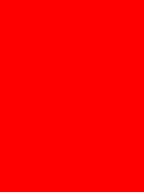




**ORACLE®**

**JD Edwards EnterpriseOne**

**Automotive Industry Overview**



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.

# Today's Agenda

- Industry Experience
- Why JD Edwards EnterpriseOne?
- JD Edwards EnterpriseOne & Oracle
- JD Edwards EnterpriseOne in the market



# Industry Experience Around the Globe



Manufacturing  
and Distribution

- Automotive
- Consumer Goods
- Industrial Manufacturing
- Life Sciences
- Wholesale Distribution

**55%**



Asset  
Intensive

- Natural Resources
- Pulp and Paper
- Chemicals & Lubricants

**12%**



Project  
Oriented

- Construction
- Homebuilding
- Commercial Real Estate
- Government Contracting

**18%**



General  
Business

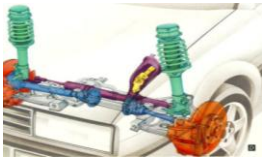
- Hospitality
- Media & Entertainment
- Public Sector, Etc.

**15%**

# Oracle JD Edwards EnterpriseOne in the Automotive Industry



**More than 200** automotive companies run Oracle JD Edwards EnterpriseOne applications



**9 of the top 10** automotive manufacturers on Industry Week's 2004 mfg companies run Oracle applications



**15 of the top 15** companies on Fortune's "Most Admired Auto Parts Companies" run Oracle apps

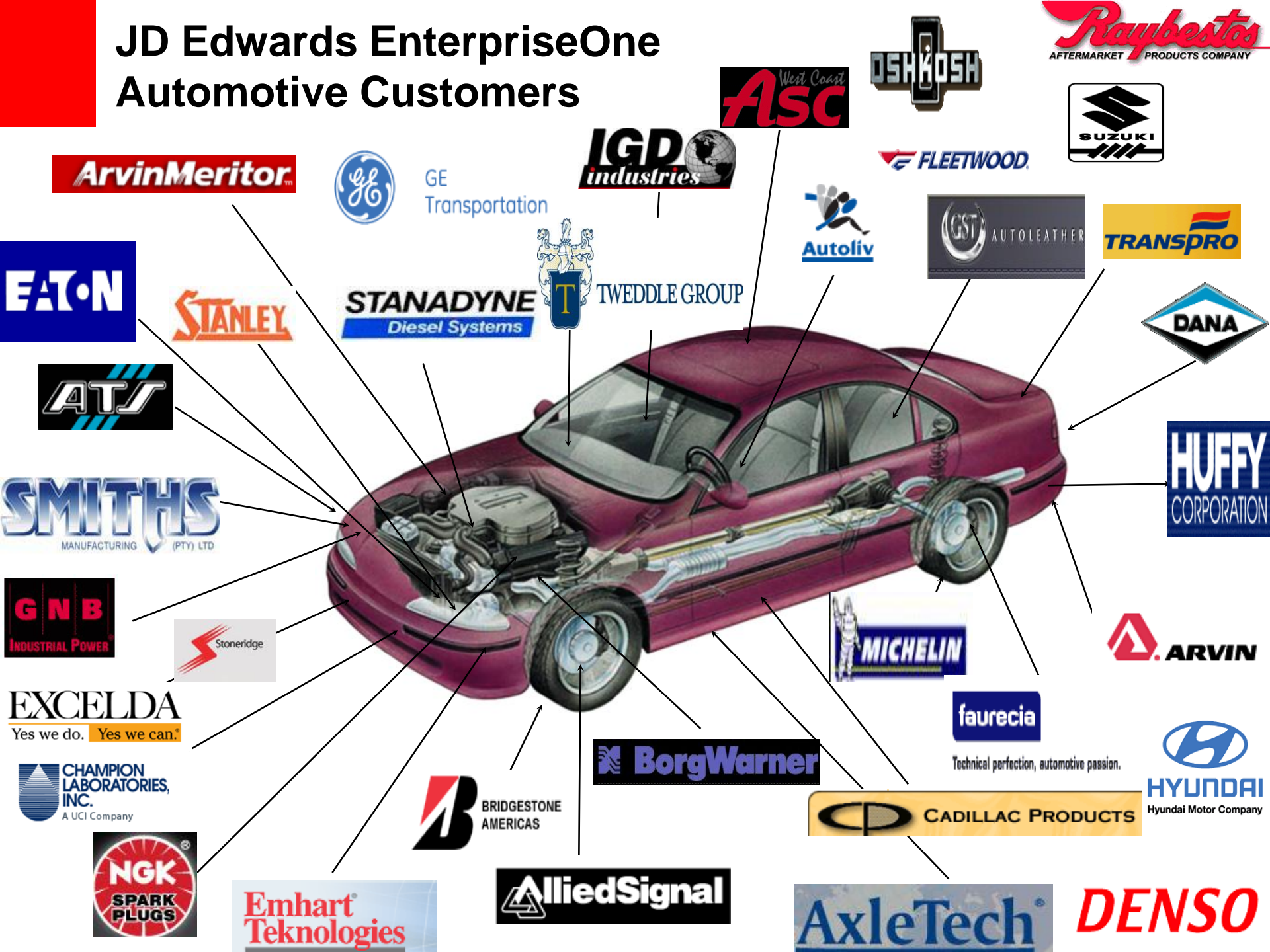


**9 of the top 10** largest auto parts manufacturers on Reuters run Oracle applications



**21 of the top 40** top Global Suppliers from Automotive News run Oracle applications

# JD Edwards EnterpriseOne Automotive Customers





# JD Edwards EnterpriseOne – Automotive Customers

|   |   |   |   |   |  |
|---|---|---|---|---|--|
|     |    |    |     |    |   |
|     |    |    |    |    |   |
|    |    |    |     |    |   |
|     |    |    |     |    |   |
|    |  |  |  |   |  |
|  |  |  |   |  |  |

# Why JD Edwards EnterpriseOne?

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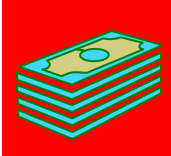

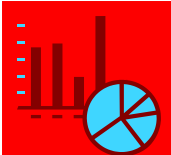
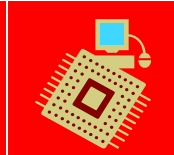
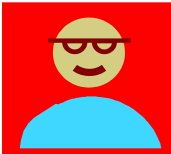
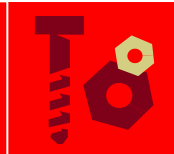



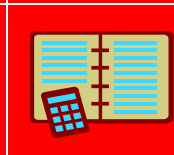


# Why JD Edwards EnterpriseOne?

- ✓ An enterprise solution for managing business processes and solving business challenges with a 30 year heritage.
- ✓ A business application that grows and evolves with your business.
- ✓ A software package that works with a broad range of technical infrastructure choices.
- ✓ A solution backed by one of the largest software firms in the world
- ✓ Experience and in-depth knowledge of industrial manufacturing, engineering and construction, oil and gas, natural resources, chemicals, consumer products and wholesale distribution

# Oracle JD Edwards Key Differentiators

- ➔ Speed of implementation
- ➔ Lower cost of ownership
- ➔ Single Transaction Context
- ➔ EnterpriseOne flexibility means many customers can configure their solution without having to write custom code.
- ➔ Lean solutions for the entire Automotive Enterprise (e.g., Finance, HR, Supply Chain, Service & Plant Floor).
- ➔ All manufacturing modes are supported within one product – this allows you to share inventories, customer demands and provides enhanced purchasing visibility.

# A Product Footprint for Key Business Functions

|                       |   |  |                               |
|-----------------------|---|--|-------------------------------|
| Financials            |    |    | Manufacturing                 |
| Analytics             |    |    | Supply Chain Planning         |
| Human Capital         |    |    | Supply (Procurement)          |
| Customer Relationship |    |    | Supply Chain Execution        |
| Capital Assets        |   |   | Projects                      |
| Tools and Technology  |  |  | Real Estate/Home Construction |

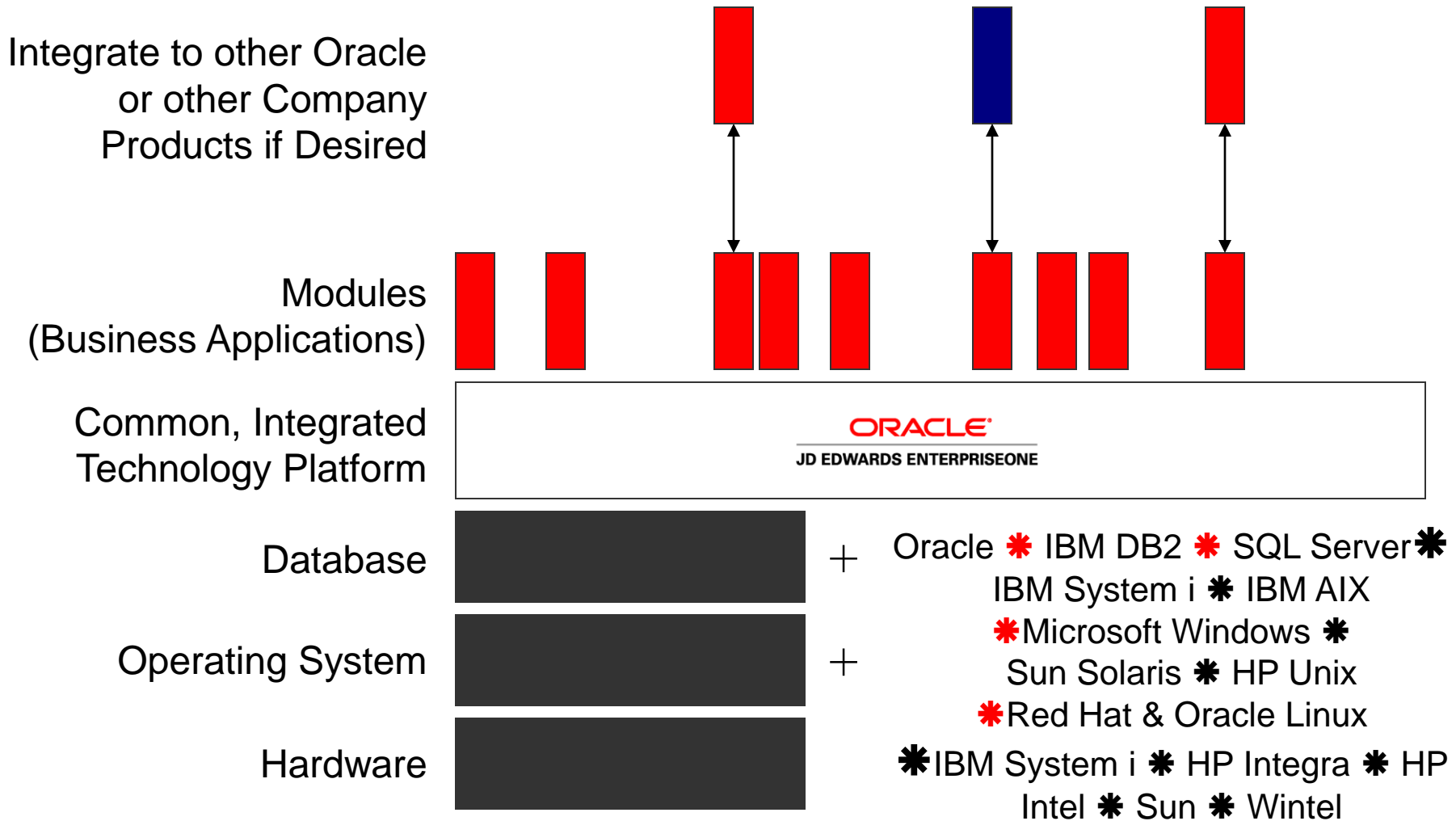
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JD EDWARDS ENTERPRISEONE

