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2013



Te Papa, Wellington
New Zealand, 18 to 19 March



2013

Oracle E-Business Suite: Strategy and Roadmap

Nadia Bendjedou
Senior Director, Product Strategy
Oracle Applications



Program Agenda

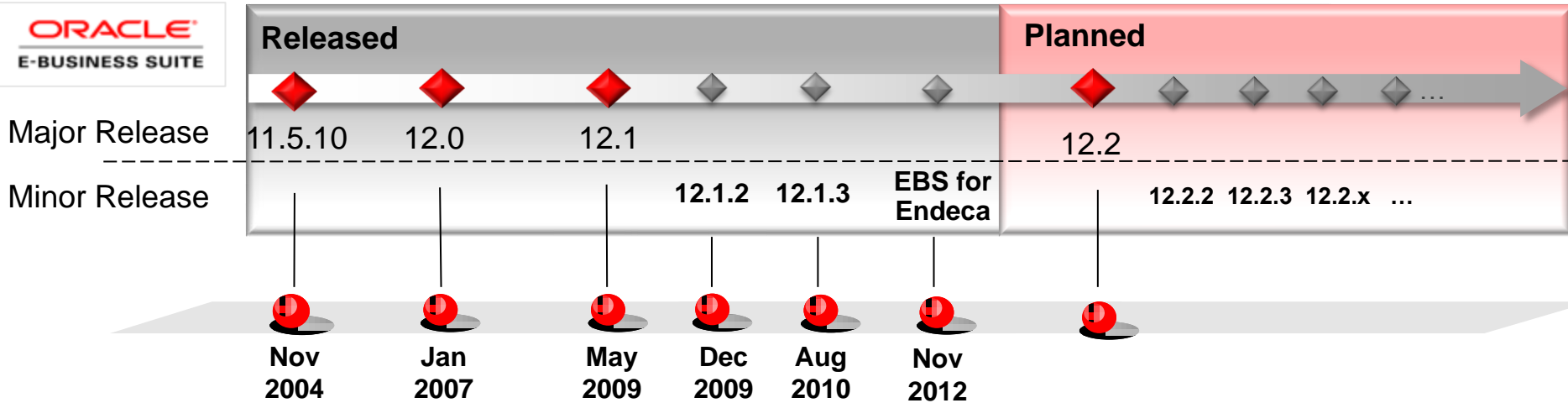
- Overview
- Value of Upgrading E-Business Suite
- Future Directions – What's Next
- Planning your Roadmap

Safe Harbor Statement

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 decision. The development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.

Roadmap: Continued Releases & Innovation

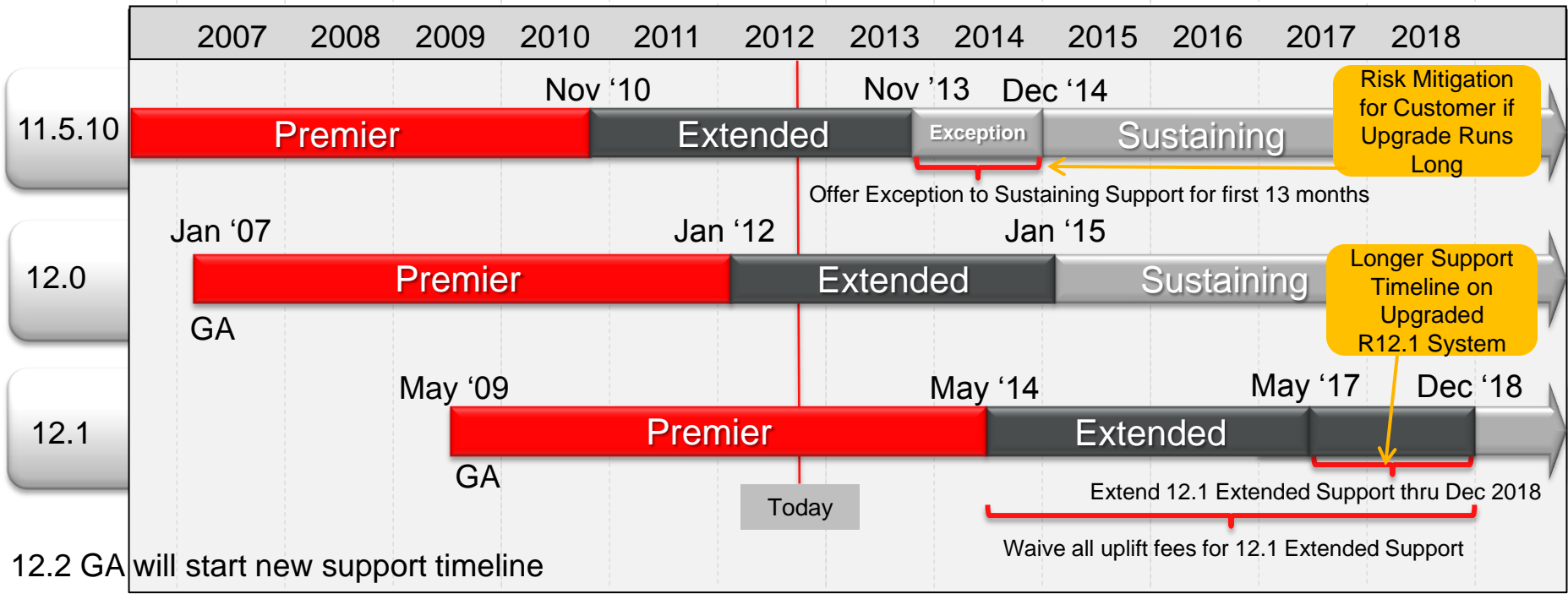
Ongoing Point Releases Easy to Uptake





Oracle E-Business Suite Support Timelines

Updated Support Policies for 11.5.10 and 12.1



Oracle Support Policy Updates for EBS

In Response to Customer Upgrade Needs

ANNOUNCEMENT

Customer Need

Risk Mitigation of 11.5.10 Production System Support While Focused on Upgrade



Support Timeline for 12.1 Upgraded System



Oracle Support Solution

11.5.10 Update: Exception to Sustaining Support for Dec 1, 2013 to Dec 31, 2014

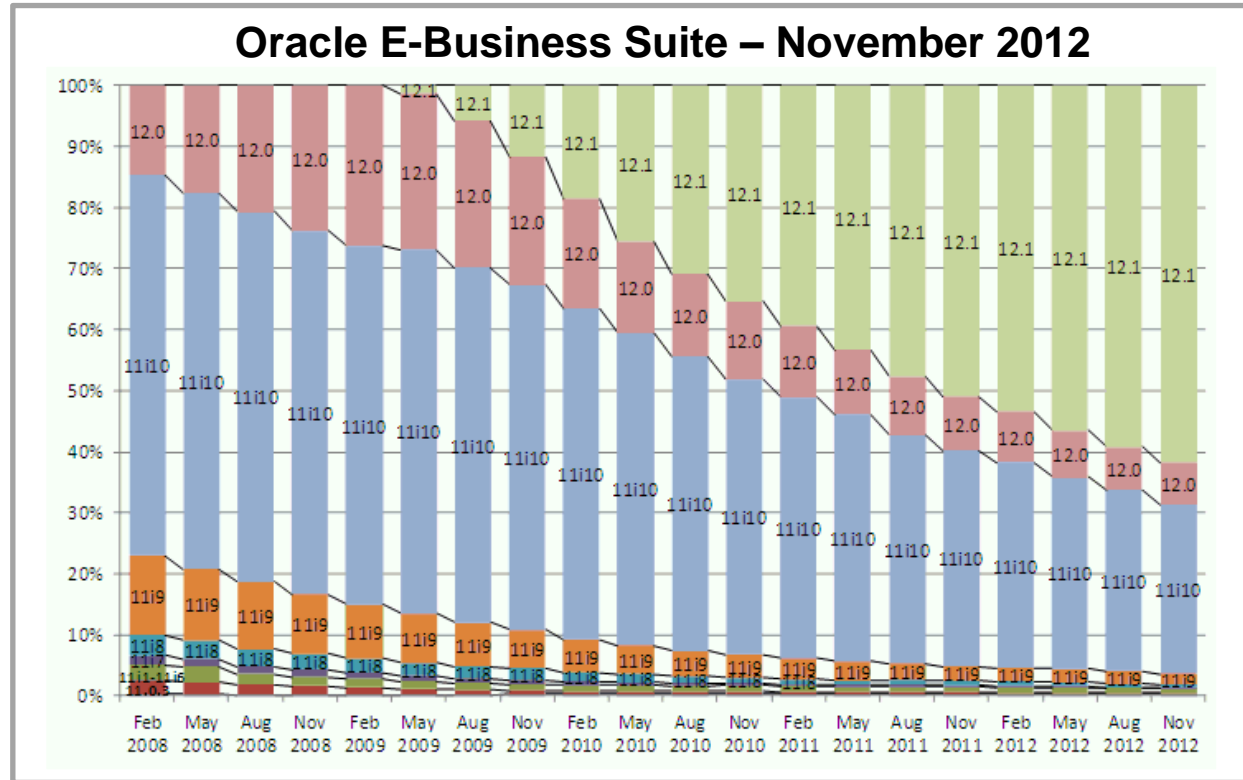
- Provided for first 13 months of Sustaining Support
- Includes new fixes to Severity 1 production issues
- Includes US Form1099 2013 year-end updates
- Includes payroll regulatory updates for US, Canada, UK, and Australia for fiscal years ending in 2014

12.1 Update: Extended Support through Dec 2018 with all uplift fees waived

- Provides additional 19 months of Extended Support

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Vast Majority of Customers Active on 12.x

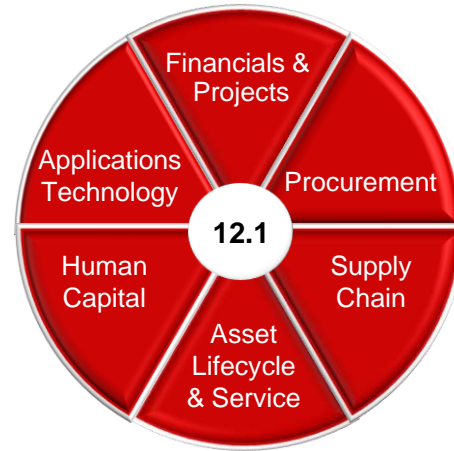
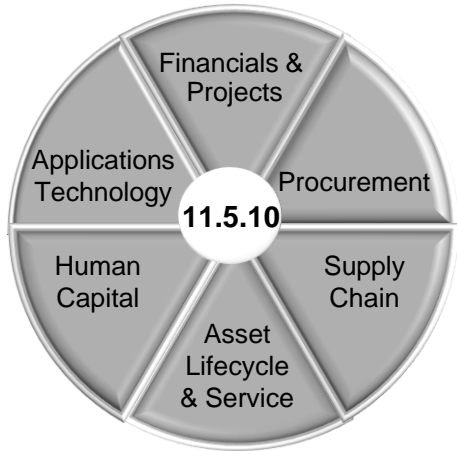


Value of Upgrading The Oracle E-Business Suite



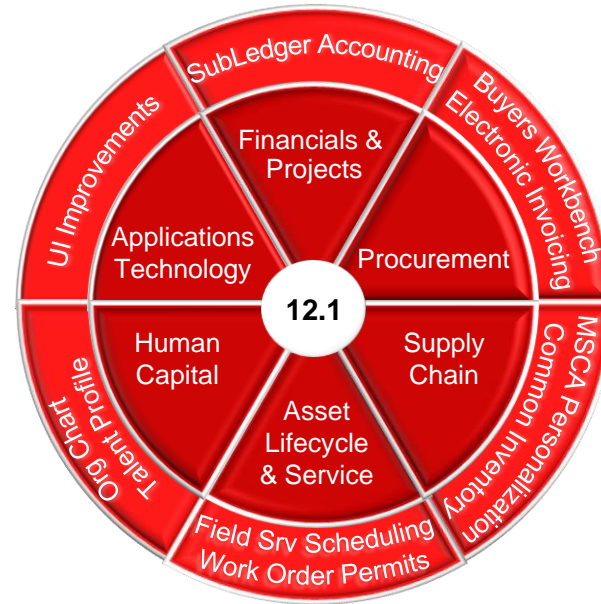
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Upgrading from E-Business Suite 11.5.10



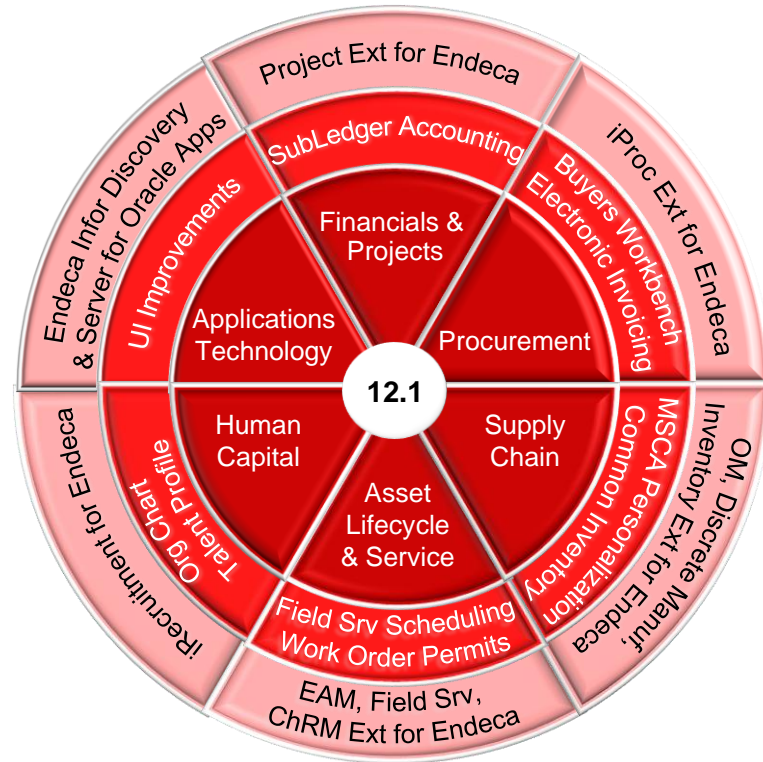
Leverage E-Business Suite 12.1 New Features

