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.
Oracle E-Business Suite 12.1 Release Summary

- 11 New Products
- 400+ New Features
- 26 New & Enhanced Oracle Business Accelerator (OBA) Flows
- 7 New & Certified AIA Integrations
- 12 New & Enhanced Pre-Integrated Business Intelligence Solutions
- 7 Co-Development and Testing Partner SIs
- 1,300 Person Days of System Integrator Testing Time
- 60 Days: Time Elapsed for 1st Go Live Upgrade Post GA.
- 10 Industries with Significant New Industry Specific Functionality:
Focus on Opportunities to Achieve Rapid Return Today

Invest in Ways to Standardize and Simplify with a Global Business Platform
Oracle E-Business Suite
Focused on Financials and Technology
Oracle E-Business Suite
Substantial Value in Every Area

Achieve Rapid Return

Procurement
Applications Technology
Financials & Projects
Customer & Master Data Management
E-Business Suite 12.1
Supply Chain
Human Capital

Standardize and Simplify

Oracle E-Business Suite
Substantial Value in Every Area
Oracle E-Business Suite Release 12.1
Standalone Solutions

- Procurement
- Sourcing

- Analytics
- Warehouse Management
- Demand Signal Repository
- Advanced Planning Command Center
- Service Parts Planning
- Manufacturing Operations Center

- Sales and Marketing
- Incentive Compensation
- Learning Management
- iRecruitment

- Projects Analytics
- Federal Financials Analytics

- Site Hub
- PIM for Retail
- PIM for Telco

- UPK
- Management Pack
- Application Integration

- AT
- SCM
- HCM

- FIN/PROJ
- CRM/MDM
Oracle E-Business Suite Release 12.1
Deployable with 11i10

- Analytics
- Sourcing

- Warehouse Management
- Demand Signal Repository
- Advanced Planning Command Center
- Service Parts Planning
- Manufacturing Operations Center

- Projects Analytics
- Federal Financials Analytics

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- PIM for Telco

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- Supply Chain
- Customer & Master Data Management
- Financials & Projects
- Human Capital
- Applications Technology

- Projects Analytics
- Federal Financials Analytics

- Site Hub
- PIM for Retail
- PIM for Telco
Reduce All Supply Management Costs
What’s New in Procurement

Results:
- Identify top savings opportunities
- Exploit supply market dynamics
- Optimize strategic sourcing programs
Identify Top Savings Opportunities
Procurement & Spend Analytics

WHAT’S NEW

– Spend Classification*
  • Application that maps raw data into reference to taxonomies
– Spend Analyzer Dashboard & Employee Expenses Dashboard

RESULTS

– Organizes raw data into reference taxonomies
– Accelerates normalization of spend data & simplifies follow-on analysis
– Creates visibility into spending patterns
– Identifies opportunities to improve strategic sourcing
– Offers timely insight into the organization and supplier performance

* New following OBI 7.9.6 Release
Optimize Strategic Sourcing Programs
Oracle Sourcing

WHAT’S NEW IN 12.1

- Oracle Sourcing
  - Two stage RFP evaluation
  - Flexible price tier structures
  - Award-based cost factors
  - Export supplier response to PDF
  - Excel import, export and advanced formatting

- Sourcing Optimization
  - Price Tier Optimization
  - Optimize based on supplier incentives

RESULTS

- Leverage deflationary market dynamics & supplier cost structures to drive savings
- Ensure impartiality of bid evaluations
- Increase sourcing productivity
Optimize Value Creation
What’s New in Supply Chain Management

E-Business Suite 12.1

Achieve Rapid Return

Procurement
Supply Chain
Applications Technology
Financials & Projects
Customer & Master Data Management
Human Capital

Standardize and Simplify

Results:

✓ Complete value chain planning - from demand sensing to after market service
✓ Optimize manufacturing operations and asset utilization
✓ Increase order accuracy and logistics efficiency
Complete Value Chain Planning
Capture and manage demand data with Oracle Demand Signal Repository

WHAT

- A separately deployable application designed to maintain a consolidated view of demand information between the OEM and Retailer to facilitate the transition to demand-driven

HOW

- Combines an enterprise strength extensible retail-oriented data model, with best-in-class analytics and BI, together with a flexible integration architecture to Oracle and non-Oracle applications to provide a common method for managing demand data

RESULTS

- Dramatically improves the accuracy and visibility of demand information in the value chain
Complete Value Chain Planning
Elevate planning insights with Oracle Advanced Planning Command Center

WHAT
- A new application built on top of Oracle Advanced Planning that maximizes the value of your planning information by increasing accessibility and strengthening business orientation

HOW
- Combines the accessibility of a role-based analytical user interface with concepts such as business scenario management and the automation of planning processes

RESULTS
- Elevates the power of planning and planning insights to the business decision making level. Does for Supply Chain Planning what Hyperion does for Financials
Complete Value Chain Planning
Extend planning to after market with Oracle Service Parts Planning

WHAT

– A new application within Oracle Advanced Planning designed to support the increasing importance of after-market service through the management of service parts

HOW

– Combines extensive and purpose-built service parts planning capabilities, all fully integrated with the rest of Oracle Advanced Planning and the associated execution systems

RESULTS

– Enables the cost effective management of service parts and facilitates the growth of Service within the overall business value chain
Optimize Manufacturing Operations
Convert real-time shop floor data into usable intelligence with Oracle Manufacturing Operations Center

WHAT

– A separately deployable application designed to bridge the information divide between the ERP and Plant Floor

HOW

– Combines ERP data with real-time Plant Floor information within an extensible, standard-based data model, on top of which role-based analytics have been created

RESULTS

– Delivers the analytical insights required to optimize equipment effectiveness and overall manufacturing performance
Optimize Manufacturing Operations
Oracle Manufacturing Execution Systems for Discrete & Process Manufacturing

WHAT’S NEW IN 12.1
- Operator Kiosks Touch screen
  - Dispensing supervisor dashboard
  - Operator certification
  - On-hand lot status
  - Multi-batch actions
  - Make-to-order controls
  - Regulatory interface certification
  - OPM patchable resources
- Role-Based Dashboards with KPIs
  - Embedded best-practice calculations
  - Drill-downs for root-cause
  - Pre-built role-specific alerts

RESULTS
- Improved manufacturing line control
- 360 degree view of production status
- Early detection to avoid WIP issues
- Consistent instructions for Mfg users
Optimize Manufacturing Operations

Improve asset utilization through comprehensive Oracle Enterprise Asset Management

WHAT’S NEW IN 12.1

- Asset Move Workbench
- Express Work Order
- Graphical display of asset relationships
- Work Order Scheduling with MS Projects
- Compatible units and construction estimating

RESULTS

- Greater user adoption with simplified tools
- Improved asset management for lease, rentals and intercompany transfers
- Simplified work order processing
- Better shut down planning and execution
Transmission and Distribution Utility
Compatible Units and Map Integration

WHAT’S NEW IN 12.1

- Support for compatible unit construction planning and estimating
- Support for GIS map display of distributed assets

RESULTS

- Plan and Estimate T&D construction projects
- Manage FERC accounting
- Easily locate assets on a map with data integration
Enabling Native Work Environments
Managing Assets with the iPhone
Increase Order Accuracy and Logistics Efficiency
Next generation constraint-based engine for Oracle Configurator

WHAT’S NEW IN 12.1
- More robust constraint technology
- Bi-directional numeric handling
- Improved defaulting
- Auto-instantiation of components
- Auto-completion of configurations

RESULTS
- Simplified modeling
- Reduced implementation time
- Reduced maintenance and support costs
- Improved customer experience
Increase Order Accuracy and Logistics Efficiency
Improve service profit and value recovery with Oracle Depot Repair

WHAT’S NEW IN 12.1
- Automated disposition based on rules engine & recovery value
- 3rd Party logistics, billing and warranty claims management
- Service bulletins
- ASCP Service Parts Planning integration
- “Green” reporting metrics

RESULTS
- Reduce cost of returns processing and warranty claims
- Measure and manage performance of OEMs, suppliers and partners
- Reduced risk of litigation and fines for regulatory non-compliance
- Maximize value recovery from returns
Increase Order Accuracy and Logistics Efficiency
Manage all product cost components with Oracle Landed Cost Management

WHAT

– A flexible, rule-based system for calculating estimated and actual landed costs

HOW

– Integrates seamlessly with Receiving to calculate and pass all estimated or actual landed costs through to Inventory, Costing and Accounting systems

RESULTS

– Optimize product margins, visibility into extended supply chain costs, and decision support for strategic sourcing initiatives
Develop Talent and Reduce HR Costs
What’s New in Human Capital Management

Results:
- Improve talent management processes
- Streamline sourcing and onboarding of talent
- Extend existing HRMS investments
**Improve Global Talent Management**

*HR Analytics*

**WHAT’S NEW**
- Recruitment analytics
- Learning analytics
- Leave & absence management
- Core workforce architecture enhancements

**RESULTS**
- Improve visibility into HCM processes by reviewing results through measured analytics
- Provide better, consistent service delivery with a complete view of the workforce to all line managers
- Drive return on human capital investment by understand impact of HR initiatives relative to performance and retention
Improve Talent Management Processes
Oracle Incentive Compensation

WHAT’S NEW IN 12.1
– Improve performance with flexible roll ups
– Improved sales crediting
– Plan Modeling
  • Scenario comparison and impact analysis
  • One click in-line plan and plan component copy
  • Move plans between setup, testing to production

RESULTS
– Reduced TCO with minimal errors
– Multi-scenario comparison for improved decision making
– Increased insight into compensation plan effectiveness and performance to target
Improve Talent Management Processes
Oracle Learning Management

WHAT’S NEW IN 12.1

– Learner Groups
  • Define learner access available to categories, courses, offerings and classes
  • Mandatory and bulk enrolling of multiple learner groups
– Mandatory Enrollments
  • Ensure that workers are enrolled in mandatory training
– Course Evaluations

RESULTS

– Quickly roll out training to large variety of groups
– Ensure workforce is trained on the latest process changes and has met legal requirements
– Improve productivity and the bottom line by using evaluation results to provide more effective training
Streamline Sourcing and On Boarding Talent
Oracle iRecruitment

WHAT’S NEW IN 12.1

– Employee Referrals
  • Recruiters or hiring managers mark vacancies eligible for employee referral
  • Employees create candidates and refer them to a manager to pursue the candidate

– Recruiter and Manager Dashboards
  • Direct access to the recent vacancies, new applicants, and recently created or updated offers

RESULTS

– Improves the speed of hire which in turn improves overall recruiting efficiency
– Engages employees in the acquisition of talent for the organization
– Reduce time needed for recruitment activities by having access to a summary of all activities
Improve Talent Management Processes
Oracle Performance Management & Succession Planning

WHAT’S NEW IN 12.1

- **Talent Profile & Performance Mgmt**
  - Pre-integrated 360 Degree View of the employee across complete HR information
  - Line of Sight Objectives: Graphical representation of the alignment of objectives

- **Succession Planning**
  - Identify & map critical roles, jobs, positions and people in the organization
  - Nine Box, Talent Comparison, Suitability Match Spidergram

RESULTS

- Identify staffing needed to implement organization strategy
- Ensure plan progress is tracked against metrics
- Helps employees to understand how their objectives have been cascaded down through the organization
Key Advances in Select Industries
What’s New in Customer Relationship and Master Data Management

**Results:**

- Improve margins for distributors through process automation
- Manage location and product information centrally
Improve Margins for Distributors Through Process Automation - Oracle Supplier Ship & Debit

WHAT
- Channel revenue management product automating special price requests for wholesale distribution and streamlines the ship & debit claim process

HOW
- Automate all agreements, tracking, accounting journal entries and chargeback’s to vendors manual processes for timely claims processing

RESULTS
- Reduced margin leakage. Reduced cost of managing special pricing agreements and greater visibility into claim process
Improve Margins for Distributors Through Process Automation - Oracle Price Protection

WHAT

- Channel Revenue Management solution enabling orchestration and automation of supplier price changes

HOW

- Timely claims processing through automated integrations to Procurement, Warehouse / Inventory, Costing, General Ledger, Accounts Payable, Accounts Receivable

RESULTS

- Reduced margin leakage. Automation of manual spreadsheets, faster realization from price protection claims, complete control & full visibility into the process, increased channel revenues
Manage Location Information Centrally
Oracle Site Hub

WHAT
- A new master data management application to manage all business processes related to physical locations (sites) such as retail stores

HOW
- A highly extensible site data specific repository combined with purpose built UI’s, integrations to related applications and mapping

RESULTS
- Enhance operational efficiency in site opening, closing or maintenance, improves decision making and increases IT agility
Manage Product Information Centrally
Oracle Product Hub Industry Solutions for Retail and Communications

WHAT
- Single view of product information that can be leveraged across the enterprise
- Extensible, prebuilt industry datamodels and processes
- Sell-side and buy-side product catalog management

HOW
- Central repository for integrated product and service management
- Industry-leading data quality tools to ensure consistent and accurate data
- Open, standards-based integration framework

RESULTS
- Accelerates new product introduction
- Improves operational efficiencies with trusted data
- Decreases cost of collaboration with trading partners
Increase Operational Control and Efficiency
What’s New in Financials & Projects

Results:
✓ Greater control with increased flexibility
✓ Centralized administration of global shared services
✓ Make better decisions with greater insight
Make Better Decisions with Greater Insight
Project Analytics

WHAT
- Complete solution for project business lifecycle reporting
- Role-based best practices provide relevant and actionable insight

HOW
- Actionable insight for improving project portfolio performance
- Track project/program performance and control project costs
- Complete insight into project revenue, billing and profitability

RESULTS
- Improve cash flow
- Optimize resource utilization
- Accelerate deliveries
- Lower operational costs
- Improve margins
- Reduce project and financial risk
Make Better Decisions with Greater Insight
Federal Financials Analytics

WHAT
- Prebuilt analytics for Federal Financials
- Budget execution analysis
- Spending & Payment analysis

HOW
- Track appropriations, apportionments & allotments
- Track commitments, obligations, and expenditures at different fund levels
- Visibility and drill down at each fund level: Fund, Programs, Projects, Organization, Object Class

RESULTS
- Monitor budget spending
- Improve cash flow management
- Minimize interest payments
- Minimize delinquent debt amounts
- Visibility to prepare new budgets
Make Better Decisions with Greater Insight
Federal Project Accounting

WHAT’S NEW IN 12.1

– Support for budgetary and proprietary accounting
– Enhanced funds control
– New funding consumption rules
– Automated advance processing
– Flexible invoicing via Bill Presentment Architecture

RESULTS

– Easily meet Federal accounting requirements
– Enforce spending limits and ensure compliance with earmarked funding
– Eliminate process overhead through automation

Funds Control

- Control Spending and Fund Consumption
- Enforce compliance
- Facilitate Auditing and Reporting

Bill Presentment

- Provide Summarized Roll-Ups
- Offer Detailed Drill-Downs
- Facilitate Customer Reconciliation
Increase Value from Applications
What’s New in Applications Technology

Results:
- Drive greater end user productivity
- Reduce cost of ownership
- Increase agility and lower integration costs
Drive Greater End User Productivity
Pre-Built End-User Documentation

User Modes

SEE IT
Self-Running Demo

TRY IT
Interactive Simulation

KNOW IT
Testing for Competence

DO IT
Context-Sensitive Help

2,300+ Pre-delivered Topics for Release 12.1

Financials
- Payables
- Receivables
- General Ledger
- Assets
- Internet Expenses
- Advanced Global Intercompany System
- E-Business Tax
- Subledger Accounting
- Bank Account Setup/Maintenance

HRMS
- Human Resources
- Payroll
- Self-Service HR
- Performance Mgmt
- Time and Labor
- iRecruitment
- Learning Mgmt

Applications Technology
- Applications Mgmt
- Forms Personalization

Manufacturing
- Shop Floor Management
- Work In Process
- Discrete MES
- OPM Product Development
- OPM Process Execution
- OPM MES

Procurement
- Purchasing
- iSupplier Portal
- iProcurement

Projects
- Project Costing
- Project Mgmt
- Project Resource Mgmt

Distribution
- Inventory
- Order Mgmt
- Shipping Execution
Drive Greater End User Productivity
Better Document Publishing

Oracle Business Intelligence Publisher for Oracle E-Business Suite
Application Management Pack for EBS
Lower TCO through Central Monitoring and Automation

Centralizes the Management of Oracle E-Business Suite system within the Data Center

- **Key Capabilities**: Pro-active Monitoring, Clone automation; Configuration Reporting and Service Level Management

- **New Capabilities**: Clone automation (Hot and RAC), EBS Administration and support for advanced EBS topologies

**Benefits**

- Lowers TCO
- Improves DBA productivity
- Improves Application Availability
- Automates repetitive tasks (Cloning)
Application Change Management Pack for EBS
Lower TCO Through Easier Patching and Customization

A new product to lower the cost of managing changes within Oracle E-Business Suite.

- **Customization Management**: Automates and standardizes the transport of customizations

- **Patch Management**: Integrates with Oracle Metalink to download and deploy EBS patches

- **Functional Setup Management**: Automates the synchronization of functional setups across EBS systems

**Benefits**

- Lowers operational cost
- Improves user productivity
- Centralizes and automates change management processes
Reduce Cost of Implementations
Oracle Business Accelerators

- EBS
  - Setups are 100% Standard
  - Synchronized Sales & Deliver Bids

- Online Configuration Wizards
  - Unlimited Flexibility
  - Uses Oracle Hardware for Faster Startup

- For Partners & OC
  - 180+ Global Partners with 2900+ Users
  - 1200+ Business Models
  - 8000+ Sales & Delivery Assets

- Localized & Industry Versions
  - 51 Country & Industry Specific

- Any Size Customer Coverage
  - Demo, Simple or Complex Financials

- Free
  - No Costs or Royalties
  - “Factory Built” & Maintained
  - Online Training via Oracle University

100+ Accelerator Projects
Live or In Process
# EBS 12.1.1 Accelerator

**Oracle Business Accelerator for Oracle E-Business Suite**

<table>
<thead>
<tr>
<th>Financials</th>
<th>Distribution</th>
<th>Manufacturing &amp; Maintenance</th>
<th>Sales &amp; Service</th>
<th>Projects</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Budgets to Approval</td>
<td>• Author to Sign Procurement Contract</td>
<td>• Design to Release</td>
<td>• Prospect to Opportunity</td>
<td>• Project Costing</td>
</tr>
<tr>
<td>• Customer Invoice to Receipt</td>
<td>• Expiring Procurement Contract to Renewal</td>
<td>• Forecast to Plan – Advanced</td>
<td>• Opportunity to Order for Telesales</td>
<td>• Project Billing</td>
</tr>
<tr>
<td>• Expense Report to Invoice</td>
<td>• Sourcing Requirements to Agreement</td>
<td>• Plan to Schedule</td>
<td>• Lead to Opportunity for Sales</td>
<td>• Project Management</td>
</tr>
<tr>
<td>• Supplier Invoice to Payment</td>
<td>• Requirement to Receipt</td>
<td>• Buy/Sell Sub-Contracting to Receipt</td>
<td>• Opportunity to Order for Sales</td>
<td>• Project Resource Management</td>
</tr>
<tr>
<td>• Receipt to Assets</td>
<td>• Expiring to Actual Landed Cost</td>
<td>• Schedule to Build – Discrete</td>
<td>• Opportunity to Forecast to Management Rollup</td>
<td>• Project Collaboration</td>
</tr>
<tr>
<td>• Assets to Depreciation</td>
<td>• Supplier Registration to Account Review</td>
<td>• Product Costing to Inventory Valuation</td>
<td>• Execute Trade Promotion To Analysis</td>
<td>•</td>
</tr>
</tbody>
</table>
Application Integration Architecture (AIA)

- **Integrates Any Application**
  - Oracle and Non-Oracle
- **Easy to Change**
  - Extensible by customers
- **Upgradeable**
  - From Release to Release
- **Built on Standard Middleware**
  - Composite applications
  - Services published in a registry
  - BPEL for long running transactions
  - Service bus for transformation and routing
  - Common object model
  - Industry specific reference models
## Available AIA Pre-Built Integrations

### Cross Industry Process Integration Packs

<table>
<thead>
<tr>
<th>Pack Name</th>
<th>Avail.</th>
<th>Based on…</th>
<th>Application Versions</th>
</tr>
</thead>
</table>
| Agile Product Lifecycle Management Integration Pack for Oracle E-Business Suite | Aug 2008 | Foundation Pack 2.4 | • Agile PLM 9.2.2.4, 9.2.2.6  
• Oracle E-Business Suite R11.i.10 CU2 and 12.1.1. |
| Siebel CRM Integration Pack for Oracle EBS Order Management | Aug 2008 | Foundation Pack 2.4 | • Siebel CRM SIA 8.0.0.2/8.0.0.6/8.0.0.7  
• Oracle E-Business Suite R11.i.10 CU2 and 12.1.1. |
| Siebel CRM Integration Pack for Trade Promotion Management | Sep 2007 | N/A | • Siebel CRM 8.0 SIA  
• Oracle E-Business Suite 11.i.10 CU2 |
| Process Integration Pack for Oracle Customer Hub | Jan 2009 | Foundation Pack 2.4 | • Siebel UCM 8.1.1 SIA  
• Siebel CRM 8.0.0.5 SIA  
• Oracle E-Business Suite 11.i.10 CU2 |
| Process Integration Pack for Oracle Product Hub | Jan 2009 | Foundation Pack 2.4 | • Oracle E-Business Suite PIM 12.1  
• Siebel CRM 8.0.0.5 SIA  
• Oracle E-Business Suite 11.i.10 CU2 |

### SaaS Process Integration Packs

<table>
<thead>
<tr>
<th>Pack Name</th>
<th>Avail.</th>
<th>Based on…</th>
<th>Application Versions</th>
</tr>
</thead>
</table>
| Oracle CRM On Demand Integration Pack for Oracle E-Business Suite | Oct 2007 | N/A | • Oracle CRM On Demand  
• Oracle E-Business Suite 11.i.10 CU2 |
## Available AIA Pre-Built Integrations

### Industry Process Integration Packs

<table>
<thead>
<tr>
<th>Pack Description</th>
<th>Avail.</th>
<th>Based on…</th>
<th>Application Versions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Siebel CRM Integration Pack for Oracle Comms Billing and Revenue Management: Order to Bill*</td>
<td>Nov 2007</td>
<td>Comms FP</td>
<td>• Siebel CRM 8.1.1 SIA&lt;br&gt;• Oracle Communications Billing and Revenue Management 7.4&lt;br&gt;• Oracle E-Business Suite 12.1.1</td>
</tr>
<tr>
<td>Oracle Comms Billing and Revenue Management Integration Pack for Oracle E-Business Suite: Revenue Accounting*</td>
<td>Nov 2007</td>
<td>Comms FP</td>
<td>• Oracle Communications Billing and Revenue Management 7.4&lt;br&gt;• Oracle E-Business Suite 12.1.1</td>
</tr>
<tr>
<td>Financial Management Integration Pack for Oracle Transportation Management and Oracle E-Business Suite</td>
<td>May 2009</td>
<td>Foundation Pack 2.4</td>
<td>• Oracle Transportation Management 6.0&lt;br&gt;• Oracle E-Business Suite 12.1.1</td>
</tr>
<tr>
<td>Order Management Integration Pack for Oracle Transportation Management, Oracle E-Business Suite and Siebel CRM</td>
<td>May 2009</td>
<td>Foundation Pack 2.4</td>
<td>• Oracle Transportation Management 6.0&lt;br&gt;• Oracle E-Business Suite 12.1.1&lt;br&gt;• Siebel 8.0.0.5</td>
</tr>
<tr>
<td>Driver Management Integration Pack for Oracle Transportation Management and Oracle E-Business Suite</td>
<td>May 2009</td>
<td>Foundation Pack 2.4</td>
<td>• Oracle Transportation Management 6.0&lt;br&gt;• Oracle E-Business Suite 12.1.1</td>
</tr>
</tbody>
</table>

### Direct Pre-Built Integrations (Data Synchronization made simple)

<table>
<thead>
<tr>
<th>Pack Description</th>
<th>Avail.</th>
<th>Based on…</th>
<th>Application Versions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oracle Transportation Management (Glog) Integration to E-Business Suite</td>
<td>Sep 2006</td>
<td>Not based on Foundation Pack</td>
<td>• Oracle Transportation Management 5.5&lt;br&gt;• Oracle E-Business Suite 11.5.10 CU2</td>
</tr>
<tr>
<td>Oracle Enterprise Taxation Management Integration to Oracle E-Business Suite Financials for General Ledger and Accounts Payable</td>
<td>Jan 2009</td>
<td>Not based on Foundation Pack</td>
<td>• Oracle Enterprise Taxation Management (v2.1.5 or later)&lt;br&gt;• Oracle Enterprise Business Suite R12</td>
</tr>
<tr>
<td>Oracle Utilities Customer Care and Billing Integration to Oracle E-Business Suite Financials for General Ledger and Accounts Payable</td>
<td>Feb 2009</td>
<td>Not based on Foundation Pack</td>
<td>• Oracle Utilities CC&amp;B V2.2&lt;br&gt;• Oracle Enterprise Business Suite R12 or R11.5</td>
</tr>
</tbody>
</table>

* Older version of the PIP supports older application versions
Delivering Value in Uncertain Times

11 New Products

New Products in Release 12.1

1. Oracle Advanced Planning Command Center
2. Oracle Demand Signal Repository
3. Oracle Manufacturing Operations Center
4. Oracle Service Parts Planning
5. Oracle Site Hub
6. Oracle PIM for Retail
7. Oracle PIM for Telco
8. Oracle Supplier Ship & Debit
9. Oracle Price Protection
10. Oracle Landed Cost Management
11. Oracle Succession Planning
Delivering Value in Uncertain Times
Summary of Rapid Value Standalone Solutions

- **Business Intelligence Applications**
  - Procurement & Spend Analytics
  - HR & Talent Management Analytics
  - Project Analytics
  - Federal Financial Analytics

- **VCP & Supply Chain Management**
  - Oracle Manufacturing Operations Center
  - Oracle Advanced Planning Command Center
  - Oracle Demand Signal Repository
  - Oracle Service Parts Planning
  - Oracle Sourcing
  - Oracle Warehouse Management

- **Master Data Management**
  - Site Hub
  - Product Hub & PIM for Retail/Telco
  - Customer Data Hub
  - Financials Accounting Hub

- **Human Resources**
  - Oracle Incentive Compensation
  - Oracle iRecruitment
  - Oracle Learning Management

- **UPK Tool & Content (30 products)**
- **Oracle Application and Change Management Packs for EBS**
- **Oracle GRC Applications**
Oracle E-Business Suite Customer Success
Global, Enterprise Customers are Live
Sample Large & Global Companies on E-Business Suite Release 12

