

The BEST Reporting Solution!

Oracle E-Business Suite



Gareth Roberts, March 2010

ORACLE® Gold
Partner

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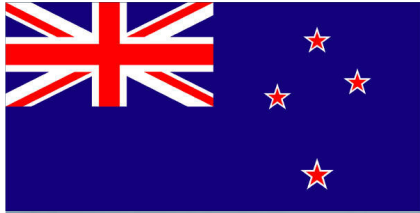
*****WARNING*****

Content May Disturb





Reality check....

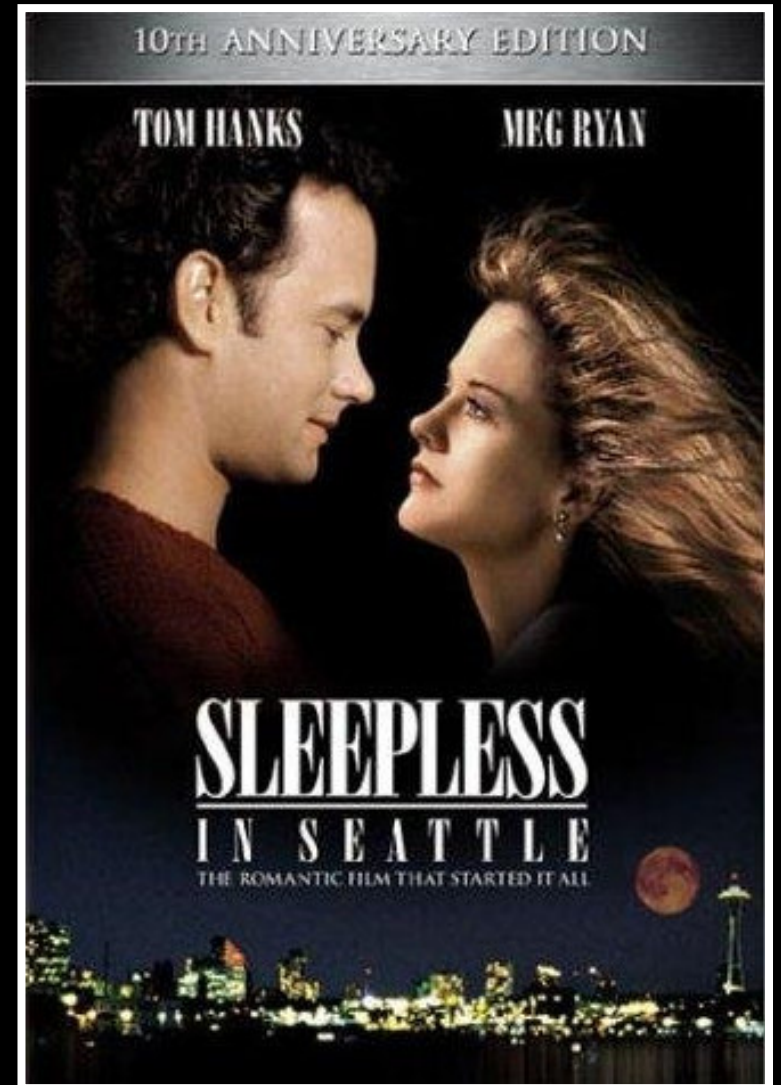
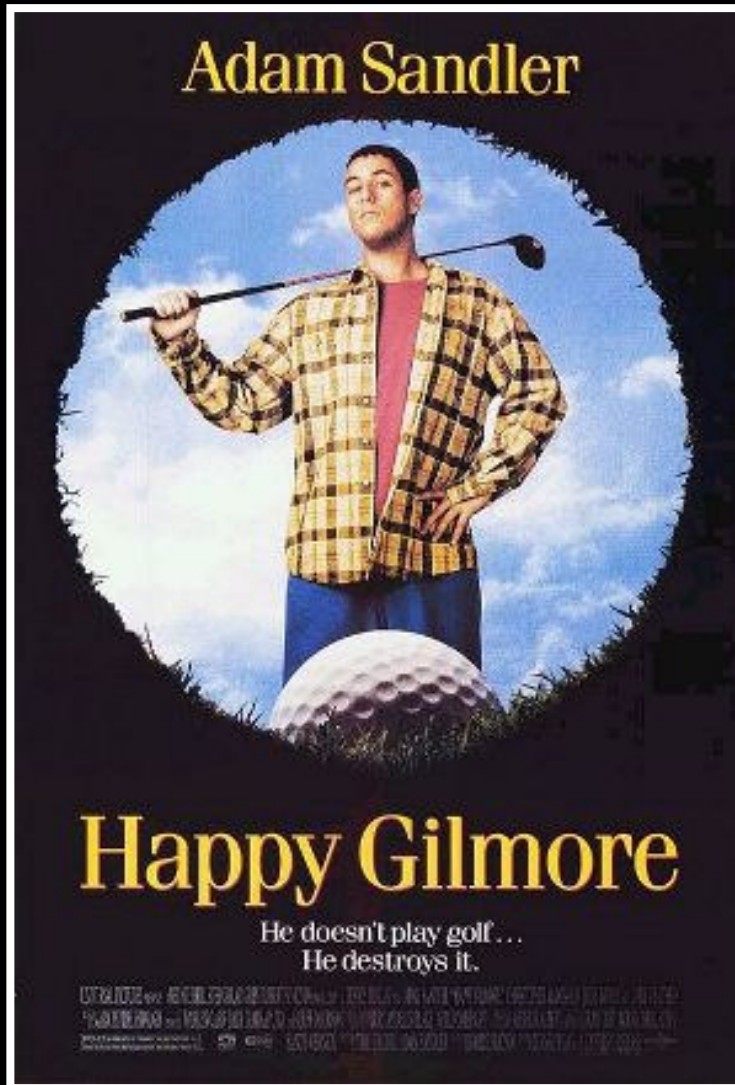


What is BEST?

Which is BEST?



Which is BEST?



Which is BEST?

ORACLE®



Thanks for choosing!

BEST

*the highest quality to be found
in a given activity or category of things*

....
**something
was
missing**
...



CONTEXT

*the set of circumstances or facts
that surround a particular event,
situation, etc.*

RELATIVITY

*the state or fact of being judged or measured
in comparison with something else*

or **COMPETITORS**

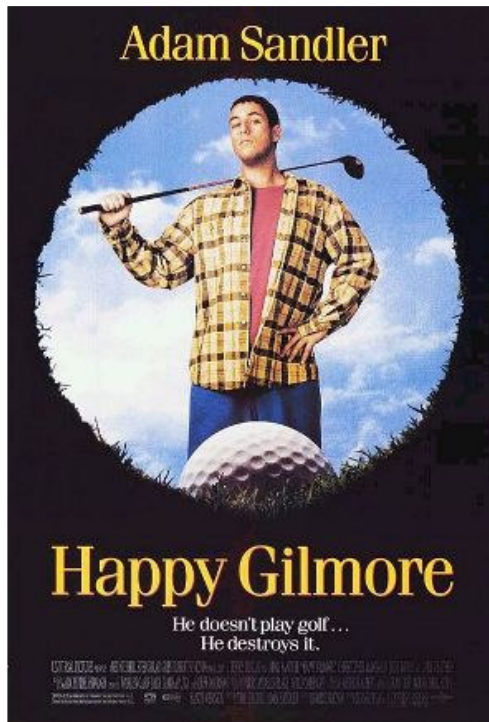
Which is BEST?



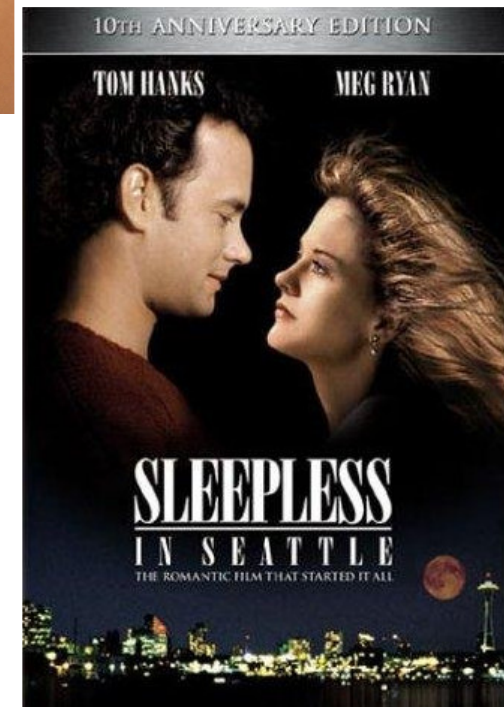
OR



Which is BEST?



OR



Which is BEST?



ORACLE®

OR

MySQL™

CONTEXT + RELATIVITY

enables you to identify

the BEST

Customer:

“One area of functionality that
falls short
of customer expectations is
out of the box reports”

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Gareth's Categories of Reporting

1. TARGETED

2. AD HOC

3. INTELLIGENCE

4. SPECIALIST

1. TARGETED

External Documents

Trial Balances

Payment Formats

Aging Reports

Month End Reports

...

Concurrent Programs

...



2. AD HOC

Real-Time

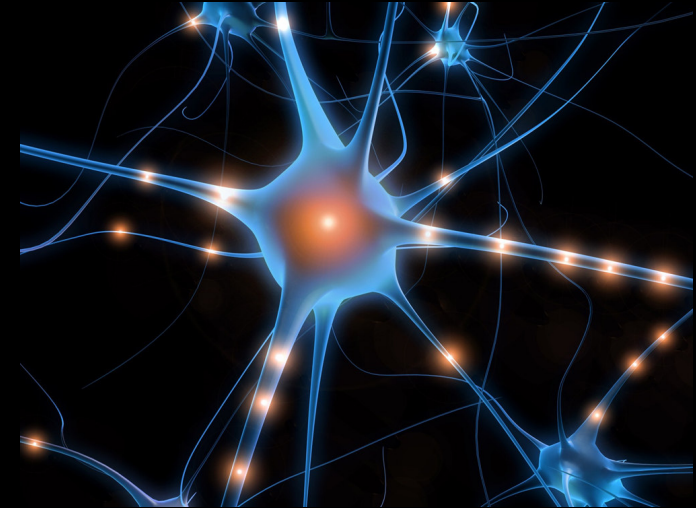
Flexible

Impromptu



3. INTELLIGENCE

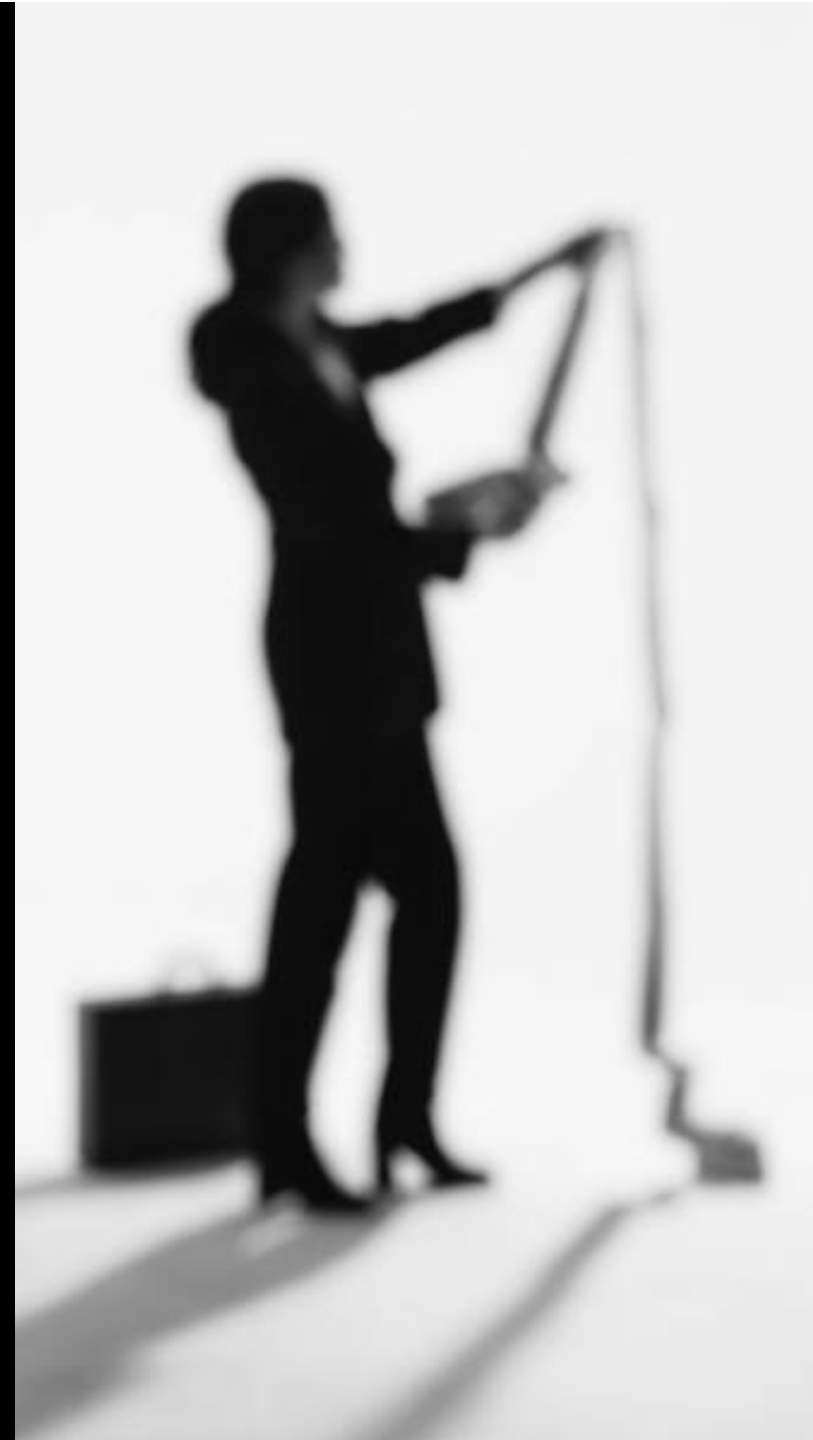
Key Performance Indicators
Complex Formulae
Dimension – Fact Model
Data Warehouse



4. SPECIALIST

Sometimes its hard
to fit in...

