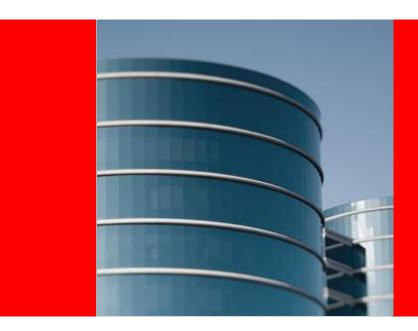
ORACLE®



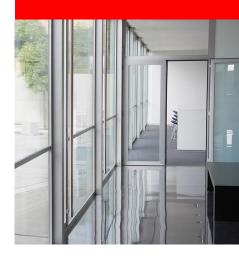
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Planning Your Oracle E-Business Suite Upgrade from Release 11i to Release 12.1

Anne Carlson Senior Director, Oracle E-Business Suite Product Strategy The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.

Planning Your Upgrade Agenda

- Business value of the upgrade
- Starting your upgrade project
- Planning your upgrade approach
- Preparing for your upgrade execution
- Completing your upgrade project

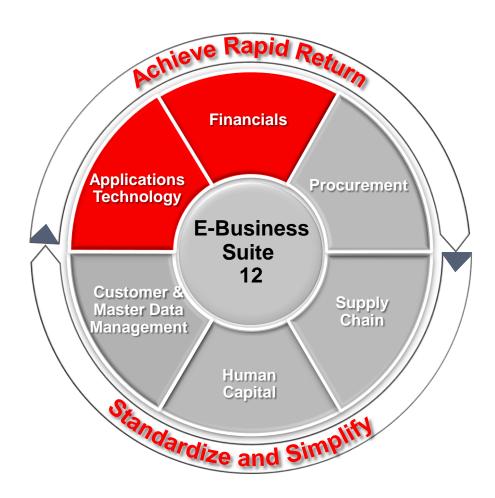






Oracle E-Business Suite

Focused on Financials and Technology



Oracle E-Business Suite – R12

Global Financial Architecture

Major Initiatives:

- Ledger and Ledger Sets
- 2. Multi-Org
 Access
 Control
- 3. Subledger Accounting
- 4. Tax Engine
- 5. Intercompany
- 6. Bank Model









Oracle E-Business Suite

Substantial Value in Every Area



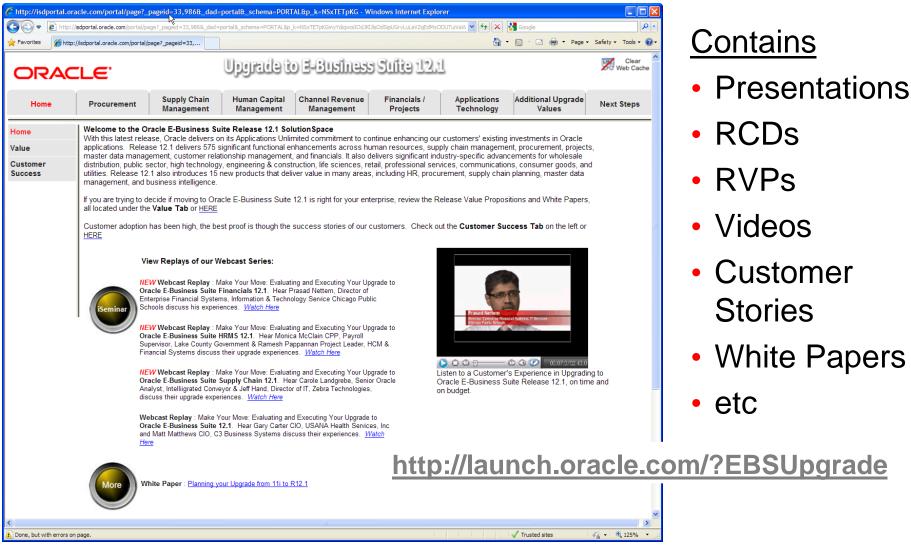
Oracle E-Business Suite - R12.1

Enhanced Product Areas New Products in 12/12.1

Procurement	 Buyers Workbench, Sourcing, Contracts, Electronic Invoicing, iSupplier Portal 	Spend Analysis, Classification & Supplier Lifecycle Management
HCM	 Learning Management, Recruiting, Performance Management, Talent Profile, Incentive Compensation 	Succession Planning, Incentive Comp Analytics/ HR Analytics
Financials	 Shared Service Centers, Advanced Collections, Internet Expenses, Channel Revenue Mgmt 	Financials Accounting Hub, Federal Financial Analytics
SCM	Enterprise Asset Management, Warehouse Management	Value Chain Planning, Landed Cost Management, Manufacturing Execution
Projects	Project Management for Asset Based Industries (Util, E&C, O&G etc.)	Projects Analytics, Primavera Integration
CRM	Service & Field Service	Price Protection, Supplier Ship & Debit
MDM	Core Product Hub	PIM for Telco, PIM for Retail, Site Hub, Supplier Hub
Industries	Wholesale Distribution, Public Sector, High Technology, Engineering & Construction, Life Sciences, Retail, Professional Services, Communications, Consumer Goods, Utilities	

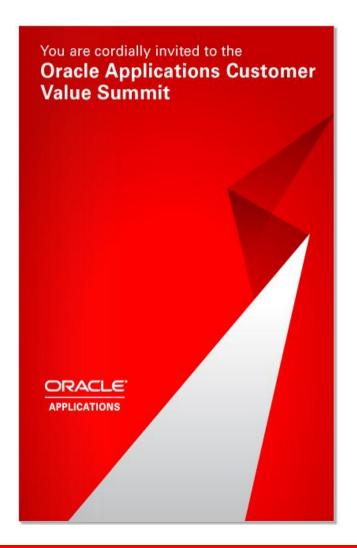
Finding Additional Information

Accelerate Your Evaluation and Planning



Oracle Applications Virtual Tradeshow

Overview



- Date: February 3, 2011
- Time: 8:00 am to 1:00 pm PST
- Keynotes from Fusion and Apps Unlimited leaders
- 36 "real-time" sessions, 30 minutes each
- Flipbook for Registration
 - http://event.on24.com/event/26/79/15/rt/ opFb.html?partnerref=misc5

Oracle Applications Virtual Tradeshow

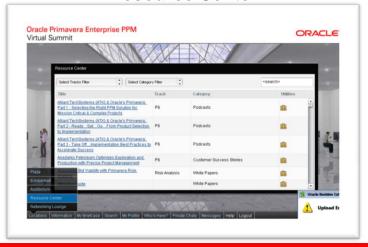
Elements Auditorium



Exhibit Hall



Resource Center



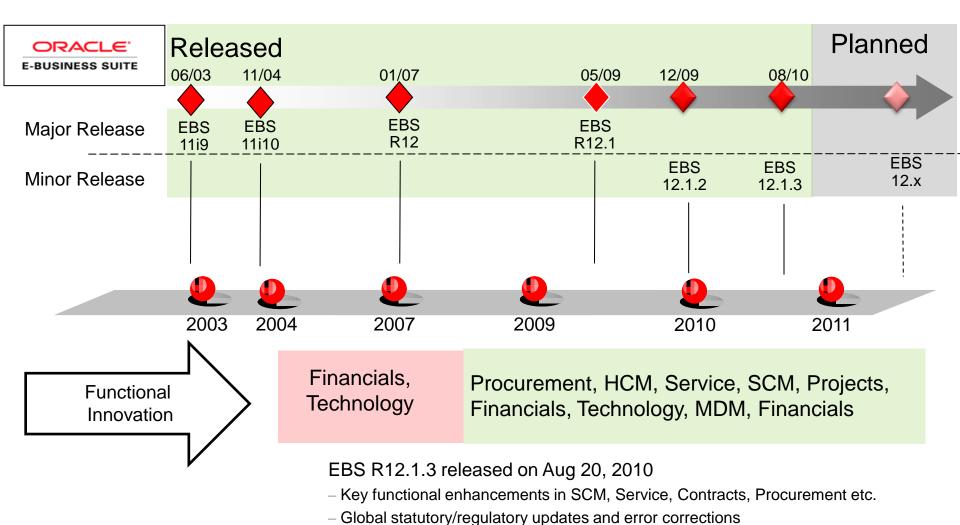
Networking Lounge





EBS Product Update: Continued Releases And Innovation

Ongoing Consumable Low Upgrade Cost Point Releases

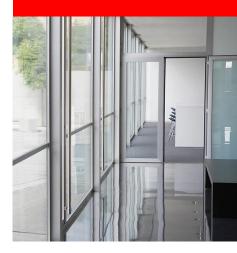


ORACLE

Starting Your Upgrade Project

Best Practices

- 1. Assemble the right project team
- 2. Allocate enough time and resources
- 3. Establish the target release





1. Assemble the Right Project Team

1. Assemble the Right Project Team

Include All of the Relevant Stakeholders



Business Process

Owners



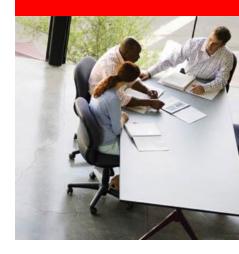




DBA
Apps (mid-tier) Specialist
Performance Specialist
Customization Developer







2. Allocate Enough Time and Resources

2. Allocate Enough Time and Resources

- 11i to 12.1 upgrade is bigger than 11i Maintenance Pack upgrades (e.g., 11i9 to 11i10)
 - Significant changes in Financials functionality and data model
 - More flexible implementation options
- Time and resource estimates from 11i Maintenance Pack upgrades may not apply



2. Allocate Enough Time and Resources

- Required time and resources will depend on your circumstances
 - Number of EBS modules you've implemented
 - Scope and complexity of your customizations
 - Number and extent of your integrations
 - Exhaustive testing methodology vs. more rapid testing
 - Other systems changes you're combining with the upgrade
- Many SIs and Consultants with 12.1 upgrade experience to help you estimate





