



ORACLE®

Evaluating and Executing Upgrade to Oracle E-Business Suite 12.1

Damir Stepanić
Applications Senior Sales Consultant



What is the path to Fusion Applications?

Fusion Applications look great, but what should be my next step?

On Premise? On Demand?

Early Adopter?

EBS 12.1?

Fusion 1.0?

PeopleSoft 9.1?

Extended Support?

Upgrade?

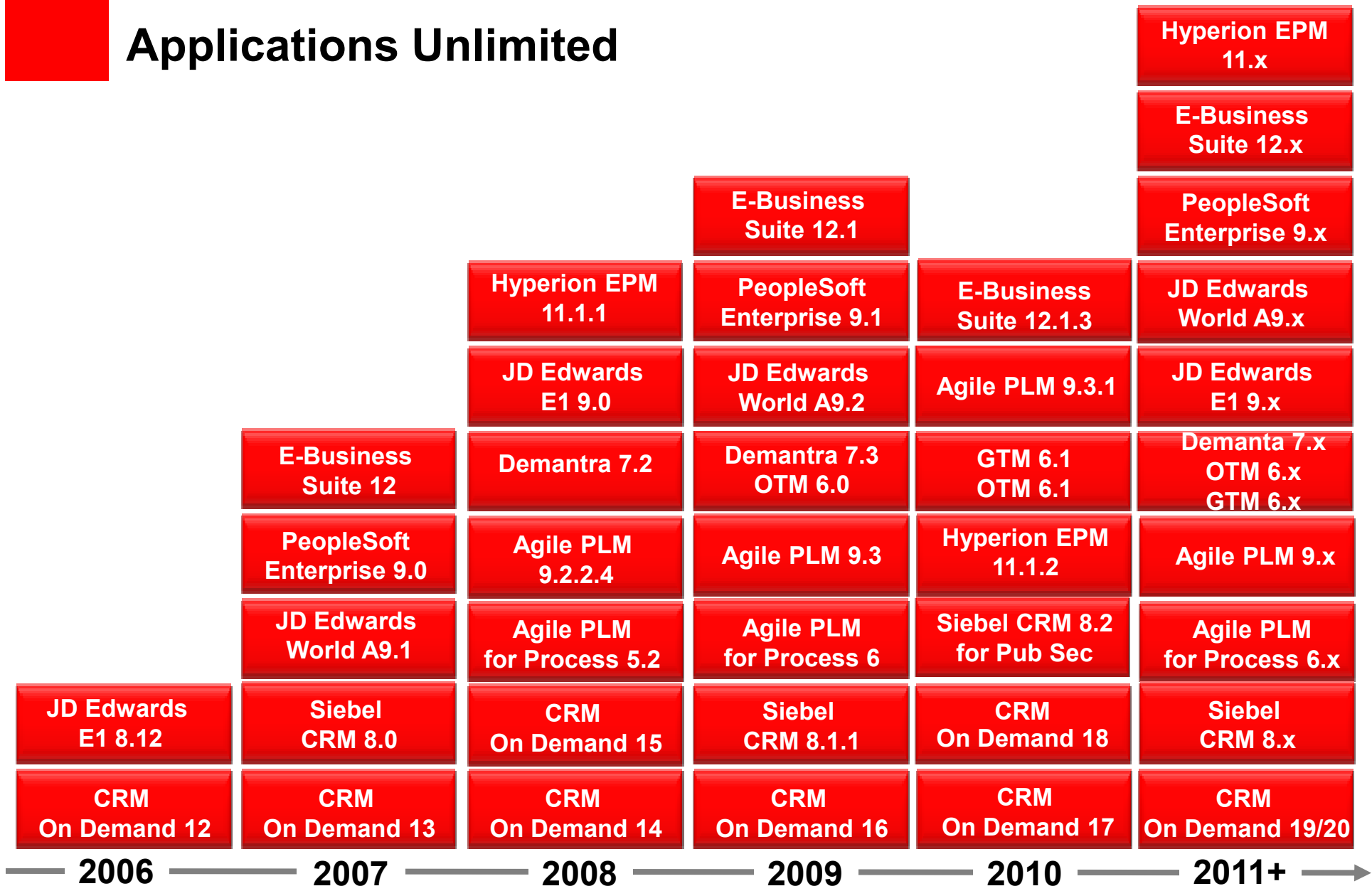
Apps Unlimited?

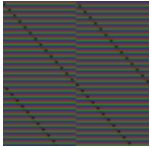




What is Oracle's
commitment to
Applications Unlimited?

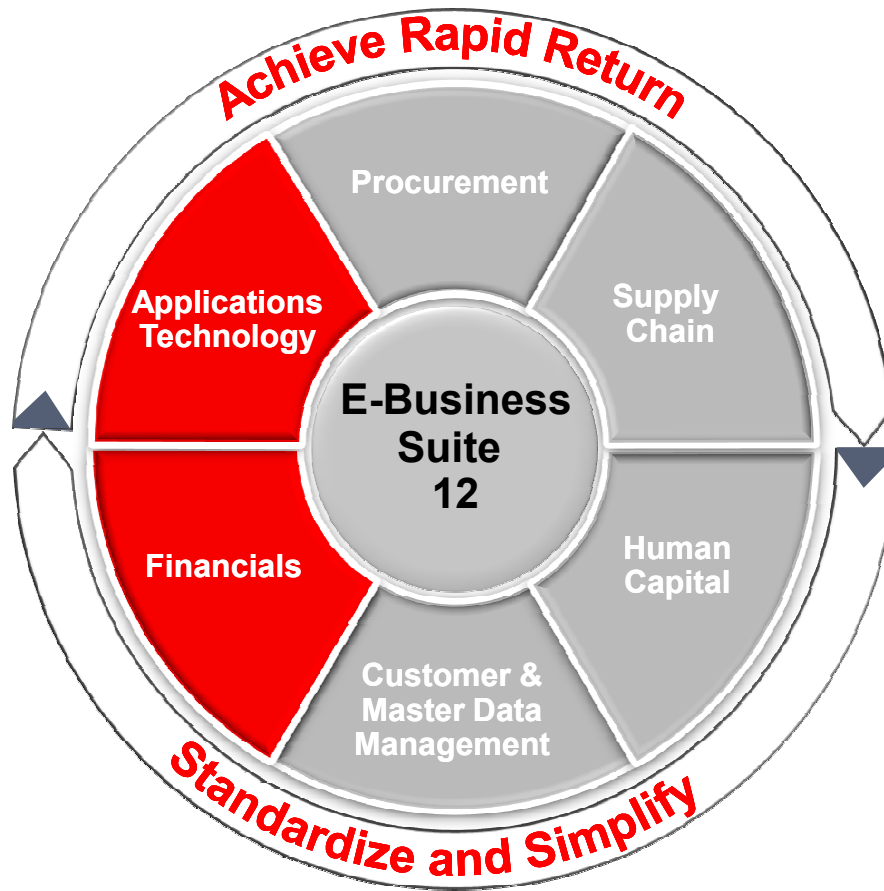
Applications Unlimited

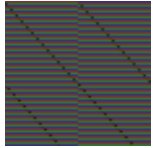




Oracle E-Business Suite

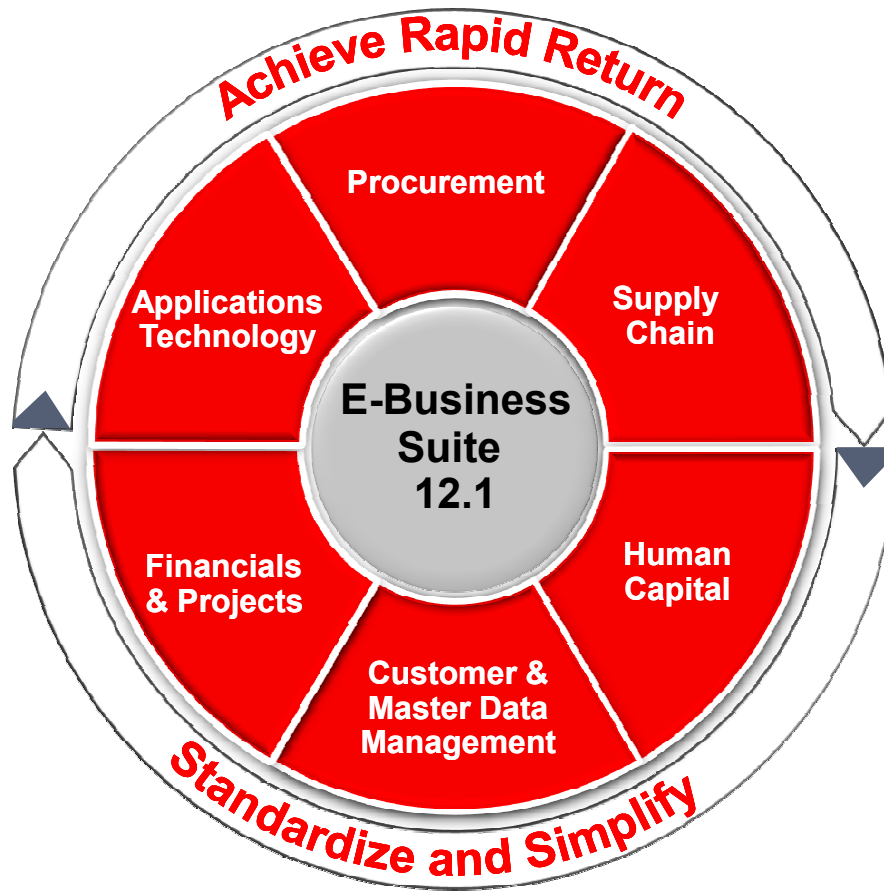
Focused on Financials and Technology





Oracle E-Business Suite

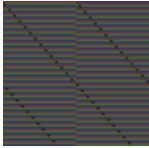
Substantial Value in Every Area





Building the Business Case for Upgrading

- Evaluate the new 12.1 features in the products you are currently running
 - Opportunities to eliminate customizations
 - Greater flexibility to match the needs of your business
 - Opportunities for additional automation and process improvement
- Look for adjacent products that might add value
 - Many products are much stronger at the 12.1 level than they were in 11.5.10
 - Some customers have justified the upgrade primarily by the need to get to the 12.1 level so they could implement additional products



Procurement

Reduce All Supply Management Costs

Procurement & Spend



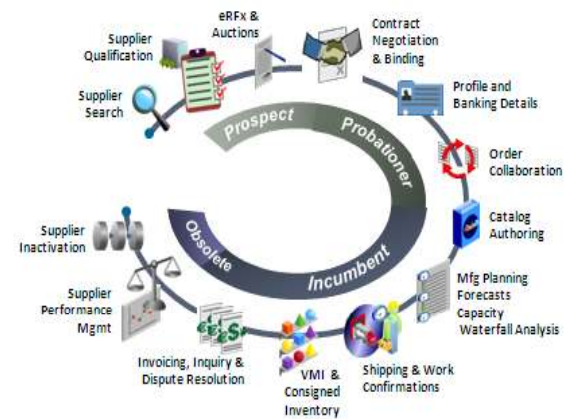
- Spend and procurement analytics and dashboards
- Optimize strategic sourcing programs
- eSourcing and Sourcing Optimization

Oracle Sourcing

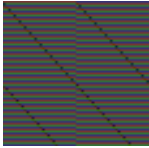
Lines		
Number of Awarded Lines	1	Total Current Amount 193,838.00
Number of Awarded Suppliers	2	Total Award Amount 82,758.70
1.1 Desktop-Computer		
Line Type	Goods	Unit Each
Item, Rev	COMPUTERMAN, A	Start Price 1,000.00
Category	COMPUTERMAN	Current Price 1,000.00
Ship-To Address	M1-New York City	
	Target Value	Advanced Network Services Quote 2345
Supplier Site		San Francisco
Quote Status		Active
Shortlist Status		Included
Rank		1
Quote Currency		USD
Quote Price (Quote Currency)		610.00
Quote Price (RFQ Currency)	800.00	823.11
Total Score	100	96
Quote Price/Total Score	800.00/100	853.2026
Quote Quantity	100	100
Unit Price Savings		276.89
Unit Price Savings Percent		25.17%
Awarded Quantity		80
Award Price		823.57

- Two stage RFP evaluation
- Flexible price tier structures
- Sourcing Optimization
- Price Tier Optimization

Supplier Lifecycle Management



- Extend supplier definition
- Manage supplier qualification processes across organization
- Perform ongoing risk and performance assessments
- Track compliance information



Supply Chain Management

Optimize Value Creation

Complete Value Chain Planning



- Oracle Demand Signal Repository
- Oracle Advanced Planning Command Center
- Oracle Service Parts Planning

Optimize Manufacturing Operations

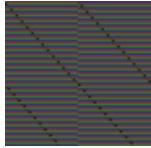


- Oracle Manufacturing Operations Center
- Execution systems for Discrete & Process Manufacturing
- Comprehensive Oracle Enterprise Asset Management

Increase Logistics Efficiency



- Next generation with Oracle Warehouse Management
- Oracle Landed Cost Management



Human Capital Management

Develop Talent and Reduce HR Costs

Improve Talent Management Processes



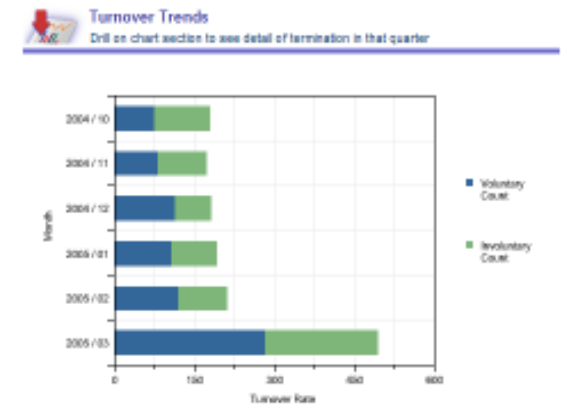
- HR Analytics
- Incentive Compensation
- Learning Management – Learner Groups, Mandatory Enrollments, and Course Evaluations

Streamline Sourcing and On Boarding Talent

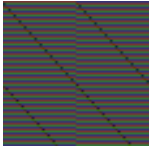


- iRecruitment - Employee Referrals and Recruiter and Manager Dashboards
- Oracle Workforce Lifecycle Management
- Improve Talent Management Processes with Oracle Performance Management

Extend Your Existing HRMS Investments



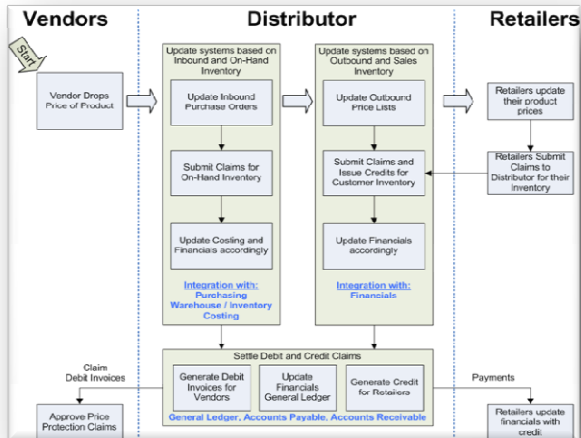
- Recruitment analytics
- Learning analytics
- Leave and absence management
- Core workforce architecture enhancements
- PeopleSoft HR Help Desk Integration



Customer Relationship & Master Data Management

Key Advances in Select Industries

Improve Margins with Process Automation



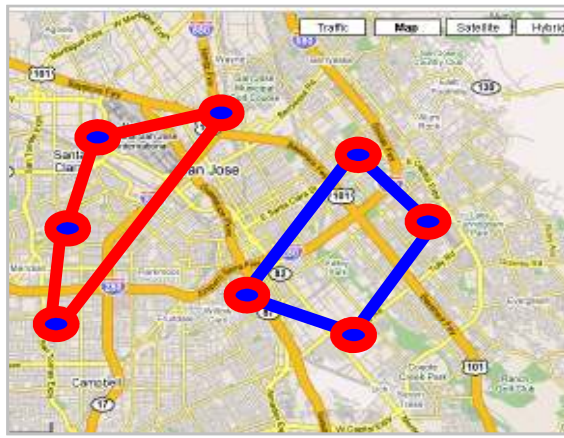
- Oracle Supplier Ship and Debit
- Oracle Price Protection

Manage Information Centrally

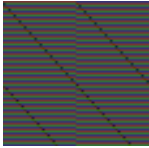


- Oracle Site Hub
- Oracle Product Hub for Retail
- Oracle Product Hub for Communications

Improve Customer Service



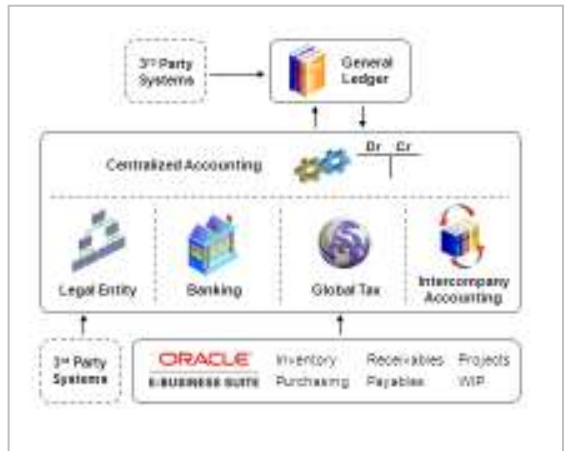
- Distance-based spare part search and order
- Mobile query framework, personalization, and automatic synchronization
- Partnership with Trimble for GPS tracking



Financials and Projects

Increase Operational Control and Efficiency

New Global Financials Architecture



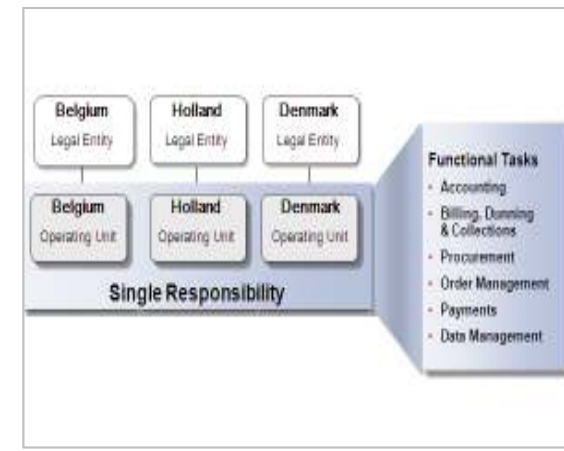
- Rules-based accounting engine
- Unified Bank Account Model
- Centralized Payments
- Global Tax Engine
- Global Intercompany System

Make Better Project Decisions

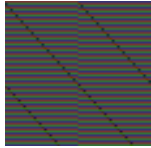


- Greater insights with Federal Financials Analytics
- Complete solution for project business lifecycle reporting
- Actionable insights with role-based best practices

Flexible Shared Services Model



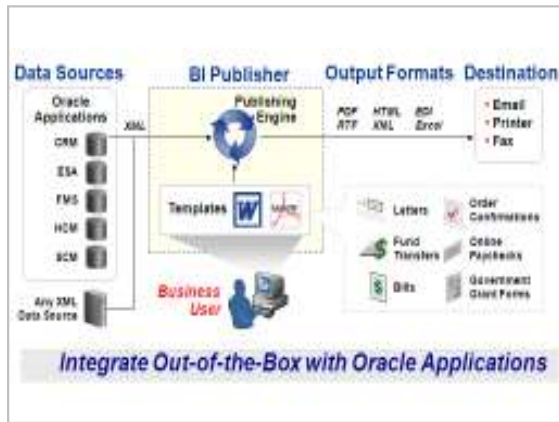
- Centralized administration of global shared services
- Perform processing and reporting across multiple operating units



Applications Technology

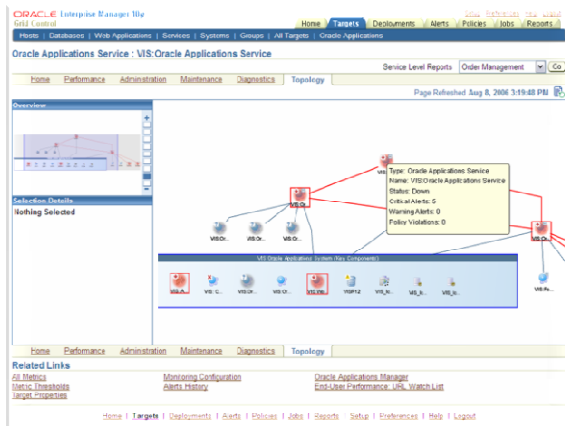
Increase Value from Applications

Increase End-User Productivity



- Better document publishing
- Enhanced user experience
- Pre-built end-user documentation
- Secure Enterprise Search
- Web Center integration

Reduce Cost of Ownership

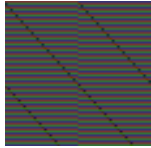


- Lifecycle Management
- Centralized identity management
- iSetup for data migration
- Diagnostic Framework
- Change Management Pack

Lower Integration Costs



- Integration Repository
- E-Business Suite Adapter
- Pre-Built integrations with AIA



Drive Greater End User Productivity

Pre-Built End-User Documentation



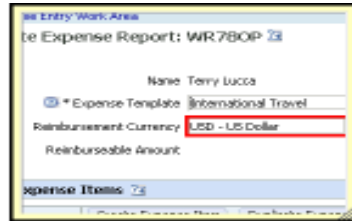
User Modes

SEE IT



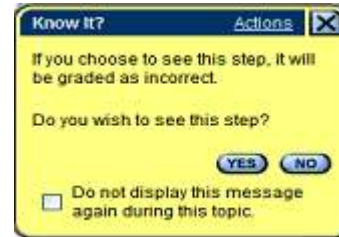
Self-Running Demo

TRY IT



Interactive Simulation

KNOW IT



Testing for Competence

DO IT



Context-Sensitive Help

2,300+ Pre-delivered Topics for Release 12.1

Financials

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

HRMS

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

Applications Technology

- Applications Mgmt
- Forms Personalization

Manufacturing

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

Distribution

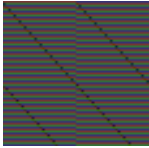
- Inventory
- Order Mgmt
- Shipping Execution

Procurement

- Purchasing
- iSupplier Portal
- iProcurement

Projects

- Project Costing
- Project Mgmt
- Project Resource Mgmt

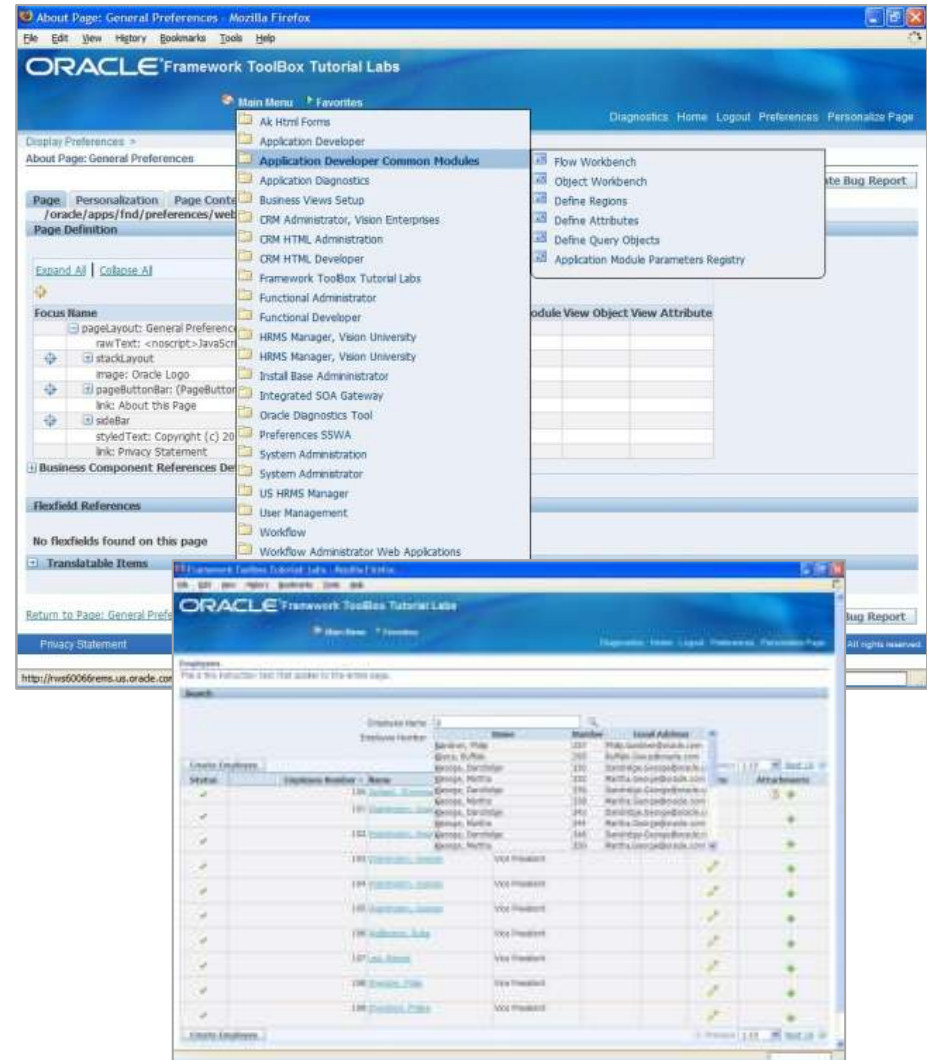


Productive User Interfaces for Diverse Users

Usability Enhancements in EBS



- **WHAT** – Improved application usability through enhancements to native user interface
- **HOW**
 - Type-ahead search
 - Dynamic Menus & Popups
 - Embedded OBIEE Analytics
 - Desktop Widgets
- **RESULTS**
 - Enhanced user productivity and more appealing user experience
 - Applicable to all existing and new EBS customers



