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# Oracle Fusion Applications – Adoption Patterns, Integrations, Upgrades and Co-existence

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Oracle

Hardware and Software  
Engineered to Work Together

A 3D graphic featuring a red cube with the words "ORACLE", "OPEN", and "WORLD" stacked vertically on its top face. The text is in a bold, white, sans-serif font. The cube is positioned on a red background with a large, white, diagonal slash and a subtle, grainy texture.

ORACLE  
OPEN  
WORLD

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

# Program Agenda

- Fusion Applications Overview
  - Process scope, languages and localizations
  - Social, Mobile and BI leverage
- Customer Deployment Examples
  - Integrations / Coexistence
  - Full suite
  - Cloud vs. on-premise delivery

# Oracle Fusion Applications

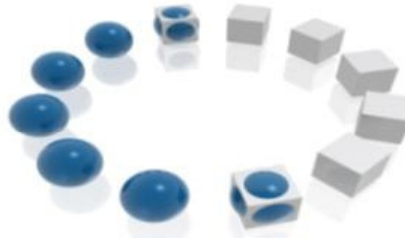
The New Standard for Business

## The New Standard for Innovation



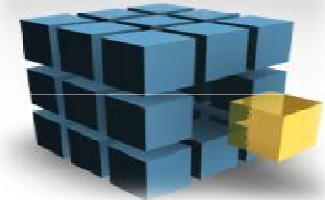
Complete applications  
platform that adapts to your  
business

## The New Standard for Work



Complete user experience  
that shows you what you  
need to know or do

## The New Standard for Adoption



Complete choice of  
options, from cloud to device  
and suite to module

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# Oracle Fusion Applications 11g

## Complete & Integrated Suite

**Financial  
Management**

**Human Capital  
Management**

**Supply Chain  
Management**

**Project Portfolio  
Management**

**Procurement**

**Customer Relationship  
Management**

**Governance, Risk & Compliance**

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# 100+ Fusion Applications Modules

## Financial Management

General Ledger	Accounts Payable	Asset Mgmt
Payments & Collections	Accounts Receivable	Cash & Expense Mgmt
Common Modules	Integrated BI, Social & Extensibility	

## Human Capital Management

Global Human Resources	Workforce Lifecycle Mgmt	Benefits
Workforce Compensation	Talent Review	Performance & Goal Mgmt
Global Payroll	Network @ Work	Integrated BI, Social & Extensibility

## Supply Chain Management

Product Master Data Mgmt	Distributed Order Orchestration	Global Order Promising
Inventory Mgmt	Cost Mgmt	Shipping & Receiving
Integrated BI, Social & Extensibility		

## Project Portfolio Management

Project Costing	Project Billing	Project Performance Reporting
Project Control	Project Integration Gateway	Project Contracts
Integrated BI, Social & Extensibility		

## Procurement

Purchasing	Self-service Procurement	Sourcing
Procurement Contracts	Supplier Portal	Spend & Performance Analysis
Integrated BI, Social & Extensibility		

## Customer Relationship Management

Customer Master	Sales	Marketing
Incentive Compensation	Mobile & Outlook Integration	Territory & Quota Mgmt
Integrated BI, Social & Extensibility		

## Governance, Risk & Compliance

Financial Compliance	Issue & Risk Manager	Access Controls	Transaction Controls	Configuration Controls	Integrated BI, Social & Extensibility
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# Fusion Human Capital Management

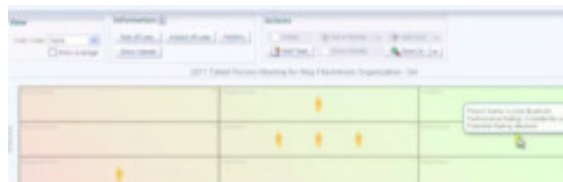
## Collaborative Talent Review

### Evaluating Talent as a team

- Rapidly identify candidates
- Make informed decisions regarding talent recommendations
- Immediately take action on the recommendations



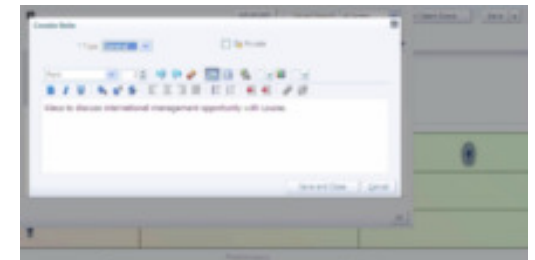
**Filters narrow content  
of Nine Box Talent  
Matrix**



**Identify specific employees for  
advancement opportunities**



**View candidate  
details directly  
from display**



**Move Candidate up in nine  
box rating; add action note  
for her manager**

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# Fusion HR & Payroll Country Extensions and Languages

## Fusion 11g

International Coverage	HR Country Extensions	Payroll Country Extensions	Language Translations*
<p>Over 200 Countries . . .</p>  <ul style="list-style-type: none"> <li>• Name formats</li> <li>• Addresses</li> <li>• Bank accounts</li> <li>• Currencies</li> <li>• Employment data                             <ul style="list-style-type: none"> <li>• National identifiers</li> <li>• Ethnicity</li> <li>• Religion</li> </ul> </li> </ul>	Australia	China	Arabic
	Canada	Saudi Arabia	Chinese (Simplified)
	China	United Arab Emirates	Chinese (Traditional)
	France	United Kingdom	Dutch
	Germany	United States	French
	Hong Kong		English
	India		German
	Ireland		Italian
	Kuwait		Japanese
	Mexico		Korean
	Netherlands		Portuguese (Brazilian)
	Saudi Arabia		Spanish
	Singapore		
	United Arab Emirates		
	United Kingdom		
	United States		

\*Note: Taleo supports 33 languages

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# Fusion Customer Relationship Mgmt

## Collaborative Sales and Marketing

**Sales Collaboration that makes teamwork happen...**

- Intelligent lead identification and sales prediction
- Effective Territory Management
- Collaborative Account Management enabling team selling



**Identify installed products; identify next likely purchase**



**Access to customer and lead information via Mobile & Outlook**



**Link to popular social networking sites expanding account insight**

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# Fusion Financials

## Complete Financial Management

### Streamlined Close Management

- A complete performance and financial management cycle
- Proactive, intelligent monitoring of accounts and close statuses
- Integrated operational, statutory, and analytical financial reporting



Track status of Close  
from personalized  
dashboard

A screenshot of the Fusion Financials interface showing a table of accounts. The table has columns for account name, type, and balance. Some rows are highlighted in red, indicating accounts exceeding defined thresholds listed as exceptions for review.

Accounts exceeding defined  
thresholds listed as exceptions;  
highlighted for review



Select accounts to monitor  
and embed analytics



Collaborate immediately  
with exception  
transaction owners

# Fusion Supply Chain Management

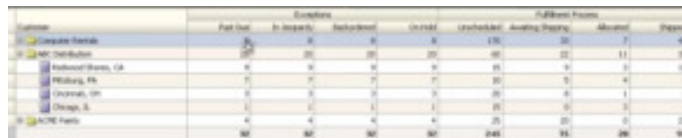
## Proactive Order Orchestration

## Orchestrating order capture and fulfillment...

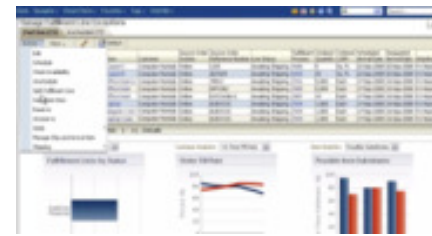
- **Aggregate critical supply information from disparate systems**
- **Automatically apply sourcing and availability rules**
- **Proactively manage orders avoiding exceptions before they occur**



