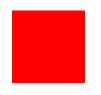


ORACLE

Oracle Software Support – Novosti i Inicijative

Igor Stipetić Director -Critical Accounts





Strategic Direction



"We are trying to reduce the number of times you call Support as we make it more complete, test better, and automate more. We'll provide more and better information online. We're now organized around functional flows so you can talk to an expert."

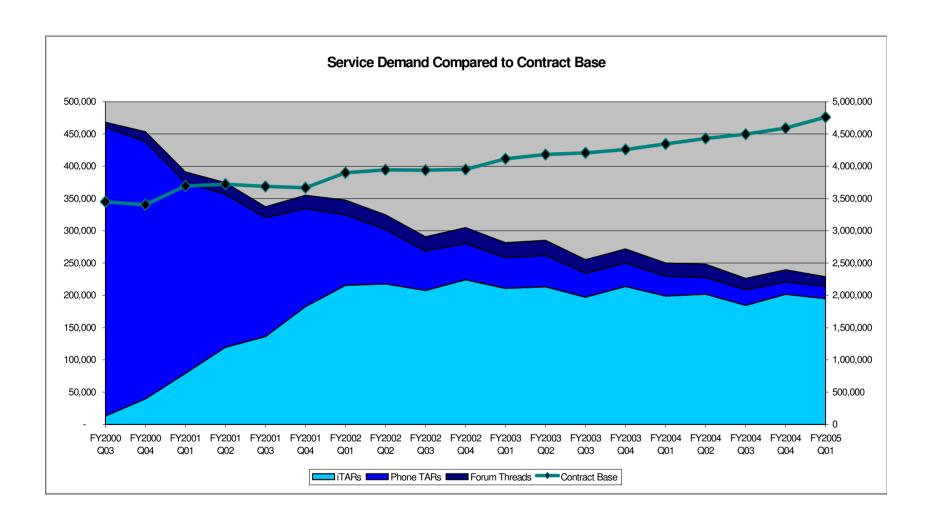
> Larry Ellison, CEO, Oracle OAUG Conference, Philadelphia ~2003

Oracle Global Customer Support Kratka povijest GCS-a



- 2000-2003 : Od lokalne do regionalne organizacije
 - Organizacija na nivou regije (EMEA)
 - Telefonski support u padu, Internetski u porastu
- 2004-2006 : Od regionalne do globalne organizacije
 - Globalno ujednačena organizacija
 - Globalni procesi
 - Self Service
 - Baza znanja
- 2007-2009 : Standardizacija sistema
 - My Oracle Support
 - Configuration Manager
 - Communities
- 2009-2012 : Support Transformation

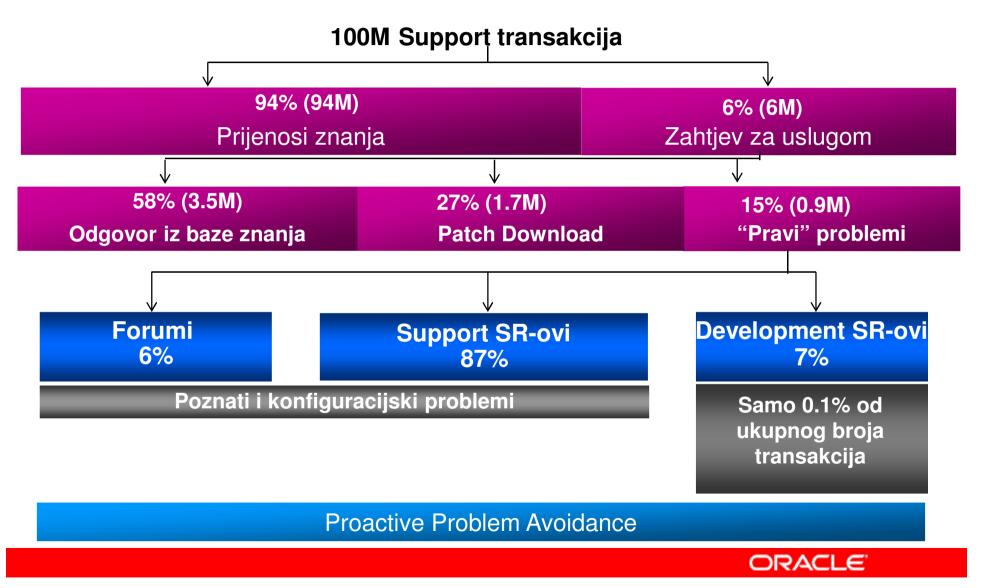
Smanjili smo potrebu za <u>reaktivnom</u> podrškom uz stalni porast korisničke baze





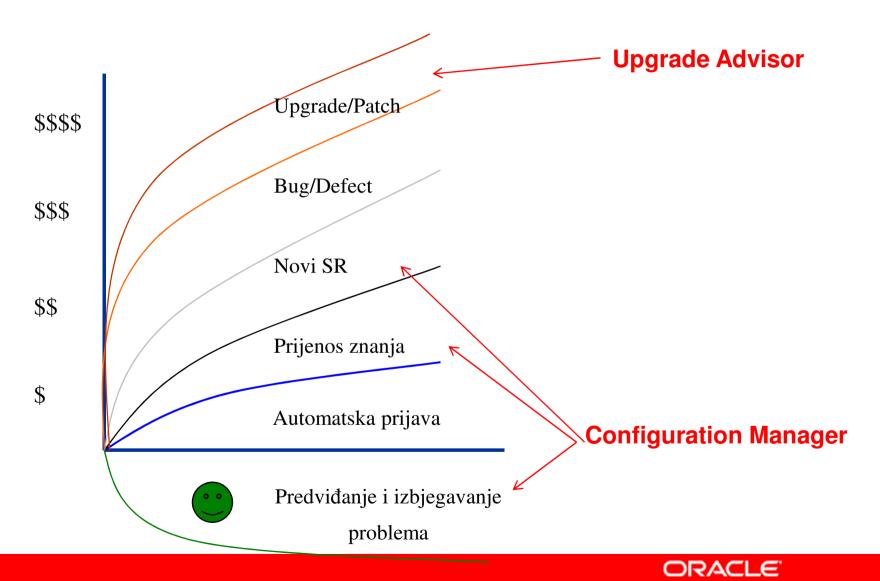
Software Support Status Godišnje Support transakcije





Troškovi korisnika prema tipu problema







Advisors



- Lifecycle Advisors: Note 250.1
 - Upgrade
 - Patching & Maintenance

▲ LIFECYCLE ADVISORS

Upgrade

- Oracle Database
- Enterprise Performance Management
- Fusion Middleware
- JD Edwards
- · E-Business Suite
- PeopleSoft
- Siebel

Patching & Maintenance

- Fusion Middleware
- JD Edwards
- · E-Business Suite
- PeopleSoft
- Siebel
- Sun Systems

Migration

JD Edwards

Oracle Customer Support Lifecycle Advisors

Updated 17-May-2011

Oracle Support's strategic Transformation initiative to define and deploy a future state model for our business continues with the expansion of our Lifecycle Advisor services. The first Lifecycle Advisors, Oracle Upgrade Advisors, were introduced in July 2010 and designed to guide you through your upgrade.

On May 30th, 2011, Oracle Support expands its services to include Patching and Maintenance Advisors, designed to guide you through patching and maintenance activities. These advisors are specially crafted documents that incorporate information from various sources using best practices and where applicable, provide step by step instructions to guide you.

What are the benefits of using an Oracle Support Lifecycle Advisor?

- · Presented in multimedia formats enhancing the richness and depth of information available
- · Organized in a way that you can take maximum advantage of what you need when you need it
- · Collaboration through advisor communities enabling shared experience with peers and Oracle experts
- Updated regularly

Oracle Support Lifecycle Advisors are designed for those with strong technical proficiencies who are interested in leveraging the power of self service tools.



Primjeri Advisora





Upgrade Database

- 10.2 na 11.2
- 9.2 na 11.2



EBS Patching

• EBS R12 i 11i



Upgrade EBS

- Tech stack 11.5.10.2 na 12.1.3
- Financials 11.5.10.2 na 12.1.2/3
- Manufacturing 11.5.10.2 na 12.1.2/3



FMW Patching

• FMW 11g



Upgrade FMW

- •Oracle AS 10g Forms/Reports Services to Oracle Middleware 11g Rel1
- •Oracle AS Portal to Oracle Middleware 11g Rel1



Solaris Patching

Sun Systems Solaris

Oracle Configuration Manager



