Engineering and Construction
Presenter’s Name
Presenter’s Title
Safe Harbor Statement

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Agenda

- Leadership in the Engineering & Construction Industry
- Innovation in Engineering & Construction Solutions
- Results Achieved by Oracle Customers
Oracle in Engineering & Construction

Did You Know?

10 of the Top 10 Fortune’s “America’s Most Admired” E&C firms run Oracle Applications

9 of the Top 10 ENR Global Design Firms run Oracle Applications*

18 of the Top 25 ENR Contractors run Oracle Applications*

*McGraw Hill Engineering News Record
The Challenges We’re Hearing

**Provide Project Lifecycle Visibility**

“How can I get a comprehensive view of all projects...from opportunity → preconstruction → execution → facility management...including pipeline and backlog?”

In an industry operating under constant pressures, the ability to identify, access and integrate information across multiple systems becomes essential for maintaining a competitive edge.

**Optimize Resources Across the Enterprise**

“With an industry-wide shortage of qualified resources, do we have the right resources in place to handle current and future projects?”

One million new jobs are expected to be added to the construction industry by 2012” leading to “an increased shortage of labor caused by shifting demographics and a younger generation with less interest in construction industry

**Improve Project Productivity and Efficiency**

“How can I improve project team collaboration to reduce financial and performance risk, minimize waste, and increase client satisfaction?”

The National Institute of Standards and Technology estimates that the cost of lack of interoperability for the US construction industry is $15.8B per year. That can be extrapolated to over $60B globally.

McGraw Hill Construction

McGraw Hill, U.S. Dept. of Labor

NIST (www.nist.org)
“Oracle’s project management offering is a solid choice for business-driven project and program management. Its financials are among the most robust of the vendor offerings.”

“Forrester”

“In recent releases, Oracle has focused on improving its talent management functionality. It has good functionality in e-recruitment, e-learning, performance management and compensation management.”

“Gartner”

“Oracle CADview 3D: “Teams of people in remote locations … can do real-time shared markup on the same model. This is of great interest to construction and engineering firms that need accuracy and speed in solving design problems in the field…without sharing potentially competitive information in the CAD drawing.”

“AMR Research”
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- Innovation in Engineering & Construction Solutions
- Results Achieved by Oracle Customers
Oracle Engineering & Construction Solutions

Oracle delivers the world’s #1 Construction solution providing comprehensive controls throughout the project lifecycle.

- Manage project progress and status
- Maximize the value of your professional and craft workforce
- Support virtual design and construction
Manage Project Progress and Status

**Requirement**
- Provide a Dashboard View of Pipeline, Active Projects, and History
- Capture Budget, Actual, Committed, and Forecasted Costs and Revenues
- Manage Project Issues and Change Orders

**Oracle Capability**
- Opportunity Management, Project Management, Business Intelligence
- Project Accounting, Project Management, Procurement, Contracts
- Project Management, Project Collaboration, Content Services

**The Oracle Difference**
- Only Oracle Delivers Native Integration of Pipeline, Sold Jobs, Backlog, Project Profitability, and Financial History
- Oracle Provides the Most Comprehensive Project Accounting and Operational Controls Solution on the Market
- Oracle Delivers a Robust Project Management Solution Focused on Issue and Change Management
Capture Change Orders
- Record the change
- Capture multiple requests into change order

Evaluate Impact
- Impact to budget
- Conduct multi-threaded discussions
- Include in forecasts

Routing & Approvals
- Workflow-driven processes
- Enable automatic notifications

Apply Updates
- Update budget with cost, quantity, and/or revenue impacts
- Retain history

- View impact of changes to budget prior to accepting/approving
- Provides complete audit trail of historical changes
- Quickly identify potential areas of risk and take action to mitigate
Swinerton Improves Customer Service and Positions for Continued Growth

COMPANY OVERVIEW
• Swinerton, Inc. provides the full range of pre-construction and construction services, including commercial construction, tenant improvements, renovations, design-build services and value management as well as construction management and civil construction work.

