employees
- Sales 34% U.S. and 66% International
- 355 Patents, 92 Pending

Note: Photonics is the Merger of Lasers, Optics and Electronics
Source: Company management as of 7/3/09.

Diversified Applications and Markets

Applications

Microelectronics

- Mask writing, semiconductor inspection, marking, flat panel display, solar and advanced packaging and interconnects

Materials Processing

- Marking, welding, engraving, cutting and drilling, textile manufacturing and rapid prototyping

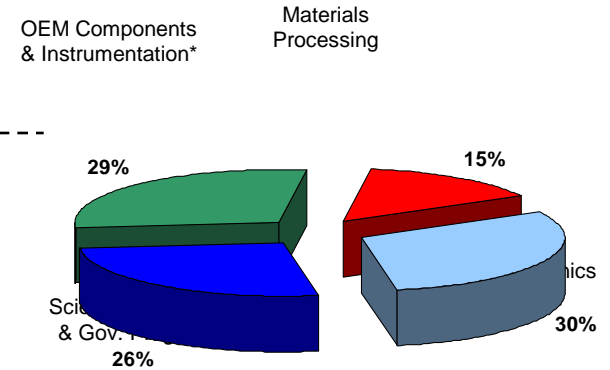
Scientific Research & Gov. Programs

- Regenerative amplification, multiphoton excitation microscopy and spectroscopy

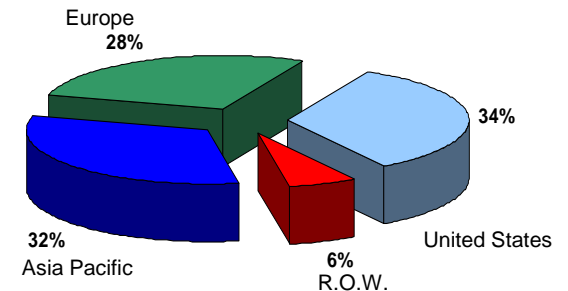
OEM Components & Instrumentation

- Microscopy, DNA sequencing, flow cytometry, drug discovery, refractive surgery, Raman spectroscopy, entertainment, laser projection and forensics

Revenue Mix (TTM as of 7/04/09)



Geographic Sales Distribution (TTM as of 7/04/09)



kW Class Initiative

HighLight



- High power direct diode lasers for industrial manufacturing
- Lowest cost of ownership of competitive technologies
- Field proven high reliability diode technology
- Compact, easy to integrate
- Field replacement of primary components



Heat Treating



Cladding



Welding

E-1000



- First completely sealed 1 kW CO₂ laser
- Compact design is 80% smaller than current fast flow CO₂ designs - can be mounted directly to a robot
- Designed in reliability
- Low cost of ownership
- Preliminary test results cuts metal faster than current 2 kW CO₂ laser technology



Cutting



Converting



Welding

Fiber



- 1 kW fiber laser
- Unique bar-based pumping addresses top cost driver
- Scalable power based on diode performance
- In-field service of pump and fiber



Cutting



Welding

Power of New Platforms

OPSL



- Optically pumped semiconductor lasers (OPSL) platform
- Wavelength and power scalable from UV to IR
- Broadening Instrumentation and Scientific offerings with release of Verdi G2 and G5
- Field proven reliability, MTBF approaching 30,000 hours
- Low cost of ownership

Process Development Tools



- Coherent launches process development tools for c-Si solar cell manufacturing
- Drives the adoption of laser-based processes with higher efficiencies, smaller feature sizes
- Highly versatile platform
- Multiple laser sources



Medical



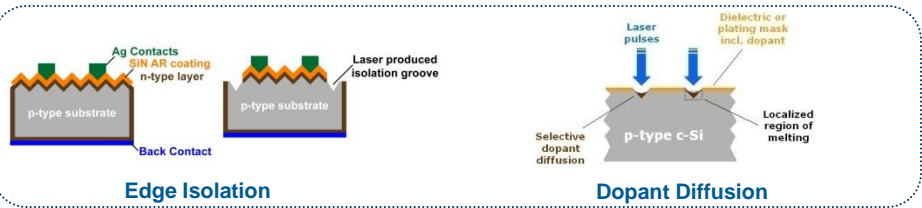
Life Sciences



Scientific



Lightshow

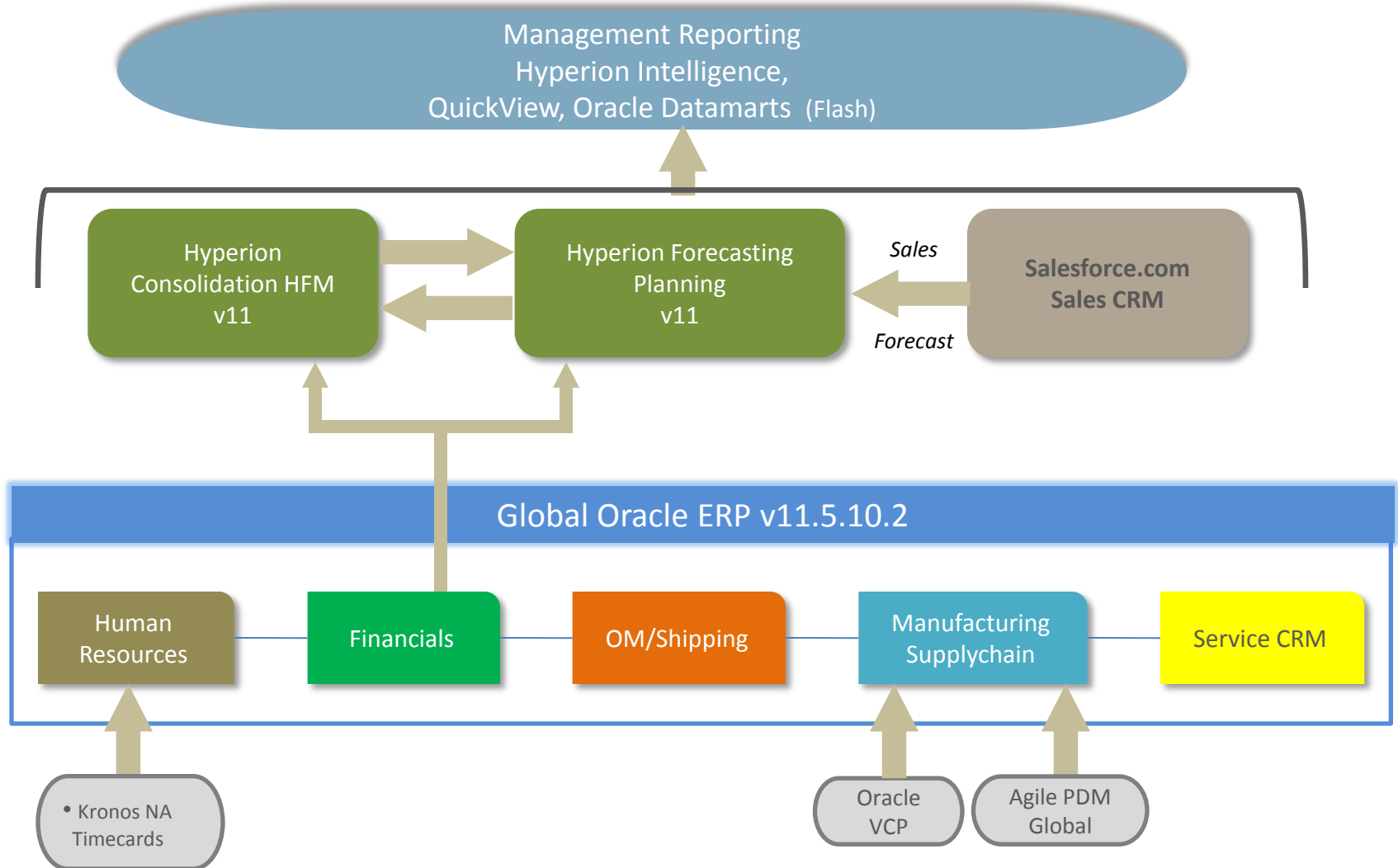


Oracle Products

Oracle Products in Use at Coherent

Product	Version	Future	Function
Oracle EBS ~1500 Users	Single Global Instance v 11.5.10 CU2	R12.1.3	Fully integrated ERP HR, Financials, Mfg, Supply Chain Planning, OM, Service CRM
Oracle Value Chain Planning (VCP)	Single Global Instance v 12	v 12+	Supplychain Planning
Oracle Agile PDM	Single Global Instance v 9.3.2	v 9+	Global Product Data Management, integrated to EBS
Oracle Hyperion Planning	Single Global Instance EPM 11.1.1.3	v 11.1.2	Planning (forecast and budget); Reporting Flash BBB and Forecast to Actual, Capex, HC
Oracle Hyperion Financial Mgmt (HFM)	Single Global Instance EPM 11.1.1.3	v 11.1.2	WW Consolidation and Reporting
Oracle Hyperion EPM Architect	Single Global Instance EPM 11.1.1.3	v 11.1.2	Metadata management, integration, task workflow
Oracle Hyperion Intelligence	Single Global Repository v 11.1.2	v 11+	Global Reporting Portal, hundreds of daily refreshed reports using EBS data marts
Oracle OBIEE	v 11G	v 11G+	Strategic Reporting using Essbase Multi-dimensional models

Coherent Application Overview



Oracle R12 Upgrade

R12 Upgrade Progress

Element	Date	Prior State	New State
Oracle Database	November 2010	Version 9.2	11G
Oracle Apps Final Patch Set	December 2010	11.5.10 CU2 Patch level	11.5.10 CU2 Final Patch level (needed to qualify for extended support)
Oracle Advanced Customer Support	March 2011	Pre-analysis	Analysis of Customizations and Upgrade Methodology
Oracle Support	March 2011	Extended Support as of November 2011 plus 20% uplift	Extended Support without 20% uplift
Coherent Decision of Record on R12	May 2011	Upgrade vs. Re-Implement or Stay on 11.5.10	Decision to Upgrade to 12.1.3; in FY12 Budget
Develop R12 Upgrade Plan and Instance	Sept 2011	Upgrade plan not known	Developed comprehensive pre, post upgrade plan; R12.1.3 Upgrade Instance
Oracle Production SAN	October 2011	Hitachi SAN shared by Reporting and Oracle OLTP	EMC VNX SAN for OLTP, Reporting on Hitachi SAN
Oracle R12 Upgrade	October 2011	Pre-planning	Formal R12 Project IT Kick-off
OATM Migration	November 2011	300+ tablespaces	12 tablespaces
Logical Apps Upgrade and Security Patches	November 2011	Version 6; n-3 Security patches	Version 7 compatible with 12.1.3; n-1 security patches

Talking Points

ORACLE R12

- Changes from version to version (and any other changes that happened, example split out mid-tier, platform migration, db upgrade, etc)
 - Much improved stability from v 11.5.6 to 11.5.8 to 11.5.10
 - 11.5.10.2 is very stable and has good functionality
 - Database upgrades have been positive (11g well received)
 - Word on the street is that R12.1.3 is first really stable R12 version
 - R12 Upgrade project is forcing us to review the technical environment
 - Currently single tier
 - Need to plan for eventual BEA replacement of iAS application layer
 - New technical tools to improve longer term development OAF, etc

Talking Points

ORACLE R12

- What was the key reason your company embarked on the upgrade?
 - Basically for long term Business continuity
 - Maintaining current EBS applications and support
 - Providing a path later down the road for Fusion Apps

Talking Points

ORACLE R12

- Benefits that have been seen during the upgrade
 - We have yet to see major benefits (early into Project)
 - Biggest benefit is long term Business Continuity
 - Maintaining current apps and support
- Technically we see benefits being on 11G database
- OATM will make tablespace management easier for DBAs and reduces DB size
- We intend to work further on technical environment
(3-tier with Apps tier load balanced)
- We will be reviewing overall DB security
- We will be assessing Archiving or possibly Active Dataguard

Talking Points

ORACLE R12

- Was your project an upgrade or reimplementation and why?
 - Upgrade
 - To avoid a complex data conversion
 - To avoid system downtime except over a weekend
 - To avoid setting up a complex global Org model
 - We have 11 SOBs, 12 Operating units, 35+ inventory orgs
 - Because we really don't have too much seriously wrong

Talking Points

ORACLE R12

- Were new R12 functionalities included in scope during the upgrade or were they suppressed or minimized?
 - Basically suppressed or minimized
 - Our philosophy is 1:1*
 - * Unless they can displace current customizations
 - * Or they add real Business value with minimal effort to implement

Contact Information

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