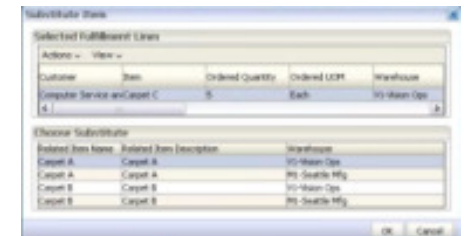
## Personalized Order Status Dashboard



## Analyze orders by status identifying trouble orders



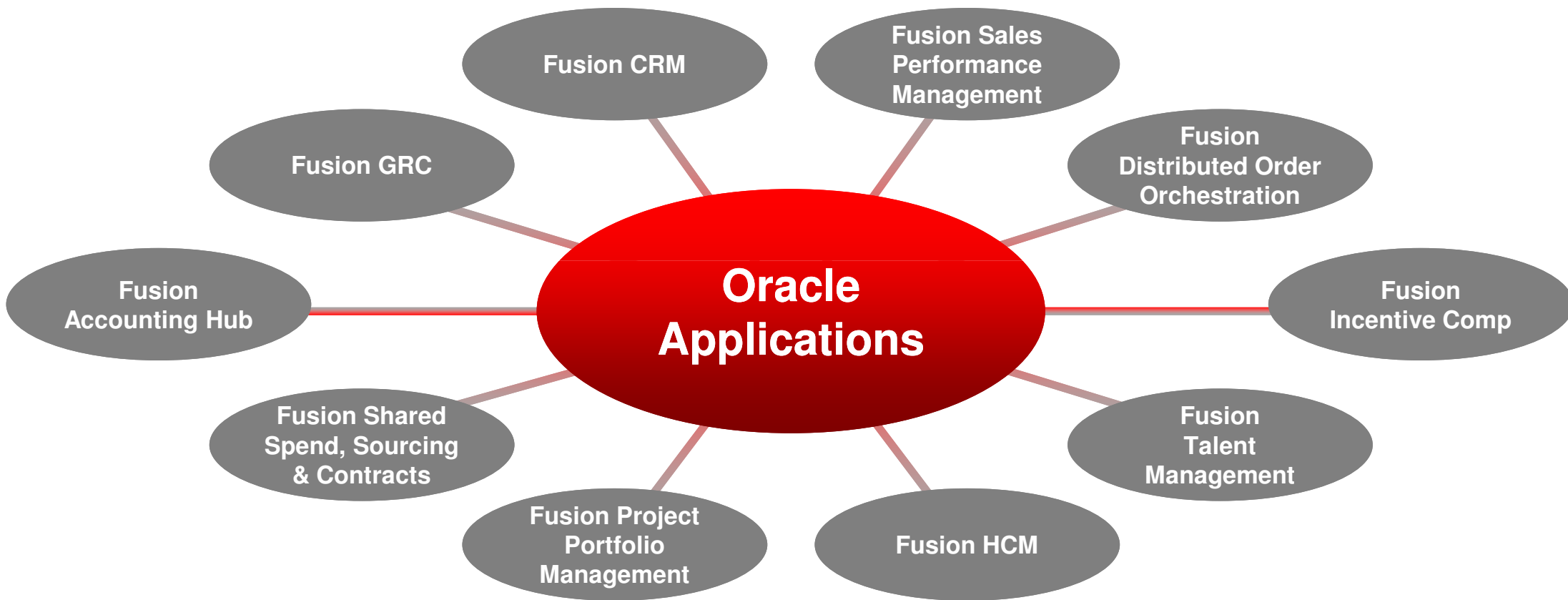
## Order fulfillment alternatives provided



**Take simultaneous corrective action to resolve all trouble orders**

# Co-Existence Solutions

Extend Your Business Value With Fusion Apps



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# Oracle Application Customers Are In the Cloud



**HCM  
Services**

**Talent Management  
Services**

**ERP  
Services**

**Sales and Marketing  
Services**



**Customer Experience  
Services**

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# Cloud Services @ Oracle

## Customer Relationship Management

**NOW LIVE**

- Worldwide Sales Force Automation
- **60,000 Users, 540K+ Customers, 1Million+ Opptys**
- Benefits: Territory Mgmt, Sales Prediction, Personal Sales Campaigns, Social

## Financials

**NOW LIVE**

- Global Financial Consolidation & Statutory Reporting
- **1,000+ Users; 3,000 Lines of Business; 37 COA → 1**
- Benefits: Single Global Chart of Accounts; Much Faster Financial Close, Centralized Mgmt Reporting

## Human Capital & Talent Management

**NOW LIVE**

- Global Workforce Management
- **107K Employees, 100+ Countries, 1Million+ Skills & Competencies, 8,000+ Job Titles**
- Benefits: Flexible Global Workforce Mgmt; Single Compensation Statement, Talent Dashboard

## Customer Service & Support

**NOW LIVE**

- Selective business units implemented
- Customer Service Agents and web support
- 1000s of Customers deployed

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# Application Services

ERP, HCM, Sales & Marketing Customers

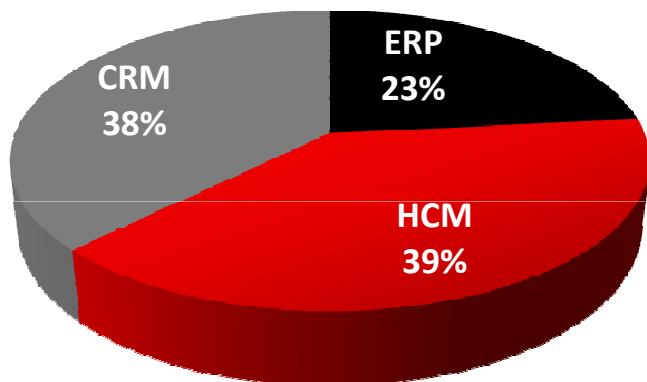


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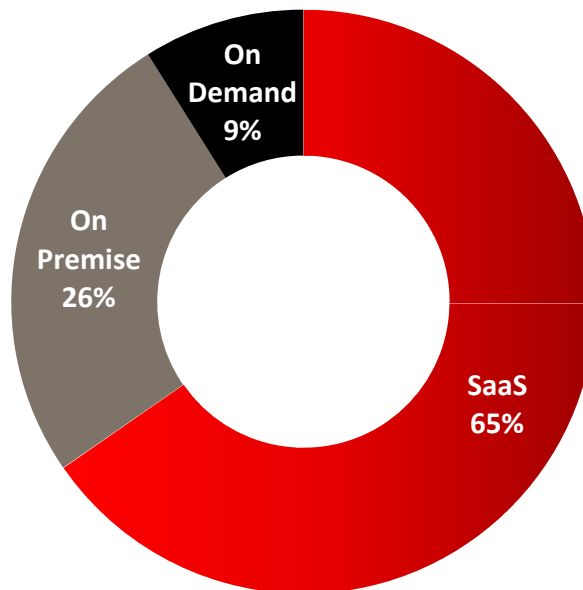


# Fusion Application Customers

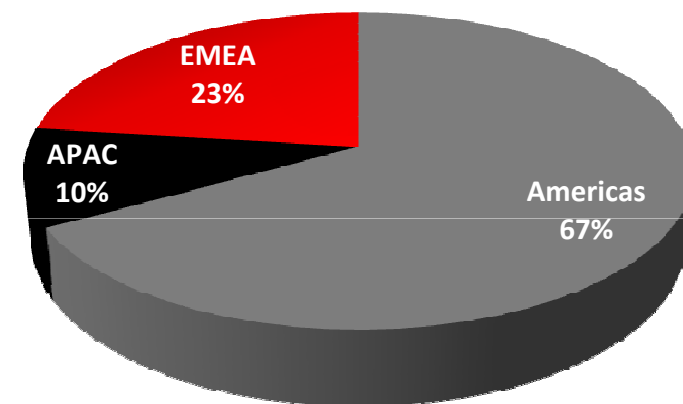
Customers by Product Family



Customers by Deployment Type



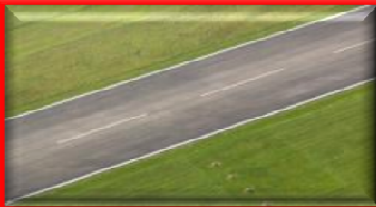
Customers by Geography



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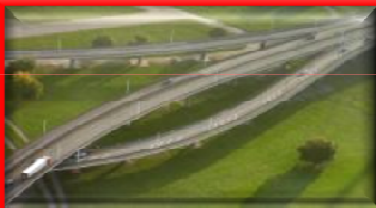
# Complete Choice

The message remains the same



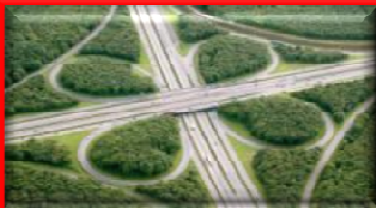
## Continue on Your Current Path

Upgrade to the latest release of your current Oracle Applications



## Incrementally Adopt Fusion Apps

Add new Fusion Applications modules and coexist with your current Oracle Applications



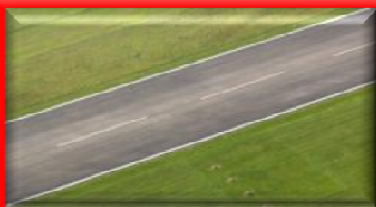
## Embrace the Complete Suite

Deploy the comprehensive suite of Fusion Applications products

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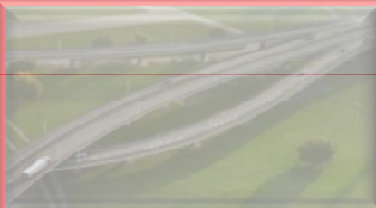
# Complete Choice

Continue on Your Current Path



## Continue on Your Current Path

Upgrade to the latest release of your current Oracle Applications



## Incrementally Adopt Fusion Apps

Add new Fusion Applications modules and coexist with your current Oracle Applications



## Embrace the Complete Suite

Deploy the comprehensive suite of Fusion Applications products

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# Continue on your current path

Remain Current on Releases of Existing Applications

**ORACLE®**  
E-BUSINESS SUITE



**ORACLE®**  
JD EDWARDS ENTERPRISEONE



**ORACLE®**  
PEOPLESFT ENTERPRISE



**ORACLE®**  
SIEBEL  
CUSTOMER RELATIONSHIP  
MANAGEMENT



**ORACLE®**

# Continue on your current path

## Continued Innovation | The Applications Unlimited Promise

### Oracle E-Business Suite Current Release and Roadmap

Release 12.1.3 August 2010	What's Next 0-12 month planning cycle	Future Directions Post 12 month planning cycle
<b>Common:</b> <ul style="list-style-type: none"> <li>Focus on technology and cost of ownership</li> <li>Usability and user experience improvements</li> <li>Analytics with OLAPs in every area</li> <li>Integration with Fusion Apps, Talent mgmt, DOL</li> </ul> <b>ERP:</b> WW legal & reporting requirements in FIN <ul style="list-style-type: none"> <li>Supplier Lifecycle Management (SLM)</li> <li>Spent Classification &amp; Analytics etc.</li> <li>Project cost dashboard in Projects</li> </ul> <b>HCM:</b> Enhancements across all HCM <ul style="list-style-type: none"> <li>Contract Lifecycle Management (CLM)</li> <li>Org Charting &amp; Interactive Talent Profile</li> <li>Succession Planning</li> <li>Integration with Fusion Talent mgmt</li> </ul> <b>SCM:</b> Enhancements across all SCM <ul style="list-style-type: none"> <li>O&amp;M &amp; Pricing Performance enhancements</li> <li>MES for discrete &amp; process manufacturing</li> <li>Standardize WMS with OTM integration</li> <li>EAM enhancements &amp; EAM Analytics</li> <li>Field Service scheduling</li> <li>Supplier Ship &amp; Detail and Price Protection</li> </ul> <b>MDM:</b> PIM, Telco/Retail, Supplier Hub, Site Hub <b>Industry:</b> Public Sector, Telco, Retail, CPG, E&C	<b>Common:</b> <ul style="list-style-type: none"> <li>ERP Technology</li> <li>Oracle Fusion &amp; WebLogic Server update</li> <li>Usability &amp; UX improvements</li> <li>Mobile capabilities</li> <li>iPad Tablet certification for OAF applications</li> <li>Native mobile apps for iPhone/iPad/Android</li> <li>Endeca Discovery for EBS</li> </ul> <b>ERP:</b> EBS GL to Fusion FAH integration <ul style="list-style-type: none"> <li>Supplier risk management - GRC</li> <li>Improve Projects integration to Primavera</li> </ul> <b>HCM:</b> <ul style="list-style-type: none"> <li>Integration with Talent recruiting</li> <li>Payroll to Projects integration</li> </ul> <b>SCM:</b> <ul style="list-style-type: none"> <li>Manufacturing Execution (MES) - e-Kanban</li> <li>Serialized Express Manufacturing for Hi-Tech</li> <li>Streamlined mobile user interfaces in WMS</li> <li>Selling subscription services in CM</li> <li>Enhanced EAM integration to Primavera</li> </ul> <b>Industry:</b> Public Sector, Telco, Retail, CPG, E&C	<b>Common:</b> <ul style="list-style-type: none"> <li>Customer &amp; field driven enhancements</li> <li>Mobile capabilities</li> <li>Endeca Discovery for EBS</li> </ul> <b>ERP:</b> <ul style="list-style-type: none"> <li>Supplier Governance and Oversight with SLM</li> <li>Comprehensive Contract Mgt with CLM</li> <li>Improve projects based Procurement</li> <li>Project Analytics for GL Reconciliation etc.</li> <li>Supplier risk management - GRC</li> </ul> <b>HCM:</b> <ul style="list-style-type: none"> <li>WebCenter Portal integrations</li> <li>New Learning Center</li> </ul> <b>SCM:</b> <ul style="list-style-type: none"> <li>Outsourced Manufacturing for OPM</li> <li>Field Service Integration to Rightflow</li> <li>Tariff Management in WMS</li> <li>Supply Chain Event Management</li> <li>Selling subscription services in CM</li> <li>Enhanced EAM integration to Primavera</li> <li>Integration with Fusion Applications</li> </ul>

### PeopleSoft Current Release and Roadmap

PeopleSoft 9.1 + Feature Packs Q4 2009	What's Next 0-12 month planning cycle	Future Directions Post 12 month planning cycle
<b>HCM:</b> <ul style="list-style-type: none"> <li>Cascading Goals and Objectives</li> <li>Succession Planning</li> <li>Company Directory</li> <li>Manager Dashboard</li> <li>Talent Summary</li> <li>Streamlined Self Service</li> </ul> <b>ERP:</b> <ul style="list-style-type: none"> <li>Real Time Reconciliation</li> <li>Automated Accrual Accounting</li> <li>Dynamic Discount Management</li> <li>Streamlined Expense Reporting</li> <li>Supplier Self Service Onboarding</li> <li>Mobile Applications (Approvals, Expenses)</li> </ul> <b>Common:</b> <ul style="list-style-type: none"> <li>PeopleSoft Text Framework (PTF)</li> <li>Related Actions Framework</li> <li>Pivot Grids</li> <li>iPad Certification</li> <li>Embedded Help</li> </ul>	<b>HCM:</b> <ul style="list-style-type: none"> <li>Performance Management Workcenter</li> <li>Life Events Using Activity Guides</li> <li>Paycheck Modeling</li> <li>Learning Dashboard with Social Capabilities</li> <li>Revised Recruiting Application Process</li> <li>Bi-Directional Integration with Taleo</li> <li>Mobile Applications (Company Directory)</li> </ul> <b>ERP:</b> <ul style="list-style-type: none"> <li>Multiple Workcenters</li> <li>Visualization of Customer, Supplier, Asset</li> <li>Streamlined Expense Reporting</li> <li>Supplier Self Service Onboarding</li> <li>Mobile Applications (Approvals, Expenses)</li> </ul> <b>Common:</b> <ul style="list-style-type: none"> <li>Global Search using SES</li> <li>PeopleSoft Update Manager</li> <li>Actionable Operational Analytics-Pivot Grids</li> <li>Data Migration Workbench</li> </ul>	<b>HCM:</b> <ul style="list-style-type: none"> <li>Onboarding Using Activity Guides</li> <li>Multiple Additional Workcenters</li> <li>Streamlined Program Enrollment</li> <li>Mobile Applications (Self Service, Time and Labor)</li> </ul> <b>ERP:</b> <ul style="list-style-type: none"> <li>In-Memory Financial Modeling</li> <li>Multiple Additional Workcenters</li> <li>Business Process Visualization</li> <li>Treasury Portfolio Analysis</li> <li>Consent Contracts for Public Sector</li> <li>PAR Manager Workcenter for Healthcare</li> <li>Mobile Applications (Cash Spot, Time Entry, Projects)</li> </ul> <b>Common:</b> <ul style="list-style-type: none"> <li>Fusion User Interface using HTML5 and CSS</li> <li>New Self Service Framework</li> <li>Extended Enhance Approval Workflow Framework</li> </ul>

### JD Edwards EnterpriseOne Current Release and Roadmap

Release 9.1 April 2012	What's Next 0-12 month planning cycle	Future Directions Post 12 month planning cycle
<b>User Productivity:</b> <ul style="list-style-type: none"> <li>One View Reporting - 10 new Applications</li> <li>Mobile applications - Inv, Sales, Purch, Expense</li> <li>Requisition entry and receipt delegation</li> <li>Work order mass maintenance</li> <li>Voucher match automation</li> </ul> <b>Industry:</b> <ul style="list-style-type: none"> <li>Project Manufacturing</li> <li>Sales Forecast comparison</li> <li>Real Estate cash management</li> <li>Bent Management - Many to many operations</li> <li>Grover Management - Pay when Paid, Planning</li> <li>Project monthly revenue and cost forecasting</li> </ul> <b>Global &amp; Compliance:</b> <ul style="list-style-type: none"> <li>Country of origin traceability</li> <li>Global locator number</li> <li>Life sciences audit support product lifecycle</li> <li>Hyperson integrations JD Edwards EnterpriseOne</li> </ul>	<b>User Productivity:</b> <ul style="list-style-type: none"> <li>One View Reporting - Service, TMS, WMS</li> <li>Tablet - Fixed Asset workbench</li> <li>Tablet Speed Case Entry</li> <li>Mobile Warehouse Mgt Location and Availability</li> <li>Mobile Expense Mgmt camera interface</li> <li>Mobile Service Mgmt time entry</li> </ul> <b>Industry:</b> <ul style="list-style-type: none"> <li>Health and Safety and Incident Reporting</li> <li>Real Estate - Multi tenant management, enhanced budgeting, forecasting, and valuation</li> <li>Warehouse Mgt Picking and Putaway for CPG</li> </ul> <b>Global &amp; Compliance:</b> <ul style="list-style-type: none"> <li>Inventory to GL reconciliation</li> <li>Integration to Fusion Talent and Comp Mgt</li> <li>Business interfaces to enable integrations</li> <li>Localizations (EMEA, APAC, LAT)</li> </ul>	<b>User Productivity:</b> <ul style="list-style-type: none"> <li>One View Reporting for Agribusiness</li> <li>One View Reporting for Expense Mgt, Credit Mgt</li> <li>Mobile Time Entry for Construction</li> <li>Industry based alerts for exception processing</li> </ul> <b>Industry:</b> <ul style="list-style-type: none"> <li>Industry Manufacturing Revision level processing</li> <li>Engineer to Order driven Manufacturing</li> <li>Downstream Oil and Gas Pricing and Settle</li> <li>Warehouse Mgt Picking, Putaway Mobile apps</li> <li>Service Mgt enabled for Rightflow</li> <li>Life Sciences and CPG consignment processing</li> </ul> <b>Global &amp; Compliance:</b> <ul style="list-style-type: none"> <li>Integration enabled for Fusion HCM, Taleo</li> <li>FASWASB based accounting</li> <li>FASWASB revenue recognition</li> <li>Business interfaces to enable integrations</li> <li>Localizations (EMEA, APAC, LAT)</li> </ul>

### Oracle Supply Chain Edge Current Release and Roadmap

Current Releases	What's Next 0-12 month planning cycle	Future Directions Post 12 month planning cycle
<b>Value Chain Planning</b> <ul style="list-style-type: none"> <li>Supply Planning 12.1.3.7: Inventory Optimization constraints, Capacity performance, Cycle stock</li> <li>Demand Planning - Hyperlinks, Automated tuning, Solars 100, Indirect promotions</li> <li>Asset Intensive Maintenance Planning</li> <li>Fixed &amp; mobile assets, CMRO &amp; EAM</li> </ul> <b>Value Chain Execution</b> <ul style="list-style-type: none"> <li>OTM 2.2: ERS in Fleet, Sourcing, LTL, 3D Load Config, Parcel, Rail</li> <li>OTM 2.2: ERS Integ, Standardize trade, ATO Classification roll-up</li> </ul> <b>Product Lifecycle Management</b> <ul style="list-style-type: none"> <li>Agile PLM 9.3.1: Variant management, Document Publishing, PLM, BI</li> <li>Agile PLM for Process 8.1.1: Productivity, Extensibility, Reporting, BI</li> <li>EC 3.0.3: CAD integrations</li> <li>CM 1.1.3: Issue Management</li> </ul>	<b>Value Chain Planning</b> <ul style="list-style-type: none"> <li>JOE E1 Support and Tech Stack Update</li> <li>Supply Planning: User productivity, RPA/SCP integration, Promotions UI, Calendar</li> <li>Demand Planning: Demantra MSL</li> <li>APCC: DRP &amp; Demantra expanded measures, Embedded worksheets</li> <li>SAP and IBP: cost simulation w/ SNO</li> </ul> <b>Value Chain Execution</b> <ul style="list-style-type: none"> <li>OTM 2.2: Mobile, multi-tier networks, Fleet BI, Rail demurrage, Sourcing ERS</li> <li>OTM 2.2: Customers Management, License Management, AIS filing, Doc management</li> </ul> <b>Product Lifecycle Management</b> <ul style="list-style-type: none"> <li>Agile PLM 9.3.2: Team Approvals, PO&amp;C configurability, PLM, BI</li> <li>Agile PLM for Process 8.1.1: Quality, Formulation, Adv. Costing, Structures</li> <li>EC 3.1: Expanded Tool Support</li> <li>Innovation Management 1.0</li> </ul>	<b>Value Chain Planning</b> <ul style="list-style-type: none"> <li>Supply Planning, AS/CP &amp; RP ERS</li> <li>Production Sched. ERS, SNO integration, Demand Planning, Enhanced DSR, Enhanced performance and usability</li> <li>APCC: DRP &amp; Demantra expanded measures, Embedded worksheets</li> <li>SAP and IBP: cost simulation w/ SNO</li> </ul> <b>Value Chain Execution</b> <ul style="list-style-type: none"> <li>OTM 2.2: ERS for Fleet, Mobile, Sourcing, BI, Rail demurrage, Sourcing ERS</li> <li>OTM 2.2: Customers Management, BI, Landed cost analysis, Mobile applications</li> </ul> <b>Product Lifecycle Management</b> <ul style="list-style-type: none"> <li>Agile PLM Software: CDM</li> <li>Agile PLM for Process: Supplier collaboration, Compliance Screening</li> <li>PLM BI: O&amp;A Conformance, Quality BI</li> <li>EC: Tool Support</li> <li>Innovation Management 2.0</li> </ul>

### Siebel Current Release and Roadmap

Siebel 8.1 & 8.2 Innovation Packs Q4 2012	What's Next 0-12 month planning cycle	Future Directions Post 12 month planning cycle
<b>Customer Experience</b> <ul style="list-style-type: none"> <li>New employee and partner experience on any device, channel and browser (Open UI)</li> <li>iPad and Android tablet apps for field sales and field service</li> <li>Real time rewards and recognition with high performance loyalty engine</li> </ul> <b>Industry Innovation</b> <ul style="list-style-type: none"> <li>Connected mobile for Consumer Goods (CGS) and Life Sciences (LS)</li> <li>Advanced process enhancement using historical state model for Public Sector</li> <li>Utilities Order-to-Bill customer and product integration with CC&amp;B (Customer Care and Billing)</li> </ul> <b>Lower TCO</b> <ul style="list-style-type: none"> <li>Standardization on Oracle technology for Web Services deployment, Reports (BI Publishers and Secure Enterprise Search)</li> <li>EOG integration for improved data quality</li> <li>Optimized marketing campaign performance</li> </ul>	<b>Customer Experience</b> <ul style="list-style-type: none"> <li>Cross-channel commerce, loyalty and marketing experience with Siebel-ATG, WC, Sites and Social integration</li> <li>Improved service experience with integrated Oracle Knowledge and social integration</li> <li>Intelligent offer presentation and execution with Real Action (Siebel-RTD integration)</li> </ul> <b>Industry Innovation</b> <ul style="list-style-type: none"> <li>Banker's desktop for Financial Services, Retail apps for Consumer Goods (Retail Integration), Clienteling, Connected mobile for CG &amp; LS</li> <li>Advanced branding, mobile content and multi-able ordering for Communications and Utilities</li> <li>Improved client experience and case processing for Public Sector</li> <li>Friction space day and Loyalty for Hospitality</li> </ul> <b>Lower TCO</b> <ul style="list-style-type: none"> <li>Application life cycle management - development (BIM), deployment, monitoring and diagnostics</li> <li>Integration with OPEL for business process innovation</li> <li>Concept-to-Cash integration for industries</li> </ul>	<b>Customer Experience</b> <ul style="list-style-type: none"> <li>Cross-channel sales and service experience with Siebel-ATG, Retail and Endeca integration</li> <li>Extended 360 view of the customer with social insights and integrated analytics</li> <li>Extended portal experience for employee and customer collaboration with integrated Oracle Social Network (COB)</li> </ul> <b>Industry Innovation</b> <ul style="list-style-type: none"> <li>New mobile app for Retail Banking</li> <li>Enhanced integration between Trade Promotion Management and Customer Order Management</li> <li>Apparel Management, Case State and Temporal Event Management for Public Sector</li> <li>Remote monitoring and analytics integration for Manufacturing service industries</li> </ul> <b>Lower TCO</b> <ul style="list-style-type: none"> <li>Performance improvements using in-memory database for caching</li> <li>Integration with OPEL for business process innovation</li> <li>Enterprise Management user console for monitoring</li> </ul>

### JD Edwards World Current Release and Roadmap

Release A9.3 April, 2012	What's Next 0-12 month planning cycle	Future Directions Post 12 month planning cycle
<b>User Productivity:</b> <ul style="list-style-type: none"> <li>Security Workbench</li> <li>Related Application Information Framework</li> <li>Enhanced Subledger Accounting</li> <li>Approvals Management for Time Cards</li> </ul> <b>Industry:</b> <ul style="list-style-type: none"> <li>Plan Accounting for Manufacturing</li> <li>Activity Rules for Manufacturing</li> <li>Advanced Pricing for CPG</li> </ul> <b>Global &amp; Compliance:</b> <ul style="list-style-type: none"> <li>Plan Accounting with support for Oracle security standards</li> <li>Improved Inventory to GL Reconciliations</li> <li>Localizations (EMEA, LAT)</li> </ul>	<b>User Productivity:</b> <ul style="list-style-type: none"> <li>Expanded Import/Export Processes for Human Capital Management</li> <li>EDI support for Multiple Receipts and Lot Expiration</li> </ul> <b>Industry:</b> <ul style="list-style-type: none"> <li>Warranty Management for Fixed Assets</li> <li>Interoperability for:           <ul style="list-style-type: none"> <li>Quality Management</li> <li>Plant &amp; Equipment Management</li> </ul> </li> </ul> <b>Global &amp; Compliance:</b> <ul style="list-style-type: none"> <li>Field Level Masking</li> <li>Expanded Support for BI Publisher APIs</li> <li>Localizations (EMEA, LAT)</li> </ul>	<b>User Productivity:</b> <ul style="list-style-type: none"> <li>Tablet capability for World applications</li> <li>Adopt EnterpriseOne UI</li> <li>Reduced TCO for upgrades</li> </ul> <b>Industry:</b> <ul style="list-style-type: none"> <li>Industrial Mfg - Improved Quality Management Test Results Processing</li> <li>Industrial Mfg - Reporting by Work Center</li> <li>CPG - Enhanced Sales - Credit and Collections</li> <li>Commercial Real Estate - Lease Versioning</li> <li>Service Industry - Pcard support for T&amp;E</li> </ul> <b>Global &amp; Compliance:</b> <ul style="list-style-type: none"> <li>Integration with Fusion HCM</li> <li>Localizations (EMEA, LAT)</li> </ul>

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# Continue on your current path

## Recommended Actions

### Adopt components of Fusion Middleware

- Oracle Business Intelligence Enterprise Edition 11g
- Oracle Enterprise Manager
- Oracle Identity Management
- Oracle SOA Suite 11g
- Oracle WebCenter Suite
  - *Oracle WebCenter Sites*
  - *Oracle WebCenter Portal*
  - *Oracle WebCenter Connect*
  - *Oracle WebCenter Content*





# Engineered Solutions for Applications

**ORACLE®**  
OPTIMIZED SOLUTIONS

## On Exadata & Exalogic

- **JDE**

- 3x faster transaction processing response time
- 2x number of users per core
- Tens of thousands of Batch jobs completed in 1 hour
- Large batch jobs do not cause user performance degradation

- **PeopleSoft**

- 5x faster transaction processing response time
- 50-80% improvement in reporting response time
- 40% improvement in batch processing times
- Reduced back up time to < 5 minutes

- **Siebel**

- 4x faster transaction processing response time
- 50-80% improvement in reporting response time
- 2-4x more scalable than alternatives

- **E-Business Suite**

- Up to 3.5x faster transaction processing response time
- 8x improvement on Self-Service response time
- 4x more throughput capacity
- 2x number of users per core
- ~5x improvement in batch job performance

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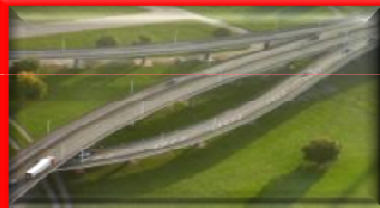
# Complete Choice

## Incremental Adoption



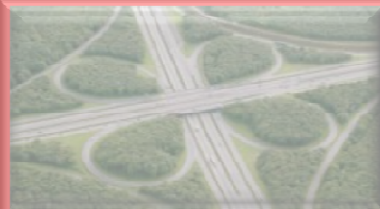
### Continue on Your Current Path

Upgrade to the latest release of your current Oracle Applications



### Incrementally Adopt Fusion Apps

Add new Fusion Applications modules and coexist with your current Oracle Applications



### Embrace the Complete Suite

Deploy the comprehensive suite of Fusion Applications products

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# Oracle Fusion Applications

## Incremental Adoption

- Customers select specific product family modules
- Deploy in a stand alone fashion
- Deploy using packaged Coexistence Integration

**Fusion Talent Management**

**Fusion Accounting Hub & EPM**

**Fusion Governance, Risk, & Comp**

**Fusion Order Orchestration**

**Fusion Sourcing, Spend, & Contracts**

**Fusion Incentive Compensation**

**Fusion Territory Management**

**Fusion Product Data Hub**

**Fusion Customer Data Hub**

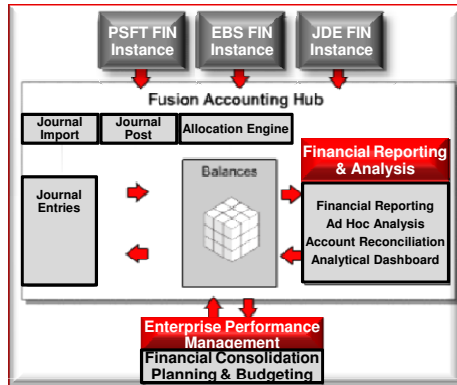
**Fusion Procure to Pay**

**Fusion Workforce Directory Mgmt**

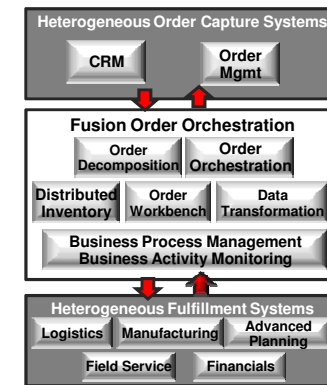
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# Fusion Coexistence Scenarios

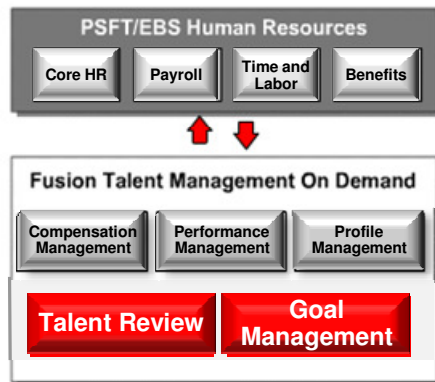
## Fusion Accounting Hub & EPM



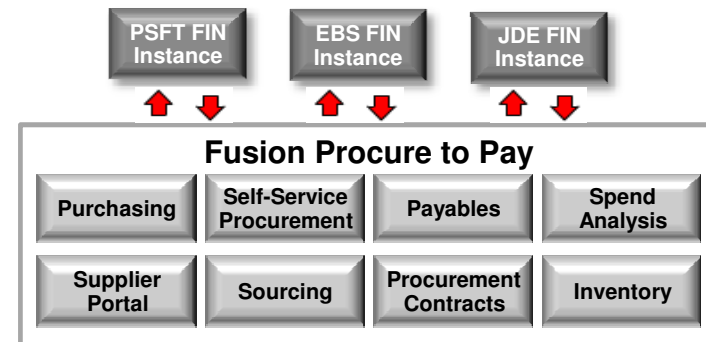
## Fusion Order Orchestration



## Fusion Talent Management



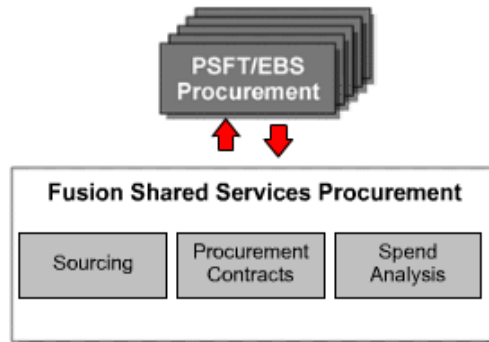
## Fusion Procure to Pay



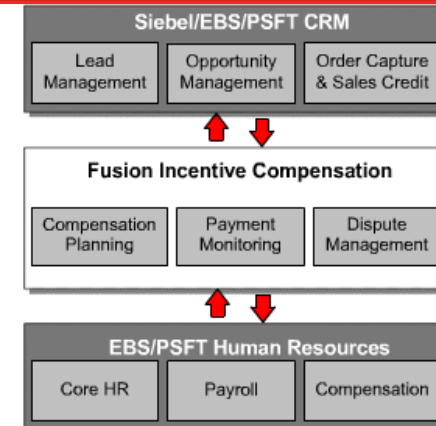
ORACLE

# Fusion Coexistence Scenarios

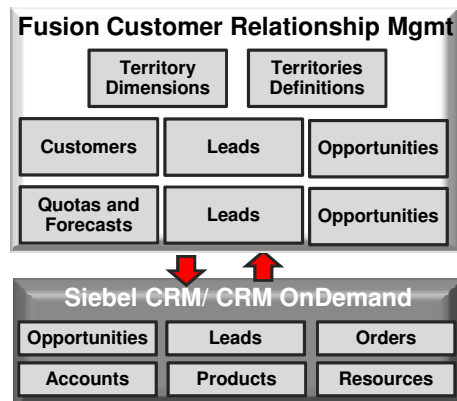
## Fusion Sourcing, Spend, & Contracts



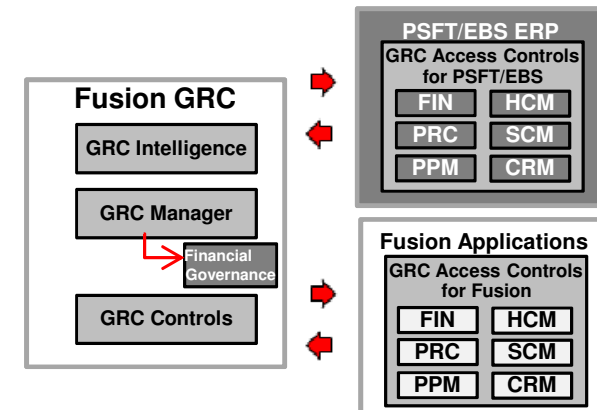
## Fusion Incentive Compensation



## Fusion Territory Management



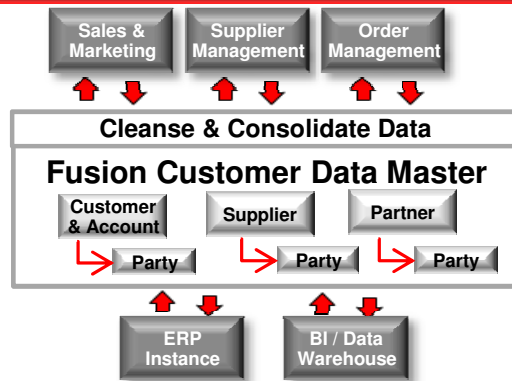
## Fusion Governance, Risk, & Comp



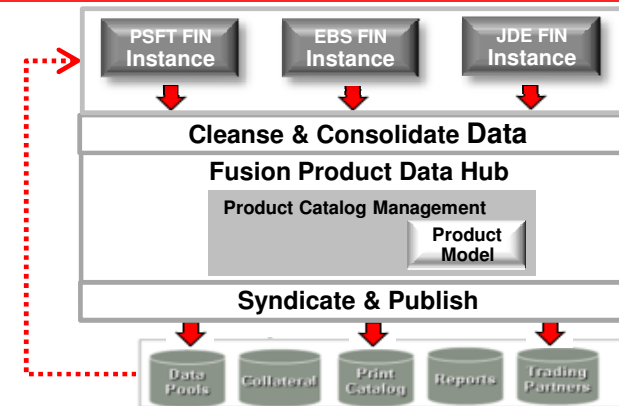
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# Fusion Coexistence Scenarios

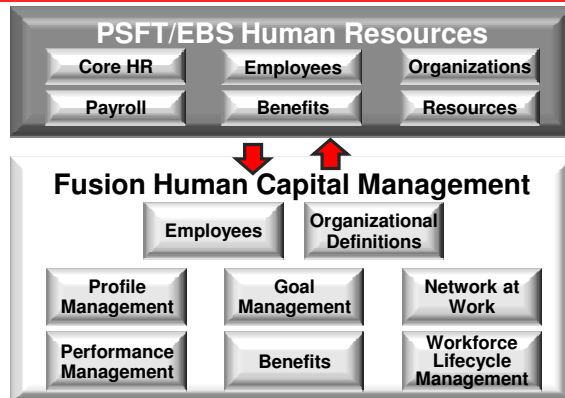
## Fusion Customer Data Hub



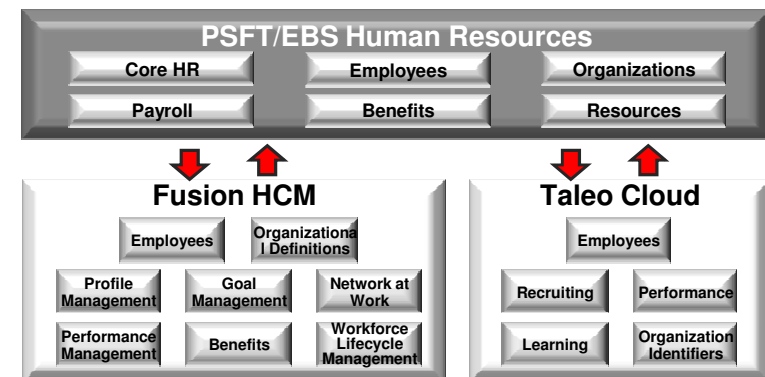
## Fusion Product Data Hub



## Fusion Workforce Compensation

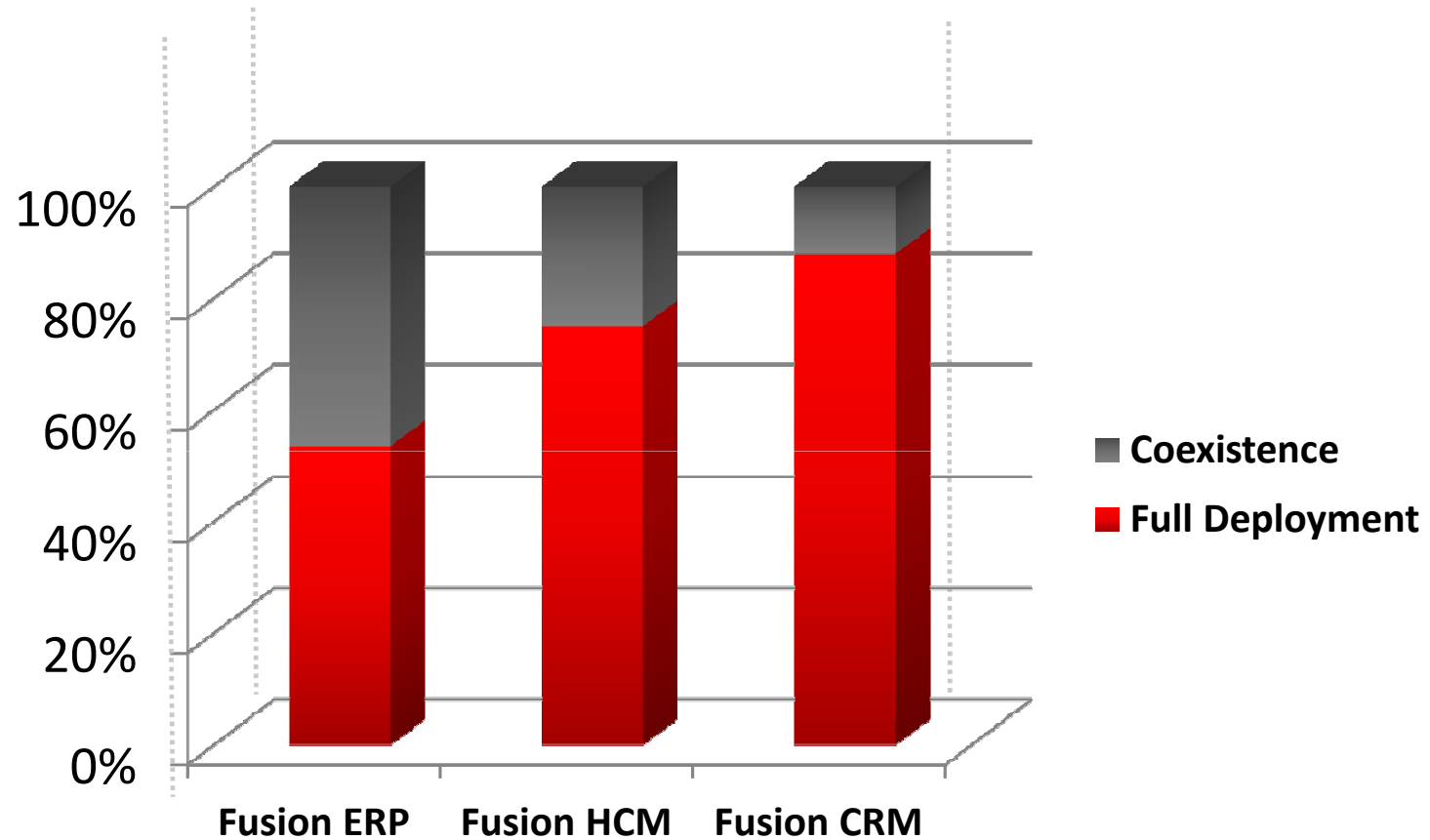


## Performance, Comp & Recruiting



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# Deployment Approach by Product Family



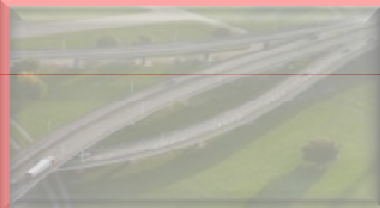
# Complete Choice

## Full Suite Adoption



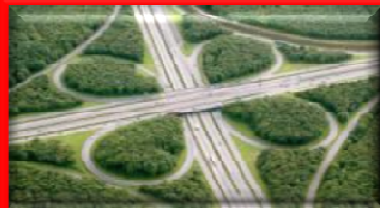
### Continue on Your Current Path

Upgrade to the latest release of your current Oracle Applications



### Incrementally Adopt Fusion Apps

Add new Fusion Applications modules and coexist with your current Oracle Applications



### Embrace the Complete Suite

Deploy the comprehensive suite of Fusion Applications products

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# Oracle Fusion Applications

## Full Suite Adoption

- Customer confirms functional fit of full suite as a replacement
- Built in BI, Social, Mobile, extensibility
- Select Deployment Model (Cloud, On Premise)
- Deploy using packaged migrations
- Rapid Implementation packages available for Fusion Applications

# Fusion Human Capital Management

## Full Suite Adoption Choices



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# Fusion Customer Relationship Management

Full Suite Adoption choices



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# Fusion ERP & Supply Chain

## Full Suite Adoption Choices



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# Customer Deployment Examples



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# Fusion Success: Principal Financial Group

## Coexistence - HCM

Live Jan 2012



### COMPANY OVERVIEW:

The Principal Financial Group® (The Principal®) is a leader in offering businesses, individuals and institutional clients a wide range of financial products and services, including retirement and investment services and life and health insurance through its diverse family of financial services companies.



### CHALLENGES:

- Rapid global growth necessitate new tools to facilitate HR Service Delivery for Compensation and Talent Management.
- Many financial business processes need automation and auditing to be compliant
- Multiple systems in Finance and HR mean multiple sources of 'truth' for end-users

### FUSION PROVIDES:

- Fusion Talent Management Base with OTBI
- Fusion Talent Review
- Fusion Performance Management
- Fusion Goal Management
- Fusion Workforce Compensation

### BENEFITS:

- Implementing a full-function Compensation, Performance Management and Talent Review system will increase employee adoption and leader effectiveness
- Minimize time and effort spent manually collecting necessary information to conduct talent reviews

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# Fusion HCM Success: Brocade

## Coexistence - HCM

Live Feb 2012



### COMPANY OVERVIEW:

Brocade Communications Systems, Inc. supplies end-to-end Internet protocol based Ethernet and storage area networking solutions for enterprises and service providers. Its Data Storage segment offers infrastructure products and solutions.



### CHALLENGES:

- Manual processes for Performance and Workforce Compensation
- Low adoption of current talent management processes causing loss of high performers

### FUSION PROVIDES:

- Fusion Talent Management Base with OTBI
- Fusion Talent Review
- Fusion Performance Management
- Fusion Goal Management
- Fusion Workforce Compensation

### BENEFITS:

- Intuitive, full-function performance, compensation, and goal management
- Increase employee adoption
- Improve employee effectiveness through improved employee development plans

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# Fusion HCM Success: Ardent Leisure

## Full Suite Adoption - HCM

Live June 2012



### COMPANY OVERVIEW:

Ardent Leisure is an Australian-based leisure company which owns and operates a leisure portfolio of over 100 assets across Australia, New Zealand and the United States. It is most known for its operation of the Dreamworld theme park and the WhiteWater World water park on the Gold Coast, Queensland, Australia.