# Manufacturing & Distribution Solution Profile

## **Manufacturing & Distribution companies use JDE E1 for:**

- Strategic Supply Management
  - Optimize supplier relationships, for direct and indirect goods and services
- Integrated Mixed Mode Manufacturing
  - Lean, Discrete, Process, Repetitive
- Streamlined Supply Chain Execution
  - Position inventory in the supply chain to maximize profits
- Adaptive, multi-channel Order to Cash
  - Streamline order processing
  - Maintain visibility and control of order tracking throughout the order lifecycle

# An Enterprise Solution Built for Choice and Growth



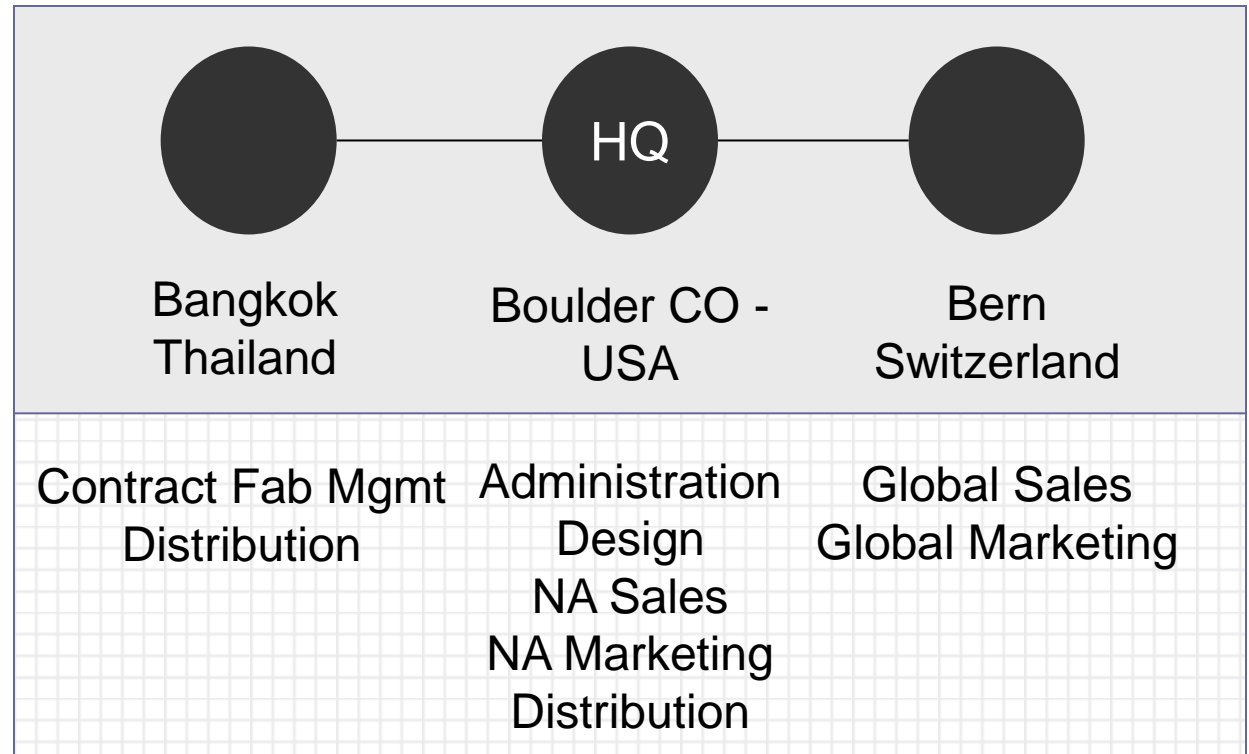
# Case Study in Scalability -



- Spider designs and distributes high-end ski apparel and accessories through retailers around the world

## Growth:

- \$101 M. to \$500 M
- Over 18,000 new SKUs each year
- 90 % merchandise refresh for each ski season





# Flexibility: Personalization, Configuration, and Integration

## Personalization

End user can make changes without code modifications

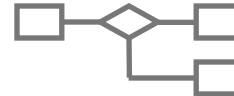
User-defined Codes

- Pick lists
- Valid values



Processing Options

- Paths through logic
- Conditional processing



Application Versions

- User chooses minor variations of apps



## Configuration

A full set of tools allows for system-wide configuration and custom development

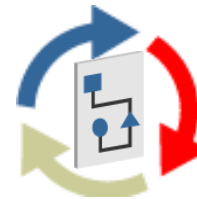
Interface Personalization:

- Change terminology
- Add or delete fields
- Create new forms



Application Customization:

- Change logic
- Create custom applications
- Interactive and batch apps



System Configuration:

- Workflow processes
- Security and roles
- Server management
- System architecture



## Integration

A range of integration options for open cooperation with other systems

Data Exchange

- Structured input/output
- File-based data exchange
- EDI



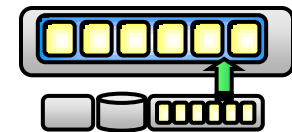
APIs and Connectors

- Point-to-point integration with other systems
- Event-based triggers
- Messaging queues



Web Services

- Standards-based
- Inbound and outbound



# Reduce the time and cost of implementation

## Easy to Install and Configure

- Your choice for hardware
  - Leverage current hardware investment
  - Leverage low cost providers
  - Scalable
- Rapid installation methodology
  - Complete stack of pre-tested technology and applications
  - Single database
- Oracle Accelerates the configuration
  - Business Accelerators
  - Application architecture facilitates easy configuration
  - Seed data

The screenshot shows a configuration window titled "Specify Financials Constants" for Oracle Business Accelerator for JD Edwards EnterpriseOne. The window is divided into several sections for configuration:

- Select line of business option:** "Are you running A/R by Line of Business?" is checked.
- Select the systems for which you require batch control:** A/P Transactions, A/R Transactions, and G/L Transactions are all unchecked.
- Select the batch posting methods for each system:** A/P Transactions and A/R Transactions are set to "B - Batch Offset".
- Do you allow postings to a prior period?** This option is unchecked.
- Select the systems for which transactions require manager approval:** A/P Transactions, A/R Transactions, and G/L Transactions are all checked.
- Select your intercompany settlement method:** "Allow Multi-Currency Intercompany Transactions?" is checked, and the "Intercompany Settlement Method" is set to "1 - Hub Interco Settlements".

At the bottom of the window, there are buttons for "Help", "Back", "Next", and "Cancel".

# EnterpriseOne & Oracle Accelerate

**Oracle Business Accelerator**

For JD Edwards EnterpriseOne

ORACLE

**Specify Financials Constants**

Select line of business option

Are you running A/R by Line of Business?

Select the systems for which you require batch control

A/P Transactions

A/R Transactions

G/L Transactions

Select the batch posting methods for each system

- Pre - configuration based on best practices
- Covering Business Processes, Technical Set up, Security & Roles
- Financial, Distribution, Manufacturing, HCM, Sales & Service
- Configuration Development Kit (CDK) for VARs to create OBAs

Help Back Next Cancel

# Oracle Accelerate Solutions Business Value



## Fast

- Recommended solution means validation is quicker
- Fast time to value
- Less definition



## Predictable

- Cost
- Scope
- Risk



## Long Term Value

- Build upon foundation for growth & change
- Flexible & adaptable
- Low cost of ownership

## Best Practices

# Reduce the effort and risk of ongoing operation

## Easy to Use

- Consistent User Interface across the application suite
  - Lower end user training
  - High end user productivity
- Easy access to critical information
  - Access decision support information in context
- User-driven personalization
  - Configure look and feel
- Highly interactive client interface
- Desktop integration

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Update Sales Order - Detail First - Edit Sales Order

Summarize Order Submit and Enter New Submit and Close Cancel

Sales Order Header Order Summary

Order Number 11904 SO 00001 Previous Order Number  
Sold To 162338 Fractal Foods Hold Code Blank - Hold Codes 43HC  
Ship To 162338 Fractal Foods Order Date 05/17/2007  
Branch/Plant 310 Credit Message  
Customer PO Temporary Credit Msg  
Currency USD Exchange Rate Base Currency USD Foreign

Edit Full Header Order Address Credit Check Attachments Go To -- Select One --

Sales Order Detail Line Availability Free Goods Line Defaults

Records 1 - 7 More Row Actions -- Select One --

| Quantity Ordered | UOM | Item Number | Description             | Requested Date | Unit Price | Priority UOM | Extended Price | PC 1 |
|------------------|-----|-------------|-------------------------|----------------|------------|--------------|----------------|------|
| 10               | EA  | 220         | Mountain Bike - Red     | 05/17/2007     | 659.0000   | EA           | 6,590.00       |      |
| 15               | EA  | 222         | Mountain Bike - Green   | 05/17/2007     | 640.2000   | EA           | 9,603.00       |      |
| 12               | EA  | 1001        | Bike Rack - Trunk-Mount | 05/17/2007     | 100.0000   | EA           | 1,200.00       |      |
| 10               | EA  | 220         | Mountain Bike - Red     | 05/17/2007     | 659.0000   | EA           | 6,590.00       |      |
| 12               | EA  | 222         | Mountain Bike - Green   | 05/17/2007     | 640.2000   | EA           | 7,682.40       |      |
| 24               | EA  | 1001        | Bike Rack - Trunk Mount | 05/17/2007     | 100.0000   | EA           | 2,400.00       |      |

Check Availability Cancel Line Check Price Price History Kits/Configurator Cross Reference

Summarize Order Submit and Enter New Submit and Close Cancel

# Reduce the effort and risk of ongoing operation

## Easy to Monitor, Support, Maintain & Upgrade

- Integrated tooling for system monitoring
- Integrated tooling for performance monitoring
- Powerful administration tools
- Powerful Change Management Tooling
  - Simplified patching with Change Assistant
  - Integrated methodology for change management
- Powerful upgrade process & tooling
  - Preserve configurations through upgrades
  - Visual tooling for merge custom changes with base product
  - Pre-delivered table conversions

The screenshot displays the Oracle JD Edwards EnterpriseOne Administration Console in a Microsoft Internet Explorer browser window. The page title is "EnterpriseOne Servers By Type". On the left, there is a "Quick Links" menu with items like "Server Manager Users", "Server Groups", "Monitors", "Topic Drivers", "Managed Software", "Management Agents", and "Oracle Configuration Manager". The main content area shows a "Select Instance..." dropdown and a "Select View" dropdown set to "EnterpriseOne Servers By Type". Below this, there are four sections, each with a table of server instances:

- EnterpriseOne Enterprise Server**

| Instance Name | Server Group | State   | User Activity  |
|---------------|--------------|---------|--|
| ENT_CLTW2     | Ent_servers  | Running | 2 Security Kernel User(s), 0 CallObject Kernel User(s) |
| ENT_WN7       | Ent_servers  | Stopped | None.  |
- EnterpriseOne HTML Server**

| Instance Name | Server Group | State   | User Activity |
|---------------|--------------|---------|---------------|
| JAS_14500_A51 | dev          | Running | 0             |
| JAS_15510_OAS | dev          | Stopped | None.         |
| JAS_92_SN1    | prod         | Running | 1             |
- EnterpriseOne PIMSync Server**

| Instance Name | Server Group | State        | User Activity |
|---------------|--------------|--------------|---------------|
| PIM           | dev          | Undetermined | None.         |
- EnterpriseOne Transaction Server**

*There are no matching instances of this server type.*





# Oracle & JD Edwards EnterpriseOne

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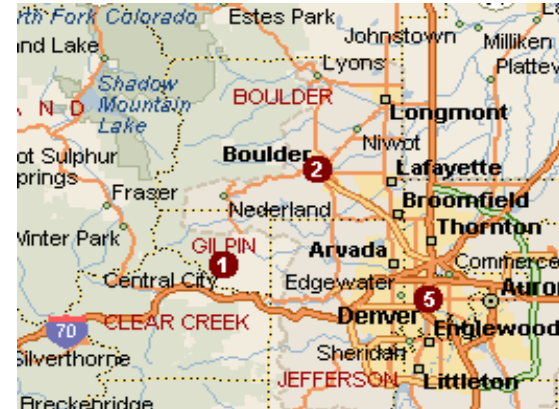
# Oracle and the JD Edwards Strategy

- 1) Applications Unlimited
- 2) Oracle Solution Footprint
- 3) The Next Generation  
(Fusion Infusion)

# 1) Applications Unlimited. Driving the Future of JD Edwards EnterpriseOne



(1) Continued Product Releases



(2) Customer Driven Roadmaps

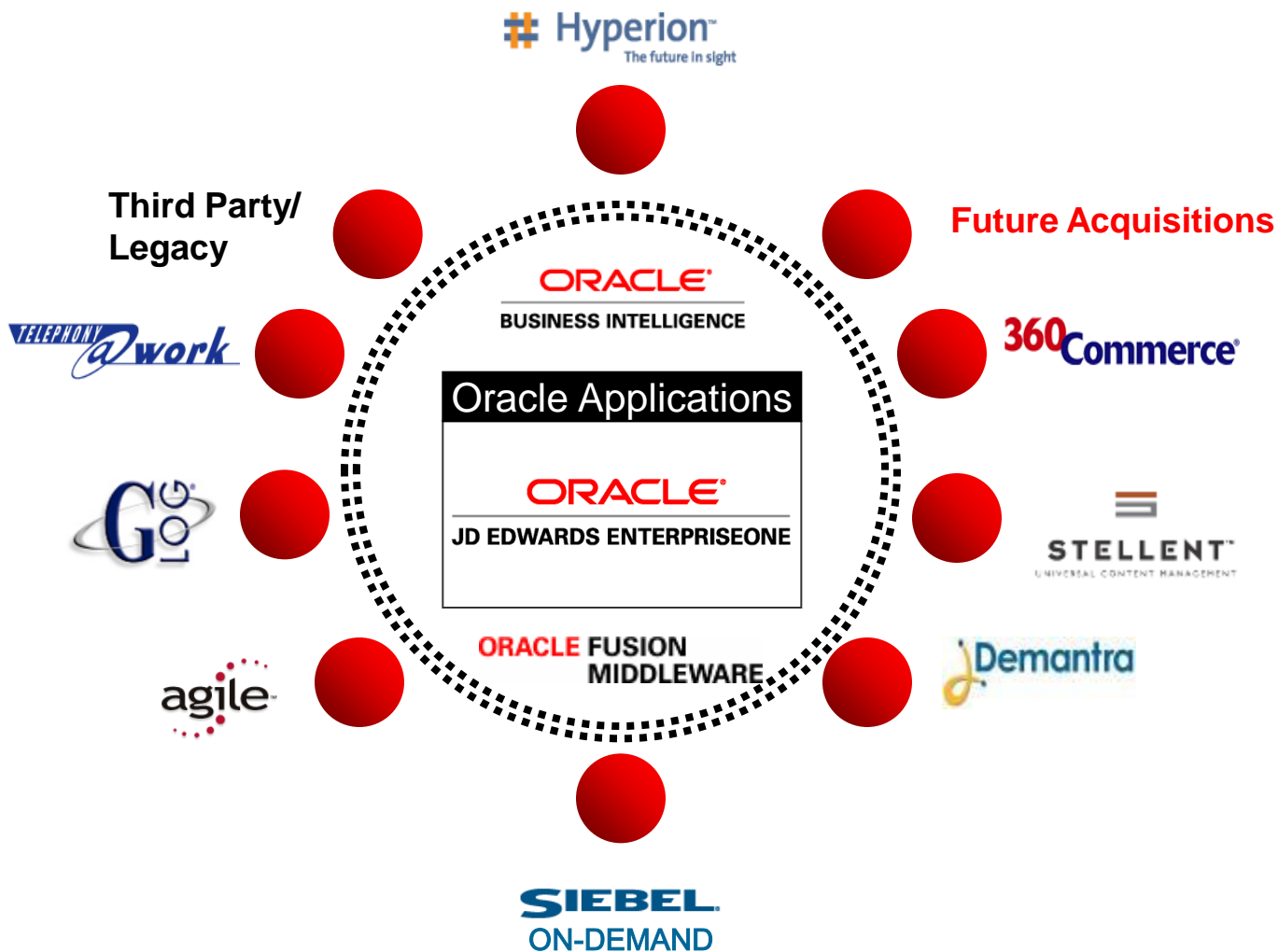


(3) Dedicated Product Teams

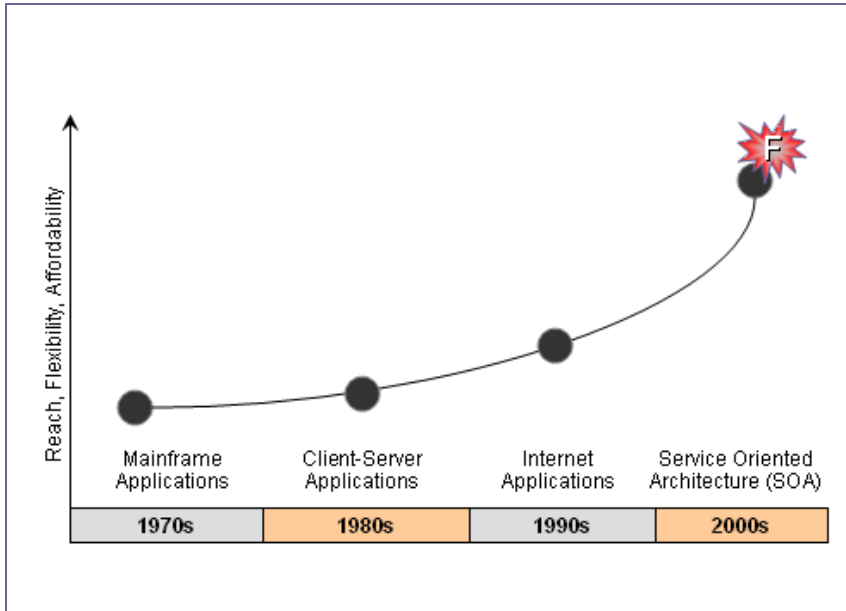


(4) No Forced Upgrades

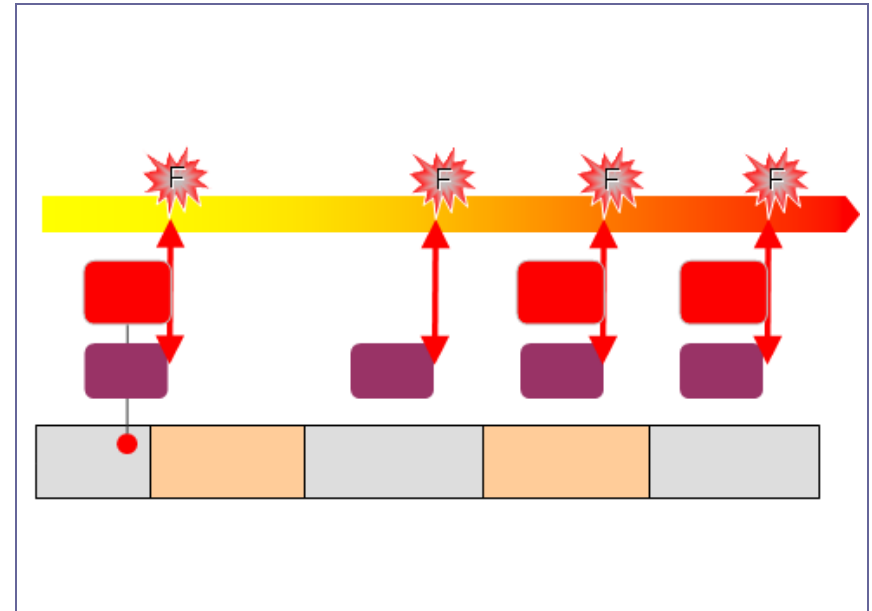
# 2) More Oracle Business Solutions. More Best-of-Breed Solutions for JD Edwards.



# 3) Fusion Infusion. The Next Generation of Apps and Technology



(A) The Context



(B) The Plan

Oracle's Next Generation of Business Apps is Called **Fusion Applications**

An Integral Part of Oracle's **Fusion** Trilogy:  
Architecture \* Middleware \* Applications

# The Result: You Leverage the Future Today



Insight provided within the context of operational systems

**Role Based Analytics**



Increase IT insight and reduce resolution times with integrated management

**Enterprise Manager**



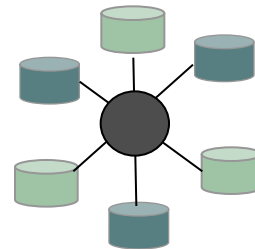
Reduced TCO through sustainable integrations

**Integration**



Secure search for private, unstructured enterprise data

**Search**



Consolidate and leverage master data

**Master Data Mgmt**

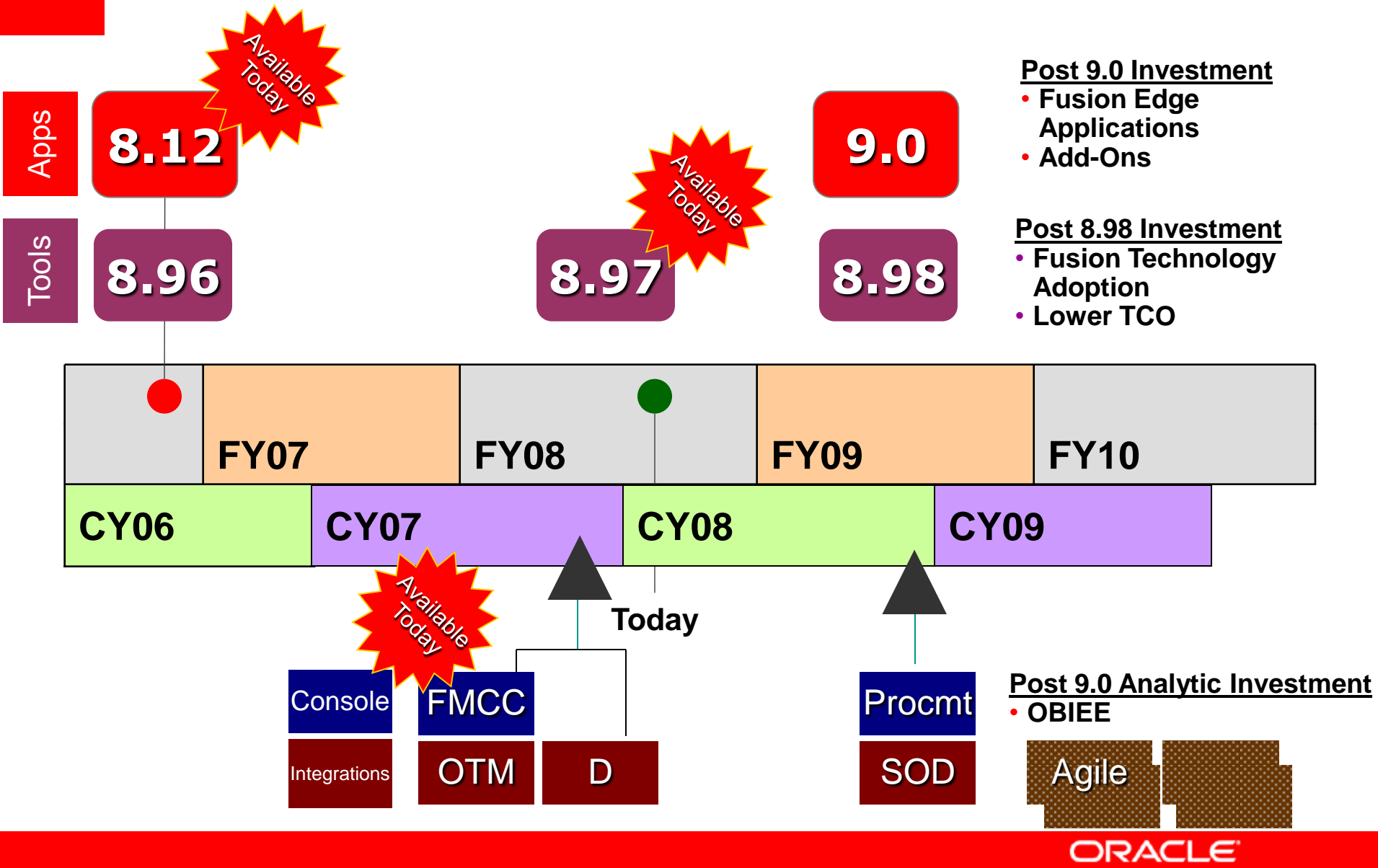
|                    | 2009     | 2008    | 2007    |
|--------------------|----------|---------|---------|
| Revenue            | 22,000   | 21,000  | 20,000  |
| Cost of sales      | (10,000) | (9,000) | (8,000) |
| Gross profit       | 12,000   | 12,000  | 12,000  |
| Operating expenses | (8,000)  | (7,000) | (6,000) |
| Operating income   | 4,000    | 5,000   | 6,000   |
| Income tax expense | (1,000)  | (1,000) | (1,000) |
| Net income         | 3,000    | 4,000   | 5,000   |