Financial Statements
Planning Budgeting





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Candidates – Reporting

SQL*Plus

SQL Developer

Reports

Application Development Framework ADF or Forms

Discoverer

Discoverer + E-Business Suite End User Layer

Application Express APEX

Business Intelligence Publisher BI Publisher

Business Intelligence Enterprise Edition or Standard OBIEE

Business Intelligence Applications OBIA

Daily Business Intelligence / Fusion Intelligence

Hyperion ~~Enterprise Planning and Budgeting~~

... etc.

Customer:

“One area of functionality that
falls short
of customer expectations is
out of the box reports”

ORACLE®



Virtuate Case Study #1

Context: Targeted



**Specific
Requirements**

Document Delivery

**Few Technical
Resources**

Case Study #1

Competitors:

SQL Developer

Oracle Reports + Custom Delivery

Oracle Business Intelligence Publisher



Case Study #1

Solution:

~~SQL Developer~~

~~Oracle Reports + Custom Delivery~~

Business Intelligence Publisher**



YES

**** with caveats**

Experiences:

SQL Developer – skills

Oracle Reports – reuse

BI Publisher – quirks

Talk To

 **VIRTUATE**

Virtuate Case Study #2

Context: Ad Hoc Reporting



**Short
Implementation**

**Flexible choice of
software**

Limited resources

Case Study #2 – Ad Hoc

Competitors:

Business Intelligence Applications

Discoverer + E-Business Suite End User Layer



Case Study #2 – Ad Hoc

Solution:

~~**Business Intelligence Applications**~~

Discoverer + E-Business Suite End User Layer



YES

Prebuilt Data Model

The screenshot displays the OracleBI Discoverer Administrator interface. The main window shows a tree view of business areas under the 'Audience Workbench - Organization' node. The tree includes 'Accounts Payable' and 'Suppliers' as primary categories, with 'Accounts Payable' expanded to show sub-items like 'Invoices', 'Invoice Distributions', 'AP Invoice Payments', 'AP Payment Schedules', 'Expense Reports', 'Payments', 'Payment Terms', 'Bank Accounts', 'Bank Branches', 'GL Accounts', 'GL Accounts and Descriptions', 'Supplier Sites', 'Holds', 'MODS Po To Approve V', and 'MODS AP Payments Due'. A red box highlights 'Accounts Payable' with the text 'Standard prebuilt EUL Business Areas by "Module"'. Another red box highlights 'Suppliers' with the text 'EBS specific Business Entities'. An 'Open Business Area: Step 1' dialog box is open, showing a list of available business areas and a list of selected business areas. The 'Available' list includes 'Cash Positioning', 'Incentive Compensation - Core', 'Bills Of Material & Engineering', 'Items', 'Billing Analysis', 'Fixed Assets', 'General Ledger', and 'General Ledger BIS'. The 'Selected' list includes 'Audience Workbench - Organization', 'Accounts Payable', 'Accounts Receivable', and 'Cash Management'. Red arrows point from the dialog box to the 'Accounts Payable' and 'Suppliers' nodes in the tree view.

OracleBI Discoverer Administrator - [APPS End User Layer EUL_US]

File Edit View Insert Tools Window Help

Data Hierarchies Item classes Summaries

Audience Workbench - Organization

- Accounts Payable
 - Invoices
 - Invoice Distributions
 - AP Invoice Payments
 - AP Payment Schedules
 - Expense Reports
 - Payments
 - Payment Terms
 - Bank Accounts
 - Bank Branches
 - GL Accounts
 - GL Accounts and Descriptions
 - Suppliers
 - Supplier Sites
 - Holds
 - MODS Po To Approve V
 - MODS AP Payments Due

Standard prebuilt EUL Business Areas by "Module"

EBS specific Business Entities

Open Business Area: Step 1

To open one or more Business Areas into your workspace, select them from the Available list and move them to the Selected list.

Available	Selected
Cash Positioning	Audience Workbench - Organization
Incentive Compensation - Core	Accounts Payable
Bills Of Material & Engineering	Accounts Receivable
Items	Cash Management
Billing Analysis	
Fixed Assets	
General Ledger	
General Ledger BIS	

OK Cancel Help

Flexible Ad Hoc Reports

Supplier Site Listing - OracleBI Discoverer

File Edit View Format Tools Help

Dialog 11

Available Items:

Items Conditions Calculations

List: All Items

My Conditions

- Supplier Name LIKE :Supplier Name
- Operating Unit Name = :Organization

Selected Items:

Supplier Site Listing

Page Items:

Supplier Name	Supplier Site Name	Operating Unit Name	Country	Address Line 1	Address Line 2	Address Line 3	Address Line 4
A-Mark Publishing NZ Ltd	CHRISTCHURCH	Vision Operations	NZ	P O Box 1879	NULL	NULL	NULL
A2B Carriers Ltd	AUCKLAND	Vision Operations	NZ	P O Box 13239	Onehunga	NULL	NULL
ABL Data & Automation Lt	AUCKLAND	Vision Operations	NZ	P O Box 104181	Lincoln North	Waitakere	NULL
AON NEW ZEALAND AUC	HEAD OFFICE	Vision Operations	NZ	PO BOX 1184	AUCKLAND DELIVE	NULL	NULL
AUTO HAUS	AUTO HAUS	Vision Operations	US	Hwy. 35	NULL	NULL	NULL
Abba Records Ltd	PAYSITE	Vision Operations	AU	Hobart	NULL	NULL	NULL
Abbott Insurance Brokers	CHRISTCHURCH	Vision Operations	NZ	P O Box 3086	NULL	NULL	NULL
Abbott Laboratories, Inc.	CORP HQ	Vision Operations	US	1045 Sansome St	NULL	NULL	NULL
AccessMicron	IRELAND	Vision Operations	IE	1387H Luthwas	NULL	NULL	NULL
Ace Training Limited	AUCKLAND	Vision Operations	NZ	P O Box 46138	Herne Bay	NULL	NULL
Acer Computers New Zea	AUCKLAND	Vision Operations	NZ	P O Box 17442	Greenlane	NULL	NULL
Adcorp New Zealand Ltd	TAURANGA	Vision Operations	NZ	P O Box 15184	NULL	NULL	NULL
Adrenalin Publishing	AUCKLAND	Vision Operations	NZ	P O Box 65092	Mairangi Bay	NULL	NULL
Advanced Network Devic	FRESNO	Vision Operations	US	5600 Independence	NULL	NULL	NULL
Advanced Network Devic	SANTA CLARA-ERS	Vision Operations	US	2000 Century Way	NULL	NULL	NULL
Advantage Corp	ADVANTAGE - UK	Vision Operations	GB	Bridge House	NULL	NULL	NULL
Advantage Corp	ADVANTAGE - US	Vision Operations	US	80 Long Ridge Road	NULL	NULL	NULL
Advantage Corp	FLORHAM PARK	Vision Operations	US	8875 Columbia Turn	Suite 2000	NULL	NULL
Agile Electronic Supplies	SANTA ROSA-USE	Vision Operations	US	22800 Corby Avenu	NULL	NULL	NULL
Air New Zealand Holidays	AUCKLAND	Vision Operations	NZ	Private Bag 92007	NULL	NULL	NULL
Air New Zealand Travelca	AUCKLAND	Vision Operations	NZ	Private Bag 92007	NULL	NULL	NULL
Alexandra Tower Ltd	HAMILTON	Vision Operations	NZ	9 Harrogate Place	Highgrove	NULL	NULL
Alison Black	PAYSITE	Vision Operations	AU	Hobart	NULL	NULL	NULL
Alliance Systems	ALLIANCE-HQ	Vision Operations	US	101 East Arques Av	NULL	NULL	NULL
Allied Manufacturing	DANVILLE-CTR	Vision Operations	US	16954 Blackstone B	NULL	NULL	NULL
Allied Manufacturing	LOS ANGELES	Vision Operations	US	15950 King Highwa	NULL	NULL	NULL
Allied Manufacturing	SAN JOSE-ERS	Vision Operations	US	1145 Brokaw Road	NULL	NULL	NULL
Allied Pickfords	AUCKLAND	Vision Operations	NZ	AP Commercial Mov	P O Box 12213	Penrose	NULL
Allied Press Ltd	DUNEDIN	Vision Operations	NZ	P O Box 517	NULL	NULL	NULL
American Telephone and	AT&T - CANADA	Vision Operations	CA	8178 Maple Ave.	NULL	NULL	NULL
American Telephone and	AT&T - HQ	Vision Operations	US	32 Avenue of the A	NULL	NULL	NULL
Anderson Fabric Compan	GOWNS	Vision Operations	US	1235 SPID	Suite 34	NULL	NULL
Andrew G Blair	WELLINGTON	Vision Operations	NZ	P O Box 24057	NULL	NULL	NULL
Answer Services (NZ) Lt	AUCKLAND	Vision Operations	NZ	P O Box 8785	NULL	NULL	NULL
Aon New Zealand Ltd	WELLINGTON	Vision Operations	NZ	P O Box 2845	NULL	NULL	NULL

Experiences:

Install Disco+EUL – < 1 week

Satisfaction – very good

Need more?

Talk To



Virtuate Case Study #3

Context: Intelligence

**Longer
Implementation**

**Dashboards,
Reports Pre-Built**

**Custom
Requirements**



Case Study #3 - Intelligence

Competitors:

Daily Business Intelligence (DBI)

Business Intelligence Applications

+ Customisations

Discoverer + E-Business Suite End User Layer

+ Customisations



Case Study #3 - Intelligence

Solution:

~~**Daily Business Intelligence (DBI)**~~

Business Intelligence Applications

+ Customisations



~~**Discoverer + E Business Suite End User Layer**~~

Dashboards, Answers



Experiences:

Install/Config OBIA – weeks

Custom Datamart – months

Going Live – priceless

Talk To



Virtuate Case Study #4

Context: Intelligence

**Short
Implementation**

**Existing
Infrastructure**

Limited Budget



Case Study #4 - Intelligence

Competitors:

OBIEE (or Standard Edition One) + Datamart

Discoverer + Datamart / End User Layer



Case Study #4 - Intelligence

Solution:

~~**OBIEE (or Standard Edition One) + Datamart**~~

Discoverer + Datamart/End User Layer



YES

Discoverer Based Slice'n'Dice

The screenshot displays the Discoverer software interface. On the left is a tree view of available items, including 'Virtuate GL Reporting OLA...', 'Virtuate Rep Account', and 'Virtuate Rep Company'. The main area shows a financial report for 'Jul-08' and 'Company: 01 Op'. The report is a crosstab layout with columns for 'PTD Actual', 'PTD Budget', 'PTD Variance', 'YTD Actual', 'YTD Budget', and 'YTD Variance'. The data is grouped by 'Expense' and 'Revenue'. A red box highlights the 'Export to Excel' button in the top right. Another red box highlights the 'Page Items' section above the report. A red box highlights the 'Parameters, Conditions, Calculations' section in the left pane. A red box highlights the 'Break Groups' section in the left pane. A red box highlights the 'Conditional Formatting' section in the report. A red box highlights the 'Crosstab Layout' section in the report. A red box highlights the 'Subtotals, Totals' section in the report. A red box highlights the 'Plus EUL Navigation' section in the left pane. A red box highlights the text 'and much more! ... Graphs, Report Titles, Text Areas, Links to URLs, etc.' in the bottom center.

Export to Excel

Page Items

Parameters, Conditions, Calculations

Break Groups

Conditional Formatting

Crosstab Layout

Subtotals, Totals

Plus EUL Navigation

and much more! ...
Graphs, Report Titles, Text Areas,
Links to URLs, etc.

	PTD Actual	PTD Budget	PTD Variance	YTD Actual	YTD Budget	YTD Variance
Expense	0.00	10,000.00	10,000.00	0.00	26,000.00	26,000.00
7300 Total Depreciation & Amortization	0.00	5,000.00	5,000.00	0.00	13,000.00	13,000.00
7340 Depreciation Furniture	0.00	5,000.00	5,000.00	0.00	13,000.00	13,000.00
Revenue	-4,000.00	1,800.00	-5,800.00	0.00	10,200.00	10,200.00
4000 Total Revenue	-2,000.00	-1,600.00	-400.00	0.00	-900.00	-900.00
4120 Support	-100.00	-100.00	0.00	-100.00	-150.00	-50.00
4130 C	-200.00	-200.00	0.00	-200.00	-300.00	-100.00
4140 T	-300.00	-100.00	200.00	-300.00	-200.00	100.00
4150 M	-400.00	-400.00	0.00	-400.00	-800.00	-400.00
7999 Net Income	-1,000.00	4,200.00	5,200.00	0.00	11,550.00	11,550.00
	-4,000.00	11,800.00	15,800.00	-3,000.00	33,200.00	36,200.00

Packaged Solution:

Variance Reporting

+ comment entry

Talk To



Case Study #4 - Intelligence

Requirement: Need Data Entry

~~OBIEE + Datamart~~

~~Discoverer + Datamart/End User Layer~~

Application Express APEX

YES

Need Flexible? Agile?

Users | Printers | Responsibilities |

End User

Rows 15 Go

Row text contains 'operations!'

User Name	Start Date	End Date	Organization	Last Logon Date	Password Date	Email Address	Fax
ARC/PUR	06-FEB-1998	14-MAR-2001	Operations	18-JUN-2003	08-AUG-2002	-	-
CMARSH	01-JAN-1990	14-MAR-2001		17-DEC-2003	27-FEB-2003	-	-
EBUSINESS-MFG	08-AUG-2001	14-MAR-2001	Vision Operations Set of Books	06-NOV-2003	08-AUG-2001	-	-
EBUSINESS:MANUFACTURING	07-AUG-2001	14-MAR-2001	Vision Operations Organization	14-AUG-2001	08-AUG-2001	-	-
JDELOY	01-JAN-1990	14-MAR-2001		-	-	-	-
JFROST	02-MAY-1997	14-MAR-2001		05-DEC-2003	18-MAR-1998	jfrost@vision.com	-
OMSUPER	02-JAN-2001	14-MAR-2001	Vision Operations (USA)	14-AUG-2001	02-JAN-2001	-	-
OPERATIONS	01-APR-1996	14-MAR-2001		03-AUG-2009	24-JAN-2008	gareth.g.roberts@gmail.com	555-1212
PROCESS_OPS	07-DEC-1999	14-MAR-2001		02-MAY-2005	07-DEC-1999	scopelan@vision.com	-

- Select Columns
- Filter
- Sort
- Control Break
- Highlight
- Compute
- Aggregate
- Chart
- Flashback
- Save Report *
- Reset
- Help
- Download

Virtuate ApexUI



Packaged



Integrated



Fast & Agile



Inside the Database



APEX = FREE*

*with full database license, check with your Oracle Sales Representative

Product:

ApexUI – Agile + Flexible

Talk To



What is the

BEST

Reporting Solution?

(Apply Sugar)



ORACLE®

Complete. Open. Integrated.

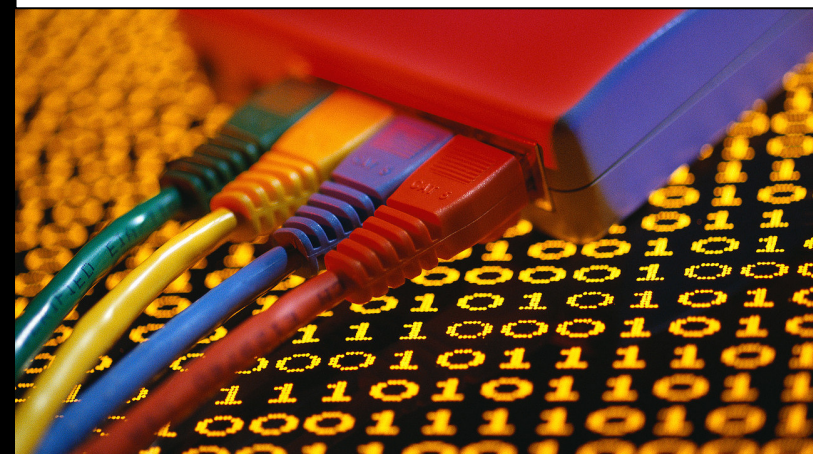
Complete.

Open.

Integrated.



HTTP SOAP
XML HTML CSS
RSS XSL APIs
~~**Proprietary**~~



BI Publisher (Targeted)

Complete.



Open.



Integrated.



Discoverer (Ad Hoc / Intelligence)

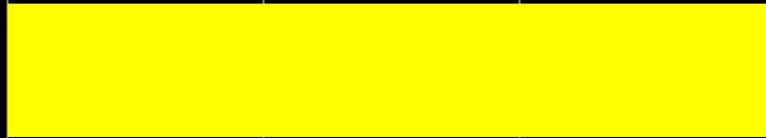
Complete.



Open.



Integrated.

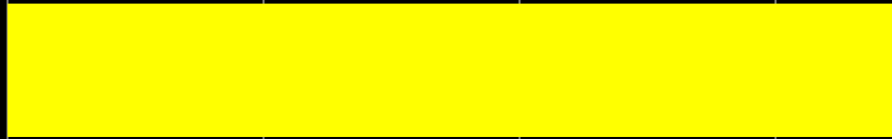


OBIEE Core (Intelligence)

Complete.



Open.

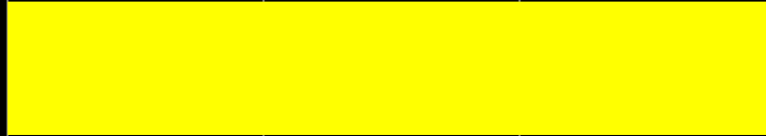


Integrated.



Application Express (Intelligence)

Complete.



Open.



Integrated.



1. TARGETED

GOOD

BI Publisher

2. AD HOC

GOOD

Discoverer + EBS End User Layer

... OBIEE (or Standard) ?? Watch this space...

3. INTELLIGENCE

GOOD

\$ Discoverer + Datamart

\$ Application Express + Datamart

\$\$\$\$\$ Business Intelligence Applications

4. SPECIALIST

GOOD

FSGs, Hyperion, 3rd Party, any Exhibitors yell now!

What is the

BEST

Reporting Solution?