### CHALLENGES:

- Manual processes for Performance and Workforce Compensation
- Low adoption of current talent management processes causing loss of high performers

### FUSION PROVIDES:

- Fusion Human Capital Management with OTBI
- Fusion Benefits Management Benefits
- Fusion Workforce Compensation
- Fusion Network at Work
- Fusion Talent Review
- Fusion Goal and Performance Management
- Fusion Workforce Predictions

### BENEFITS:

- Intuitive, full-function performance, compensation, and goal management
- Increase employee adoption
- Improve employee effectiveness through improved employee development plans

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# Fusion HCM Success: Peach Aviation

## Full Suite Adoption - HCM

Live April 2012



### COMPANY OVERVIEW:

Based at Kansai International Airport in Japan, Peach Aviation is Japan's first low cost carrier (LCC). It is dedicated to providing safe, reliable, and affordable flights that will create new value and options in air travel.



### CHALLENGES:

- Gain better visibility into workforce
- Leverage employees skills
- Maximize employees abilities to impact business

### FUSION PROVIDES:

- Fusion Human Capital Management Base with OTBI
- Fusion Workforce Directory Management
- Fusion Network at Work

### BENEFITS:

- Flexible, next gen solution
- User friendly, attractive UI
- Out-of-the box deployment

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# Fusion HCM Success: Elizabeth Arden

## Full Suite Adoption - HCM

Live June 2012



### COMPANY OVERVIEW:

Elizabeth Arden is a global prestige beauty products company with an extensive portfolio of prestige beauty brands sold in over 100 countries. The company's brand portfolio includes Elizabeth Arden skincare, color and fragrance products, Prevage anti-aging formulas, the celebrity fragrance brands of Britney Spears, Elizabeth Taylor, Justin Bieber, Mariah Carey, Nicki Minaj, Taylor Swift, and Usher; the designer fragrance brands of Juicy Couture, Alfred Sung, BCBGMAXAZRIA, Ed Hardy, Geoffrey Beene, Halston, and many others



### CHALLENGES:

- No current HR System in international locations
- Require basic employee management and compensation/performance management planning

### FUSION PROVIDES:

- Fusion Human Capital Management Base with OTBI
- Fusion Payroll Interface
- Fusion Talent Review
- Fusion Workforce Compensation
- Fusion Goal Management
- Fusion Performance Management
- Fusion Workforce Predictions

### BENEFITS:

- Implementing a comprehensive, fully integrated HCM solution will enable Elizabeth Arden to reduce the long cycle time and errors inherent in their current manual solution.
- A solid HR solution will empower managers and HR professional to better align compensation with performance, enhancing workforce motivation and retention

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# Summary

## HCM Deployment Assessment

- Large number of customers coexist with Talent and PSFT or EBS
- Full Suite deployments on the rise with Rapid SaaS driving
- Taleo Learning and Recruiting becoming a common addition for all customer service subscriptions
- Large number of customers choosing SaaS Deployment option as their primary HCM Solution

# Fusion CRM Success: Hologic

## Coexistence - CRM

Live Sept 2012



### COMPANY OVERVIEW:

Directly, and through our subsidiaries, Omnicare provides a broad array of pharmacy-related services to long term care facilities and to other customers in the health care environment. While senior care has long been an Omnicare specialty, we also serve other targeted populations.



### CHALLENGES:

- Disconnected Customer and Contact Information
- Poor Internal Collaboration
- No email or mobile CRM support
- Launching indirect channel

### FUSION PROVIDES:

- Fusion Incentive Compensation

### BENEFITS:

- Consolidated compensation solution for all employees
- Fair/competitive wages will drive retention of best employees
- Improved sales performance as sales more effectively pursues plan attainment

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# Fusion CRM Success: Church Pension Group

Live Sept 2012

## Coexistence - CRM



### COMPANY OVERVIEW:

CPG describes its mission as to serve the needs of the parishes, dioceses and other Episcopal Church institutions including clergy, lay workers, and their families by providing pensions and other financial planning services.



### CHALLENGES:

- Currently run EBS CDH under single global instance umbrella - want to separate out customer master functionality and migrate to a more modern, functionally rich, and easier to use technology stack for customer maintenance function.
- Customer views Fusion applications as their future foundation platform; Looking to initiate strategy of migrating EBS apps in this direction.

### FUSION PROVIDES:

- Fusion Customer Data Hub
- Fusion Customer Data Quality

### BENEFITS:

- Project would initiate CPG's long term strategy to migrate to a modern technology platform for customer maintenance.
- Fusion CDM provide additional functional capabilities in the area of data stewardship that CPG would leverage

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# Fusion CRM Success: The Athene Group

## Full Suite Adoption - CRM

Live April 2012



### COMPANY OVERVIEW:

The Athene Group was founded by individuals who believe building strong relationships is the key to success -- for our organization as well as the organizations of our customers. We can help your organization build stronger relationships with your clients through the implementation of Custom Relationship Management (CRM) systems and the integration of those systems into your existing environment.



### CHALLENGES:

- How to get the sales reps to be more productive when travelling
- Tools that facilitate collaboration with off-shore teams on sales deals within CRM applications
- How to nurture the customer base & keep them engaged

### FUSION PROVIDES:

- Fusion CRM Base
- Fusion Sales Smartphone Edition
- Fusion CRM for Microsoft Outlook
- Fusion Sales Campaigns
- Oracle Social Network for Collaboration: Activity Streams, Group Spaces

### BENEFITS:

- Surge in contact creation from Fusion CRM in Microsoft Outlook
- Working collaboratively with off-shore teams on deals
- Great response to the first sales campaign sent to key contacts. Powerful & effective.

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# Fusion CRM Success: Serene Corporation

## Full Suite Adoption - CRM

Live April 2012



### COMPANY OVERVIEW:

Serene Corporation provides a full range of IT services customized to meet each client's specific needs and business objectives. Serene consultants work collaboratively to share their extensive industry experience and superior technical expertise with clients in industries ranging from high technology, real estate, and biotechnology & pharmaceuticals to financial services, manufacturing, and communications & media. Serene is dedicated to the cost-effective delivery of integrated IT solutions that achieve outstanding business success.



### CHALLENGES:

- Manual CRM Processes inhibits sales success
- Would like to identify new projects from existing customers and track to closure
- Need a way to manage leads and improve conversion rate to opportunities

### FUSION PROVIDES:

- Fusion CRM
- Fusion Sales
- Fusion Marketing
- Fusion Customer Hub & Data Quality

### BENEFITS:

- Have their Sales Force understand and promote Fusion CRM
- Fix their data Quality Issues in Siebel on Premise
- Begin pro-active Marketing Campaigns
- Skill their Consultants in Fusion CRM

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# Fusion CRM Success: Acorn Paper Products

## Full Suite Adoption - CRM

Live June 2012



### COMPANY OVERVIEW:

Acorn is one of the 3 divisions of Oak Paper Products Company Inc. Acorn Paper Products operates end user distribution and Oak Distribution Company operates wholesale distribution. The corrugated carton manufacturing division is AMD Container & Display.



### CHALLENGES:

- Need to align territories based on insights into past sales data, competitor data, and potential leads.
- Getting well qualified leads is a huge pain point
- Forecast accuracy for proper demand planning

### FUSION PROVIDES:

- Fusion CRM Base
- Fusion Territory Management
- Fusion Sales Campaigns
- Fusion Marketing
- Fusion Territory Management

### BENEFITS:

- Gain better alignment between Sales and Marketing by eliminating one of the biggest pain points of getting well qualified leads with lead assessment in Fusion Sales
- Empower the sales managers to align their sales-force to address market need and allocate the right accounts using Fusion Territory management

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# Fusion CRM Success: Green Mountain Coffee

## Full Suite Adoption - CRM

Live June 2012



### COMPANY OVERVIEW:

Green Mountain Coffee Roasters is recognized as a leader in the specialty coffee industry for its award-winning coffees, innovative brewing technology and socially responsible business practices.



### CHALLENGES:

- Disconnected Customer and Contact Information
- Poor Internal Collaboration
- No email or mobile CRM support
- Launching indirect channel

### FUSION PROVIDES:

- Fusion CRM Base
- Fusion Integrated Sales and Marketing
- Fusion Mobile and Desktop Integration
- Fusion Social Collaboration
- Fusion Partner Relationship Management

### BENEFITS:

- Single Source of Customer and Contact Data
- Coordinated Internal Collaboration
- Increased Customer Manageability
- Improved Sales Performance

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# Summary

## CRM Deployment Assessment

- CRM has more Full Suite Adoptions
- Many have a smaller number of users
- Coexistence scenarios are either Customer Data Management or Incentive Compensation based
- Marketing coexistence on the rise with addition of social insight services
- Vast majority of CRM deployments are SaaS based



# Fusion SCM Success: Boeing

Live June 2012

## Coexistence - SCM



### COMPANY OVERVIEW:

Boeing is the world's largest aerospace company with customers in more than 150 countries and a annual revenue of \$68.7 billion. It has Research, design and technology-development centers and programs in multiple countries more than 170,000 Boeing employees in 50 states and 70 countries .Boeing has contracts with 22,000 suppliers and partners globally.