- Global Subledger Accounting, Share Service Centers, Advanced Collections
- Project Management for Asset Based Industries
- Buyers Workbench, Sourcing, Contracts, Electronic Invoicing, iSupplier Portal
- Mobile Supply Chain Applications (MSCA) Personalization
- Common Inventory
- Outsourced Manufacturing
- Field Service Scheduling
- Safety – Work Order Permits
- Org Chart and Talent Profile
- UI Improvements



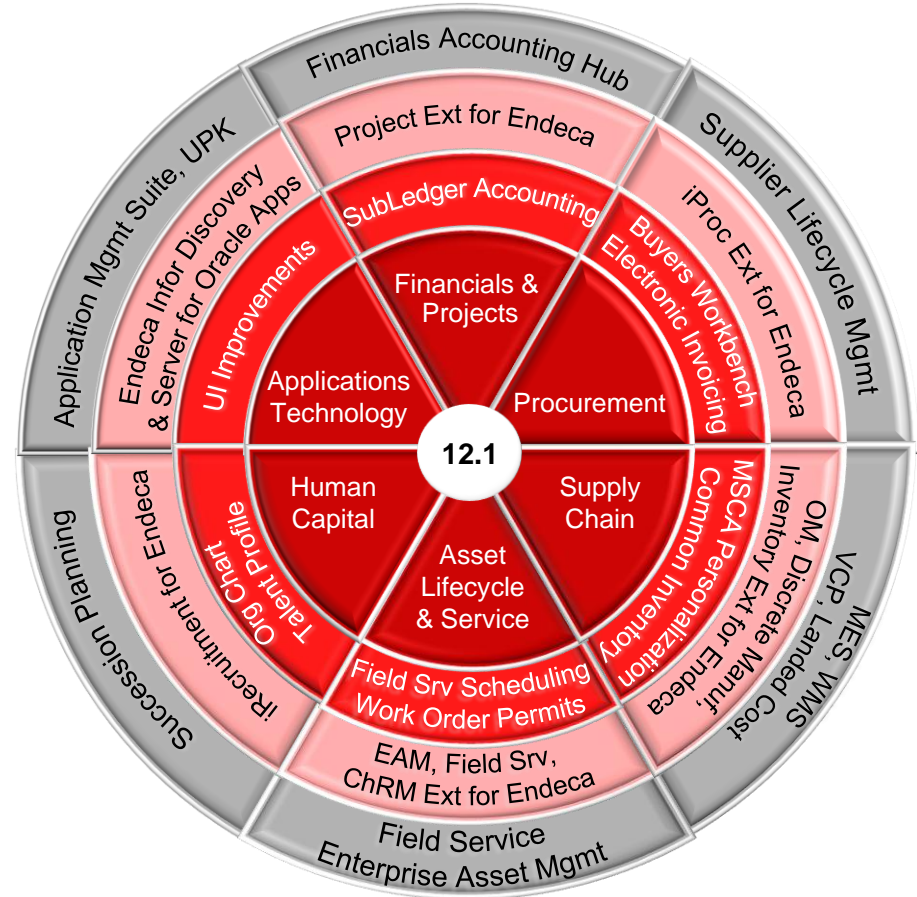
E-Business Suite Extensions for Oracle Endeca

- Oracle Project Management Extensions for Oracle Endeca
- Oracle iProcurement Extensions for Oracle Endeca
- Oracle Order Management Extensions for Oracle Endeca
- Oracle Discrete Manufacturing Extensions for Oracle Endeca
- Oracle Inventory Management Extensions for Oracle Endeca
- Oracle Enterprise Asset Management Extensions for Oracle Endeca
- Oracle Field Service Extensions for Oracle Endeca
- Oracle Channel Revenue Management Extensions for Oracle Endeca
- Oracle iRecruitment Extensions for Oracle Endeca



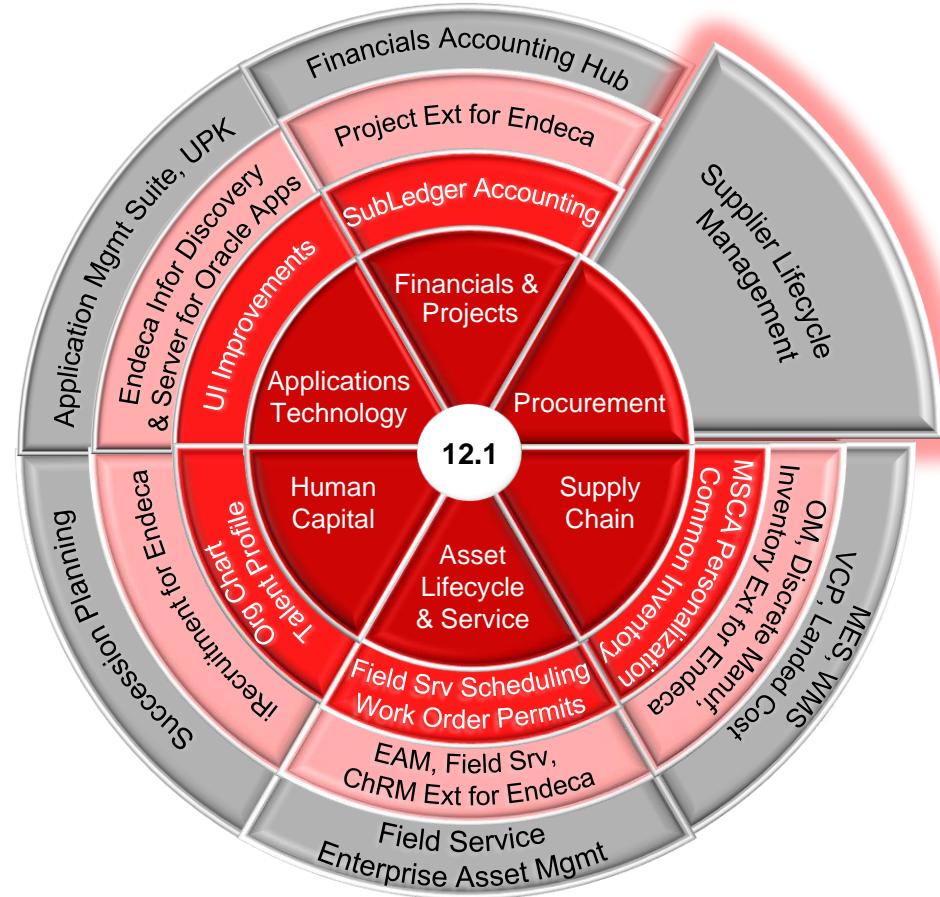
Extend with 12.1 Adjacent Products

- Financials Accounting Hub
- Spend Classification & Analysis
- Supplier Lifecycle Management
- Warehouse Management System (WMS)
- Manufacturing Execution System (MES)
- Value Chain Planning (VCP)
- Field Service & Spare Mgmt
- Enterprise Asset Management (EAM)
- Price Protection
- Supplier Ship & Debit
- Succession Planning
- Applications Management Suite
- UPK
- MDM: Customer Data Hub, Site Hub, Supplier Hub, Product Hub



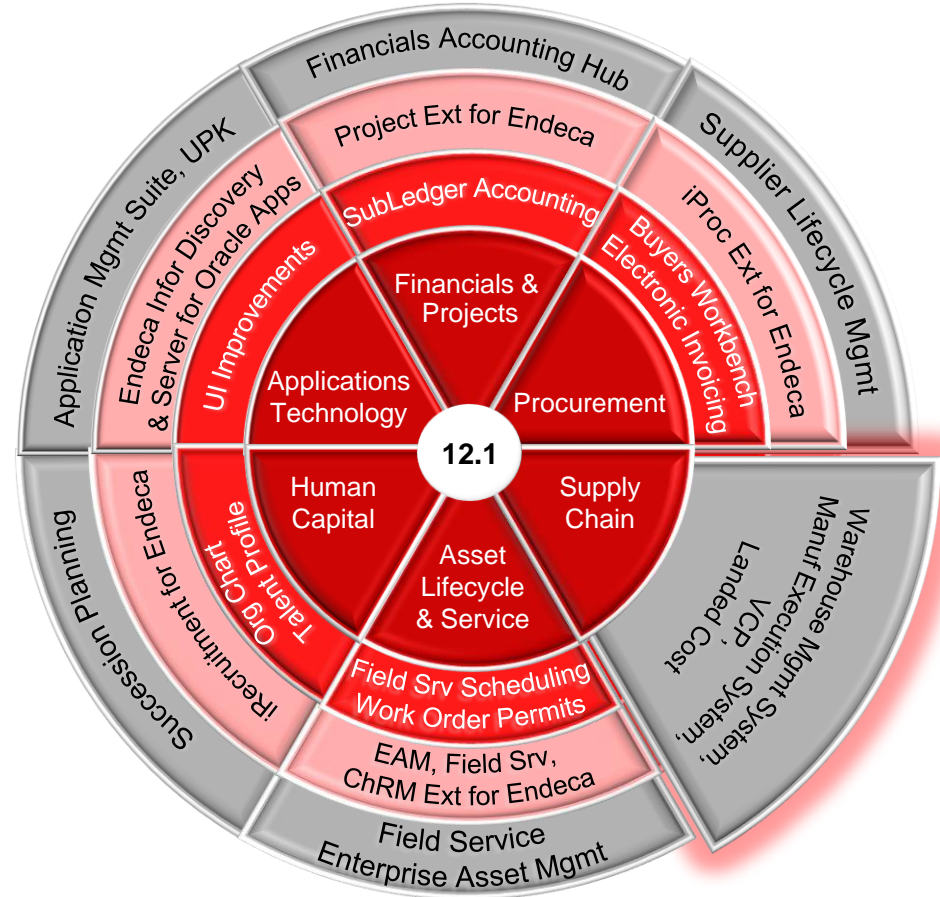
Extend with 12.1 Adjacent Products

- Financials Accounting Hub
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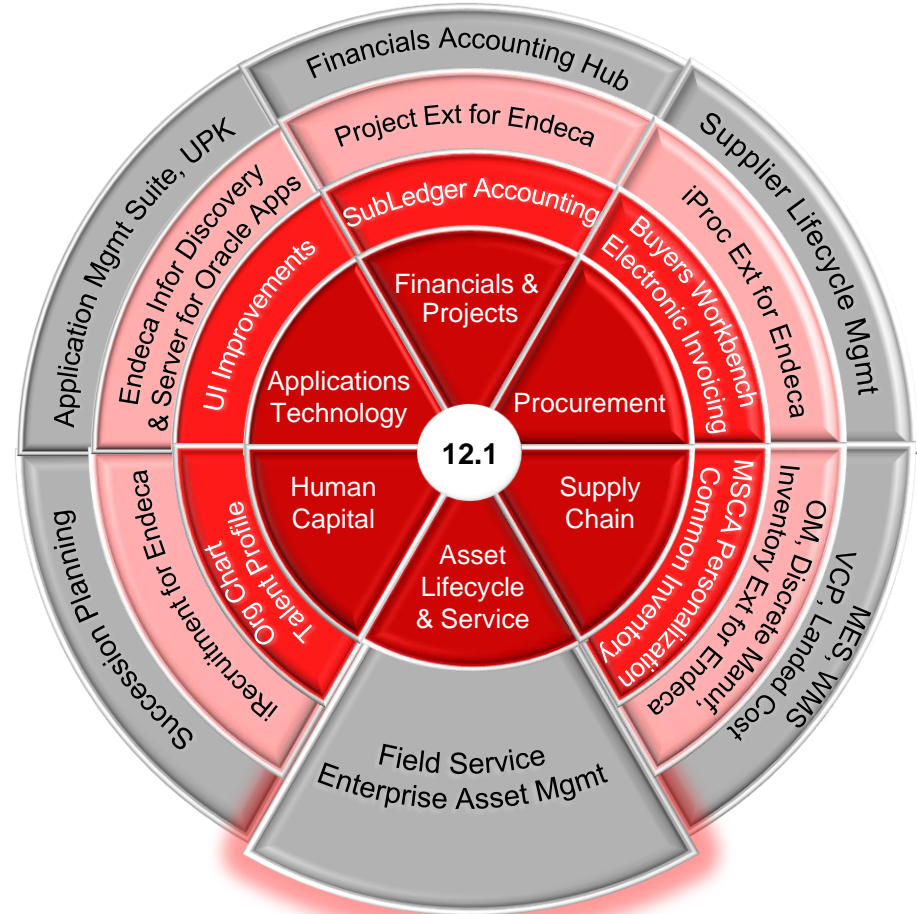
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Field Service & Spare Mgmt

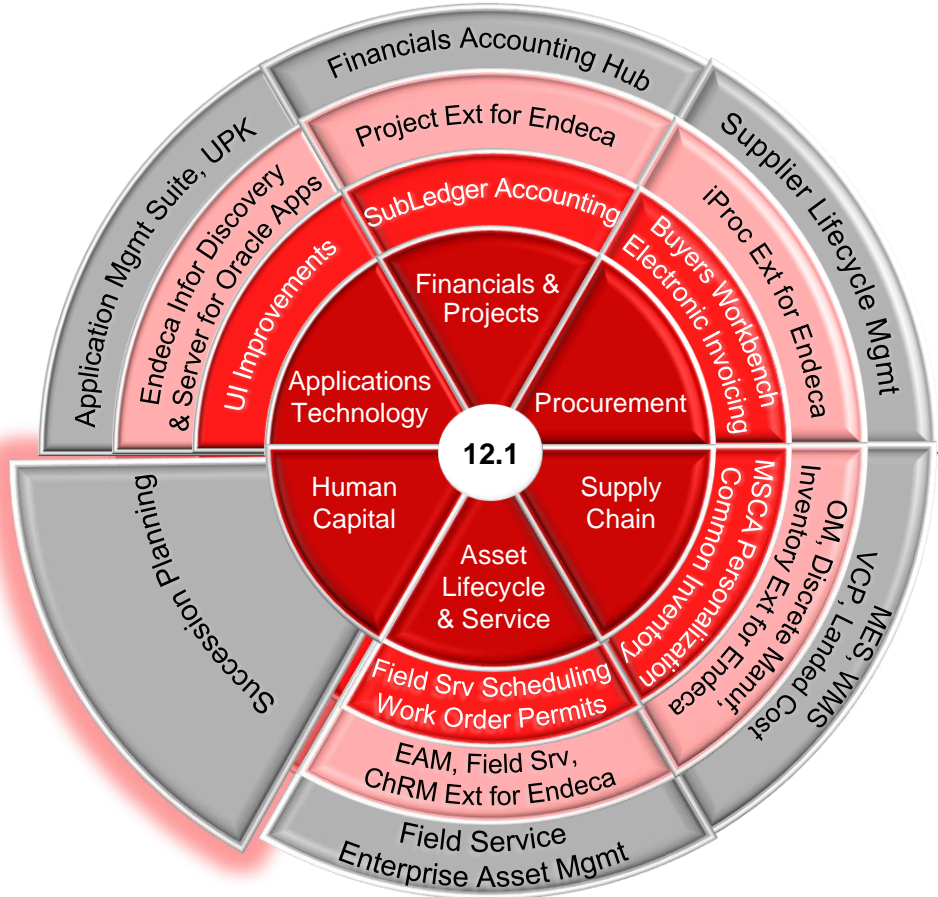
Enterprise Asset Management (EAM)

- Price Protection
- Supplier Ship & Debit
- Succession Planning
- Applications Management Suite
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- MDM: Customer Data Hub, Site Hub, Supplier Hub, Product Hub



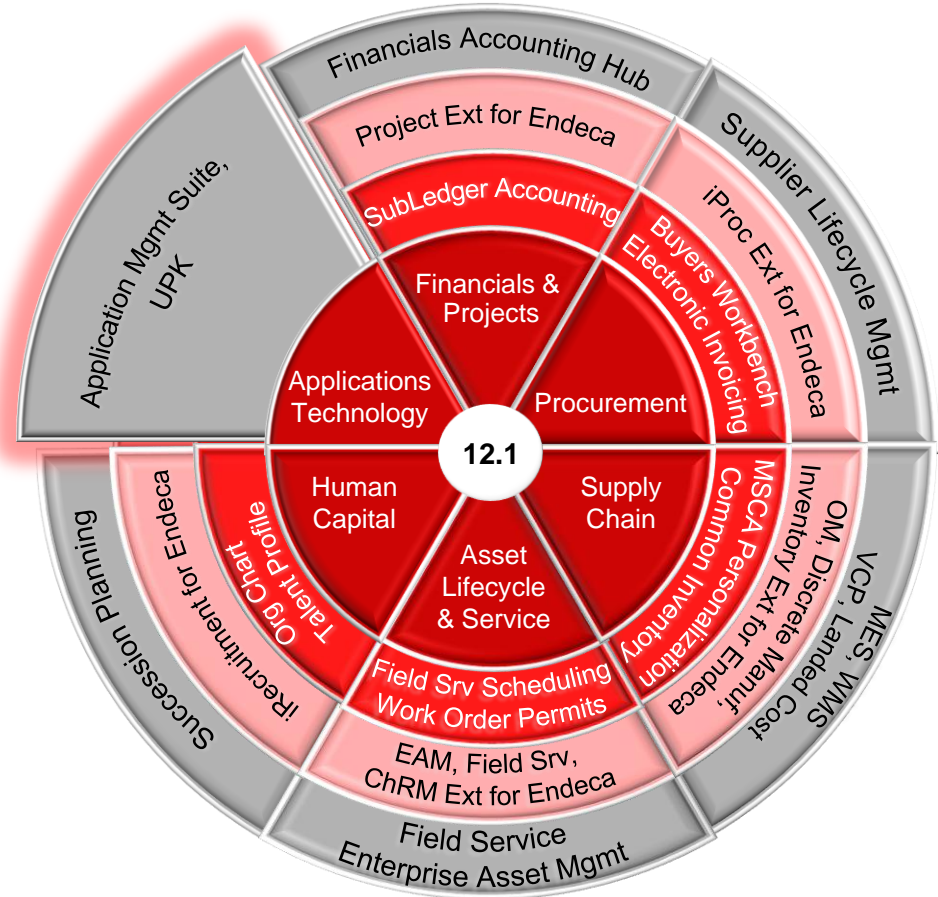
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Upgrade then Extend Your EBS Footprint

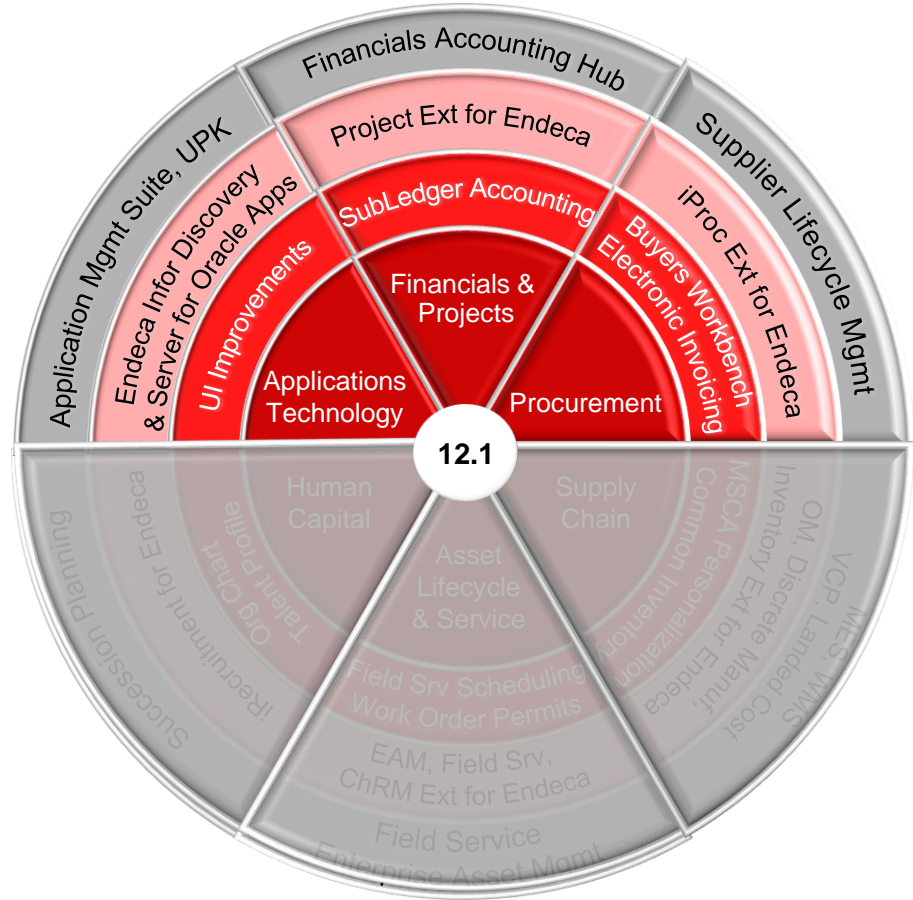


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Upgrade then Extend your Footprint

Extend Outside the Current Footprint

12.1 is functionally a lot stronger and richer than 11.5.10 footprint



Upgrade then Extend your Footprint

Customer Case: Chicago Public Schools

COMPANY OVERVIEW

- Chicago Public Schools: 407,000 students in 666 schools
- Industry: Public Sector
- Employees: 55,000
- Revenue: US\$6 billion

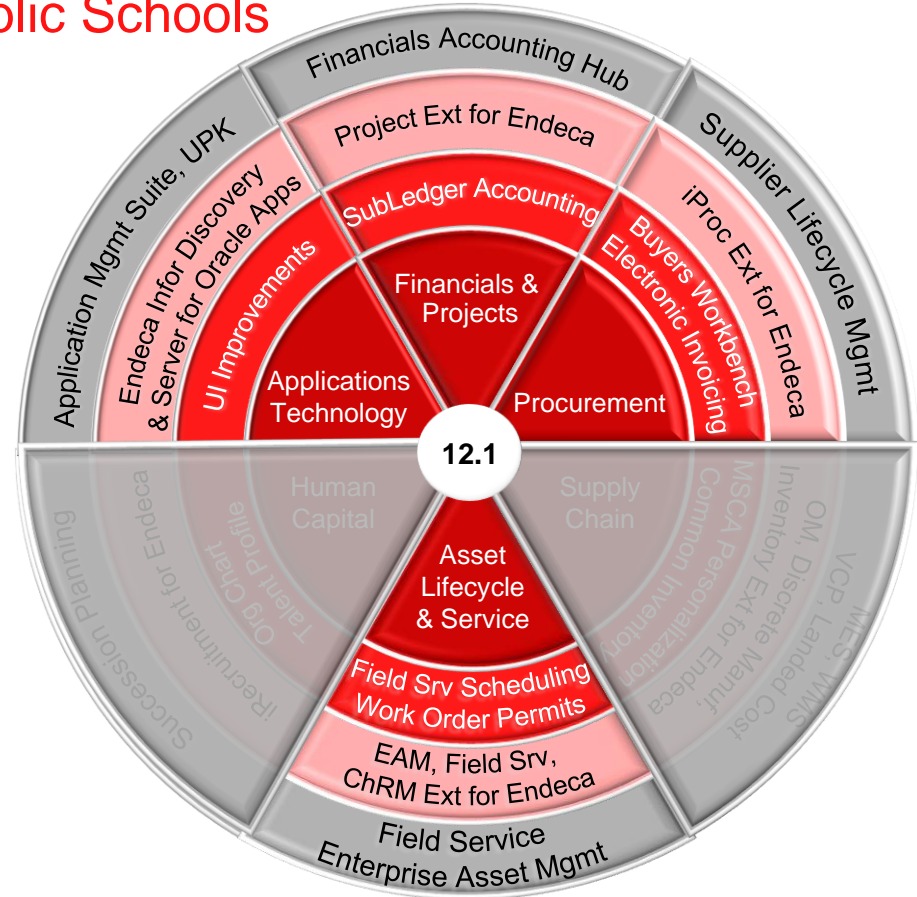
ACHIEVED

- Upgraded to 12.1
- Reduced 100+ customizations for better management efficiency
- Expanded their footprint with EAM to save time and money

SOLUTIONS

- Oracle Financials
- Oracle Purchasing
- Oracle Procurement
- Oracle Projects
- Oracle User Productivity Kit

Oracle Enterprise Asset Management



Upgrade then Extend your Footprint



Customer Case: DCNS

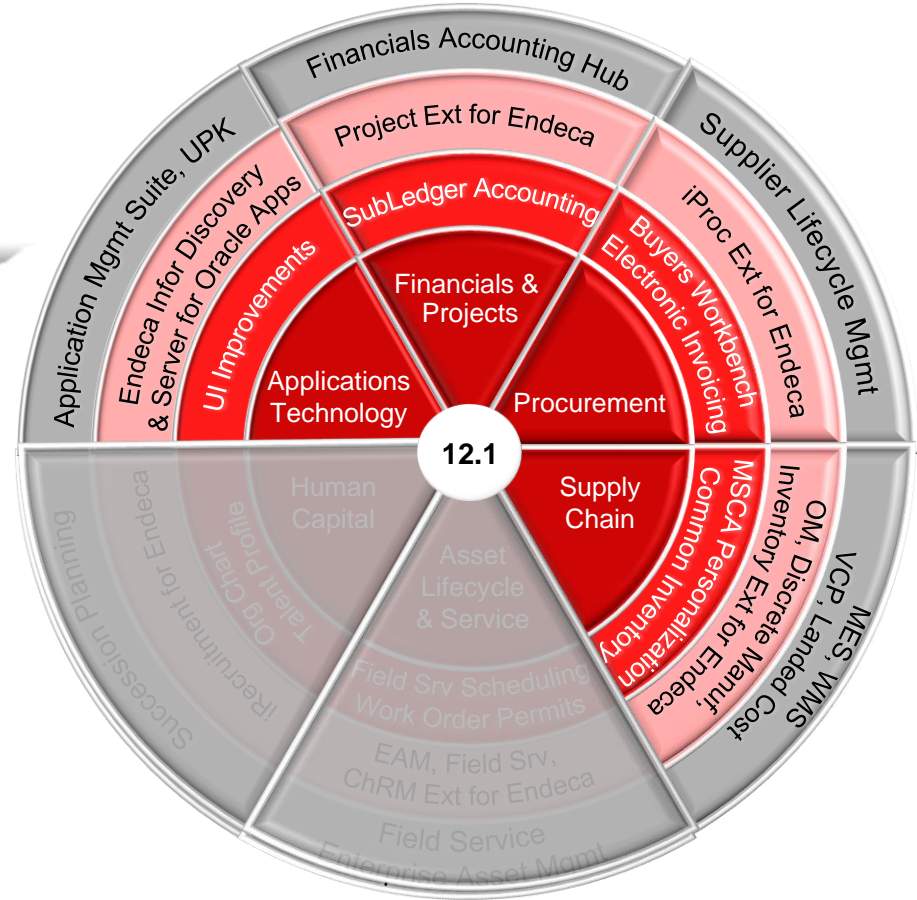
COMPANY OVERVIEW

- A world leader in naval defense
- An innovative player in energy
- The Group employs 12,500 people and generates annual revenues of around €2.5 billion

SOLUTIONS

- Oracle E-Business Suite R12.1
- Oracle Financials
- Oracle Procurement & Oracle iProcurement
- Oracle Procurement Contract
- Oracle Inventory
- Oracle Projects

Oracle Sourcing, iSupplier Portal
Oracle Supplier Lifecycle management
Oracle Warehouse Management
Oracle Advanced Supply Chain Planning
Oracle Mobile Supply Chain



E-Business Suite Extensions for Oracle Endeca – Recent Innovation



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Every ERP Application User



I spend a quarter of my day gathering the pieces of information that I need to do my work.

Need a New Approach to Business

Traditional:



“I want to work on asset number 308657 today...”

**Information
Driven:**



“I need to work on our most critical challenges today...”

Enterprise Asset Management (EAM) 12.1.3

ORACLE Asset Management

Home | Assets | Work Requests | Work Orders | Stores | Budget Forecasts | Failure Analysis | Construction Units | Safety Management

Welcome Mol, Mr. Joe Organization: EM1 Go

My Work Requests **My Checked Out Assets**

[View All Work Requests](#) [Check Out Asset](#)

[Create Work Request](#)

Work Request Number/Asset Number	Asset Description	Request Description	Status	Department
20238	B100 R100 Building 100 Room 100	Test for NON FAC	Awaiting Work Order	Fac Maint
20240	B100 R100 Building 100 Room 100	Test EM1	Awaiting Work Order	Fac Maint
20242	B100 R100 Building 100 Room 100	Test Em1	Awaiting Work Order	Fac Maint
20236	F11020 Fork Lift 1020	test2	Awaiting Work Order	W-Maint

No results found.

Notifications [Full List](#)

From	Type	Subject	Sent	Due
	Work Order Release Approval	Work Order W0263816 has been approved for release	07-Mar-2012	
	EAM Work Request Approval	Justify Request By TUCB	01-Mar-2012	
Mol, Joe	EAM Work Request Approval	Work Request #272290(Priority: High) NEEDS YOUR ATTENTION	26-Feb-2012	
Mol, Joe	EAM Work Request Approval	Work Request #272290(Priority: High) NEEDS YOUR ATTENTION	26-Feb-2012	
Mol, Joe	EAM Work Request Approval	Work Request #272290(Priority: High) NEEDS YOUR ATTENTION	26-Feb-2012	
Mol, Joe	PO Approval	Standard Purchase Order 6294 has been approved	02-Apr-2009	

Total Notifications : 6 [View All](#)

[TIP Notification Rules](#) - Redirect or auto-respond to notifications.
 [TIP Worklist Access](#) - Specify which users can view and act upon your notifications.

Home | Assets | Work Requests | Work Orders | Stores | Budget Forecasts | Failure Analysis | Construction Units | Safety Management | Diagnostics | Home | Logout | Preferences | Help

About this Page

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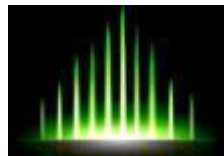
EAM Extensions with Oracle Endeca

Information Driven Navigation

The screenshot displays the Oracle Asset Management interface, which is divided into several functional areas:

- Navigation Bar:** Includes tabs for Home, Assets, Work Requests, Work Orders, Stores, Budget Forecasts, Failure Analysis, Endeca, Construction Units, and Safety Management. It also features a search bar and a 'Go' button.
- Summary Dashboard:** Shows key metrics such as '# of Work Orders: 3,086' and 'Total Actual Cost: \$233,549.86'. It includes a 'Schedule Compliance' indicator at 21.91% and a 'Cost Variance' indicator at -13.18%.
- Asset Activity Panel:** Lists various activities like 'Change Fork Lift Battery', 'Recharge Battery', and 'Lubricate Fork Lift Mast'.
- Work Order Management:** Features a 'Late Vs. On Time Work Orders' bar chart and a table listing work orders with columns for Work Order, Description, Status, Asset Number, and Scheduled S.
- Asset Description:** Provides details for the selected asset, including its group, description, and search options.
- Pie Chart:** Displays two pie charts labeled 'Planned' and 'Reactive', showing the distribution of work orders across different categories.
- Table View:** A detailed table at the bottom lists work orders with columns for Work Order, Description, Status, Asset Number, Scheduled Start, Actual Total Cost, Estimated Total Cost, Total Equipment Cost, Total Labor Cost, Total Material Cost, and Variance.

Mobile Access



Mobile Experience with Great Performance

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The Challenge ...

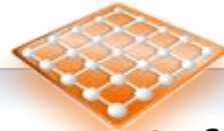
Information
Across Millions of Records

Real Time

The Solution...

In-Memory Technology

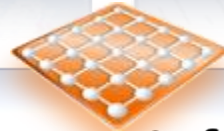
Now ... Available



EBS Endeca In-Memory Information Discovery

And... Fully Integrated Within EBS

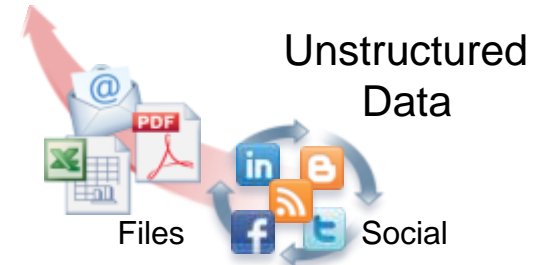
EBS Endeca Applications



Structured and
Semi-Structured
Data



EBS Databases

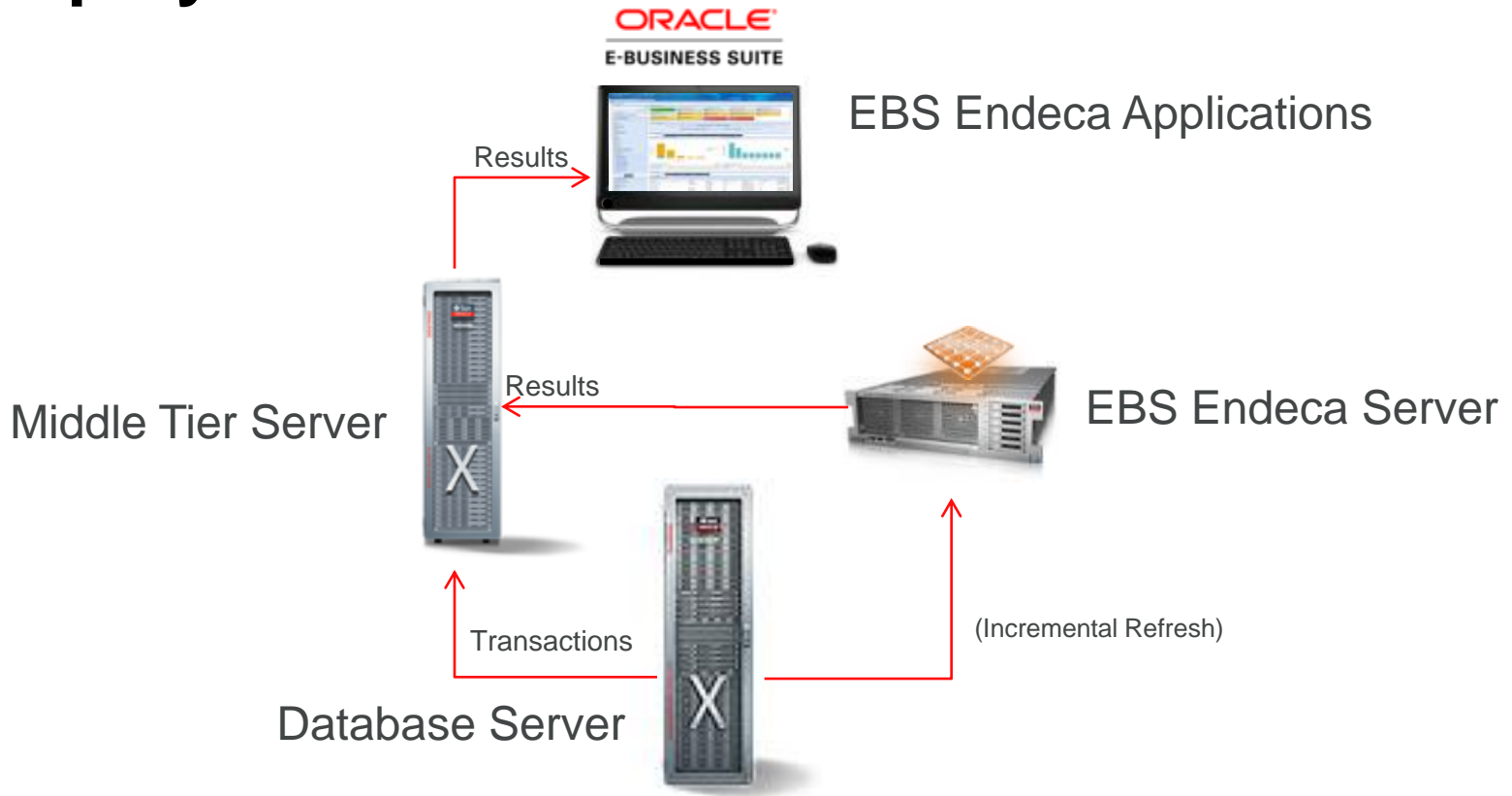


Unstructured
Data

Files

Social

Deployment



Out-of-the-box Security and UI Integration



Authentication

- Fully Integrated with EBS Security
- No need for extra setup

Authorization

- UI is secured by FND function security
- Flexibility in granting access to Endeca content
- EBS data security is enforced

UI Integration

- Out-of-the-box UI Integration
- New OAF rich container for Endeca UI

Already Available for EBS 12.1.3

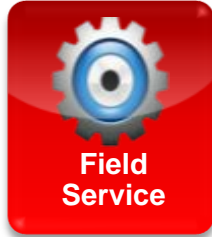
E-Business Suite Extensions for Oracle Endeca



Asset
Performance

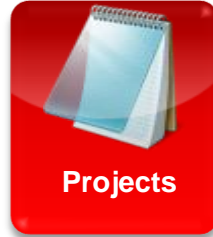
Work Orders

Materials



Spares
Planning

Incidents



Projects Work
Plan



Discrete
Manufacturing

Inventory
Management



Claims



Order
Returns

Order
Delays



iProcurement

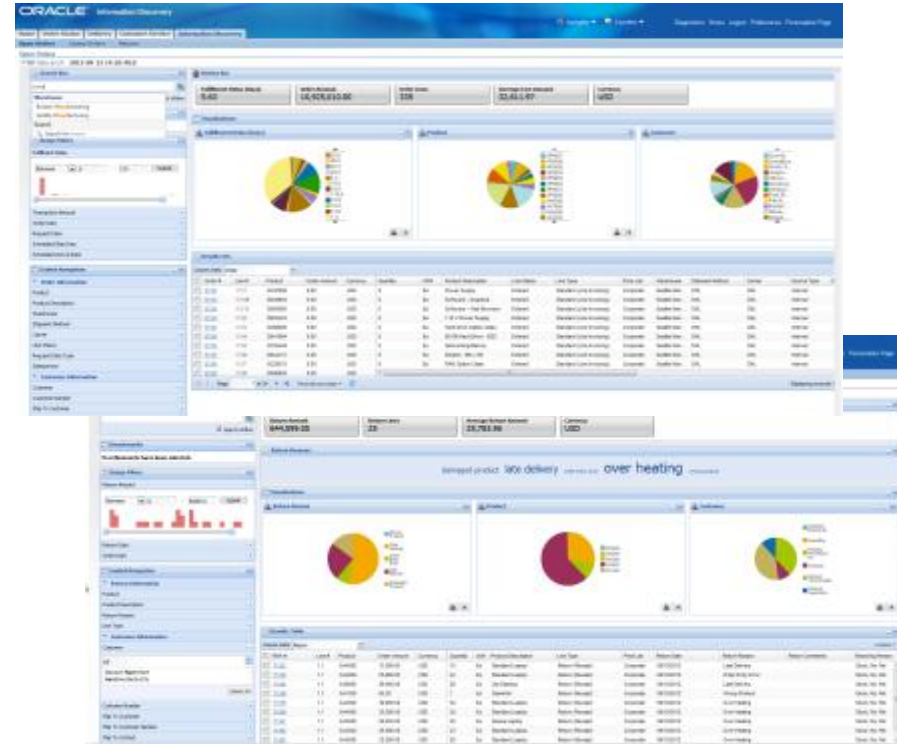


Candidate
Job Search

Order Management

Oracle Order Management Extensions for Oracle Endeca

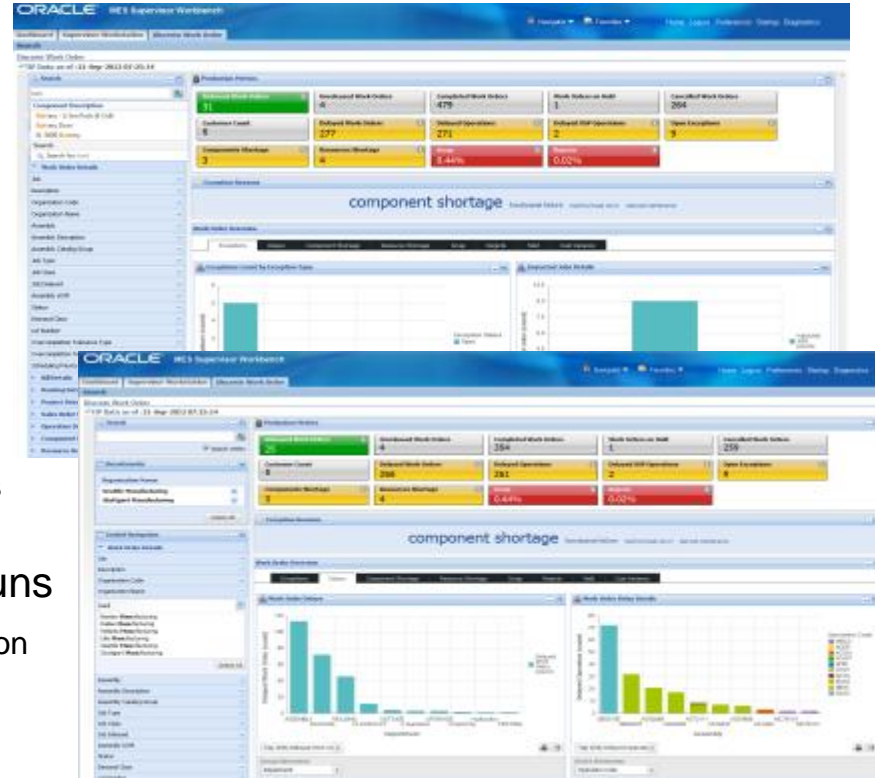
- Meet revenue goals
 - Prioritize high value orders to help meet customer commitments
 - Identify orders that can be shipped earlier, driving revenue now & assist scheduling
- Reduce fulfillment delays
 - Identify orders on hold to proactively remove fulfillment obstacles
 - Fulfill more efficiently by changing source warehouse or changing the carrier
- Avoid future product returns to maximize revenue
 - Rapidly react to product quality issues causing returns
 - Quickly identify shipping problems causing returns