Candidates – Reporting

SQL*Plus

SQL Developer

Reports

Application Development Framework ADF or Forms

Discoverer

Discoverer + E-Business Suite End User Layer

Application Express APEX

Business Intelligence Publisher BI Publisher

Business Intelligence Enterprise Edition OBIEE (parts)

Business Intelligence Applications OBIA

Daily Business Intelligence / Fusion Intelligence

Hyperion

... etc.

We've been there.

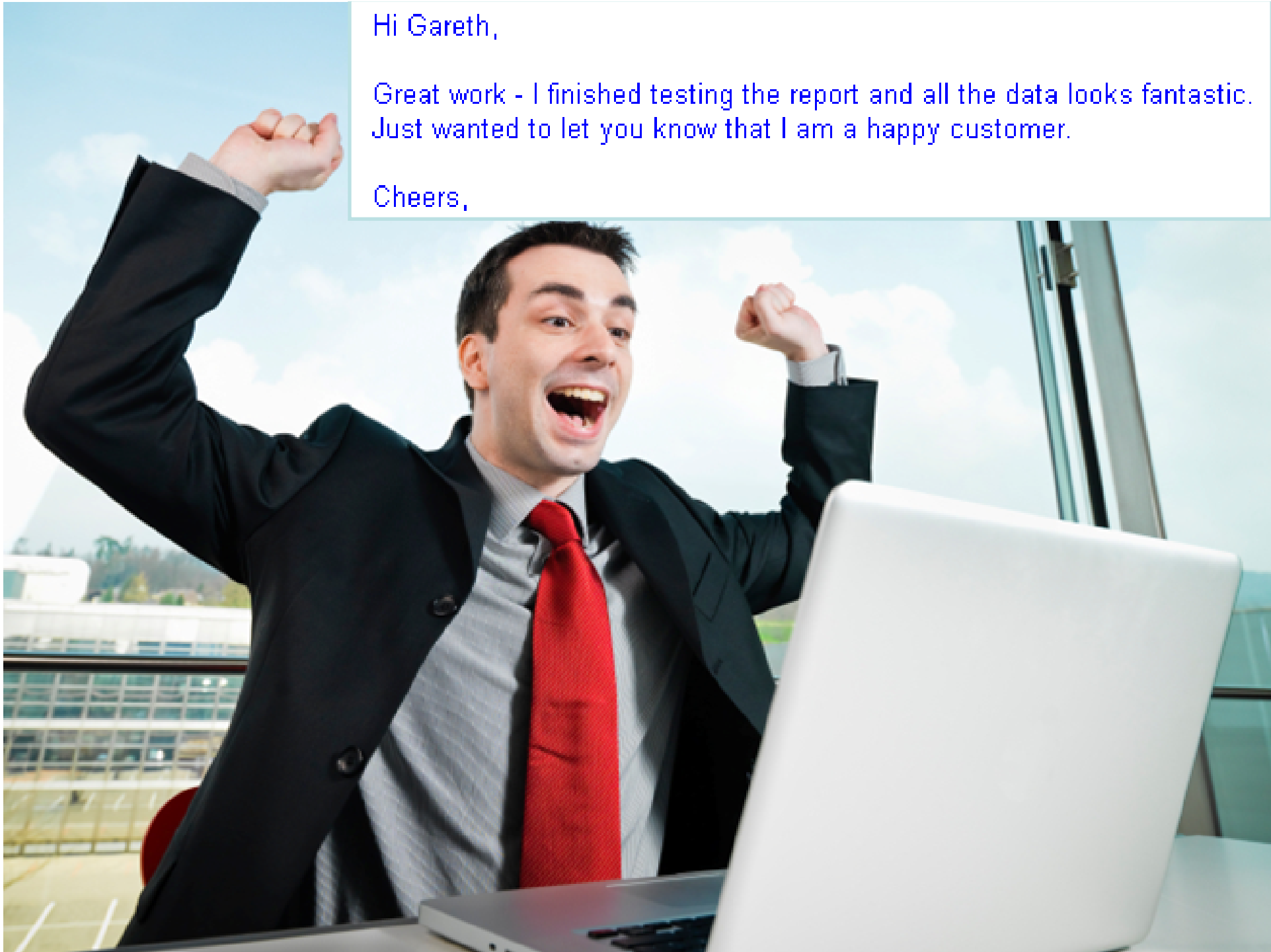


**Talk to us,
we'll help you decide.**

Hi Gareth,

Great work - I finished testing the report and all the data looks fantastic. Just wanted to let you know that I am a happy customer.

Cheers,





Exhibition Hall # 11

ORACLE® Gold
Partner

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<http://www.virtuate.com>

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Mind The Gap – Flickr: mwichary

<http://www.flickr.com/photos/mwichary/2506936869/>