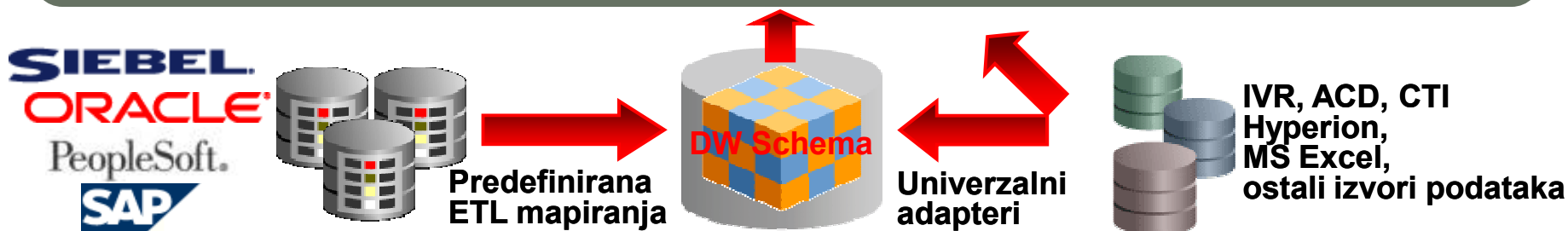
Oracle BI aplikacije

Analitičke aplikacije izgrađene na BI Suite EE Plus-u

Interaktivni Dashboardi	Izveštavanje	Ad-hoc Analize	Proaktivne detekcije i Alerti	Diskonektirana analitika	MS Office Programski dodatak	Web servisi
						

Prodaja	Upravljanje Servisnim centrima	Marketing	Upravljanje Narudžbama kupaca	Opskrbni lanac	Financije	Kadrovska
Oracle BI aplikacije						

Oracle BI ap. izgrađene na Oracle BI EE Suite	<ul style="list-style-type: none">• Zajednički informacijski model poduzeća• Unaprijed ugrađene hijerarhije, sigurnost, <i>dashboardi</i>, izvješća• Bazirano na najboljoj praksi iz industije i analitike
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Osnovni alati za krajnjeg korisnika

Kompletan spektar funkcionalnosti za dostavljanje relevantnih informacija

Oracle Interactive Dashboards



- Vođena navigacija usmjerava korisnika kroz istraživanje info.
- Intuitivni i interaktivni *dashboardi/scorecardi*
- Personalizirani, bazirani na korisničkim rolama i specifičnim funkcionalnostima

Oracle Answers



- Ad-hoc analize
- Istinska samodostatnost krajnjih korisnika
- Kreiranje, modificiranje, autorizacija analiza

Oracle Delivers



- Dinamička detekcija i notifikacija problema i poslovnih prilika
- Automatizirani analitički *workfowi* i procesi
- Dostavljanje informacija prilagođeno cijelom nizu mobilnih uređaja

Oracle Reporting & Publishing



- Sofisticiran, pixel-perfect format izvještaja
- Izvođenje i dostavljanje u zadanom vremenu

Oracle BI aplikacije

Analitika nad višestrukim izvorima, a jedinstvenom arhitekturom



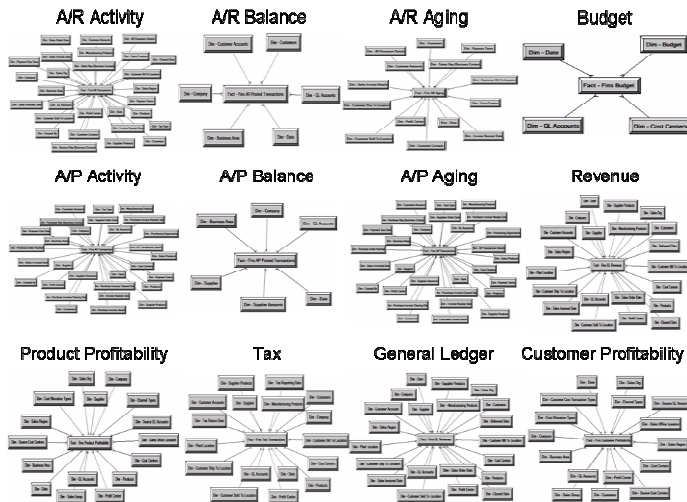
Sales	Service & Contact Center	Marketing	Order Management & Fulfillment	Supply Chain	Financials	Human Resources
Pipeline Analysis	Churn Propensity	Campaign Scorecard	Order Linearity	Supplier Performance	A/R & A/P Analysis	Employee Productivity
Triangulated Forecasting	Customer Satisfaction	Response Rates	Orders vs. Available Inventory	Spend Analysis	GL / Balance Sheet Analysis	Compensation Analysis
Sales Team Effectiveness	Resolution Rates	Product Propensity	Cycle Time Analysis	Procurement Cycle Times	Customer & Product Profitability	HR Compliance Reporting
Up-sell / Cross-sell	Service Rep Effectiveness	Loyalty and Attrition	Backlog Analysis	Inventory Availability	P&L Analysis	Workforce Profile
Cycle Time Analysis	Service Cost Analysis	Market Basket Analysis	Fulfillment Status	Employee Expenses	Expense Management	Turnover Trends
Lead Conversion	Service Trends	Campaign ROI	Customer Receivables	BOM Analysis	Cash Flow Analysis	Return on Human Capital

Predizgrađeni adapteri: **ORACLE** PeopleSoft® **SIEBEL** J D EDWARDS® Ostali operativni i analitički izvori

Oracle BI Suite Enterprise Edition Plus

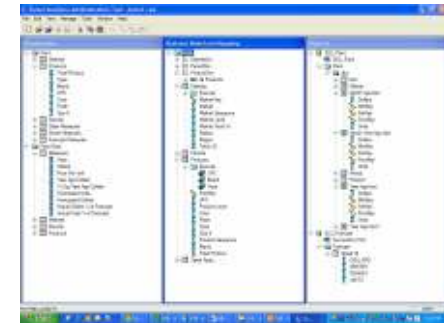
Komponente Oracle analitike

- 1 Unaprijed izgrađeno skladište podataka s 16 *star schema* dizajniranih za analizu i izvještavanje

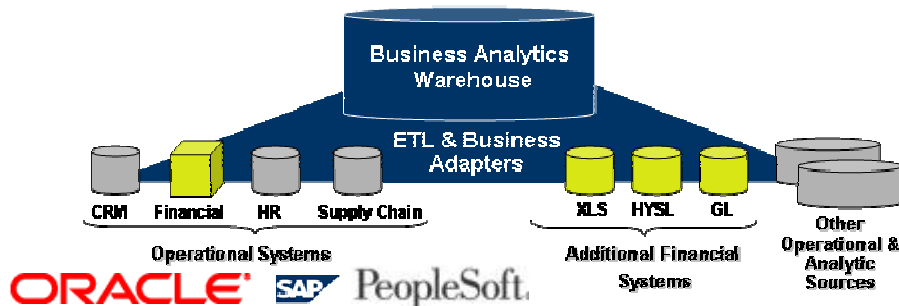


- 3 Predmapirani meta podaci, uključujući i “*best practice*” kalkulacije i metriku za financijske rukovoditelje i druge poslovne korisnike.

- Prezentacijski sloj
- Logički poslovni model
- Fizički sloj



- 2 Unaprijed izgrađeni ETL za ekstrakciju podataka iz više od 3,000 operativnih tablica i punjenje u DW, s izvorom iz eBS, SAP, PSFT, Siebel i dr. izvora



- 4 “*Best practice*” zbirka s više od 360 ugrađenih metrika, 30 inteligentnih ekrana (*Dashboards*), 200+ izvještaja i nizom *alerta* za direktore financija, financijske kontrolore, financijske analitičare, saldakontiste i dr.