Easy, intuitive end user reports built from any data source

**XML Reporting**



# JD Edwards EnterpriseOne Continued Investment



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

# JD Edwards EnterpriseOne & the Market

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# JD Edwards EnterpriseOne

## Global Traction Driven by Applications Unlimited

### Customers

"We are a fast growing manufacturing company that needed an ERP software implementation that was both flexible and scaleable. We've found that ERP solution with JD Edwards EnterpriseOne 8.12. Oracle's Application Unlimited program gives us the confidence that Oracle will continue to invest in its JD Edwards products." (Jan 2007)



### Reporters

"Oracle is making good on another Applications Unlimited promise with the general release of an updated JD Edwards application." (April 2007)

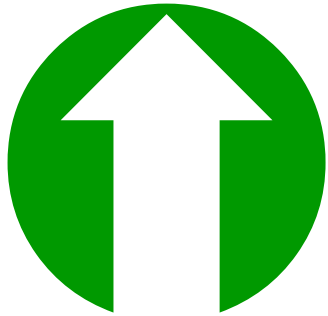


### Analysts

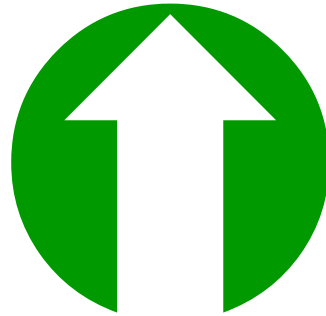
"Delighted to see how far the product (JD Edwards EnterpriseOne) has come... good to see the uptake/interest in the base" ... hearing about the interest in Demantra and G-Log from the customers." (April 2007)



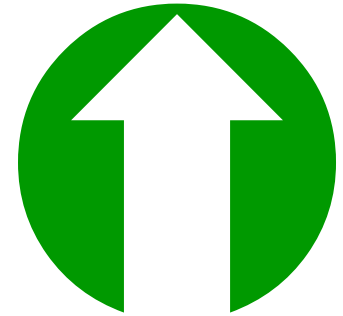
# JD Edwards EnterpriseOne Ecosystem Growing



Solutions



Customers



Partners

# Customer Growth in Canada Continues



Migrating from JD Edwards World to JD Edwards EnterpriseOne 8.12



**THE INTERNATIONAL GROUP, INC.**

Recently migrated from JD Edwards World to JD Edwards EnterpriseOne 8.12. Added JD Edwards EnterpriseOne Transportation.



New customer (May 2007).  
Implementing JD Edwards EnterpriseOne 8.12 Financials, CRM, Manufacturing and Consoles



**Gary Jabara**  
Founder, President and CEO  
Mobilitie

“JD Edwards EnterpriseOne enables us to be very lean. We feel like Captain Kirk on the Enterprise, where we have these wonderful applications and systems that can handle whatever anybody’s going to throw at us.”

# Twin Disc Manufacturing Makes Growth Plans with JD Edwards EnterpriseOne for USA and Europe

Beat  
SAP



## The Company

- A \$250M designer and manufacturer of mechanical components and systems for specialty vehicles and marine vessels
- Headquartered in Wisconsin with plants in US and Europe

## The Deal

- New Account with Oracle services, applications and technology
- Beat SAP with JDE Strength in Manufacturing and lower risk to implement

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# Toyota Division BT Industries Selects JD Edwards EnterpriseOne for Industrial Manufacturing



- **BT Industries (Toyota)**  
Wiklund, Sweden
- Design and manufacture warehouse trucks with seven production plants: Sweden, USA, Canada, Italy
- \$2B+ (US) annual sales; acquisition by Toyota Industrial Products in 2005; 9,000 employees
- Largest supplier of warehouse trucks, equipment, services in world

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JD EDWARDS ENTERPRISEONE

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# RIS Paper Prints Future Growth Moving from JD Edwards World to JD Edwards EnterpriseOne

Beat  
SAP



## The Company

- Founded in 1915, one of the largest distributors of fine papers and related products.
- World customer since 1990 – on A7.3 – no upgrades for over 5 years. Not current on support; returned to move
- Recently acquired by Domtar Distribution Group – an established SAP customer with extra SAP seats

## The Deal

- Full JD Edwards EnterpriseOne Solution Footprint (Financials, Inventory, Order Management, Manufacturing, Purchasing)
- Planning to add Demantra Demand Management



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# Comprehensive. Flexible. Affordable.

- ✓ **Broad, integrated footprint** built over the last ten years for core business operations plus basic and advanced manufacturing and supply chain activities
- ✓ **Choices** for databases, operating systems, and hardware scalable across small, medium and large businesses locally and globally. As you grow you can stay with your selected infrastructure.
- ✓ **Well-defined roadmap** backed with lifetime support and an unlimited future
- ✓ **Dedicated product team** leveraging Oracle's worldwide resources for next generation technology today, including Fusion Architecture, Fusion Middleware and Fusion Applications.

**ORACLE®**

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