CHALLENGES/OPPORTUNITIES
• Improved information access for employees and customers
• Replace in-house developed, heavily customized applications
• Lower TCO Solution, very expensive to maintain
• Lack of flexibility in current system to grow with the business
• Increase cost and resource efficiency

SOLUTIONS
• Oracle’s JD Edwards EnterpriseOne

CUSTOMER PERSPECTIVE
“Without customization, JD Edwards offers the key functions we need in the construction industry. Plus it provides a foundation for web access that supports our goals for employee and client self-service.” - Luci Tyndall, CIO

RESULTS
• Provided Operations and Financial Management with consistent information to improve the decision-making process
• Integrated internally developed change control system with construction accounting solution to deliver comprehensive project status
• Faster, more efficient employee training - online
Oracle Engineering & Construction Solutions

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Maximize the Value of Your Professional and Craft Workforce

- **Requirement**: Attract, Retain, and Motivate Labor Resources
- **Oracle Capability**: Talent Management
- **The Oracle Difference**: Market leading solution to support recruiting, learning, reviews, compensation, career & succession planning

- **Requirement**: Align In-House and Subcontract Labor With Project Requirements
- **Oracle Capability**: Resource Management, Project Management, Self-service HR
- **The Oracle Difference**: Oracle Provides a Comprehensive Competence Solution to Match Resources with Projects and Proposals

- **Requirement**: Assign Tasks, Measure Resource Utilization, Productivity and Profitability
- **Oracle Capability**: Resource & Project Management, Collaboration, Analytics
- **The Oracle Difference**: Only Oracle Delivers Embedded Project Intelligence for Utilization, Productivity and Profitability Metrics
Comprehensive Talent Management

Hire and Deploy the Best-Fit Resources Globally

Project Demand

Resource Supply

Self-Service Entry

Utilization & Availability Tracking, Workforce Development

Define Demand
Search Resources
Nominate Candidates
Deploy
Execute

Workflow Automation

• Skills, Resumes
• Certifications
• Schedule
• Location, Rates

• Hard / Soft Book
• Approvals
• Notifications
• Ongoing Updates

Global Projects

Reporting
Forecasting

Single Repository

Approvals
Certifications
Notifications
Schedule

Project Manager
Operations Manager
Team Member
Executive

Collaborative Staffing

ORACLE
Michael Baker Corp. Enhances Project Management with Single View of Business Data

COMPANY OVERVIEW
• Michael Baker Corporation provides engineering, operations, and maintenance services for its clients’ most complex challenges worldwide.
• Industry: Engineering & Construction
• Employees: Above 5,000
• Revenues: $550.8 million
• 40 offices across the U.S. and internationally.

CHALLENGES/OPPORTUNITIES
• Provide diverse, widespread workforce with access to up-to-date information from anywhere in the world
• Replace numerous legacy systems with one integrated platform
• Ensure employees follow standard business processes

SOLUTIONS
• Oracle’s E-Business Suite
  • Human Resources
  • Financial Mgt, Expenses, Procurement
  • Project Management
  • Enterprise Asset Management
  • Sales

CUSTOMER PERSPECTIVE
“Oracle has allowed us to manage very complex programs across our enterprise, and as an Oracle On Demand customer, we have access to the best resources.”
Andy Verone, CIO and EVP

RESULTS
• Deployed a single global instance of Oracle applications to support strategic growth initiatives, joint ventures, and new contracts
• Achieved standardization in business practices to drive Sarbanes-Oxley compliance and provide a foundation for shared services
• Improved cash flow and financial management through streamlined revenue recognition and billing practices
Oracle delivers the world’s #1 Construction solution providing comprehensive controls throughout the project lifecycle

- Manage project progress and status
- Maximize the value of your professional and craft workforce
- Support virtual design and construction
Support Virtual Design and Construction

Requirement
Provide a Secure, Collaborative Platform to Support Global Design and Construction Processes

Oracle Capability
Project Collaboration, Collaboration Suite, Portal

The Oracle Difference
Oracle Delivers Integrated Applications & Technology Solutions to Enable Collaborative E&C Activities

Improve Overall Quality and Constructability

CADView 3D, Product Lifecycle Management

Only Oracle Can Provide an Integrated Platform to Support the Virtual Design & Construction Process

Deliver a Comprehensive Repository for Project-Related Collateral

Content Services

Oracle’s Solution Captures All Content & Revisions to Support As-Designed As-Built Handover

Only Oracle Can Provide an Integrated Platform to Support the Virtual Design & Construction Process

Oracle Delivers Integrated Applications & Technology Solutions to Enable Collaborative E&C Activities

Oracle’s Solution Captures All Content & Revisions to Support As-Designed As-Built Handover
Aligning Business Processes Around a Single Information Source
Collaborative Building Information Management (CBIM) - Today

• Lifecycle Management
  • Lifecycle Control
  • Building Structure Info,
  • Change Control & Workflow
• Content Management
  • Workgroups, Folders,
    Documents, Images
  • Version Control
• Design Collaboration
  (CADView3D)
  • IFC based
  • Visualization & Mark-Up
  • Multiple Model Streaming
• Collaboration Tools
  • Project Portal
  • Calendar, eMail, Web
    Conference, SMS, Instant
    Messaging

Oracle CBIM

Architectural
• Site plans
• Conceptual Design
• Space plans

Structural
• Design details
• Reinforcement
• Formwork
• Production details

Prefabrication

Construction Management
• Quantity Take off
• Cost Estimates
• Project Plans
• Schedules
• Drawings
• 3D Simulations

Operate & Maintain/Transfer
• Design Archives
• Change Details
• Facility Management
• Maintenance Schedules

Building Services
• HVAC Design
• Heat Loads
• Electrical Design
• Water, Sewerage design
• Fire Detection
COMPANY OVERVIEW

• CH2M HILL is an employee-owned, global firm providing engineering, construction, operations and related technical services to public and private clients in numerous industries on six continents.