### CHALLENGES:

- Lengthy Order to Close Out process
- High operating costs
- Difficulty in collating product information for an order
- Fragmentation of Product Data leading to non standardized duplicate product information

### FUSION PROVIDES:

- Fusion Distribute Order Orchestration (DOO)
- Fusion Product Hub
- Enterprise Data Quality for Product Data

### BENEFITS:

- Centralized orchestration processes
- Reduced Supply Chain Lead Times
- Intelligent and automated routing of orders
- Decrease order entry and processing errors
- Web-based part catalog and customer portal
- Eliminate Product duplicates and improve data quality

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# Fusion SCM Success: Fideltronik

Live Nov 2012

## Coexistence - SCM



### COMPANY OVERVIEW:

Fideltronik is a rapidly growing group of companies based in Poland with an annual revenue € 130m in annual revenue. It provides a full spectrum of services in the electronics manufacturing market, from product design through manufacturing to shipment to the end customer. Fideltronik has 5 manufacturing sites with 1500 employees all of which are ISO 9000, 14001, 18000 compliant.



### CHALLENGES:

- Global OEM customers who require rapid quoting, prototyping and development of electronic assemblies
- Multiple sources of product information that are difficult to synchronize

### FUSION PROVIDES:

- Fusion Product Hub
- Enterprise Data Quality for Product Data

### BENEFITS:

- Centralized catalog of 2 million cleansed product records
- Online customer and supplier access to customized catalogs with collaboration and BI capabilities
- Enhanced specification validation and quoting

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# Fusion SCM Success: Consolidated Graphics

Live April 2012

Coexistence – SCM

**ConsolidatedGraphics**



## COMPANY OVERVIEW:

Consolidated Graphics is the world's leading provider of high-end digital printing solutions. Fully integrated, our vast digital footprint enables customers to print close to their distribution points and get to market faster with lower shipping costs and reduced environmental impacts.

## CHALLENGES:

- Expanding domestically & internationally, while retaining local service
- Moving to Distribute-Then-Print model
- Replacing aging custom applications
- Frequent Acquisitions

## FUSION PROVIDES:

- Fusion Distributed Order Orchestration

## BENEFITS:

- Reduced maintenance cost through use of off-the-shelf software
- Increased margins through distributed printing
- Better customer service through faster response to status updates and exception management

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# Fusion ERP Success: Oasis Investments

Live June 2012

## Coexistence - ERP



### COMPANY OVERVIEW:

One of the largest manufacturing, engineering, trading, marketing, distribution, contracting and service industries conglomerates in the Arabian Gulf. With headquarters in Dubai, United Arab Emirates, it now has more diverse operations in industrial and business fields than almost any other similar group in the region.



### CHALLENGES:

- Visibility and control over intercompany trading
- Complexity of reporting requirements
- Reliance on skill IT personnel to produce reports for business personnel
- Little appetite for process change within the business

### FUSION PROVIDES:

- Fusion Accounting Hub

### BENEFITS:

- More transparent intercompany trading and thus reduced intercompany reconciliation challenges
- End User reporting capabilities thus reducing reliance on IT

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# Fusion ERP Success: Oasis Investments

Live June 2012

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- Fusion Accounting Hub

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- End User reporting capabilities thus reducing reliance on IT

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# Fusion ERP Success: PGA

## Full Suite Adoption - ERP

Live Jan 2012



### COMPANY OVERVIEW:

The PGA of America is the world's largest working sports organization, comprised of 27,000 men and women golf Professionals who are the recognized experts in growing, teaching and managing the game of golf, while serving millions of people throughout its 41 PGA Sections nationwide.



### CHALLENGES:

- Insufficient reporting
- Inefficient business processes around shared services

### FUSION PROVIDES:

- Fusion Financials
- Fusion Procurement
- Fusion Project Portfolio Management

### BENEFITS:

- Enhanced, simplified, and flexible reporting capabilities
- Elimination of custom reporting
- Enhanced productivity for shared services' business processes

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# Fusion ERP Success: Shellpoint Partners

Live April 2012



## COMPANY OVERVIEW:

Shellpoint Partners is a specialty finance company focused on the U.S. residential mortgage market. One of its primary goals is to provide additional liquidity/options to borrowers who do not fit the existing underwriting criteria for government backed mortgages.



## CHALLENGES:

- Shellpoint is a nimble, well funded company with rapid growth plans (primarily through acquisition) that requires world-class commercial software to support their business growth plans and allow them to focus on their business goals
- Eliminate spreadsheets and manual processes

## FUSION ON PREMISE PROVIDES:

- Fusion Financials

## BENEFITS:

- Provide an Operational and Management Reporting platform which is very important in their regulated Industry
- A modern platform will help them simplify their business processes and technology requirements

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# Fusion ERP Success: Keppel Energy

Live Aug 2012

## Full Suite Adoption - ERP



### COMPANY OVERVIEW:

Keppel Energy is headquartered in Singapore and specializes in power generation, electricity retail, gas, and utilities. It is a wholly owned subsidiary of Keppel Corporation Limited, which is a conglomerate operating in 33 countries.



### CHALLENGES:

- Outgrown Microsoft Dynamics
- Multiple ERP systems throughout
- Inefficient budgeting, financial reporting, and Consolidation.

### FUSION PROVIDES:

- Fusion Financials
- Fusion Financial Business Intelligence.

### BENEFITS:

- Enhanced User Experience
- Automate allocations, electronic payments, reporting, budget to actual comparisons, bank reconciliation
- Improved financial analytics

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# Fusion ERP Success: Land O'Lakes

Live Sept 2012

## Fusion Coexistence – ERP



### COMPANY OVERVIEW:

Land O'Lakes, Inc. is one of America's premiere member-owned cooperatives. We offer local cooperatives and agricultural producers across the nation an extensive line of agricultural supplies, as well as state-of-the-art production and business services. We also are a leading marketer of dairy-based food products for consumers, foodservice professionals and food manufacturers.



### CHALLENGES:

- Highly decentralized procurement processes
- Current architecture could not support centralization of procurement processes
- Manual sourcing and contracting processes

### FUSION PROVIDES:

- Fusion Procure to Pay

### BENEFITS:

- Automate process flow across the procure to pay cycle
- Reduce costs through improved negotiation capabilities
- Improve visibility of spend across company categories and specific suppliers

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# Fusion ERP Success: Innowave Technology

Live Sept 2012

## Full Suite Adoption – ERP



### COMPANY OVERVIEW:

Founded in 2005, Innwave Technology provides unique, innovative solutions using Oracle Applications and Technology.

As an Oracle Platinum Partner, we implement and upgrade Oracle E-Business Suite, JD Edwards, PeopleSoft, Agile, Demantra and Siebel applications. Innwave's expertise in Oracle Fusion Middleware has enabled its clients to derive the benefits adopting SOA-based approach to enabling business processes. Innwave has since expanded its offerings to provide training and support services to its clients.



### CHALLENGES:

- Lack of Financial Transparency
- Not able to Track Finances closely to Projects
- No Rapid reconciliation between costs & Projects
- No single source of truth for project data

### FUSION PROVIDES:

- Fusion Financials Suite
- Fusion Project Portfolio Management Suite

### BENEFITS:

- Standardize Financial and PPM product set
- Automate financial and project tasks
- Eliminate spreadsheets & manual processes
- Centralized Operational/Management Reporting

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# Summary

## ERP & SCM Deployment Assessment

- ERP has many Full Suite Adoptions
- Coexistence scenarios tend to be Accounting Hub, Distributed Order Orchestration, or Product Data Hub Based
- SaaS is just now becoming an option for ERP Deployments
- Anticipate that SaaS will grow, but still full suite on premise deployments continue to be mainstream

# Conclusion



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# Recommendations

## Upgrade to Latest Oracle Applications Release

E-Business  
Suite 12.1

VCP 12.1  
Demantra 7.3

JD Edwards  
E1 9.0

OTM 6.2  
WMS 12.1

JD Edwards  
World A9.2

Agile  
PLM 9.3

PeopleSoft  
Enterprise 9.1

Agile PLM for Process 6

Siebel  
CRM 8.1/8.2

ATG  
Commerce 10

## Optimize Performance with Oracle Technology & Systems

Oracle SOA Suite and AIA

Oracle  
BI Foundation

Oracle ADF &  
WebCenter

Oracle Identity  
Mgmt

Oracle Content  
Management

Oracle Enterprise  
Mgr

Exadata

Exalogic

Exalytics

## Extend Business Value with Co-existence Opportunities

BI Apps

SCM  
Apps

Hyperion  
EPM

Fusion  
Apps

GRC

CRM  
Cloud

ATG

HCM  
Cloud

Industry  
Apps

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# Discover What Oracle Enterprise-Grade Applications Can Do For You

1. Consider the customer examples we've reviewed
2. Identify your current and future needs
3. Map needs to Fusion or other Oracle Applications for best fit
4. Contact Oracle to help you chart your path forward

A 3D red cube is positioned on the left side of the slide. On its top face, the words "ORACLE", "OPEN", and "WORLD" are stacked vertically in a bold, sans-serif font. "ORACLE" and "WORLD" are white, while "OPEN" is black. The background features a large, white, stylized number "7" that splits diagonally across the frame. The upper-left portion of the background is a vibrant red with a complex, glowing network of white lines and dots, resembling a digital or molecular structure. The lower-right portion is a solid, deep red.

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# **Hardware and Software**

The Oracle logo consists of the word "ORACLE" in white, uppercase, sans-serif font, centered within a solid red rectangular bar.

**ORACLE®**

## **Engineered to Work Together**



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