Izabrani ključni entiteti Business Analytics Warehousea

Sales

- Opportunities
- Quotes
- Pipeline

Order Management

- Sales Order Lines
- Sales Schedule Lines
- Bookings
- Pick Lines
- Billings
- Backlogs

Marketing

- Campaigns
- Responses
- Marketing Costs

Supply Chain

- Purchase Order Lines
- Purchase Requisition Lines
- Purchase Order Receipts
- Inventory Balance
- Inventory Transactions

Finance

- Receivables
- Payables
- General Ledger
- COGS

Call Center

- ACD Events
- Rep Activities
- Contact-Rep Snapshot
- Targets and Benchmark
- IVR Navigation History

Service

- Service Requests
- Activities
- Agreements

Workforce

- Compensation
- Employee Profile
- Employee Events

Pharma

- Prescriptions
- Syndicated Market Data

Financials

- Financial Assets
- Insurance Claims

Public Sector

- Benefits
- Cases
- Incidents
- Leads

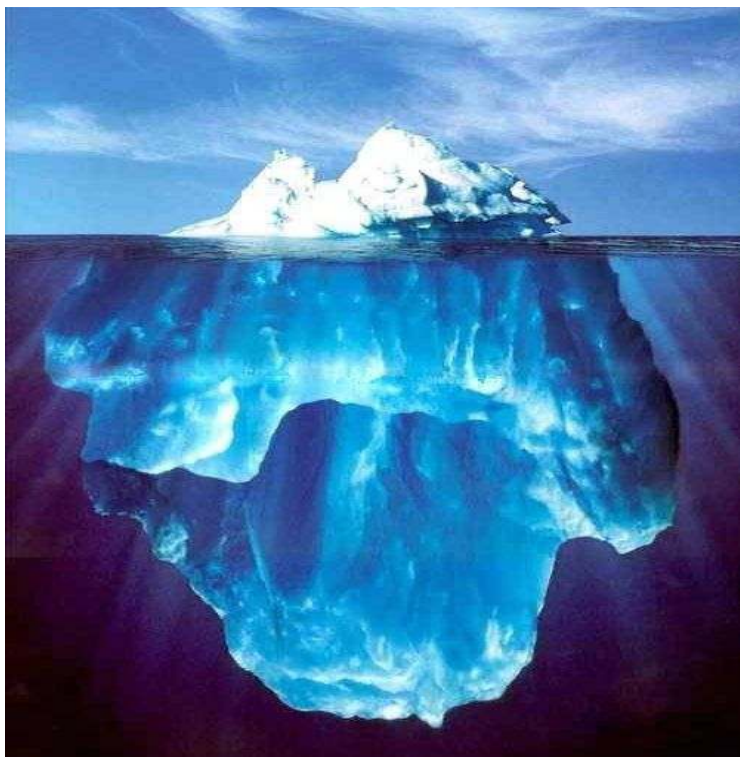
Conformed dimenzije

- Customer
- Products
- Suppliers
- Internal Organizations
- Customer Locations
- Customer Contacts
- GL Accounts
- Employee
- Sales Reps
- Service Reps
- Partners
- Campaign
- Offers
- Cost Centers
- Profit Centers

Modularni DW podatkovni model uključuje:

- ~ 350 *fact* tabela
- ~ 550 dimenzijskih tabela
- ~ 5,200 predefiniranih metrika (2,500+ su izvedene metrike)
- ~ 15,000 podatkovnih elemenata

Izazov



DASHBOARDI

- “Vidljivo”



“RUDARSKI POSAO”

- “Ispod površine”
- Izgradnja mapiranja nad *kompleksnim aplikacijama i podatkovnim transformacijama* zahtjevaju ekspertizu i vrijeme



ORACLE®

Oracle Financijska Analitika

Financije i Računovodstvo

Poslovni izazovi i bolne točke

KLJUČNI IZAZOVI	PRIMJERI
Nedostatak uvida u podatke o financijskim performansama	<ul style="list-style-type: none">• Nema jedinstvenog integriranog pogleda na višestruke kontne planove• Nekonzistentna definicija financijske metrike• Nemogućnost integracije mnogih izvora financijskih podataka
Loše upravljanje novčanim tijekom	<ul style="list-style-type: none">• Nedostatak uvida u plaćanja dobavljačima i troškove• Nemogućnost dobivanja pravovremenih financijskih informacija kroz cijelo poduzeće• Limitirane informacije za identificiranje dospjelih salda i ostalih problematičnih potraživanja
Nemogućnost podržavanja financijske vjerodostojnosti i najboljih praksa	<ul style="list-style-type: none">• Nemogućnost usuglašavanja sa financijskim standardima i regulativom• Nemogućnost povezivanja agregiranih financijskih rezultata sa transakcijama u izvornim sustavima
Gubljenje vremena na prikupljanje podataka za generiranje izvješća	<ul style="list-style-type: none">• Kontinuirano oslanjanje na upravljanje pomoću tablica• Separirano financijsko izvješćivanje i slaba interna distribucija• Relevantni podaci u separiranim sustavima–CRM, ERP, etc.• Nema jedinstvenog izvora podataka

Oracle Financijska Analitika



Glavna knjiga i analiza profitabilnosti

Predstavlja detaljan uvid u transakcije glavne knjige i analizu novčanog tijeka kroz kupce, proizvode, prodajna područja, distribucijske kanale i poslovne jedinice. Identificira kupce i transakcije koji generiraju maksimaln profit po proizvodima, lokacijama, odjelima, i geografskim detaljima.



Analitika obveza

Omogućuje uvid u plaćanja dobavljačima i u detalje troškova, kako bi rukovoditelji mogli upravljati odljevima sredstava i kontrolirati troškove.



Analitika potraživanja

Nadzire proces naplate, kako bi se pokazalo što kupci kupuju i kako plaćaju, omogućujući voditeljima da indentificiraju dospjela salda i ostale rizike potraživanja.

Oracle Financijska Analitika

Primjeri Financijske Metrike

Potraživanja od kupaca

Saldo

- Koef. naplate pot.
- Iskorišteni limit kredita
- Ukupni dospjeli saldo

Struktura salda

- Dospijeće 1-30
- Dospjeli saldo 1-30

Performanse naplate

- Dani naplate
- Plaćeno prije dospijeća

Transakcije

- Prosječan iznos računa
- Broj danih odobrenja

Obveze prema dobavljačima

Saldo

- Pros. period plaćanja
- Ukupni dospjeli saldo
- Dospjeli saldo na uk. saldo %

Struktura salda

- Dospijeće 1-30
- Dospjeli saldo 1-30

Performanse plaćanja

- Dani plaćanja
- Plaćeno prije dospijeća

Transakcije

- Prosj. iznos računa
- Prosj. iznos plaćanja

Glavna knjiga

Bilanca

- Novac
- Potraživanja od kupaca
- Odnos duga i kapitala
- Tekući odnos

Obrtaj imovine

- Obrtaj potraživanja
- Obrtaj obveza
- Obrtaj zaliha
- Novčani ciklus
- Obrtaj osnovnih sred.

Novčani tijek

- Iz operativnih aktivnosti
- Iz investicijskih aktivnosti
- Iz financijskih aktivnosti
- Neto

Profitabilnost

Koef. profitabilnosti

- Profitabilnost kapitala
- Profitabilnost imovine

Marža

- Bruto marža %
- Operativna marža %
- Zarade prije oporezivanja
- Marža neto prihoda %

Profitabilnost proizvoda

- Prihod
- Bruto profit proizvoda
- Operativni profit proizvoda

Profitabilnost kupaca

- Prihod
- Bruto marža kupaca

Primjeri izgrađenih Dashboarda

Financijska kontrola

- Bilanca stanja
- Novčani tijek
- Budžet Vs Izvršeno
- RDIG

Upravljanje potraživanjima

- Saldo
- Dospjela potraživanja
- Učinkovitost
- Detalji računa

Upravljanje obvezama

- Saldo
- Dospjela potraživanja
- Učinkovitost
- Detalji računa

Upravljanje odjelom

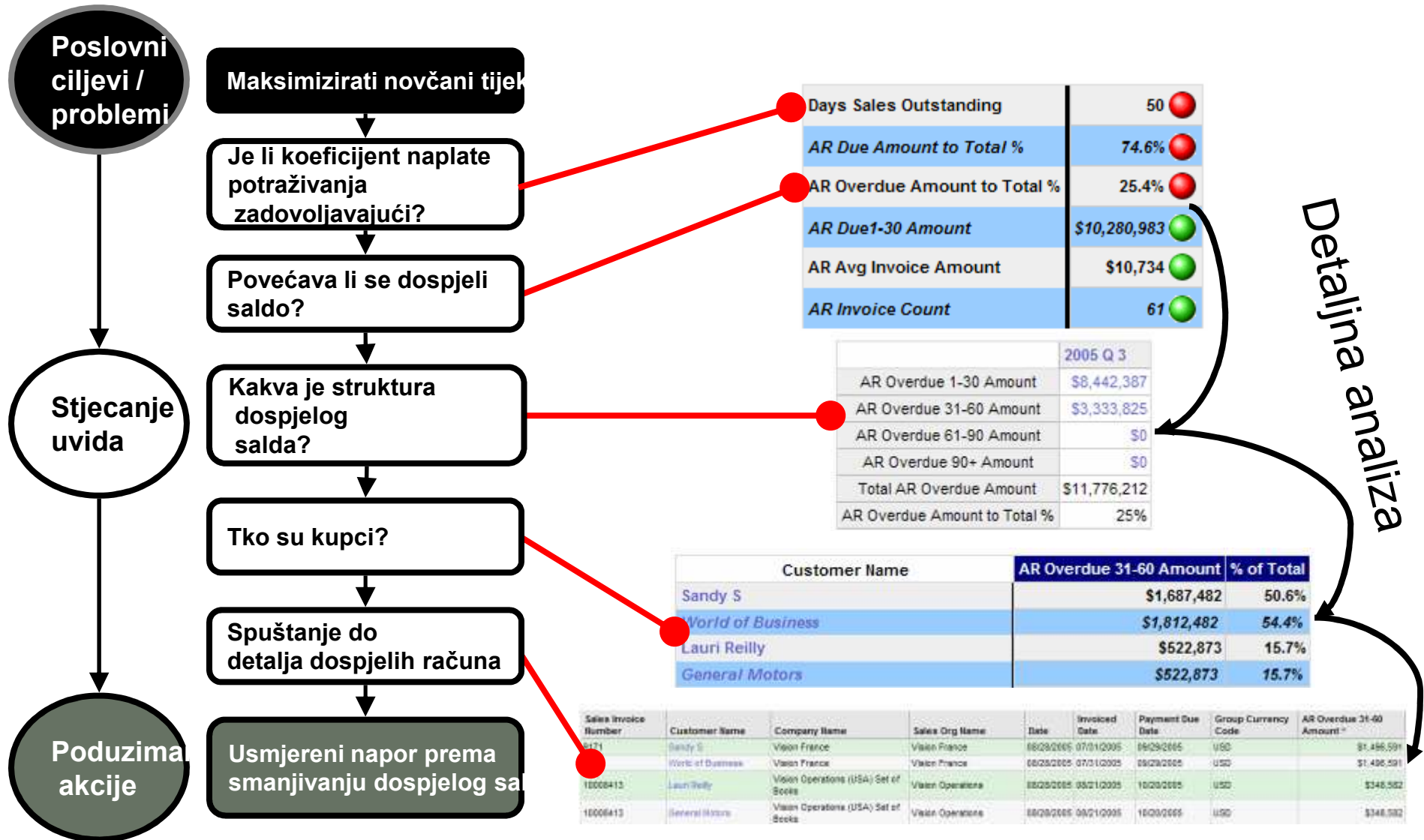
- Budžet Vs Izvršeno
- RDIG
- Profitabilnost proizvoda
- Profitabilnost kupca

BI Applications – Poslovni sadržaj

Preko 5,000 predefiniranog sadržaja

Aplikacije	Dashboards	Stranice Dashboarda	Izvešća	Metrika
Prodaja	14	33	620	555
Marketing	5	27	124	501
Servisni centri	8	15	102	465
Contact centar	5	17	72	448
Financije	4	30	205	360
HR	4	16	76	138
Opskrbni lanac	2	18	157	388
Narudžbe	2	14	103	161
Industrije	44	147	1117	508
Total	88	317	2576	3524

Primjer detaljne analize



Najbolja praksa temeljena na korisničkoj ulozi

Financijska Analitika – Ključni Ciljevi i Pitanja po Funkciji

<p>Kontroling i računovodstvo</p> 	<p>Optimizacija financijskih performansi</p>	
<p>Direktori financija</p> 	<p>Proaktivan uvid koji omogućuje korektivne akcije</p>	
<p>Voditelji odjela</p> 	<p>Kompletan uvid u prihod odjela i generatore troškova</p>	
	<ul style="list-style-type: none"> • Kako mogu smanjiti vrijeme potrebno za generiranje periodičnih financijskih izvješća? • Kakav je naš ciklus novčanog tijeka i prosječni koeficijent naplate potraživanja? 	<ul style="list-style-type: none"> • Kako efikasno upravljamo obvezama prema našim najvažnijim dobavljačima? • Kako na koef. naplate potr. utječu pojedini kupci i pojedina kategorija u strukturi potraživanja?
	<ul style="list-style-type: none"> • Koji odjeli i proizvodi poboljšavaju profitabilnost poduzeća, a koji su neprofitabilni? • Da li se profitabilnost i pokazatelji poboljšavaju u odnosu na povijesni trend? 	<ul style="list-style-type: none"> • Kako mogu dobiti rana upozorenja o padu prihoda kako bi se moglo upravljati troškovima i ostvariti pozitivni rezultati? • Da li zadovoljavamo financijske ciljeve?
	<ul style="list-style-type: none"> • Koji segmenti kupaca su najprofitabilniji i zašto? • Koji operativni troškovi su izvan proračuna? 	<ul style="list-style-type: none"> • Kakvi su rezultati mog odjela u usporedbi sa prethodnim kvartalom? • Kako se prate troškovi zaposlenika/proizvoda?

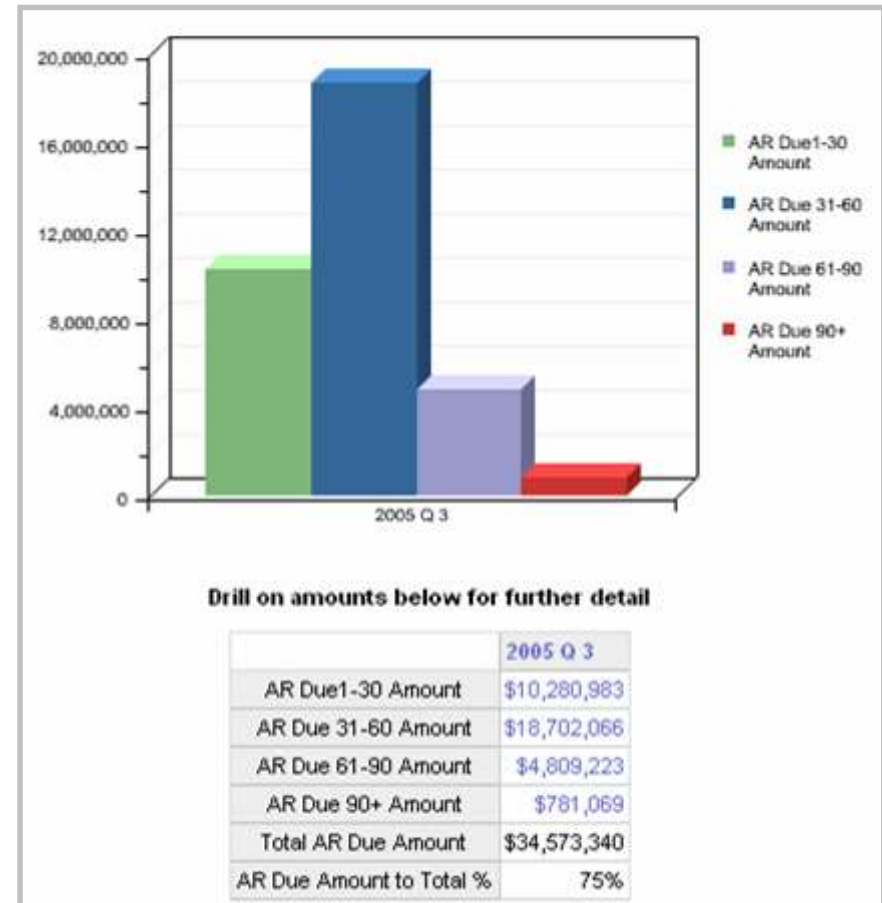
Mjesečna bilanca stanja

- **Svrha:**
 - Prikazuje bilancu stanja po mjesecu za odabrani fiskalni kvartal. Bilanca prikazuje različite komponente imovine obveza i kapitala.
- **Namijenjeno:**
 - Direktori Financija, Računovodstvo, Kontroling
- **Lokacija:**
 - Nadzorna ploča (Dashboard) – Glavna Knjiga
 - Stranica – Bilanca
- **Izvor:**
 - Financije - predmetno područje Bilanca glavne knjige

	2005 / 07	2005 / 08	2005 / 09
Cash	\$3,189,910,662	\$3,189,418,370	\$3,189,420,643
Accounts Receivable	\$4,116,072,351	\$3,773,063,353	\$4,189,338,649
Inventories	\$390,452,710	\$391,045,386	\$399,905,868
Prepaid Expenses	\$13,038,530	\$12,837,106	\$12,837,106
Other Current Assets	\$3,730,562	\$3,733,760	\$3,733,760
Current Assets	\$3,739,611,313	\$3,783,374,972	\$4,135,246,725
Net PPE	\$91,294,782	\$90,361,534	\$90,413,485
Goodwill	\$9,385,965	\$9,389,163	\$9,389,163
Other Assets	\$19,539	\$153,700	\$153,700
Long Term Assets	\$22,316,741	\$23,585,255	\$23,637,206
Total Assets	\$3,761,928,055	\$3,806,960,227	\$4,158,883,931
Accounts Payable	(\$1,707,620,911)	\$789,730,271	\$4,196,306,401
Accrued Liabilities	(\$59,936)	\$0	\$0
Short Term Borrowing	\$13,058,218	\$13,392,035	\$13,391,885
Other Current Liabilities	(\$1,927,120)	\$174,408	\$174,408
Current Liabilities	(\$1,696,549,749)	\$803,296,713	\$4,209,872,693
Long Term Debt	\$32,462	\$10,105	\$10,105
Other Liabilities	\$128,240,577	\$127,255,440	\$127,255,440
Long Term Liabilities	\$128,273,039	\$127,265,545	\$127,265,545
Preferred Stock	(\$37,778)	\$0	\$0
Common Stock	\$351,722,346	\$351,720,435	\$351,692,778
Retained Earnings	\$9,421,089	\$9,433,936	\$9,433,936
Other Equity	(\$545,964)	\$0	\$0
Total Shareholders Funds	(\$567,022)	\$27,657	\$0
Total Liabilities	(\$1,568,276,710)	\$930,562,258	\$4,337,138,239

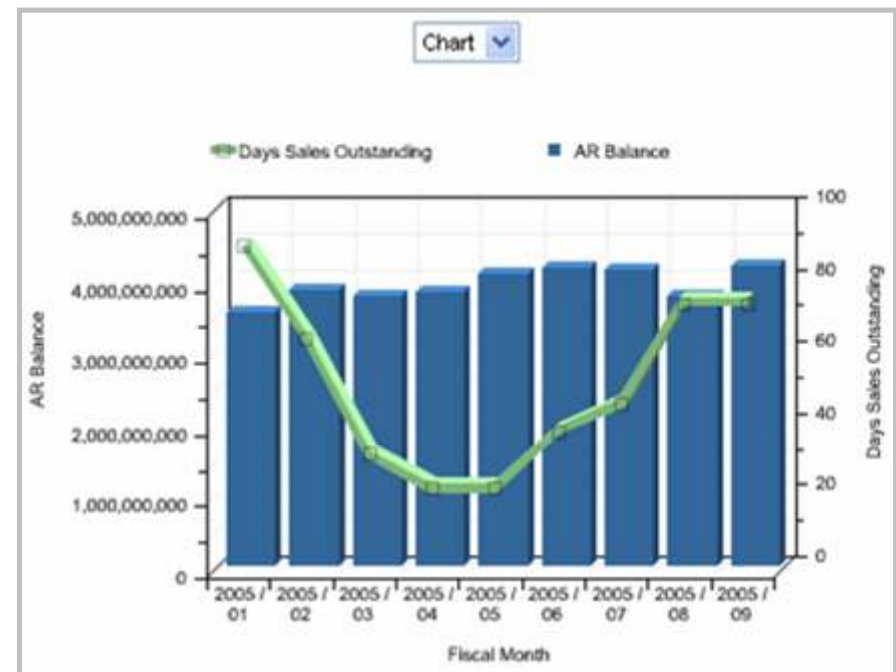
Struktura dospelosti potraživanja

- **Svrha:**
 - Prikazuje strukturu salda po dospijeću potraživanja za odabrani period. Ovaj pregled pomaže u identifikaciji kupaca čija će potraživanja dospjeti u budućnosti. Pomnim praćenjem dospelosti mogu se izbjeći negativni učinci na novčani tijek.
- **Namijenjeno:**
 - Direktori Financija, Računovodstvo, Kontroling
- **Lokacija:**
 - Nadzorna ploča (Dashboard) – Potraživanja
 - Stranica – Dospelost
- **Izvor:**
 - Financije – predmetno područje pregled potraživanja



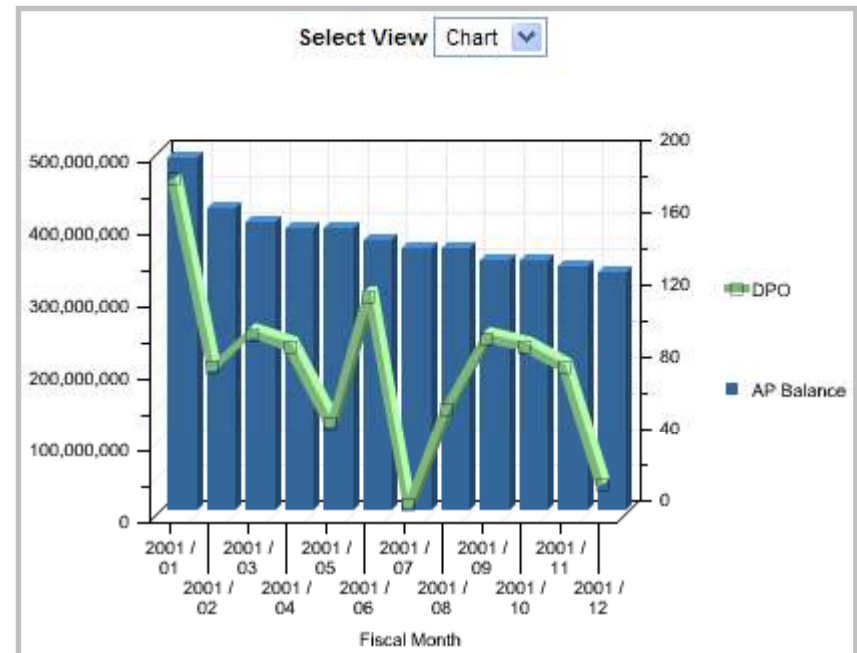
Koeficijent naplate potraživanja

- **Svrha:**
 - Koeficijent naplate potraživanja je važan finansijski pokazatelj koji izračunava prosječno vrijeme (u danima) potrebno za pretvaranje potraživanja u novac.
- **Namijenjeno:**
 - Direktori Financija, Računovodstvo, Kontroling
- **Lokacija:**
 - Nadzorna ploča (Dashboard) – Potraživanja
 - Stranica – Saldo potraživanja
- **Izvor:**
 - Financije – predmetno područje pregled potraživanja