3. Establish the Target Release

3. Establish the Target Release

12.1.3 Became Available in August 2010

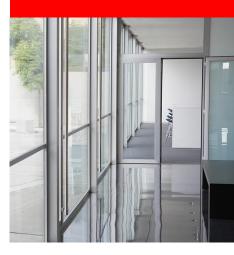


- Do Rapid Install to get 12.1 tech stack & product files
- Apply latest Release Update Pack (12.1.3)
 - Legislative and regulatory updates
 - Minor enhancements
 - Error corrections
- Apply critical patches identified on My Oracle Support
 - Recommended Patch List
 - Oracle Applications Release Notes, Doc 798258.1
- Track patches you've applied to your 11i system post-12.1.3
 - Ask Support which patches also apply to 12.1.3

Planning Your Upgrade Approach

Best Practices

- 1. Decide: upgrade vs. reimplement
- 2. Upgrade before expanding your footprint
- 3. Plan for some Financials setup
- 4. Plan the upgrade of customizations
- 5. Plan for related systems changes

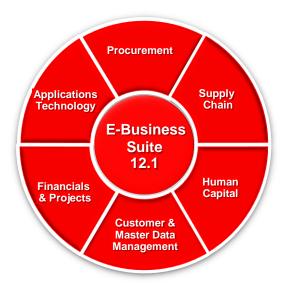


1. Decide: Upgrade vs. Reimplement



Upgrade

Current 11i Instance



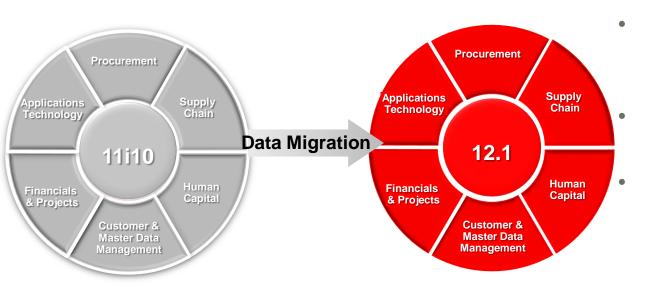
Upgraded 12.1 Instance

- Run Oracle tools on your current instance to
 - Install 12.1 file system
 - Upgrade all data to 12.1
- Go live on your upgraded instance

Reimplement

Current 11i Instance

New 12.1 Instance



Legacy Instance

Reimplemented Instance

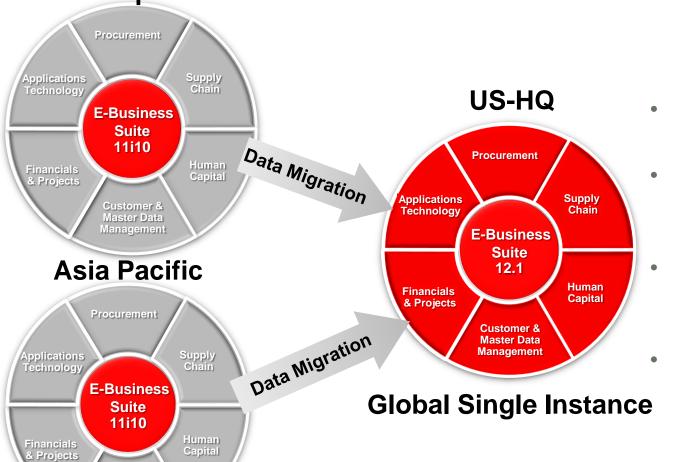
Use Oracle tools to install a new 12.1 instance

Do setups on the new instance

Migrate data from your legacy instance using Oracle's:

- Interface tables
- APIs
- Go live on your reimplemented instance

Hybrid: Upgrade & Consolidate Europe



- Upgrade your US-HQ instance to 12.1
- Do international setups on the upgraded instance
- Migrate data from your international instances
- Go live on your global single instance

Customer & Master Data

1. Decide: Upgrade vs. Reimplement

- Do an upgrade if you:
 - Are satisfied with core Financials configurations such as:
 - Chart of Accounts definition
 - Costing Method
 - Calendar
 - Run a single instance of EBS
 - Use standard business processes with minimal customization
 - Want to carry forward historical transaction data

1. Decide: Upgrade vs. Reimplement

- Consider a reimplementation if you:
 - Are dissatisfied with core Financials configurations such as:
 - Chart of Accounts definition
 - Costing Method
 - Calendar
 - Want to combine instances into a new "gold" instance
 - Want to standardize business processes and eliminate numerous customizations
- In practice, we see many more upgrades than reimplementations

AT&T Inc. Upgraded to Oracle E-Business Suite Release 12 to Centralize Accounting Processes

COMPANY OVERVIEW

One of the world's largest Telecommunications companies

Industry: Communications

• Employees: 294,600

Revenue: US\$124 billion

CHALLENGES/OPPORTUNITIES

- Upgrade the company's existing Oracle enterprise resource planning (ERP) system to accommodate recent communications industry acquisitions and more easily incorporate international operating companies
- Support centralization of business operations to achieve greater consistency, data reliability, and global visibility

SOLUTIONS

- Oracle Financials
- Oracle Fixed Assets
- Oracle Financial Accounting Hub
- Oracle Project Costing

CUSTOMER PERSPECTIVE

"We upgraded to Oracle E-Business
Suite Release 12 and Oracle Financial
Accounting Hub to achieve greater
efficiency and effectiveness globally in
the wake of our recent acquisitions and
our plan to centralize accounting for all
of our worldwide operating companies.
Oracle helped us to achieve that goal on
time and on budget"



Roxanne Shelton, Executive Director, Financial Applications, AT&T Inc.