Discrete Manufacturing

Oracle Discrete Manufacturing Extensions for Oracle Endeca

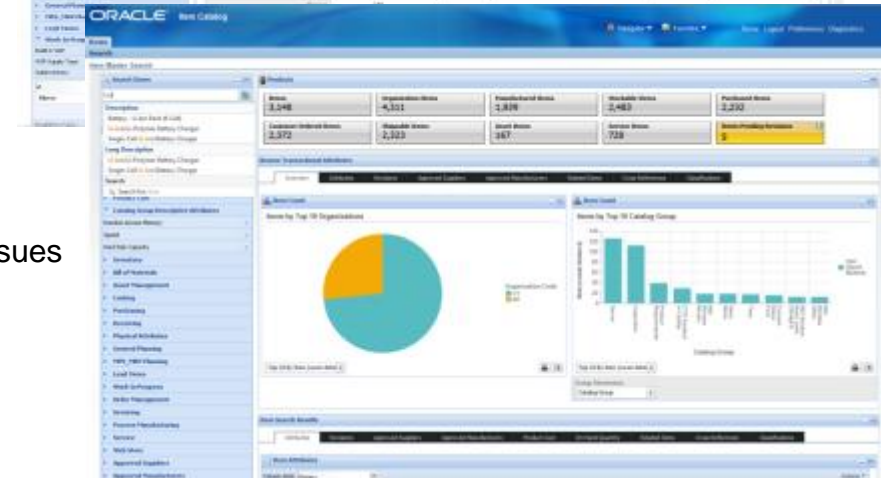
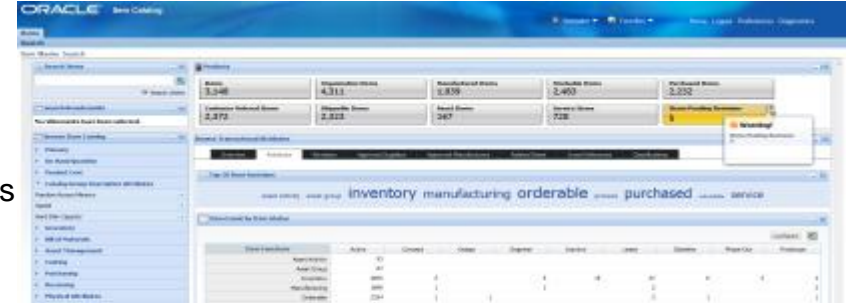
- Improve manufacturing operations efficiency
 - Quickly identify and manage component shortages and resource bottlenecks
 - Find and resolve shop floor exceptions and quality non-conformances as they arise
- Meet customer commitments and reduce business risk
 - Rapidly identify and react to customer order delays and other changes
 - Instantly discover and rectify production constraints across manufacturing plants
- Manage outsourced manufacturing cost overruns
 - Identify subcontract order delays early and adjust production schedules to meet on-time customer delivery
 - Quickly identify the right alternate supplier to help mitigate outside processing quality non-conformance problems



Inventory Management

Oracle Inventory Management Extensions for Oracle Endeca

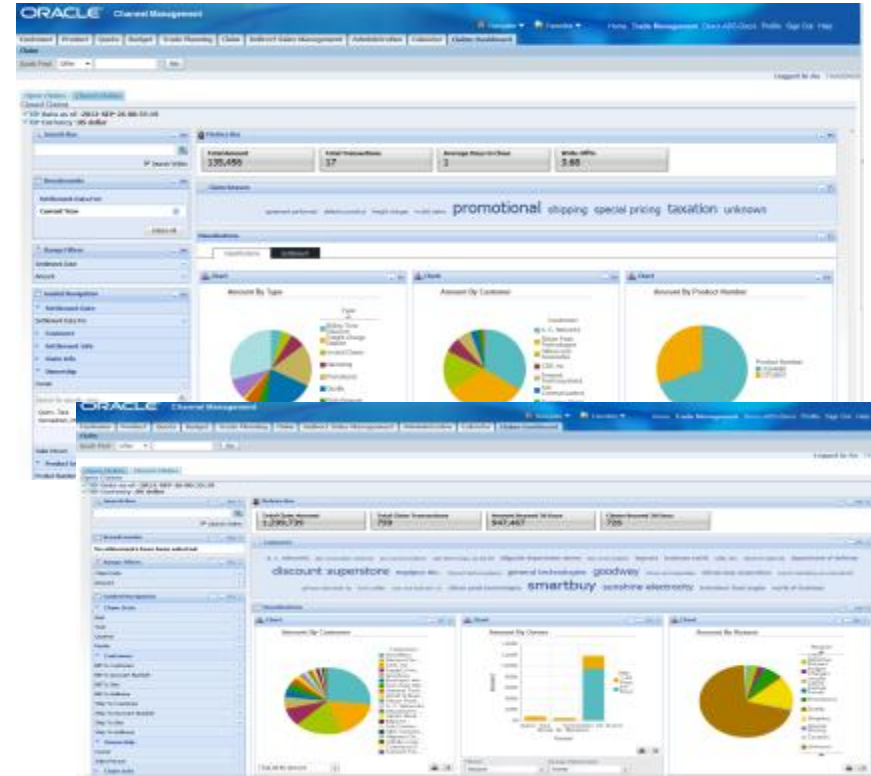
- Reduce direct procurement spend
 - Find parts, suppliers & alternates for effective sourcing decisions
 - Instantly detect duplicate parts to optimize inventory across organizations
- Control new product design costs
 - Compare product specifications and costs for better parts reuse
 - Efficiently manage new product introduction cycles
- Reduce product administration costs
 - Save time in product setup audits to resolve transaction issues
 - Instantly detect and rectify product catalog discrepancies



Channel Revenue Management

Oracle Channel Revenue Management Extensions for Oracle Endeca

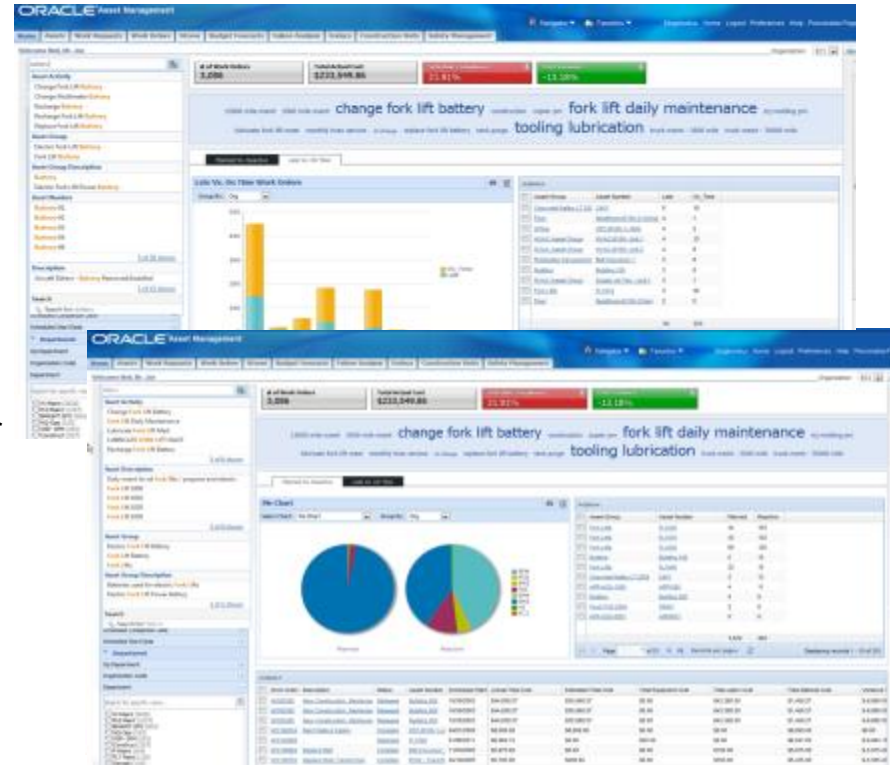
- Eliminate revenue leakage
 - Quickly identify and charge back invalid deductions
 - Identify customer write off abuse and take corrective action
- Increase profit margins
 - Prevent overpayment by identifying duplicate claims
 - Reduce days to close claims to increase cash flow
- Improve process efficiency
 - Prioritize high value claims for closure to maximize cash returns
 - Identify overbooked claims agents and balance workload to clear aged claims



Enterprise Asset Management

Oracle Enterprise Asset Management Extensions for Oracle Endeca

- Increase asset utilization
 - Discover assets with frequent failures and drill into asset details to find the root cause
 - Reduce asset failures by optimizing preventive maintenance schedules
- Reduce maintenance costs
 - Increase schedule compliance by removing resource bottlenecks
 - Improve 'Maintain vs Replace' decision making with better insight into asset costs
- Improve resource efficiency
 - View assets, work orders, and parts across maintenance organizations
 - Identify resource overloads and optimize resource assignments



Field Service

Oracle Field Service Extensions for Oracle Endeca

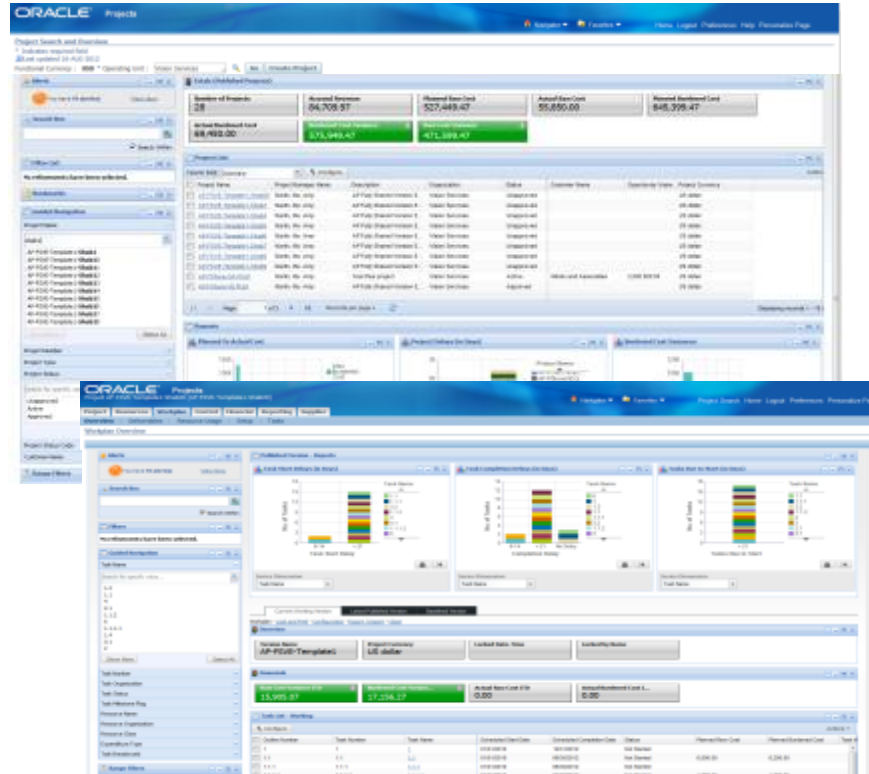
- Improve compliance with service level agreements
 - Quickly find opportunities to load balance field jobs and increase daily throughput
 - Track quality of service to increase on time service delivery
- Increase field technician utilization
 - View field jobs in jeopardy to take action and quickly reschedule workload
 - Quickly close out field jobs by performing transactions on behalf of field technicians
- Save money by improving first-time-fix rates
 - Reduce scheduling errors due to skills mismatch or missing parts
 - Gain insight to spare part problems to find alternate parts and improve quality



Projects

Oracle Project Management Extensions for Oracle Endeca

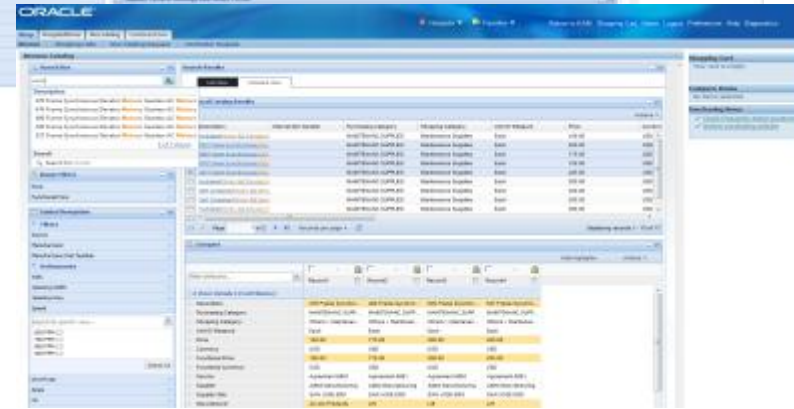
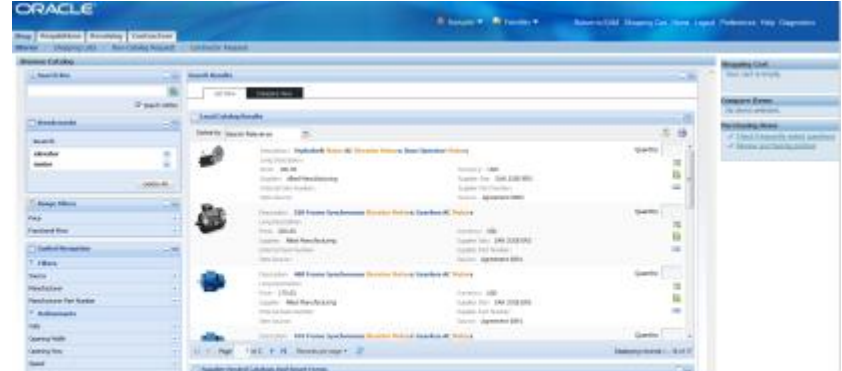
- Manage Potential Schedule Delays
 - Warn Project Managers of late tasks before they affect project deadlines and budgets
 - Provide visibility to act on tasks behind schedule to keep project on track
- Reduce Project Administration Costs
 - Identify tasks impacted by schedule and resource changes
 - Quickly and consistently update impacted tasks
- Focus Project Managers on Delivery
 - Quickly identify and act on projects where costs are at risk of exceeding planned amounts
 - Alert users to project schedules requiring remedial or preventive actions



