

CUSTOMER SELF-SERVICE SOLUTIONS FOR MANUFACTURING AND DISTRIBUTION

KEY FEATURES

- Simple end customer enrollment
- Account consolidation which provides a single view of account relationship for end customers and internal users
- Delegated hierarchical access control administered by the end customer
- Immediate invoice history (13+ months) upon enrollment
- End customer analytics to provide insight into the customer's account relationship
- Payment advice at the invoice level for online and offline payments
- Reconciliation with A/R
- One-time electronic payment scheduling via ACH or Credit Card
- Report a payment
- User-defined auto-debit thresholds
- Offline payment remittance advice
- Convenience payment capability for panic payments
- Update profile
- Multi-lingual support
- Paper turn-off (or on) features
- Provide customer specific alerts and notifications
- Dynamic drill-down for invoices: summary to detail
- Print-friendly invoice with download option including CSV, XML, and PDF
- Prevent unauthorized access to sensitive information with user roles & permissions
- Integration with existing SSO
- Flexible UI to model your portal standards

It's all about ME! We are living in a Self-Service world. Everywhere we turn on the Internet, it's about "Me" - My News, My Mail, My Place, My Music. "MyWorld" is all about taking advantage of the Internet to bring value to your customers. With more than 125 million online active users and enabling 3 to 5 times the adoption rates of competing solutions, Oracle's Self-Service solutions are best poised for this new "MyWorld" Internet connectivity revolution.

Are you embracing this new revolution with offerings that cater to today's 'web savvy' users? It's time to think about transforming your customer contacts to deliver a superior, value-added solution that will keep your customers coming back for more. With increased adoption rates you will enjoy the highest return on investment for your solution while substantially deepening your customer relationships.

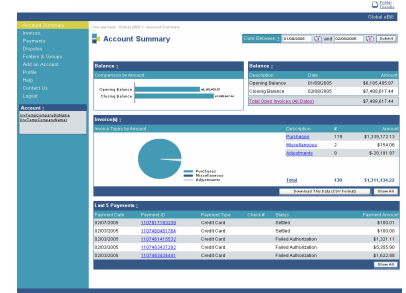
Transforming Your Customer Contacts

Think about why your customers seek interaction with you on an ongoing basis? Common interactions such as requesting a copy of an invoice, disputing an invoice / transaction, checking the status of requested adjustments, making a payment, reporting a payment, buying more goods / services, checking the status of shipment, and other common service transactions are the primary reasons why customers typically contact you. Even though information for each customer may be unique, the process, policies, and procedures for providing a response for the top contacts are repetitive. The reoccurring characteristics of these top contacts are well positioned to be handled online. So why are you still answering the phone, attempting to figure out how to apply a customer's payment to open invoices, and sending paper invoices?

Many industry reports cite Internet adoption in the United States to be over 80% for businesses, but typical adoption for online invoicing, payment, commerce and service solutions for manufacturing and distribution ranges below 10%. So why the disconnect?

Your customers have been spoiled by leading sites on the Internet that are intuitive, easy to use, and provide all the information they need. To date, most Manufacturing and Distribution focused Customer Self-Service solutions have not followed lessons learned from the leading Internet sites. When evaluating your solution, how would you rate your website's ability to:

- Find anything the user needs within 1-2 clicks
- Provide a consistent, integrated look and feel across the portal
- Easily find links to the top 15 reasons why a customer contacts you
- Provide more invoice information than the user would ever need
- Provide the ability for customers to pay online, or offline while still sending information back to A/R on how to apply payments invoice by invoice
- Provide full capabilities to perform commerce transactions online
- Provide timely alerts and notifications
- Give the impression that the solution protects customer sensitive data



Why Oracle?

- Oracle's solutions average 3-5x the customer adoption when compared to both internally built and vendor based solutions
- With the highest adoption in the industry, Oracle delivers the highest ROI of any solution in the marketplace
- There are over 125 million active, online users of Oracle Customer Facing Solutions
- Oracle's Customer Facing Solutions serve many different industries resulting in all solutions leveraging best practices initially developed for specific industries
- Oracle eBilling and ePayment will integrate with any ERP and CRM solution
- Average adoption of Oracle's eBilling and ePayment solutions range from 20-50% by Year 2
- Users of Oracle's Customer Facing Solutions are 60-90% less likely to contact the Call Center
- Intuitive UI mirrors superior online experience that consumers expect

The reality is that the traditional “competition” rules have changed. Not only are you compared to your traditional competition, but you are also competing with the leading Internet sites when it comes to online usability and functionality. If you do not deliver a similar “MyWorld” or experience, your customers will not adopt your solution.

Why Does Adoption Matter?

For customers who enroll for online invoicing, turn-off paper invoices, pay online, and seek answers to their questions online; **the manufacturing and distribution company stands to gain hundreds to thousands of dollars/customer /year depending on the scale of the customer relationship.** This statistic is determined by measuring the fully burdened costs to:

- 1) Answer the phone when the customer calls
- 2) Print, package, and mail paper invoices
- 3) Handle suspense/unapplied cash for invoices
- 4) Resolve disputes

First-generation solutions that have been built internally or purchased have traditionally provided low adoption rates resulting in limited or no impact to operating margins. Only when companies take advantage of customer centric Self-Service technology do they realize a large percentage of customers adopting the solution and recognize a noticeable impact to overall operating margin.

The Oracle Solution

Oracle's Customer Self-Service solutions were architected with the end user in mind. Realizing that usability tied to meaningful functionality was the key to driving adoption, Oracle's solutions are focused on delivering “MyWorld” functionality to our customer's customers.

Delivering a “MyWorld” solution means that we focus on the top 15 + reasons why a customer will contact you. We then look to put most, if not all, of those contact points online, within 1-2 clicks. By presenting this dashboard approach to a customer's specific relationship with you, they are receiving a personalized experience that is intuitive and easy to use.

Key functionality such as providing web and print-friendly invoices, and years of history gives assurance to the customer that they will no longer need to receive paper statements. Having easily accessible answers to a customer's most common questions prevents that customer from calling as they know that they can receive accurate & consistent information online, 24/7. Providing customer-defined payment advice to invoices helps to drastically reduce unapplied cash. Enabling full information gathering for disputes streamlines the process to resolve customer issues. Providing proactive notification on disputes assures the customer you are working their issues.

With over 125 million cross industry users, the Oracle offerings are by far the leader in Customer Self-Service. **Our solutions deliver 3-5x the adoption rates** of competing offerings which results in the highest Return On Investment for our customers. Your business cannot afford *not* to embrace the “MyWorld” internet connectivity revolution.

Proven Solutions. Empowered Customers. Highest ROI. To learn more about how to transform your customer contacts and increase adoption in this “MyWorld” internet connectivity revolution, visit our website at: www.oracle.com/goto/self-service/index.html

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Invoice Date	Invoice No	Type	Amount	Status
10/25/2004	5648	Open	1406	3057
10/25/2004	5658	Open	1403	3057
10/25/2004	4211	Open	2797	3057
10/25/2004	5223	Open	3871	3057
10/25/2004	4313	Open	3865	3057
10/25/2004	5240	Open	2089	3057
10/25/2004	5248	Open	3954	3057
10/25/2004	7316	Open	6446	3057