RESULTS

- Enabled users to get financial results more quickly and get up-to-date data in the hands of decision makers, ultimately accelerating monthly financial close by nearly 25%
- Standardized accounting rules, reducing the chart of accounts by 1/3
- Streamlined processing of more than
 1.2 million invoices per month





2. Upgrade Before Expanding Your Footprint

2. Upgrade Before Expanding Your Footprint

- You want to add more EBS products to your footprint.
 Should you:
 - Implement new products at 11i level, then upgrade later?
 - ☐ Implement new products in a separate 12.1 instance?
 - Upgrade to 12.1 first, then implement new products?

2. Upgrade Before Expanding Your Footprint

- Upgrade to 12.1 first, then implement new products
- Balance long-term goals against desire for rapid return
 - Many products are much stronger at the 12.1 level
 - Don't split to a separate 12.1 instance unless that's your long term strategy
 - Don't slow progress towards 12.1 with numerous 11i projects
 - Implement and stabilize new business processes once, not twice

Chicago Public Schools Upgraded to Oracle E-Business Suite Release 12.1 on Time

COMPANY OVERVIEW

 The nation's third largest school district that serves approximately 407,000 students in 666 schools

• Industry: Public Sector

Employees: 55,000

• Revenue: US\$6 billion

CHALLENGES/OPPORTUNITIES

- Upgrade the school district's existing Oracle enterprise resource planning (ERP) system to gain new functionality and to enable the system to scale for future growth under extreme budgetary and staffing constraints due to the current economy
- Review and reduce the system's more than 100 customizations for better management efficiency
- Implement additional modules on the latest version of Oracle E-Business Suite to save time and money

SOLUTIONS

- Oracle Financials
- Oracle Procurement
- Oracle Projects
- Oracle Enterprise Asset Management
- Oracle User Productivity Kit

CUSTOMER PERSPECTIVE

"We went live with Oracle E-Business Suite Release 12.1 on time and on budget. The new features in the latest version will enable us to operate more efficiently and effectively, such as managing our US\$6 billion capital and grant monies."

Prasad Nettum, Director for Enterprise Financial Systems

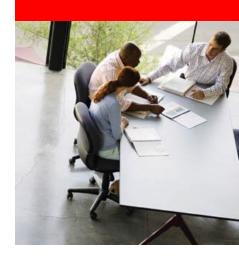


RESULTS

- Completed the aggressive upgrade within the original project timeline and budget despite changes half way through
- Solved problems quickly and met aggressive goals with a small IT staff
- Managed and monitored work orders more efficiently

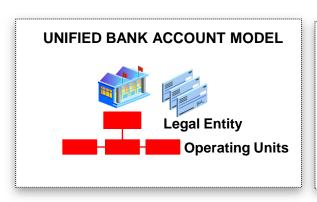


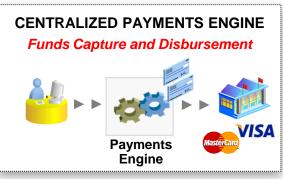
3. Plan for Some Financials Setup

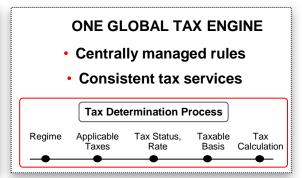


3. Plan for Some Financials Setup

- Even in the upgrade case, plan on reviewing your Financials setups
 - Some setups done separately in 11i modules are centralized in 12.1
- Validate that new centralized setups reflect consistent tax and accounting treatments that you expect







3. Plan for Some Financials Setup

- Understand upgrade impacts
 - Oracle Financials & Procurement Functional Upgrade Guide
 - What happens to my Tax Codes?
 - How are Suppliers and Sites moved into TCA?
 - "R12 Upgrade Considerations by Product", Doc 889733.1
 - Process and configuration changes
 - Accounting Setup Manager Pre-Update Diagnosis Report
 - Setup inconsistencies you should resolve before upgrade
- Understand new 12.1 options
 - Oracle Financials Concepts Guide
 - Oracle Financials Implementation Guide



- Inventory all customizations
- Review 12.1 functionality to see what is now available in the product
 - Save money by retiring customizations
- Research country-specific localizations
 - See "Introduction to Add-On Localizations", Doc 429042.1
- Consider engaging Oracle Consulting for a CEMLI review
 - Customization, Extension, Modification, Localization, and Integration

Understand Data Model Changes

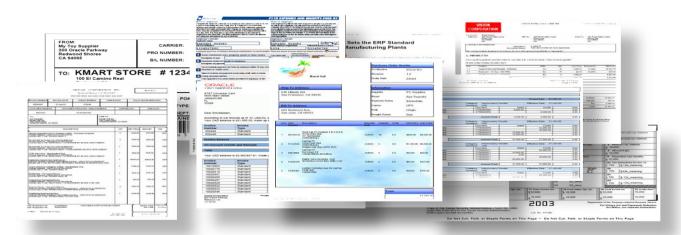
- Review the impact of data model changes
 - Lots of materials to help you
 - Release notes
 - TOI training
 - eTRM (Technical Reference Manual)
 - Example: Switch from distribution lines stored in separate applications to new Subledger Accounting (XLA) tables

Understand Technology Changes

- Custom code in standard 11i development technologies is generally compatible
 - OA Framework
 - Oracle Forms
- Certain technologies have been replaced
 - Mod_plsql
 - Oracle Reports Server Reports
 - Oracle Graphics integrations with Oracle Forms
 - AK mode of Oracle Application Framework
- See "Preparing Custom Development for the Next Oracle Applications E-Business Suite Release", Doc 374398.1

Plan for Report Customizations

- Complete BI Publisher template coverage for 12.1 reports, plus flexibility to create your own
- You can migrate custom reports to BI Publisher before you upgrade
 - May need to adjust queries, but formatting remains valid
 - Migration utility for Oracle Reports is available



Plan For Screen Customizations



- Use personalization functionality where possible
 - OA Personalization Framework
 - Flexfields
 - Folders
- Extend incrementally using standard E-Business Suite technologies
 - OA Framework
 - Oracle Forms
- Consider new Fusion Middleware tools such as ADF and SOA Suite for separate custom applications



Database and Operating System Levels

- Before upgrading, you must be on a 12.1-certified database level: 10gR2, 11gR1, or 11gR2
- Consider getting to latest DB level certified for your current EBS level
 - Both 11i10 and 12.1 are certified on 10gR2, 11gR1, 11gR2
 - See Database Preparation Guidelines for an Oracle E-Business Suite Release 12.1.1 Upgrade, Doc 761570.1
- Similar considerations apply to operating system level
 - See Oracle Applications Installation and Upgrade Notes
 Release 12 (12.1.1) for your platform

Architecture Conversions

- Some architecture conversions are required and can be accomplished while on 11i
 - Oracle Applications Tablespace Model
 - Reduces number of tablespaces to 12 from 2 per product
 - Compacts database, optimizes storage settings and reduces I/O
 - See Doc 248857.1
 - Multiple Organization Architecture
 - Convert from single-organization architecture to enable Multi Org Access Control
 - See Doc 210193.1

- Should you combine related systems changes with your 12.1 project and downtime?
 - ☐ Single Project & Downtime
 - Less total downtime & testing
 - More complex troubleshooting
 - More business risk
 - Multiple Projects & Downtimes
 - Likely more total downtime & testing
 - Simplified troubleshooting
 - Less business risk



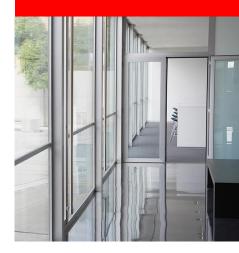
- Different enterprises will make different scope and phasing decisions based on:
 - How frequently they can take a downtime
 - How long any single downtime can be
 - How much testing their business requires
- In practice, most enterprises complete related system changes ahead of the 12.1 project and downtime

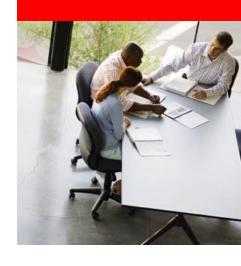


Preparing for Your Upgrade Execution

Best Practices

- Develop a robust testing strategy
- 2. Take steps to minimize downtime
- 3. Prepare business users for change





Do Full Functional Testing at Full Data Volumes

- Test end to end with complete production data set
 - Find latent data conditions that will fail 12.1's tighter validation
- Test all business scenarios with upgraded & new data
 - Enter an invoice in 11i, issue a credit memo against it in 12.1
- Compare key reports before and after upgrade
 - AP Trial Balance
 - AR Reconciliation reports
- Do data verification tasks described in the upgrade guide (Appendix F)



Test Your Period-End Close

- During UAT, test month-end close at full data volumes
 - Resolve any exceptions
- After go-live, simulate month-end close a few days before actual close
 - Keep project team within reach through your first close
- See: "R12: Period-End Procedures for Oracle Financials E-Business Suite" (Doc 961285.1)



Do Load and Volume Testing

- Batch load tests
 - Run production concurrent requests on your test system
- User Participation Tests
 - Let users go unscripted at full production processing capacity
- Automated load testing



Consider Oracle's Automated Testing Solution

Oracle Application Testing Suite (OATS)

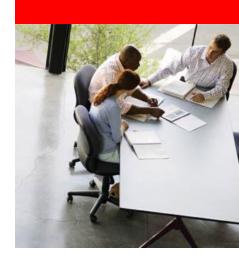


- Oracle Load Testing scalability, performance & load testing
- Oracle Functional Testing functional and regression testing
- Oracle Test Manager test process management, test execution & defect tracking

12.1.1 Test Starter Kit

- Instruction guide
- Sample QA test scripts
- •See <u>Oracle Application Testing</u> <u>Suite Downloads</u> > Application Testing Suite

2. Take Steps to Minimize Downtime



2. Take Steps to Minimize Downtime

- Do several complete practice upgrades
 - Establish that the upgrade will fit into your downtime window
- Optimize your timing
 - Tune performance of the core upgrade driver
 - See Oracle E-Business Suite Upgrade Guide, Release 11i to 12.1.1
 - Minimize duration of tasks performed before & after core upgrade driver runs
 - Interim backups
 - Final acceptance testing





