

ORACLE

# HCM Value Adoption Kit

## Reporting Resources

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Oracle Customer Success  
*Last updated: May 2023*



## AGENDA

1. Context
2. Typical challenges observed
3. Training resources
4. Pre-built Reporting
  - I. Documentation
  - II. Types of reports
    - A. Out of the box
    - B. Dashboards
    - C. Infolets
    - D. Cloud Customer Connect
  - III. OTBI Security
  - IV. Examples



# Context

## HCM Reporting Resources

- This kit details Oracle Fusion HCM applications standard reporting capabilities: **OTBI & BI Publisher**
- Both OTBI & BI Publisher are **included in the standard cloud licenses**
- This kit also gives details about standard reports included with the product and reports shared on Cloud Customer Connect

## Overall benefits

- A good reporting strategy helps our customer track KPIs, get insight from the application and move away from a purely operational approach, to a data-driven approach
- Standard business challenges addressed are increase efficiency of the reporting function, allow users to gain insights into their workforce, increase adoption by having a data-driven approach

# Typical challenges observed

- HR representatives are unaware of standard reporting capabilities
- HR representatives do not use the standard delivered reports
- HR representatives are unaware of the HCM Report Sharing Center and of the fact that they have the possibility to import ready-made reports in their environments to enhance their capabilities
- HR representatives do not know how to create and modify reports and dashboards
- HR representatives do not know how to create and use infolets

# Training resources

Finding	Recommendation
<ul style="list-style-type: none"><li>HR representatives do not know how to use, modify the Fusion HCM Reporting capabilities</li></ul>	<p>Oracle offers multiple training and documentation resources for our customers, from self-service training, such as Oracle Launchpad and Oracle Learning Subscriptions to classroom training. Also, new releases are documented via the Cloud Readiness page and documentation is available via the Oracle Help Center.</p> <p><a href="#">Oracle University</a> <a href="#">Oracle University Learning Subscriptions</a> <a href="#">Cloud Customer Connect</a> <a href="#">Cloud Readiness</a> <a href="#">Oracle Cloud Documentation</a> <a href="#">Oracle Learning Explorer</a></p>

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## Business Benefits:

- Implementing an ongoing training strategy for your internal users based on role will allow you to fully benefit from your Cloud products.



# Pre-built Reporting - Documentation

Finding	Recommendation
<ul style="list-style-type: none"><li>HR representatives are unaware of Fusion HCM standard reports</li></ul>	<p>HCM OTBI provides role based dashboards and pre-built star-schemas for reporting including 100+ pre-built metrics, 60+ canned reports, 400+ facts &amp; dimensions.</p> <p>Oracle Business Intelligence Publisher (BI Publisher) is an enterprise reporting solution for authoring, managing, and delivering all your highly formatted documents, such as operational reports, electronic funds transfer documents, government PDF forms and much more.</p> <ul style="list-style-type: none"><li>For Global Human Resources Cloud, the reporting documentation is available <a href="#">here</a> (Release 23B)</li><li>For Talent Management Cloud, the reporting documentation is available <a href="#">here</a> (Release 23B)</li><li>The extensive list of HCM Reports both OTBI and BI Publisher is available <a href="#">here</a></li></ul>

## Business Benefits:

- You can easily benefit from the standard reports in you HCM system. Using the standard reporting will allow you to have an overview of your workforce at no additional cost for you and are already available in your system.

# Pre-built Reporting - Documentation

Finding	Recommendation
<ul style="list-style-type: none"><li>Identify and utilize the out of the box reports available in the application for Human Resources, both at Manager and Admin level.</li></ul>	<ul style="list-style-type: none"><li>Real-time reporting gives you relevant reports and analytics for each work area. You can use the predefined analyses or create your own analyses.</li><li><b>Full Documentation and tutorials below:</b><ul style="list-style-type: none"><li>HCM Beginners OTBI training sessions which are available 'on demand' to anyone registered for Oracle Customer Connect. Available <a href="#">here</a> &amp; <a href="#">here</a></li><li>Help getting started:</li><li>Using/Creating/Customizing/Administering Analytics and Reports: <a href="#">here</a></li><li>Creating and editing reports - <a href="#">here</a></li></ul></li></ul>

## Business Benefits:

- Enhanced capability to meet business requirements and improve the user experience.



# Pre-built Reporting - Documentation

Finding	Recommendation
<ul style="list-style-type: none"><li>HR representatives do not know how to create and modify reports and dashboards</li></ul>	<p>In order to create and modify reports and analysis, you can leverage the OTBI documentation available <a href="#">here</a>.</p> <p>You can also use Cloud Customer Connect, where there is a dedicated forum to HR Cloud. In the <i>Reporting and Analytics Forum for HCM</i> you can exchange information and knowledge with other customers regarding Fusion HCM reporting, get in touch with our product experts, but also contains announcement of sessions with our product development teams.</p> <p>Navigate to <a href="#">Cloud Customer Connect</a> &gt; Forums &gt; Human Capital Management &gt; Reporting and Analytics Forum</p>

## Business Benefits:

- Using Cloud Customer Connect will allow you to participate in product sessions and also directly reach out to experts to directly ask questions and share your knowledge.

# Pre-built Reporting – Types of reports

Finding	Recommendation
<ul style="list-style-type: none"><li>• More pre-built Analyses could be created to meet the business requirements and provide a better experience for the end users.</li></ul>	<ul style="list-style-type: none"><li>• Make use of the standard Human Resources OTBI available in the application to enhance the user experience for Managers and HR Administrators and increase the adoption of the solution.</li><li>• Adapt these reports to your business requirements by embedding them into the UI, through configuration (create new “Reporting” icons and bring the OTBI reports/analysis on the main page as dashboards or infolets).</li><li>• Also, almost every field available in the application can be reported upon. You can develop your own reports using the “OTBI Report Subject Area”, either for creating simple Analysis or some more complex reports.</li><li>• Please check the detailed instructions on the following slides that cover the Reporting capabilities at your disposal in the solution, grouped as per the points below.<ul style="list-style-type: none"><li><b>A. Out of the box Reports</b></li><li><b>B. Dashboards</b></li><li><b>C. Infolets</b></li><li><b>D. Customer Connect Reports</b></li></ul></li></ul>

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## Business Benefits:

- Enhanced capability to meet business requirements and improve the user experience.



# Pre-built Reporting:

## A. Out of the box reports

	A	B	C	D
1		<b>OTBI (Oracle Transactional Business Intelligence) Analysis</b>		
2				
3	<b>Product Family</b>	<b>Report Name</b>	<b>Description</b>	<b>Path</b>
154	Human Resources	Age Band Diversity	This report displays the percentage of workers in the organization by calculated age band.	/shared/Human Capital Management/Workforce Management/Transactional Analysis Samples/Report Components/Age Band Diversity
155	Human Resources	Assignment Details	Provides current assignment information for a selection of workers.	/shared/Human Capital Management/Workforce Management/Transactional Analysis Samples/Report Components/Assignment Details
156	Human Resources	Assignment Headcount by Department	This report will be a matrix displaying the sum of the assignment headcount by department and system person type.	/shared/Human Capital Management/Workforce Management/Transactional Analysis Samples/Report Components/Assignment Headcount by Department
157	Human Resources	Department Details	Lists the active departments (HCM organizations).	/shared/Human Capital Management/Workforce Management/Transactional Analysis Samples/Report Components/Department Details
158	Human Resources	Employee Contract Department	Provides information of worker and their contract counts by status	/shared/Human Capital Management/Workforce Management/Transactional Analysis Samples/Report Components/Employee Contract Department
159	Human Resources	Employee Ethnicity	This report displays the percentage of workers by their ethnicity.	/shared/Human Capital Management/Workforce Management/Transactional Analysis Samples/Report Components/Employee Ethnicity
160	Human Resources	Gender Diversity	This report displays the percentage of workers by gender.	/shared/Human Capital Management/Workforce Management/Transactional Analysis Samples/Report Components/Gender Diversity
161	Human Resources	Grade by Gender	This report displays the split between the gender counts for the selected grades.	/shared/Human Capital Management/Workforce Management/Transactional Analysis Samples/Report Components/Grade by Gender
162	Human Resources	Grade Details	Lists the active salary grades.	/shared/Human Capital Management/Workforce Management/Transactional Analysis Samples/Report Components/Grade Details
163	Human Resources	Head Count	Provides the headcount by employment category and system person type	/shared/Human Capital Management/Workforce Management/Transactional Analysis Samples/Head Count
164	Human Resources	Headcount Activity	Provides the turnover in the organization along with the other headcount metrics.	/shared/Human Capital Management/Workforce Management/Transactional Analysis Samples/Report Components/Headcount Activity
165	Human Resources	Headcount Activity Period End Details	Details of the workers during the end of the period.	/shared/Human Capital Management/Workforce Management/Transactional Analysis Samples/Report Components/Headcount Activity Period End Details
166	Human Resources	Headcount Activity Period Start Details	Details of the workers during the start of the period.	/shared/Human Capital Management/Workforce Management/Transactional Analysis Samples/Report Components/Headcount Activity Period Start Details
167	Human Resources	Headcount and Mobility by Department	Provides the full time and part time employee headcount, the contingent headcount, the number of vacant openings, the headcount of pending workers and future terminations and those workers currently absent.	/shared/Human Capital Management/Workforce Management/Transactional Analysis Samples/Headcount and Mobility by Department
168	Human Resources	Headcount by Age Profile	This report displays the headcount by various age bands of the employees.	/shared/Human Capital Management/Workforce Management/Transactional Analysis Samples/Report Components/Headcount by Age Profile
169	Human Resources	Headcount by Employee Category and Person Type	Provides the counts for each of the Person Types like Employee, Contingent Workers, etc against all the Employment Categories in the organization.	/shared/Human Capital Management/Workforce Management/Transactional Analysis Samples/Report Components/Headcount by Employee Category and Person Type
170	Human Resources	Headcount by Employee Category and Person Type Details	This report is a detailed report invoked from the Headcount by Employment Category and Person Type on drill down.	/shared/Human Capital Management/Workforce Management/Transactional Analysis Samples/Report Components/Headcount by Employee Category and Person Type Details
171	Human Resources	Headcount KPI	Displays the hires, terminations, and promotions key metrics.	/shared/Human Capital Management/Workforce Management/Transactional Analysis Samples/Report Components/Headcount KPI



# Pre-built Reporting:

## A. Out of the box reports

- Real-time reporting gives you relevant reports and analytics for each work area. You can use the predefined analyses or create your own analysis.
- You can check both the OTBI and BI reports already delivered in the application in the Excel File from the previous slide.
- The updated Excel File can be downloaded from [here](#).
- **Navigation Path:** Oracle Help Center (<https://docs.oracle.com/en/cloud/saas/index.html>) - Human Resources – Analyze and Report – Review Prebuilt Analytics and Reports – open and download the Excel and filter per Product Module – the standard reports will prompt along with their navigation path in OTBI.

The screenshot shows the Oracle Human Resources Cloud 20D documentation page. The breadcrumb trail is 'Home / Cloud / Cloud Applications / Human Resources / 20d'. The main heading is 'Oracle Human Resources Cloud 20D' followed by 'Analyze and Report'. The left sidebar contains a navigation menu with categories: 'Get Started', 'Cloud Readiness / What's New', 'All Books', 'APIs & Schema', 'