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Oracle Global Business
and Technology Conference

November 2-3, 2004, Mumbai

Business Agility through Information

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Standardization of IT



The 4 Steps

- ***Process***
 - Standard methodologies for deployment, management, upgrades, problem resolution
- ***Data***
 - Standard definitions, information integrity, and one version of the truth
- ***Architecture***
 - Standard blueprint for pre-assembled, certified, and secure configurations
- ***Infrastructure***
 - Grids of standard, commodity components

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Standardizing Process

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Suite Results: Pohang Iron & Steel Co



- Lead time for hot rolled steel from order entry to product delivery shortened from 30 days to 14 days
- New product development cycle reduced from 4 years to 1.5 years
- Budgeting time reduced from 110 days to 30 days allowing annual budgeting to be adjusted quarterly
- Month-end closing time reduced from 6 days to 1 day
- Standard costing time reduced from 15 days to 3 days

Oracle Products

- Financials
- Manufacturing
- CRM
- HRMS
- Projects
- Application Server

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Data Consolidation



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Suite Results: Westpac Banking Corporation



- 376% ROI achieved through cost reductions and productivity improvements
- 13 chart of accounts consolidated into a single view of the company
- Millions of transactions summarised down to about one million journal entries and posted to the ledger
- Speed of batch processing improved by 40%
- Month-end closure time reduced by 50%

Oracle Products

- ▶ Payroll
- ▶ Project Costing
- ▶ Project Billing
- ▶ Financial Service Applications

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Standard Architecture



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Suite Results: Transgrid



- Replaced 39 non-integrated legacy IT systems with Oracle E-Business Suite
- Achieved 446% five-year return on investment
- Month-end close cut from 10 days to 3 days
- Project labor cost allocation increased from 5% to 75%
- Realized AU\$12 million in benefits over five years
- Reduced support costs for financial applications by 50% in five years

Oracle Products

- Projects
- Financials
- General Ledger
- Receivables
- Assets
- Discoverer

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Grid Infrastructure



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Why Oracle Grid Infrastructure

- Intel / Linux clusters (w/RAC) less expensive than UNIX
- Able to add servers easily as the student community grows

"RAC technology allows us to expand the system flexibly, providing strong support for the development of Tsinghua's campus network."

- Information Network Engineering Research Center, Tsinghua University



Oracle Information Strategy

Content

***Packaged
Information***

On Demand

***Information
On Demand***

Standard
Grid
Infrastructure

***Information
Management***

Analysis

***Analysis of
Information***

Applications

***Processing
Information***



Oracle's Solutions To Real Time Business

Zero Latency Information
RFID

Better Business Decisions
Customer Data Hub

Automated Business Processes
BPEL: Business Process Orchestration

Flexible, Low Cost I/T Infrastructure
Grid Computing

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Thank You



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