2. Take Steps to Minimize Downtime



- Lots of techniques for minimizing downtime
 - Run "The Upgrade Manual Script" (TUMS) to identify tasks you can omit
 - Use SLA "Upgrade by Request" to limit historical accounting data upgraded during downtime
 - Apply Cumulative Upgrade Patch for fixes to upgrade code
 - Use a shared APPL_TOP and Distributed AD
 - Use a staged APPL_TOP
 - Complete functional pre-upgrade tasks in Upgrade Guide
 - Parallelize pre- and post-upgrade technical activities
 - Isolate post-upgrade concurrent programs in a special queue
 - See: Oracle E-Business Suite Upgrade Guide, Release 11i to 12.1.1; Docs 384248.1, 236469.1, 399362.1, 734025.1

Subledger Accounting

Upgrade by Request

- Option to omit historical accounting data from initial upgrade process (critical downtime)
 - Set range of accounting data to upgrade using a pre-upgrade concurrent program
 - Run a post-upgrade concurrent program, as needed, for additional historical data
- By default, current fiscal year's accounting data is upgraded
 - In first half of fiscal year, upgrade goes back to prior fiscal year to upgrade a minimum of 6 periods



3. Prepare Business Users for Changes

3. Prepare Business Users for Changes

Consider Oracle's End User Productivity Solutions

- Oracle Tutor
 - Capture and maintain business process documentation
- Oracle UPK
 - Capture and maintain interactive UI simulations
 - Adapt pre-built E-Business Suite content
 - Deploy as online help



Drive Greater End User Productivity

UPK Pre-Built End-User Documentation

User Modes









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

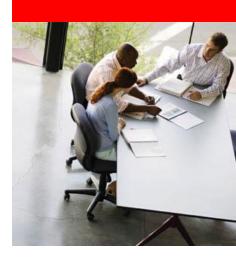
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Completing Your Upgrade Project

Best Practices

- Leverage Oracle's information resources
- 2. Leverage Oracle's support services
- 3. Upgrade within the support window

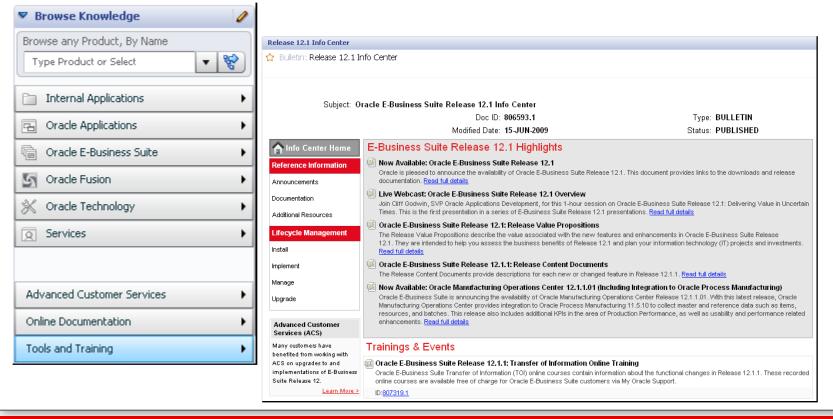




A Wealth of Information is Available

My Oracle Support: E-Business Suite Release 12.1 Info Center

Knowledge > Tools and Training > E-Business Suite > Release 12.1 Info Center (Doc ID: 806593.1)



Accelerate Your Evaluation and Planning



Knowledge > Tools and Training > E-Business Suite > Release 12.1 Info Center (Doc ID: 804373.1)



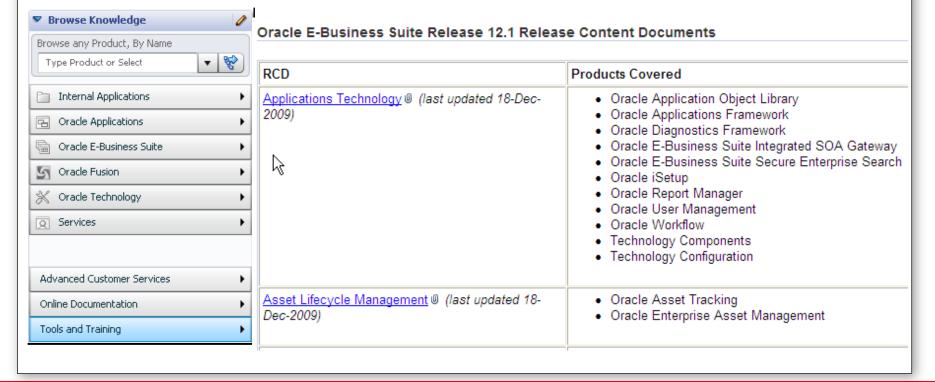
Oracle E-Business Suite Release 12.1: Release Value Propositions

Product Family/Industry	Release Value Proposition		
Applications Technology	Applications Technology RVP (v1.0) 0		
Asset Lifecycle Management	Asset Lifecycle Management RVP (v1.0) 0		
Customer Relationship Management	Customer Relationship Management RVP (v1.1) 0		
Financial Management	Financial Management RVP (v1.0) 0		
Human Capital Management	Human Capital Management RVP (v2.1) 0		
Lease and Finance Management (formerly Lease Management)	Lease and Finance Management RVP (v1.0) 0		
Logistics	Logistics RVP (v1.4) 0		
Manufacturing	Manufacturing RVP (v1.0) 0		
Order Management	Order Management RVP (v1.3) 0		
Projects	Projects RVP (v1.5) 0		
Supply Chain Planning	Supply Chain Planning RVP (v1.0) 0		

Accelerate Your Evaluation and Planning

My Oracle Support: Release Content Documents (RCDs)

Knowledge > Tools and Training > E-Business Suite > Release 12.1 Info Center (Doc ID: <u>561580.1</u>)



Accelerate Your Evaluation and Planning

My Oracle Support: Transfer of Information (TOI) Online Training

Knowledge > Tools and Training > E-Business Suite > Release 12.1 Info Center (Doc ID: 807319.1)



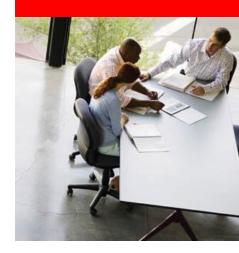
Oracle E-Business Suite Release 12.1 Transfer of Information (TOI) Online Training [ID 807319.1]

Oracle E-Business Suite Transfer of Information (TOI) online courses contain information about the functional changes in Release 12.1 and Release 12.1.x Release Update Packs (RUPs). These recorded online courses are available free of charge for Oracle E-Business Suite customers via My Oracle Support.

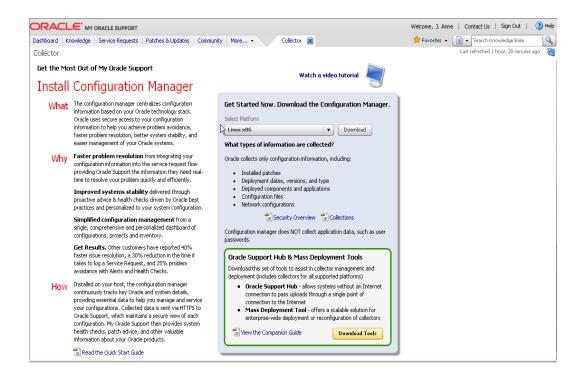
Applications Technology
Asset Lifecycle Management
Channel Revenue Management
Financials
Human Capital Management
Logistics
Manufacturing
Master Data Management
Order Management
Procurement
Projects
Sales, Marketing, and eCommerce
Service Management

Value Chain Planning

ORACLE



Consider Installing Configuration Manager



Faster Problem Resolution

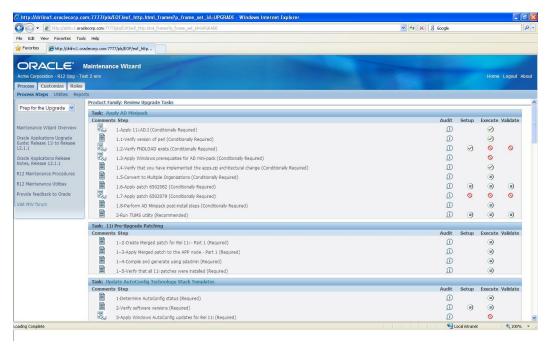
Collects Config. info:

- Installed patches
- Deployed components & apps
- Config files

Provides info:

- System health checks
- Patch advice
- Info about your Oracle products

Consider Using Maintenance Wizard

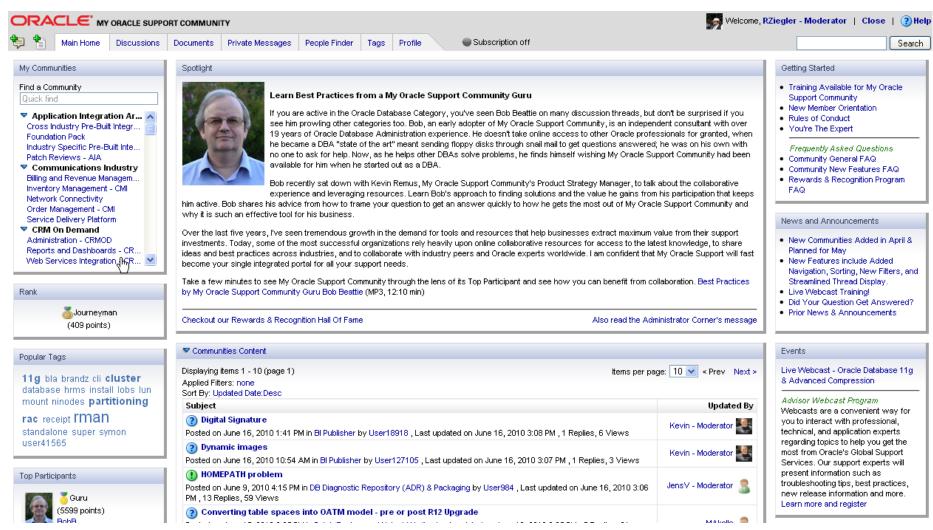


My Oracle Support > Doc ID 215527.1

Maintenance Wizard:

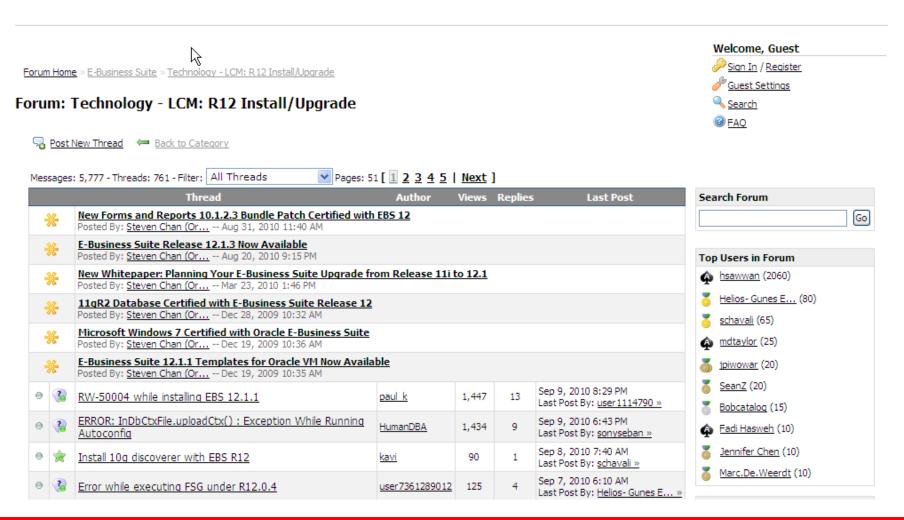
- Steps you thru 11i to 12.1 upgrade
- Filters out steps that don't apply
- Indicates critical patches
- Keeps log & status

Join My Oracle Support Communities



Forum – Install/Upgrade



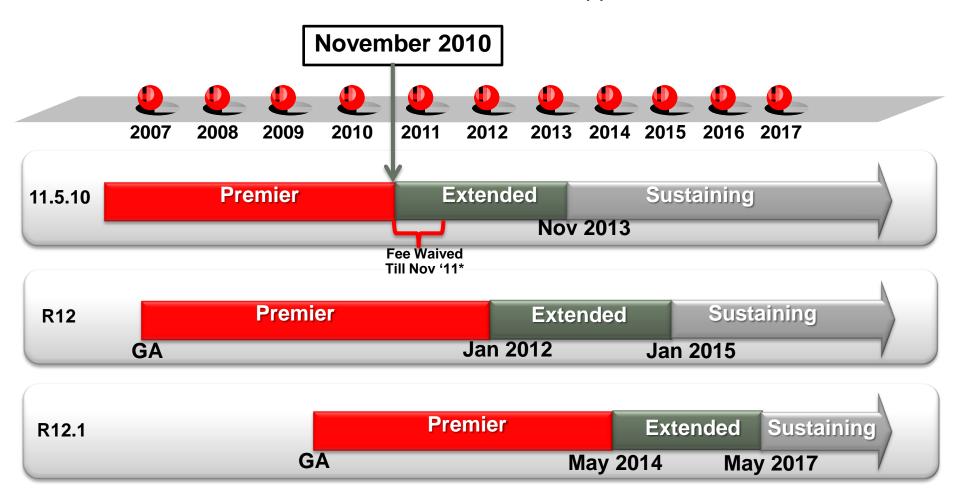




3. Upgrade Within the Support Window

E-Business Suite Support Timelines

5 Years of Premier and 3 Years of Extended Support



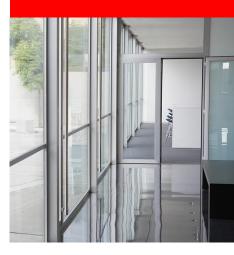
11i Premier Support Ends in November 2010.... Extended Support follows for 3 addt'l yrs to bridge upgrade gap.

^{*} More info: http://www.oracle.com/support/library/extended-support-faq.pdf

Planning Your Upgrade Recap

- Business value of the upgrade
- Starting your upgrade project
- Planning your upgrade approach
- Preparing for your upgrade execution
- Completing your upgrade project





Questions and Answers



Minimum Extended Support Baseline for EBS 11i Note 883202.1



- EBS 11.5.10 with Consolidated Update 2
- ATG Rollup Patchset 6 (Patch 5903765)
- Database 10.2.0.4 or 11.1.0.7
- Forms6i Patchset 19 (Version 6.0.8.28, Patch 6194129)
- Oracle HTTP Server MLR Patchset 4393827
- Sun Java Runtime Engine (JRE) 1.6.0_03 or higher

and



EBS patches listed for all licensed products

What 11i Baseline Patches Do You Need?

Use EBS Patch Wizard to generate a report (Patch 9803629)

Licensed Product Families				
Product Family	Recommended Patches	New Code Level	Minimum Baseline Support	
Applications Technology			V	
Applications Updates			V	
E-Business Intelligence			V	
Interaction Center			₩	
Communications			V	
Discrete Manufacturing			V	
E-Business Suite			V	
Financials			✓	
Financial Payables Suite			V	
Financial Receivables Suite			V	

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