- AT&T
- China Power
- Cisco
- Emirates Bank Group
- EPSON
- Facebook
- GAP
- HBO
- Hilton
- Galveston
- Land O’Lakes, Inc.
- LG
- LinkedIn
- Mexicana
- Midea
- Netgear
- Posco
- Roamfree
- Scottish Government
- United Online
...Midsize Companies are Live As Well
Sample Midsize Companies Live on E-Business Suite Release 12
Oracle E-Business Suite Release 12.1 Update
A Sample of Customers Who are Implementing

- Agilysys - Live
  - NI - Start 12.0.6 went live 12.1
  - Needed Integrated ERP System Manage & Balance Maintenance

- Arrow Electronics - Live
  - NI - Start 12.0.6 went live 12.1
  - Global Deployment
  - All EBS Modules

- Chicago Public Schools - Live
  - Upgrade 11.5.10 to 12.0.6 went live with 12.1 on time on budget
  - New Features and Functionality

- G4S Cash Services - Live
  - NI – Financials, HR, OTL, Logistics
  - Global Payroll Integration, 500,000 Security Specialists, 100 countries

- Gulf Aircraft Maintenance Co - Live
  - Upgrade 12.0.6 Financials, HRMS
  - 1st Global CMRO implementation
  - Affecting airline profitability & Regulatory Compliance and Safety

- Alquraishi Electronics Services – Q1
  - NI – In Process
  - Financials, SCM, Projects, Core HR, SSHR, Payroll

- Amsterdam Airport – Q2
  - Upgrade from 11.5.9 - In Process
  - Financials and CRM for new Functionality and latest Technology

- Carpenter Technology - Q2
  - NI – In Process
  - Specialty Alloys/Metals - Supply Chain Planning

- Dept of Justice – In Process – Q2
  - NI – Start 12.0.6 move 12.1 FI, OTM
  - System manages transport of prisoners & aliens law agencies

- McDonalds USA – Q2
  - Upgrade 11.5.10 FA production
  - Critical towards the follow-on project to add additional modules
Chicago Public Schools Successfully Upgraded to Release 12.1

COMPANY OVERVIEW

- Chicago Public Schools is the third largest school district in the United States. They have roughly 450,000 kids in 650 schools, 45,000 employees and is the second largest employer in Chicago, Illinois. They have around 6,000 users on Oracle Business Suite and then 700 departments that use Oracle Business Suite.

- Industry: Public Sector

- Annual budget close to $6 billion

SOLUTIONS

Oracle E-Business Suite Release 12

- Oracle Financials
  - Accounts Payable
  - Accounts Receivable
  - Fixed Assets
  - General Ledger

- Oracle Purchasing
- Oracle Procurement
- Oracle Projects

CUSTOMER PERSPECTIVE


RESULTS

- Upgraded from 11.5.10 for the new features and functionalities in Release 12.
- After 1st system test in April, they decided to upgrade to EBS R12.1 and so the second system test in May was done with Release 12.1.
- Go live had to be July 1, 2009 or they would postpone a year. The move from R12 to R12.1 did not delay the project.
- Project complete on time and on budget
- Performance is looking good and new forms look great.

ORACLE
VIDEO

Release 12.1
Customer Momentum
Release 12.1 Customer Momentum
Chicago Public Schools Discusses the Value of Release 12.1
**Enterprise Financial Systems – Release 12 Upgrade Timeline**

<table>
<thead>
<tr>
<th>Jan '09</th>
<th>Feb '09</th>
<th>Mar '09</th>
<th>Apr '09</th>
<th>May '09</th>
<th>Jun '09</th>
<th>Jul '09</th>
<th>Aug '09</th>
<th>Sep '09</th>
<th>Oct '09</th>
<th>Nov '09</th>
<th>Dec '09</th>
</tr>
</thead>
</table>

![Timeline Diagram]

**Project Scope**
- E-Business Suite Upgrade to 12.1.1
- Discoverer EUL Upgrade to 10.1.3.x
- Applimations Upgrade to R12
- UPK Upgrade
- Budget Transfers Rewrite
- Grant/Gift/Donations Rewrite
- Incident Reporting System Rewrite
- Position Inquiry Rewrite
- Position Inquiry Plus Rewrite
- Web Inquiry Rewrite
- Work Order System Rewrite

**Assumptions**
- No new enhancements to the current version
- Only bug fixes and emergency requests until the end of July
- No new R12 features enabled during the upgrade
- Hardware upgrade scheduled to complete by September
- OS upgrade scheduled to complete by September
- No Database upgrade as part of Applications upgrade
- End users will be communicated and trained in June
- Business users will have dedicated resources for upgrade project
- Production will be down for four days for the upgrade (June 27th - 30th)