iProcurement

Oracle iProcurement Extensions for Oracle Endeca

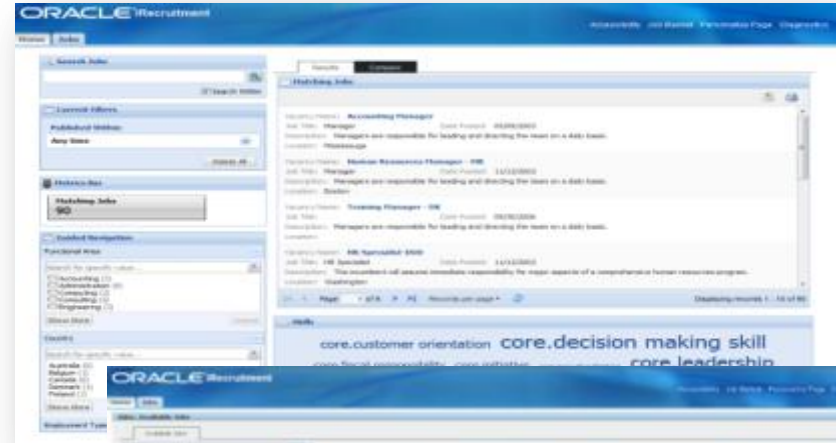
- Increase savings by expanding use of negotiated prices
 - Locate items easily with searches that span all stores and catalogs
 - Perform side-by-side comparisons from search results to find the right product at the best price
- Reduce maverick spending
 - Lead employees to selected vendors and approved products
 - Eliminate non-catalog purchase requests for catalog items
- Improve the productivity of requesters and buyers
 - Provide a familiar on-line shopping experience and eliminate help desk calls
 - Present a single user-interface for all purchase types from office supplies to mobile devices to laptops



Candidate Job Search

Oracle iRecruitment Extensions for Oracle Endeca

- Convert Visitors into Candidates
 - Improve conversion rate of job site visitors to candidates
 - Increase number of views for all opportunities
- Improve Candidate Experience
 - Identify more opportunities with modern, discovery based experience
 - Streamline comparison of jobs to find ones that best suit needs
- Improve Recruitment Efficiency
 - Reduce recruitment costs by getting more direct and online applications
 - Improve quality of hire with more relevant applications



DEMONSTRATIONS

YouTube Videos

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YouTube - Order Management



Order Management Integration
with Manufacturing and
Inventory Management

[OM-Manufacturing Demo](#)





YouTube - Enterprise Asset Management

EAM Material Planning
Integration with iProcurement

[EAM-iProcurement Demo](#)

The screenshots display the Oracle EAM software interface. The top screenshot shows a dashboard with asset status indicators (e.g., 21.91% in red, 13.18% in green) and a list of work orders including 'change fork lift battery', 'fork lift daily maintenance', and 'tooling lubrication'. The bottom screenshot shows a similar dashboard but includes two pie charts for 'Budget' and 'Actual' data, and a detailed table of asset transactions at the bottom.

Asset Class	Description	State	Asset Number	Subasset Code	Asset Cost Type	Estimated Cost	Actual Cost	Asset Type	Asset Location	Asset Category	Asset Status
111	111-00000	Inventory	111-00000		111-00000	111,000.00	111,000.00	111		111	111
111	111-00000	Inventory	111-00000		111-00000	111,000.00	111,000.00	111		111	111
111	111-00000	Inventory	111-00000		111-00000	111,000.00	111,000.00	111		111	111
111	111-00000	Inventory	111-00000		111-00000	111,000.00	111,000.00	111		111	111
111	111-00000	Inventory	111-00000		111-00000	111,000.00	111,000.00	111		111	111
111	111-00000	Inventory	111-00000		111-00000	111,000.00	111,000.00	111		111	111
111	111-00000	Inventory	111-00000		111-00000	111,000.00	111,000.00	111		111	111
111	111-00000	Inventory	111-00000		111-00000	111,000.00	111,000.00	111		111	111
111	111-00000	Inventory	111-00000		111-00000	111,000.00	111,000.00	111		111	111
111	111-00000	Inventory	111-00000		111-00000	111,000.00	111,000.00	111		111	111



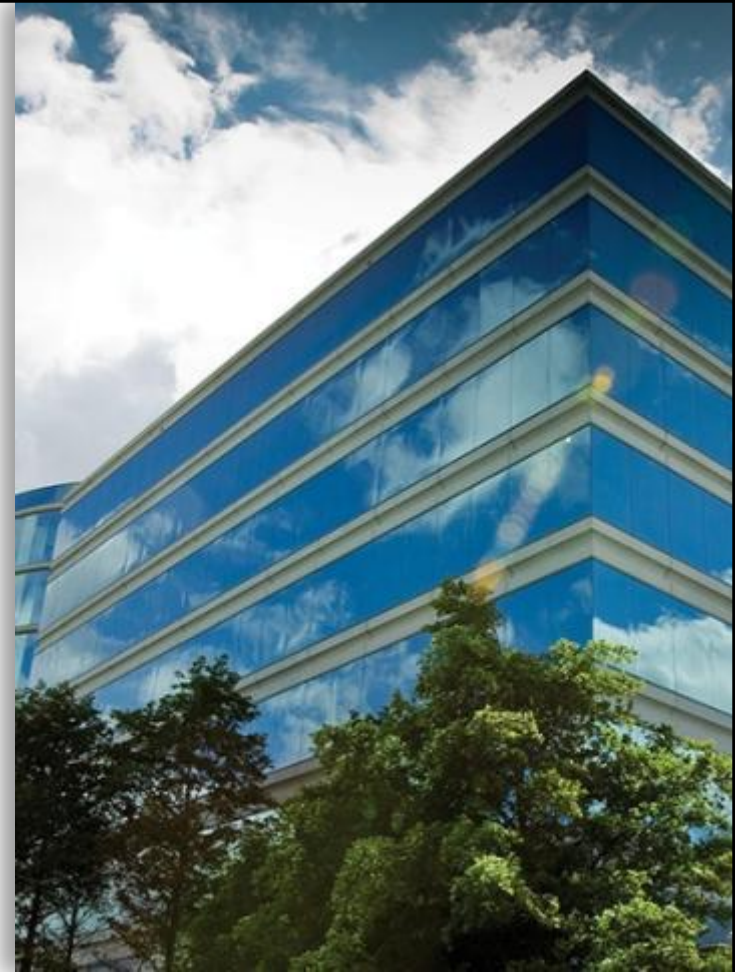
YouTube - Enterprise Asset Management

EAM Material Planning
Integration with iProcurement

[EAM-iProcurement Demo](#)

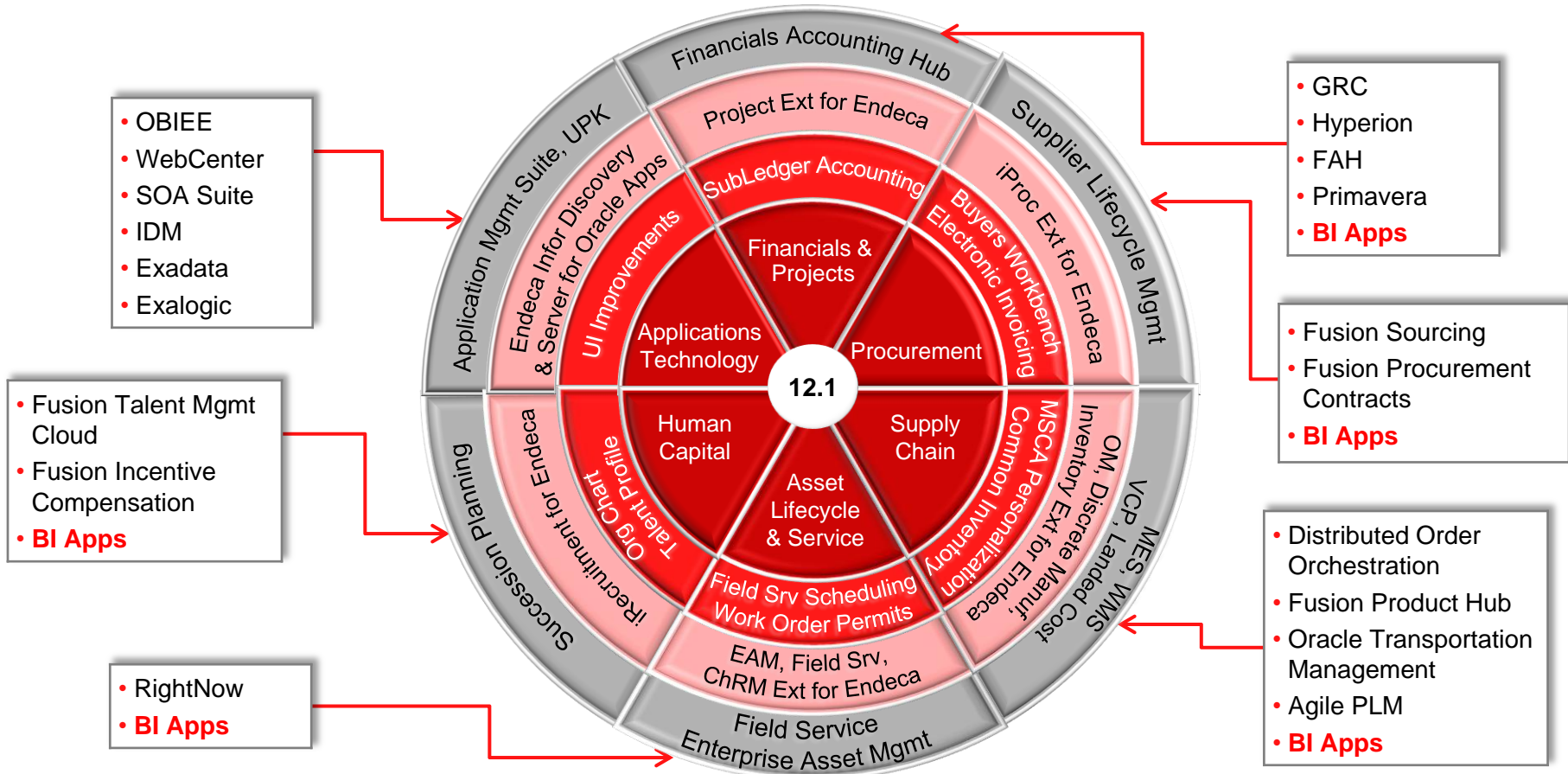
Asset Class	Description	Status	Asset Number	Subasset Code	Asset Cost Type	Estimated Start Date	Total Estimated Cost	Total Planned Cost	Total Actual Cost	Percent
111	111-00000	Planned	111-00000		111-00000	2012-01-01	100000	100000	0	0%
111	111-00000	Planned	111-00000		111-00000	2012-01-01	100000	100000	0	0%
111	111-00000	Planned	111-00000		111-00000	2012-01-01	100000	100000	0	0%
111	111-00000	Planned	111-00000		111-00000	2012-01-01	100000	100000	0	0%
111	111-00000	Planned	111-00000		111-00000	2012-01-01	100000	100000	0	0%
111	111-00000	Planned	111-00000		111-00000	2012-01-01	100000	100000	0	0%
111	111-00000	Planned	111-00000		111-00000	2012-01-01	100000	100000	0	0%
111	111-00000	Planned	111-00000		111-00000	2012-01-01	100000	100000	0	0%
111	111-00000	Planned	111-00000		111-00000	2012-01-01	100000	100000	0	0%
111	111-00000	Planned	111-00000		111-00000	2012-01-01	100000	100000	0	0%

Leverage Oracle Coexistence Solutions



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Leverage Oracle Coexistence Solutions



Business Intelligence Applications (BI-Apps)

Rapid Performance Insight

CRM ANALYTICS

SALES	MARKETING	SERVICE & CONTACT CENTER
<ul style="list-style-type: none"> • Pipeline Analysis • Forecast Accuracy • Up-sell/Cross-sell • Cycle Times • Lead Conversion • Sales Team Effectiveness 	<ul style="list-style-type: none"> • Campaign Effectiveness • Customer Insight • Product Propensity • Market Basket Analysis • Campaign ROI 	<ul style="list-style-type: none"> • Service Effectiveness • Customer Satisfaction • Resolution Rates • Service Rep Efficiency • Service Cost • Service Trends

ERP ANALYTICS

FINANCIALS	HUMAN RESOURCES	PROJECTS
<ul style="list-style-type: none"> • General Ledger • Accounts Receivable • Accounts Payable • Cash Flow • Profitability • Expense Management 	<ul style="list-style-type: none"> • Employee Productivity • Compensation • Talent Management • Recruiting Analysis • Learning Analysis • Workforce Profile 	<ul style="list-style-type: none"> • Project Funding and Budget • Product Cost • Project Revenue • Project Billing • Project Profitability

PRICE	LOYALTY
<ul style="list-style-type: none"> • Price Segments • Price Waterfall Analysis • Deal Life Cycle • Deal Desk Analysis • Product Pricing Performance 	<ul style="list-style-type: none"> • Member Demographics • Membership Trends • Promotion Cost • Promotion Effectiveness • Points Analysis

MANUFACTURING	SUPPLY CHAIN & ORDER MGMT	PROCUREMENT & SPEND	ENTERPRISE ASSET MANAGEMENT
<ul style="list-style-type: none"> • Plan to Produce • Work Orders • Inventory and WIP • Quality • Resource Usage • Bill of Material • Costing • Kanban 	<ul style="list-style-type: none"> • Revenue & Backlog • Inventory Analysis • Fulfillment Status • Customer Status • Order Cycle Time • BOM Analysis 	<ul style="list-style-type: none"> • Direct & Indirect Spend • Buyer Productivity • Contract Compliance • Supplier Perf. • Purch. Cycle Time • Employee Expense 	<ul style="list-style-type: none"> • Maintenance History • Maintenance Costing • Asset Genealogy • Breakdown & Preventive • Quality • Inventory

