

# ORACLE POLICY AUTOMATION 10 PRESALES BOOT CAMP

## KEY FEATURES

### ORACLE POLICY MODELING

- Rapid transformation of policy documents and manuals into executable form using unique patented approach
- Business user-friendly rule authoring in natural language in Microsoft Word and Excel.
- Rules in multiple languages
- Integrated debugging and regression testing
- What-if analysis of policy changes

### ORACLE POLICY AUTOMATION RUNTIME

- Automates complex eligibility and policy determinations
- Uses a patented linear inferencing algorithm and patented temporal reasoning capability to automate determinations based on frequently changing rules and customer circumstances
- SOA, Java & .NET support
- Guided interactive interviews
- Integrated with Siebel

*Oracle Policy Automation enables organizations to effectively deliver services and consistently automate their internal and external policies and regulatory obligations.*

*The Oracle Policy Automation product suite consists of two components: Oracle Policy Modeling and the Oracle Policy Automation runtime. Oracle Policy Modeling provides a complete natural language rule authoring environment using Microsoft Word and Excel, including debugging, regression testing, and what-if analysis for policy changes. The Oracle Policy Automation runtime provides high performance rule execution determination services and guided interactive questionnaire capabilities, in SOA, Java and .NET environments.*

### What will we cover

The Oracle Policy Automation Presales Boot Camp is designed for new and existing partners looking to learn how Oracle Policy Automation can reduce complexity, reduce risk and be used as a key differentiator in sales opportunities. The boot camp is an instructor led hands-on workshop, available in **either** a one-day in-class format **or** a three-session Live Virtual Training format. The two formats are not combined.

The boot camp will examine the methods and practices used to implement Oracle Policy Automation in a wide variety of public and private sector organizations. It will focus on the information and skills required for presales to incorporate Oracle Policy Automation into partner solutions.

Customer examples will be provided to illustrate how best practice applies to actual implementation work. The session will encourage open discussion of each topic, and participants are encouraged to bring Oracle Policy Automation related questions drawn from their field experience.

The topics to be covered in the Oracle Policy Automation (OPA) Boot Camp are:

- OPA positioning and target market
- OPA value proposition and key differentiators
- OPA solution architecture

- OPA Connector for Siebel
- OPA Java and .NET APIs
- Hands on introduction to:
  - writing OPA business rules in Microsoft Word and Microsoft Excel
  - the OPA debugger and regression tester
  - constructing OPA screens and screen flows for proof of concept projects to be run in OPA Web Determinations
  - integrating with the OPA Determinations Server using web services.

**Who should attend**

The target roles for attendees to this boot camp include Sales, PreSales, Solution Architects and Practice Leaders. OPA is business user focused, so the hands on material is simple enough for non-technical people to understand.

While this boot camp is not targeted at consultants who are implementing Oracle Policy Automation, it is a very useful introduction to the further implementation level knowledge required.

People who wish to gain an introduction only to OPA may attend just the first session which includes no hands on elements.

**Prerequisite Training**

Partners should view the two following 50 minute recorded webcasts:

- [Expanded Opportunities for Oracle Partners with the combination of Oracle and Haley](#)
- [Haley Technical Overview for Oracle Partners](#).

To access the webcasts, you'll need to use your oracle.com profile login, as access is restricted to Oracle Partners. If you don't already have a login, you can self-register on oracle.com. If your login is not yet badged (associated) with your organization (employer) details, please contact the [Oracle Partner Business Center](#) in your country for assistance.

**Agenda**

The agenda for the one-day in-class format boot camp is:

Part	Content
<b>Part 1</b>	Live demonstration, value proposition & key enablers
<b>Part 2</b>	Hands-on: policy modeling (rule authoring)
<b>Part 3</b>	Hands-on: policy validation, regression testing & rapid prototyping
<b>Part 4</b>	Hands-on: Solution architecture & integration

The agenda for the live virtual training format boot camp is three sessions of three hours each as follows:

Session	Content
<b>Session 1</b>	Live demonstration, value proposition & key enablers
<b>Session 2</b>	Hands-on: policy modeling (rule authoring), policy validation (debugging) and regression testing
<b>Session 3</b>	Hands-on: rapid prototyping, solution architecture & integration

### Environment – Workstation Requirements

There are compulsory software installation prerequisites that must be completed before the boot camp. The boot camp is intensive and hands on. Participants who have not completed the prerequisites will not be able to do the hands on exercises and will not be able to acquire the required knowledge during the boot camp.

Each participant (excluding those who are only attending the first session which does not contain any hands on content) must bring a laptop with the following software installed:

- Microsoft **Windows XP SP2** (or later) or **Windows Vista SP1** (or later) or **Windows 7**
- Microsoft **Word & Excel 2003** or **Word & Excel 2007**
- **SoapUI 3.0.1** ([free download](#))
- **Oracle Policy Modeling** ([download from "Qtcerq"Uqhw ctg'F grkxgt \('Erwf\)](#))

**Important:** you must close all Microsoft Office applications (including Outlook) prior to installing Oracle Policy Modeling, and you must be logged in as an administrator before running the installer. If you have Windows Vista or Windows 7 you must run the installer by right clicking the setup.exe file and using the 'Run as Administrator' option on the pop up context menu, even if your login has Windows Vista / Windows 7 administrator rights.

In Microsoft Word, you'll need to make two minor changes to your settings, which vary depending on your version of Word as follows.

- In **Word 2003**, go to:
  - Tools | AutoCorrect Options | AutoFormat As You Type, then uncheck Automatic **numbered lists**
  - Tools | Options | View | **Style area width**, then type 1 inch or 2.5 cm
- In **Word 2007**, go to:
  - Word Options | Proofing | AutoCorrect Options | AutoFormat As You Type, then uncheck **Automatic numbered lists**
  - Word Options | Advanced | scroll down to Display | **Style area pane width**

**KEY BENEFITS**

- Reduce reliance on technical staff
- Update rules rapidly by allowing subject matter experts to author rules in natural language
- Easily manage changing policy rules and quickly determine outcomes.
- Understand the impact of proposed changes to policy with what-if analysis.
- Increase accountability by documenting each step of a decision process.

**RELATED PRODUCTS**

Oracle Policy Automation integrates with Siebel for CRM and Case Management

in Draft and Outline views and type 1 inch or 2.5 cm.

**Contact Us**

For more information about scheduled Oracle Policy Automation Partner Boot Camps, the Enablement 2.0 Boot Camp program, or to request a new boot camp topic, visit the:

<http://competencycenter.oracle.com>.



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