CHALLENGES / OPPORTUNITIES

• Increase collaboration & communication
• Improve efficiencies and reduce administrative expenses around project design and planning
• Increase overall design productivity
• Gain competitive advantage via tighter project management control

SOLUTIONS

• Implemented Oracle’s CADView-3D, Assets, Financials, Billing, Costing, and Purchasing.

CUSTOMER PERSPECTIVE

“Oracle’s solution is simply the most powerful one on the market. It is flexible, it is scalable, and it gives us an edge in our very competitive industry.” -- Jim Butt, IT Director

RESULTS

• Improved collaboration and overall design efficiency with CADView-3D
• Reduced travel and administrative expenses with web-based collaboration
• Accurately track, analyze and control projects and changes throughout the design and construction stages
• Improved communication with clients and contractors
• Compressed schedules from project concept to operation
Oracle Solution Footprint

Customer Channels

- Marketing
- Sales

Analytics
- Marketing Analytics
- Sales Analytics
- Project Intelligence
- Human Resource
- Financials

Business Operations
- Proposal Management
- Contract Management
- Subcontract Management
- Project Management & Collaboration
- Asset/Equipment Management
- Billing Management
- Time & Expense
- CAD
- Scheduling / Estimating

Corporate Administration
- CPM
- Financials
- Indirect Procurement
- Facilities Management
- Human Resources
- Projects
- Compensation
- Helpdesk
- HR
- IT

Infrastructure
- Hubs (Product Hub)
- Hubs (Customer Hub)
- Integration Framework (e.g. BPEL)
Top to Bottom Support for Engineering & Construction

- #1 enterprise software vendor
  - ERP, CRM, HR and more
  - Most scalable, reliable, secure infrastructure
  - Most complete range of on-demand and on-premise deployment options
- Built-in Engineering & Construction capabilities
  - Project intelligence dashboards and analytics
  - Native project information integration with Financials, HR, CRM, Contracts, CAD and Procurement
  - 21 Engineering & Construction business flows pre-configured across 19 e-Business modules
- Largest software support & development team
  - 21,000+ support engineers in 145+ countries
The Oracle Difference

Only Oracle...

• Is the **leading** provider of E&C solutions encompassing the complete **Project Lifecycle** (Opportunity → Pre-Construction → Execution → Facility Management) with **embedded project intelligence**.

• Has a **complete end-to-end Talent solution** with deep functionality for all talent areas: Recruiting, Skills, Certifications, Resumes, Project History, Learning, Rewards, Career and Succession planning, Resource Deployment and Business Intelligence.

• Supports **Interoperability** by integrating Lifecycle Management, Content Management, CADView3D and Collaboration tools.
Agenda

• Leadership in the Engineering & Construction Industry

• Innovation in Engineering & Construction Solutions

• Results Achieved by Oracle Customers
What Customers are Achieving...

**SKANSKA**
Reduced close time from 21 days to 3 days
(Project Costing, Project Billing, Financials)

**SUFFOLK**
Minimized the time spent on managing back-end Processes
(Financials, Project Costing, Project Billing)

**BLACK & VEATCH**
Reduced IT cost by $500,000 annually
(Financials, Project Costing, Project Billing, Oracle Technology Stack)

**CDM**
Reduced DSO by 11 days
(Project Costing, Project Billing, Project Management, Financials)

**TURNER**
Doubled revenue over 7 year period
(JDE Construction Suite, Financials)
# Oracle Engineering & Construction Solutions Summary

## Deliver Comprehensive Project Lifecycle Visibility
- CRM – Opportunity Management
- Project Accounting, Project & Financial Management, Procurement, Analytics
- Project Collaboration, Content Services

## Maximize Professional and Craft Workforce
- Talent Management, Learning Management
- Project & Resource Management, Project Collaboration
- Self-Service HR, HR Business Intelligence

## Improve Project Productivity & Efficiency
- Project Collaboration, Collaboration Suite, Portal
- CADView 3D, Product Lifecycle Management
- Content Services
ORACLE IS THE INFORMATION COMPANY