ORACLE BUSINESS INTELLIGENCE FOUNDATION

SOURCE ADAPTERS:

ORACLE

PeopleSoft

SIEBEL

J D EDWARDS

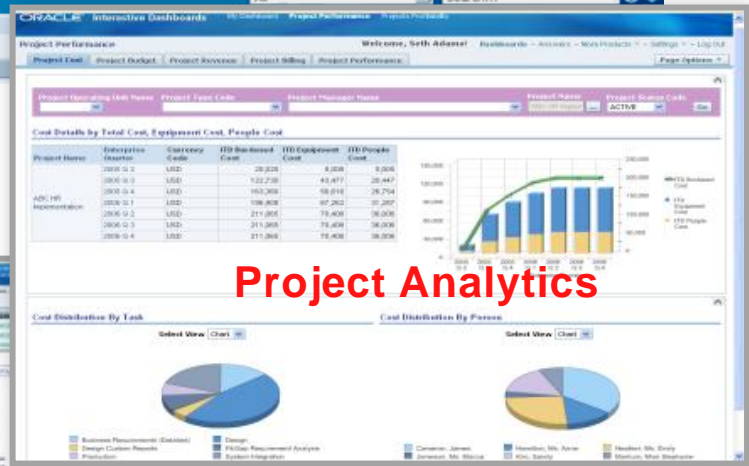
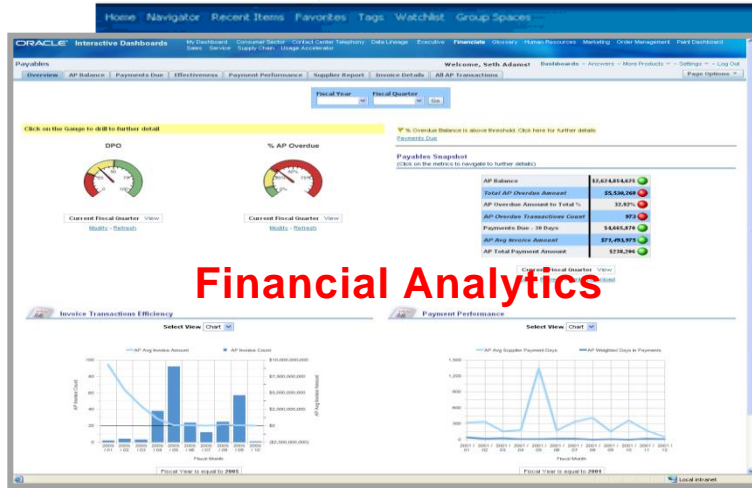
SAP

AND OTHER OPERATIONAL AND ANALYTIC SOURCES

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Business Intelligence Applications (BI-Apps)

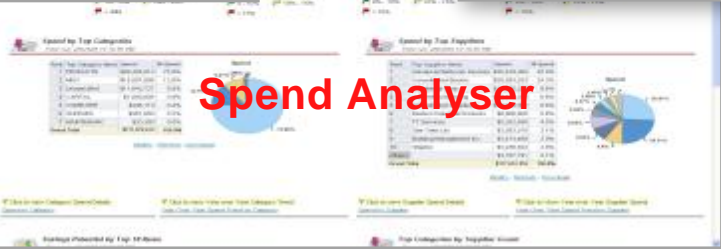
Built on Oracle Business Intelligence Enterprise Edition (OBIEE)



Spend Analyser

Oracle BI-App for Spend Analyser. The dashboard displays a table of energy costs and infrastructure expenses. A bar chart shows the 'Year Over Year Spend Trend by Category'.

Category	Amount	Percentage
Energy Costs	\$158,000.50	18.68%
Cable Infrastructure	\$154,700.00	18.29%
Racks	\$95,348.60	11.27%
Grand Total	\$845,694.20	100.00%



Deeper than Dashboards

Oracle BI Applications

1 Pre-Built Analytic Warehouse

- Business Analytics Warehouse
- Over 100 star schemas
- Designed for analysis and reporting

2 Certified Application Integration

- Pre-mapped integration
- Fusion, EBS, PSFT, SEBL , JDE, SAP, IBM
- Role-based Security

3 Best Practice Metrics

- Over 9,000 metrics
- Additional pre-defined calculations
- Based on best practices

4 Role-Based Dashboards

- Over 500 Dashboards and Pages
- Over 3,000 reports
- Across Lines of Business

Business Intelligence Applications (BI-Apps)

BI Application	Dashboards	Dashboard Pages	Reports	Metrics
Financials	6	36	255	488
HR	9	45	238	335
Supply Chain & Order Mgmt	3	22	176	364
Procurement & Spend	5	25	266	264
Project	3	15	146	323
Sales	14	33	620	596
Price	5	32	92	453
Marketing	5	27	124	325
Loyalty	4	15	60	194
Service	8	15	102	308
Contact Center	5	17	72	209
All Industry Apps	44	147	1,117	1,216
Total	111	429	3,268	5,075

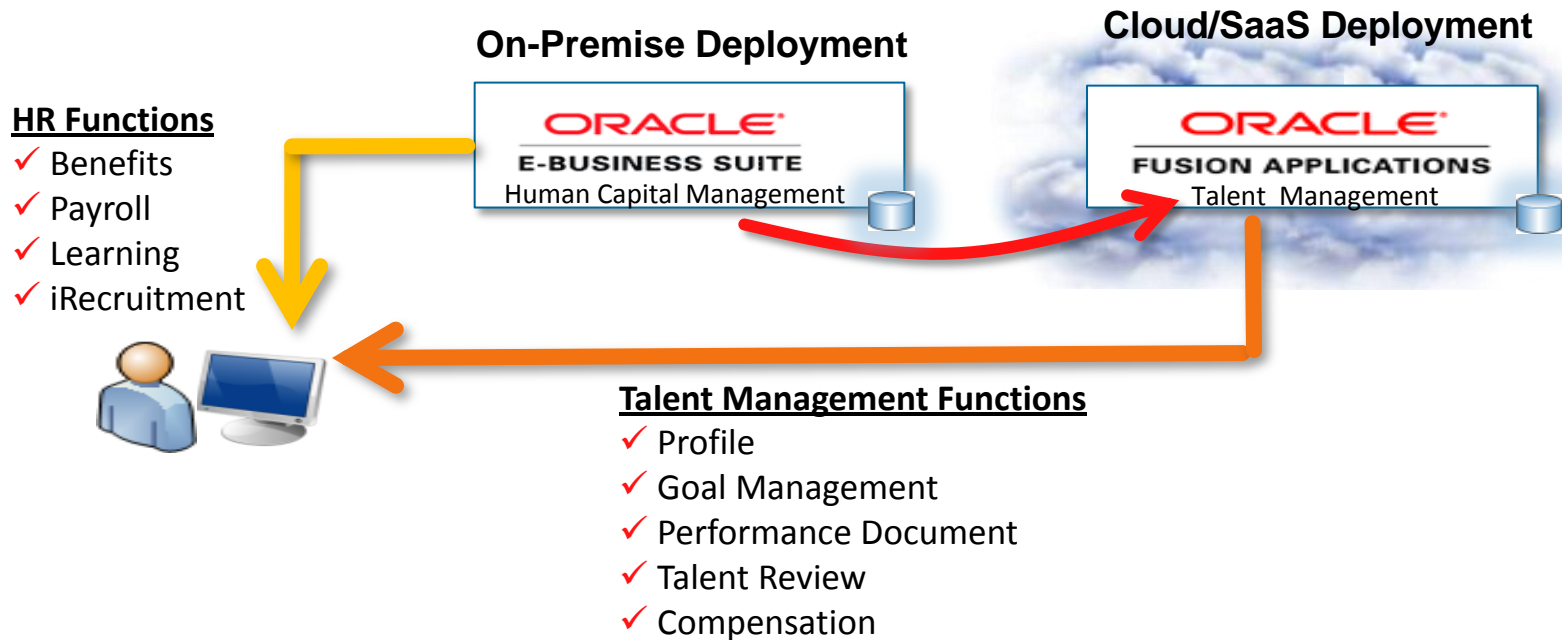
Oracle Coexistence Solutions

Extend your Business Value

Financials	E-Business Suite PeopleSoft JD Edwards Fusion Applications Industry Applications	Hyperion	Fusion GRC	Fusion Accounting Hub	
Procurement		Fusion Sourcing	Fusion Procurement Contracts		
PPM		Primavera	Fusion Project Portfolio Management		
HCM		Fusion HCM Cloud	Fusion Talent Management Cloud	Fusion Incentive Compensation	
SCM		Agile PLM	Value Chain Planning & Execution	Fusion Distributed Order Orchestration	Fusion Product Hub
CRM		Siebel CRM	CRM On Demand	ATG Commerce	Fusion CRM Cloud

HR2HR Solution for EBS HRMS

On-Premise and SaaS Mix Deployment



Future Directions for Oracle E-Business Suite



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Future Directions for Oracle E-Business Suite

Highlights Overview

Technology Innovations

- Weblogic 11g
- Online Patching

Functional Innovations

- Customer-Driven Enhancements Across the Suite
- Industry Specific Roadmaps

Modern User Experience

- Mobile Applications
- Endeca for E-Business Suite Applications – Continuous Investments

Technology Highlights

Application

ORACLE[®] 11^g
FUSION MIDDLEWARE

Web Listener

WebLogic Server

WebLogic JSP

BC4J

UIX 11g

BI Publisher

Forms

JDBC/SQL Net

Database

ORACLE[®] 11^g
DATABASE



Global Single
Data Model



RAC & ASM



Edition-Based
Redefinition

Latest Middleware: FMW 11g

- WebLogic Server to replace OC4J

Latest Database: Oracle 11gR2

- Online patching via Edition-Based Redefinition (EBR)
- Improved performance via database result caching

Reducing Patching Downtime

Online Patching With Oracle 11g Release 2 Database

ORACLE[®] 11g
DATABASE



- Functionality leverages native 11g R2 features that allow online application upgrade
- Patches can be applied while the production system is fully operational
- Only a short downtime is required to complete patching process
- The amount of downtime required by any patch will be more predictable

Oracle Applications Planning

Oracle E-Business Suite Current Release and Roadmap

Release 12.1.3 August 2010

Common:

- Focus on technology and cost of ownership
- Usability and user experience improvements
- Analytics with OBIApps in every area
- Integration with Fusion Apps , Talent mgt, DOO

ERP: WW legal & reporting requirements in FIN

- Supplier Lifecycle Management (SLM)
- Spend Classification & Analytics etc...
- Supplier cost dashboard in Projects
- Contract Lifecycle Management (CLM)

HCM: Enhancements across all HCM

- Org Charting & Interactive Talent Profile
- Succession Planning
- Integration with Fusion Talent mgmt

SCM: Enhancements across all SCM

- OM & Pricing Performance enhancements
- MES for discrete & process manufacturing
- Standalone WMS with OTM integration
- EAM enhancements + EAM Analytics
- Field Service scheduling
- Supplier Ship & Debit and Price Protection

MDM: PIM -Telco/Retail, Supplier Hub ,Site Hub

Industry: Public Sector, Telco, Retail, CPG, E&C

What's Next 0-12 month planning cycle

Common:

- EBS Technology
 - Online Patching & WebLogic Server uptake
 - Usability & UX improvements
- Mobile Capabilities
 - iPad Safari certification for OAF applications
 - Native Mobile apps for iPhone/iPad/Android
- EBS Extensions for Oracle Endeca
 - PRC,EAM, Service, OM, PRJ, Recruit,ChRM

ERP: EBS GL to Fusion FAH integration

- DRM Integration , New Prebuilt GRC Controls
- SLM and CLM enhancements
- Improve Projects integration to Primavera

HCM:

- Integration with Taleo recruiting
- Payroll to Projects Integration

SCM:

- Manufacturing Execution / MES / E-Kanban
- Serialized Express Manufacturing for Hi-Tech
- Streamlined mobile user interfaces in WMS
- Credit check enhancements in OM
- Safety Management in EAM

Industry: Public Sector, Telco, Retail, CPG, E&C

Future Directions Post 12 month planning cycle

Common:

- Customer & field driven enhancements
- Mobile Capabilities
 - Native Mobile apps for iPhone/iPad/Android
- EBS Extensions for Oracle Endeca
 - WMS, Mfg, OM, EAM, PRJ, PIM, ChRM

ERP:

- Supplier Governance & Oversight with SLM
- Comprehensive Contract Mgt with CLM
- Improve projects-based Procurement
- Project Analytics for GL Reconciliation etc...
- Supplier risk management - GRC

HCM:

- WebCenter Portal Integrations
- New Learning Center

SCM:

- Outsourced Manufacturing for OPM
- Field Service Integration to RightNow
- Yard Management in WMS
- Supply Chain Event Management
- Selling subscription services in OM
- Enhanced EAM integration to Primavera
- Integration with Fusion Applications

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Industry Specific Development Highlights

Customer-driven Developments

INDUSTRY	SOLUTION
Engineering & Construction	E&C Roadmap
Public Sector	Contract Lifecycle Management Financial Analytics
Wholesale Distribution	Supplier Ship & Debit Price Protection
Aerospace and Defense	Cost Plus Fixed Fee Billing
Communications	Product Hub

E&C Industry Roadmap: Progress Update

E&C: Engineering & Construction

E-Business Suite 12.1.1:

- Subcontractor Payment Controls for E&C
 - Pay when Paid Invoice Processing
 - Deliverable Payment Controls
 - Subcontractor Cost Dashboard
- Time & Labor E&C Usability Enhancements

E-Business Suite 12.1.2:

- Cumulative Work Confirmations
- Project Security in Oracle Purchasing
- Deductions Processing (P)

E-Business Suite 12.1.3

- Integrated Construction Change Mgt
 - Project Cost Issue Mgt
 - Subcontract Change Mgt
 - Client Contract Change Mgt
 - Markups

E-Business Suite 12.2

- Payroll to Projects Integration

E-Business Suite 12.2+

- Construction Billing

OBIA Release 7.9.6:
Project Analytics

AIA for Primavera
P6 PPM and E-
Business Suite:
Oracle Projects

May 2009
May 2009
E&C Strategy
Council – Orlando
(May 2009)

Oct 2009
Dec 2009

Aug 2010
E&C Strategy Council
(Feb 2010)

Planned

Modern User Experience

Mobile Applications Strategy for E-Business Suite (EBS)

iPad access to EBS Self-Service:

- OA Framework being certified on Safari
- Application Examples:
 - Expenses
 - HR Self-Service
 - Projects time entry
 - iProcurement
 - Order Information Portal



Specialty Mobile Applications for EBS:

- ADF Mobile-Based
- Native Mobile UIs
- Mobile device services
- Disconnected access
- Application Examples:
 - Mobile Field Service
 - Mobile Maintenance
 - Mobile Shop Floor Manager
 - Mobile Warehouse Manager



Endeca for EBS enhances user experience:

- Endeca Applications:
 - Order Management
 - Asset Maintenance
 - Projects
 - Discrete Manufacturing
 - Field Service
 - Channel Management

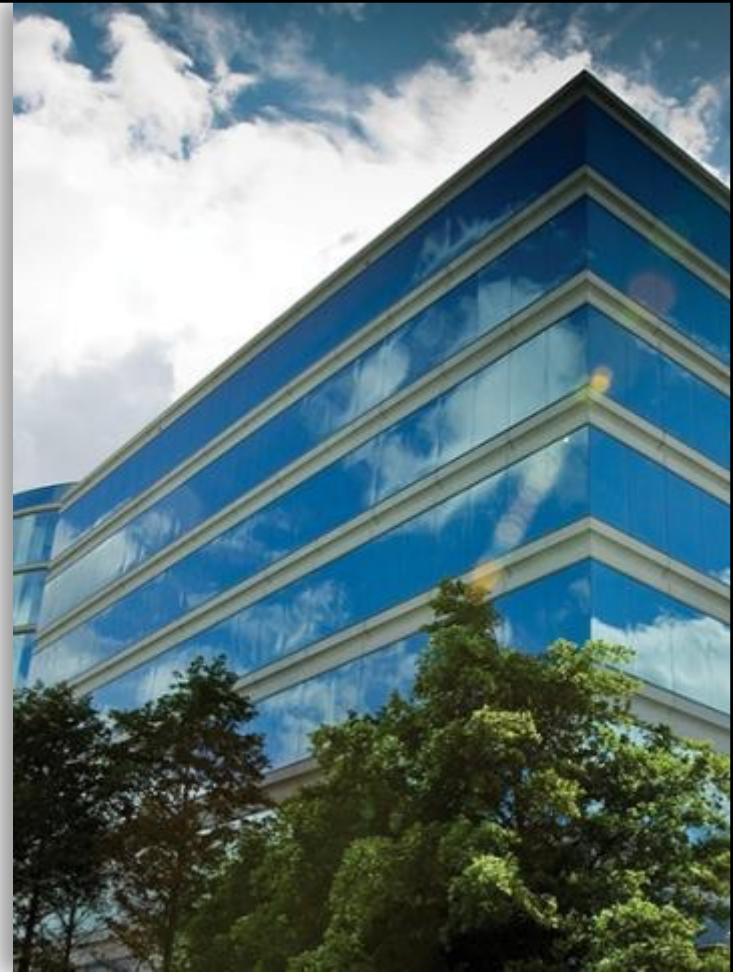


Oracle Business Intelligence Mobile:

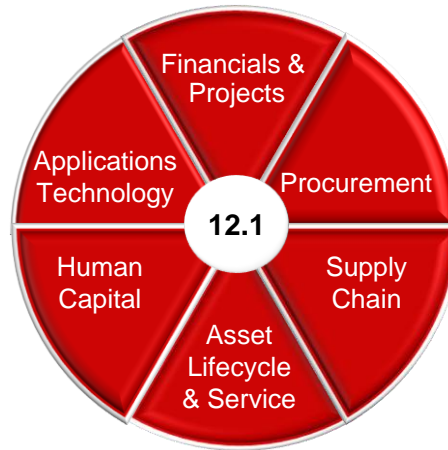
- Business Intelligence content on iPhone & iPad



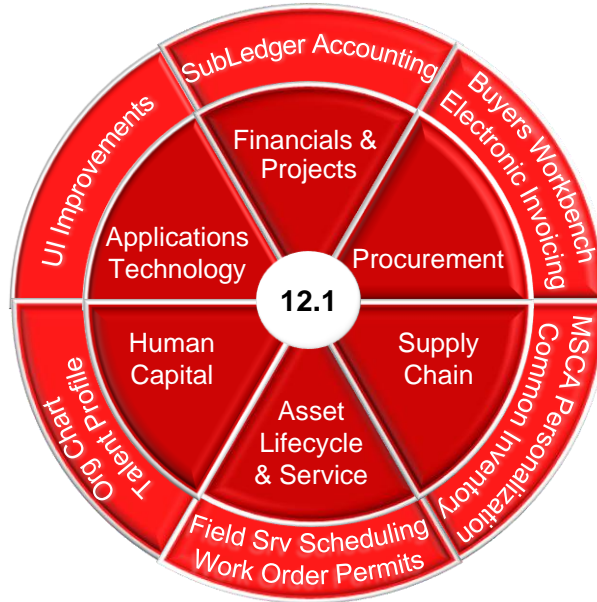
Planning your Roadmap



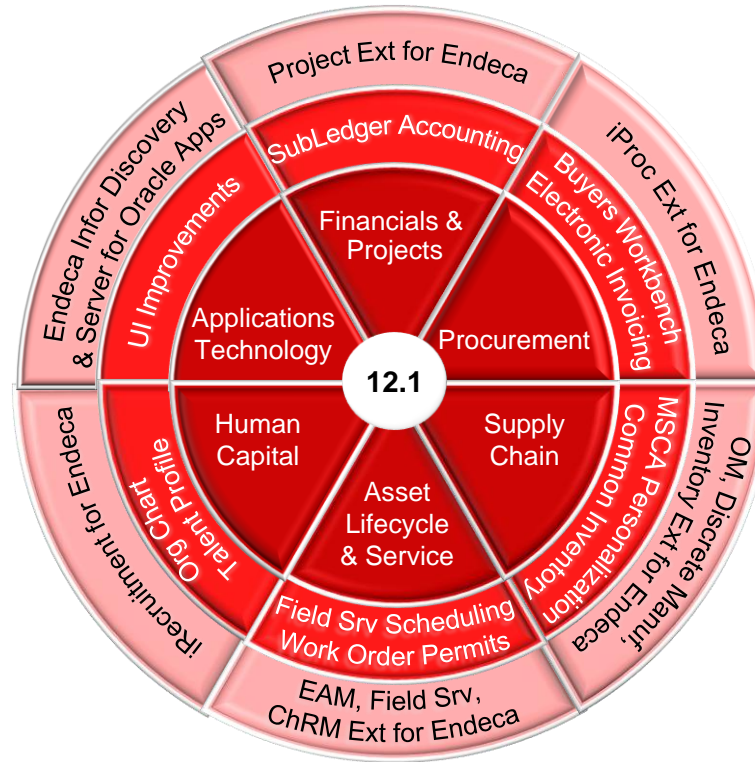
Upgrading from E-Business Suite 11.5.10



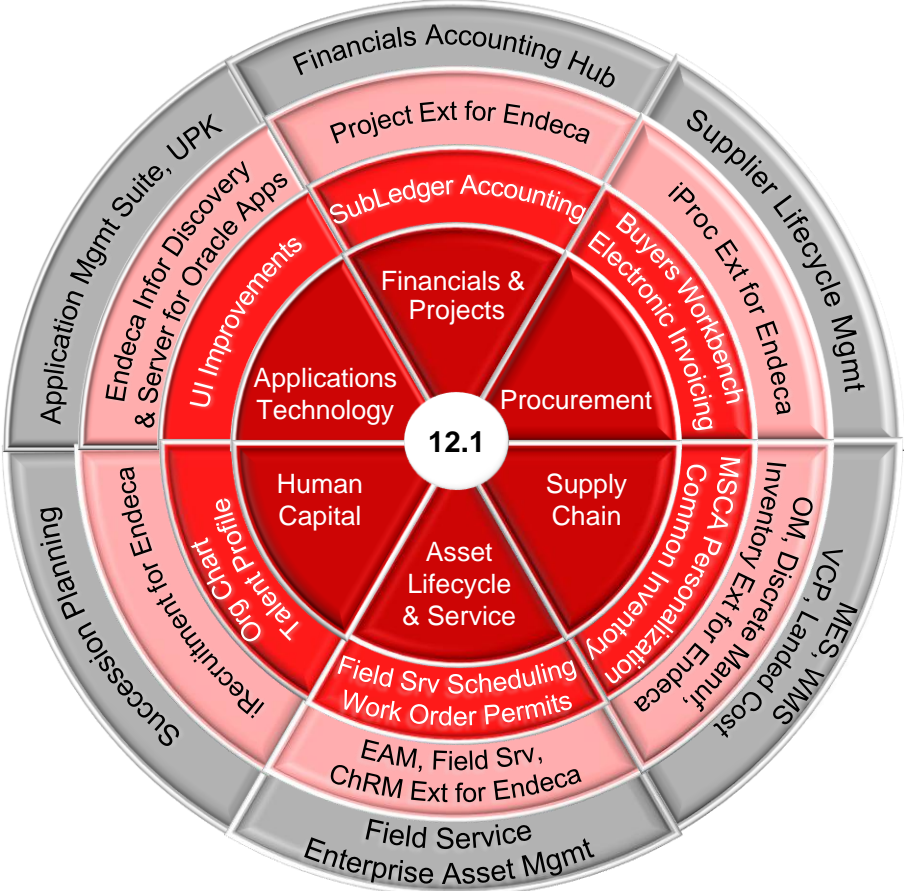
Leverage 12.1 New Features



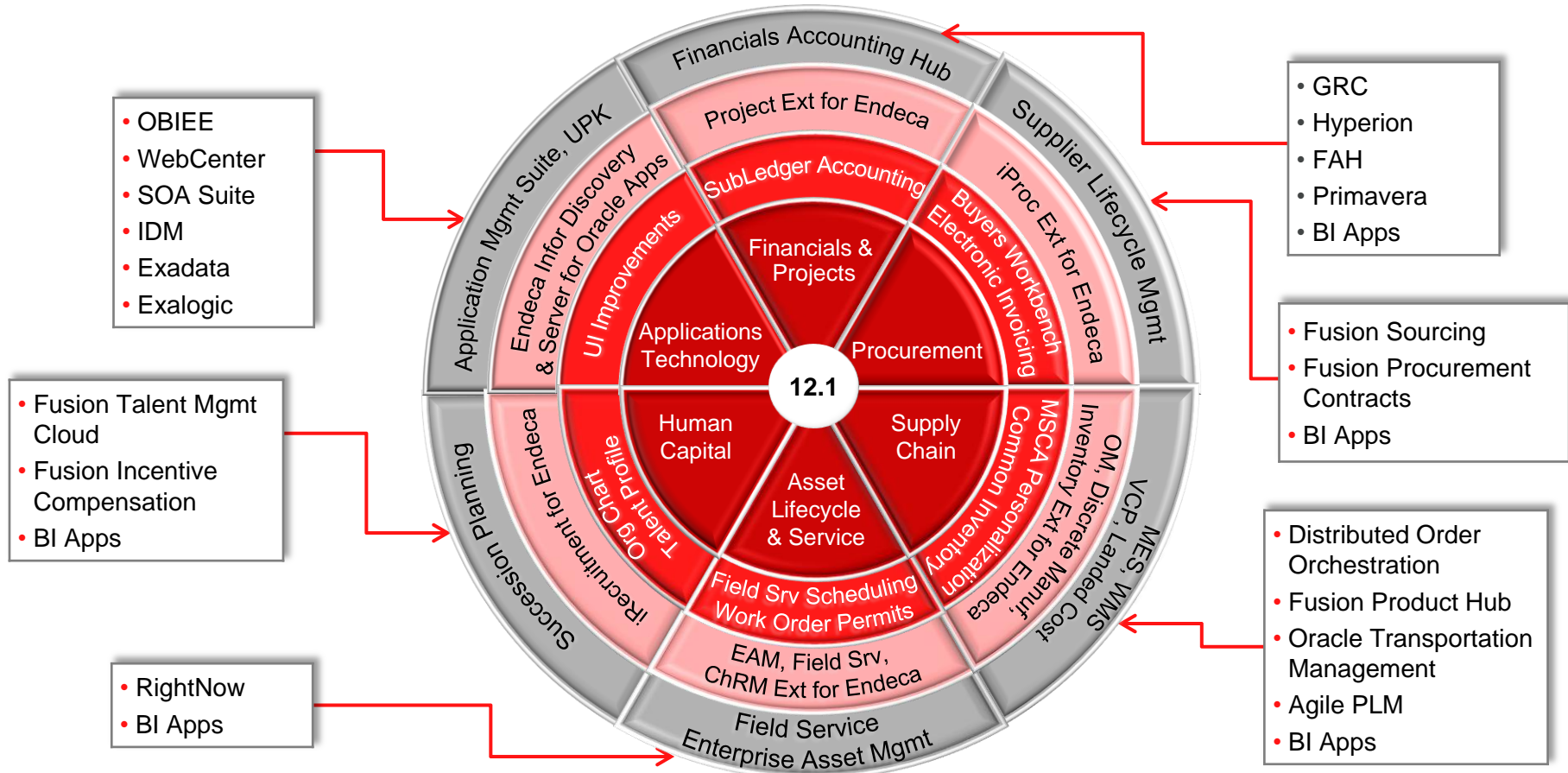
Adopt EBS Extensions for Oracle Endeca



Extend with 12.1 Adjacent Products



Extend with Oracle Coexistence Solutions



Q&A

Hardware and Software

ORACLE®

Engineered to Work Together

ORACLE®

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