Prosječni period plaćanja obveza

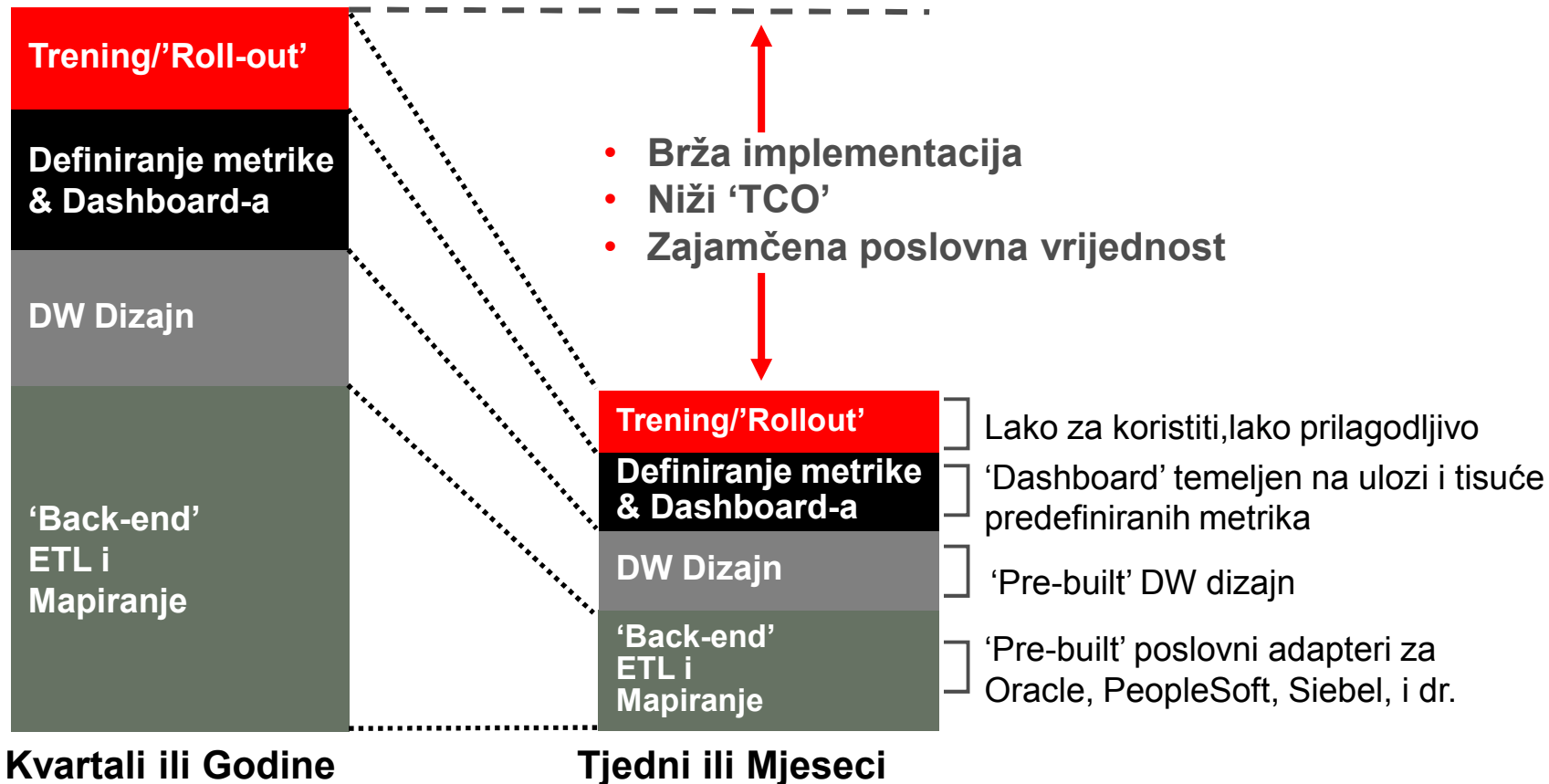
- **Svrha:**
 - Prikazuje prosječne dane plaćanja obveza prema dobavljačima
- **Namijenjeno:**
 - Direktori Financija, Računovodstvo, Kontroling
- **Lokacija:**
 - Nadzorna ploča (Dashboard) – Obveze
 - Stranica – Saldo obveza
- **Izvor:**
 - Financije – predmetno područje pregled pregled obveza



Uštedite vrijeme i novac

Izgrađeno sa tradicionalnim Oracle PI
PI Alatima

Aplikacije



Izvor: Patricia Seybold Research, Gartner, Merrill Lynch, Oracle Analysis



Recommended Actions

Upgrade, Adopt, Extend

Upgrade to Latest
Apps Unlimited
Release

Adopt Standards-
Based Technology

Extend Business
Value with Fusion
Applications

**E-Business
Suite 12.1**

**Oracle SOA
Suite and AIA**

Oracle OBIEE

**Fusion Apps
Suite**

**JD Edwards
E1 9.0**

**Oracle ADF
and WebCenter**

**Oracle Identity
Management**

**Fusion FINSCM,
HCM, CRM**

**JD Edwards
World A9.2**

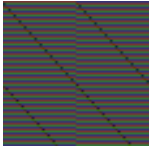
**Oracle Content
Management**

**Oracle
Enterprise Mgr**

Fusion Modules

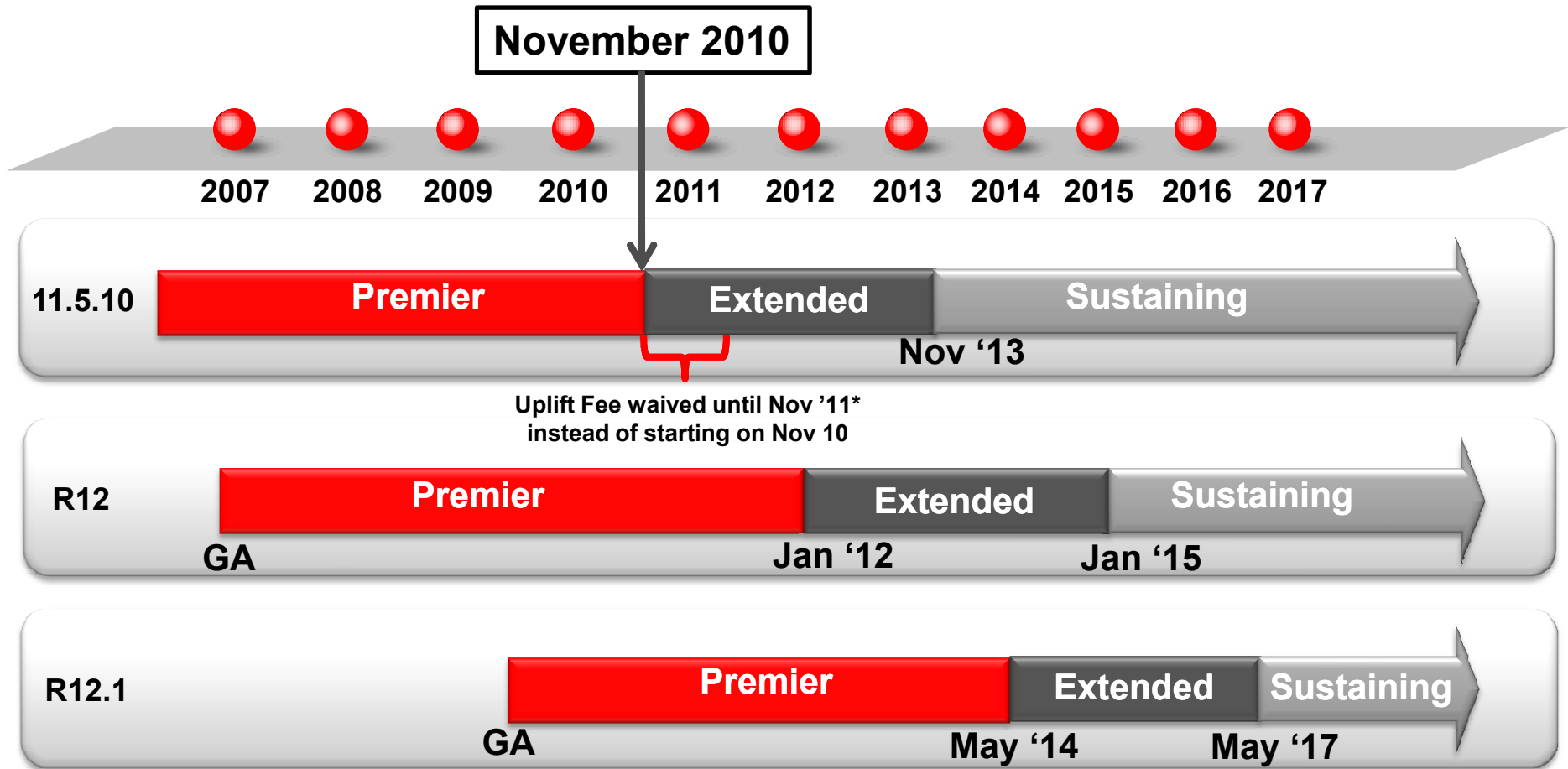
**PeopleSoft
Enterprise 9.1**

**Siebel
CRM 8.2**



E-Business Suite Support Timelines

5 Yrs of Premier and 3 Yrs of Extended Support



Uplift Fee waived until Nov '11*
instead of starting on Nov 10

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

* More info: <http://www.oracle.com/support/library/extended-support-faq.pdf>

Lifetime Support

▲ LIFETIME SUPPORT EXCLUSIVE BENEFITS

Key Feature	Premier Support	Extended Support	Sustaining Support
Major Product and Technology Releases	●	●	●
Technical Support	●	●	●
Access to Support Portal	●	●	●
Updates and Fixes	●	●	Pre-existing
Security Alerts	●	●	Pre-existing
Critical Patch Updates	●	●	Pre-existing
Tax, Legal, and Regulatory Updates	●	●	Pre-existing
Upgrade Scripts	●	●	Pre-existing
Certification with Existing third-party Products/versions	●	●	
Certification with most new third-party products/versions	●		
Certification with most new Oracle products	●	●	

Finding Additional Information

Accelerate your evaluation and planning

My Oracle Support (formerly MetaLink): Release Value Propositions (RVPs)

Knowledge > Tools and Training > Release 12.1 Info Center
(Doc ID: [804373.1](#))

Browse Knowledge

Browse any Product, By Name
Type Product or Select

- Internal Applications
- Oracle Applications
- Oracle E-Business Suite
- Oracle Fusion
- Oracle Technology
- Services
- Advanced Customer Services
- Online Documentation
- Tools and Training**

Oracle E-Business Suite Release 12.1: Release Value Propositions

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

Questions