**Risks/Challenges**
- PSB FY10 Budget Load Process
- FY09 Year End Process
- Rewrite of 7 Applications
- Internal Accounting System
- Limited Resources

**Customizations**
- 150+

**Interface programs**
- 300+

**Discoverer Reports**
- 400+

**FSG Reports**
- 140

**Oracle Reports**
- 100+
Customer Uptake
Release 12 Vs. Release 12.1

Over 20 customers Live on 12.1
Oracle E-Business Suite Post 12.1
Investments
Enabling Rich User Interface Capabilities
Usability Enhancements bringing Web 2.0 into Oracle E-Business Suite

Rich User Interactions

- Type-ahead search
- Configurable Home page
- Pull-down navigation
- Web 2.0 content containers
- Embedded OBIEE Analytics
- Desktop Widgets
- REST Services

Benefits

- Transparent enablement of rich capabilities in OA Framework based EBS Applications
- Highly productive and visually appealing user experience

Roadmap subject to change without notice. The above is intended for information purposes and may not be incorporated into a contract.
Key Improvements in HCM

Compensation
• Market Survey Data Integration

Time and Labor
• Absences-Time card integration

Learning Management
• E-Signature

Self Service HR
• Hire employee applicants and rehire ex-employees in Manager Self Service

iRecruitment
• RSS Feeds for new job posting

Roadmap subject to change without notice. The above is intended for information purposes and may not be incorporated into a contract.
Federal Contract Lifecycle Management
Integrated Federal Procurement Solution

WHAT

– Co-development project with CACI to develop an Integrated Federal Contract Lifecycle Management Solution

HOW

– Enhancements EBS Advanced Procurement Suite to support Federal Forms and complex Contract Mgmt requirements

RESULTS

– Complete Federal Procurement solution, pre-integrated with EBS Federal Financials, providing visibility and transparency of large dollar procurements to US Federal Agencies

Roadmap subject to change without notice. The above is intended for information purposes and may not be incorporated into a contract.
E&C Roadmap for Oracle E-Business Suite
Subcontractor Payment Management

WHAT

– New features to meet industry-critical operational needs for managing subcontractor payments, including:
  – Payment Controls (Pay when Paid, Automated Deliverable Holds)
  – Back Charges & Miscellaneous Deductions
  – Subcontractor Change Management & Construction Cost Issue Management
  – Construction Billing, Projects to Payroll Integration

RESULTS

– Increased cash flow, Automated subcontractor payment controls, Increased visibility of subcontractor / supplier invoices

Roadmap subject to change without notice. The above is intended for information purposes and may not be incorporated into a contract.
Oracle E-Business Suite Field Service
Driving down costs out while elevating customer service levels

WHAT
- A streamlined Call Center, vast improvements to technician scheduling and optimization, distance-based spare part search and order, and a flexible mobile field service store & forward platform

HOW
- Quick search for customer site and installed base items. Additional cost factors added to the Advanced Scheduler. A partnership with Trimble for GPS tracking. Distance-based spare part search and order. Mobile query framework, personalization, and automatic synchronization.

RESULTS
- Expedite customer phone interactions. Reduce travel time, fuel usage, and vehicle maintenance costs. Quickly find parts to meet Customer SLA.
Key Investment in Financials
Support for Worldwide Accounting & Reporting Requirements

- Argentina: Turnover Tax Withholding/Perception Regimes
- Brazil: Federal SPED Regulation - Accounting SPED
- China: Golden Tax Adapter Enhancements
- Italy: Year End Closing Process
- Spain: VAT Legislation: Modelo 340 and 347 Changes
- United Kingdom: Support for Revaluations and Impairments
- Support for Asset Impairment in Accordance with IAS 36
Oracle E-Business Suite Integrations for AIA 2.5

Oracle Application Integration Architecture (AIA)

**New**
- Primavera
- Agile Variant Management
- Retek RMS
- Incentive Compensation to Siebel

**Enhanced**
- CRM On-Demand
- AIA for MDM
- Order to Cash
- AIA for Comms
- Transportation Management

Roadmap subject to change without notice. The above is intended for information purposes and may not be incorporated into a contract.
Summary

**Opportunity for Rapid Value**
- Many new standalone solutions
- Immediate value without upgrading

**Opportunity to Standardize and Simplify with a Global Business Platform**
- Pervasive enhancements and new solutions across E-Business Suite
- Investments to lower TCO
- Stable R12.1 Platform

**Continued Investment Post 12.1**
- Investments across all product areas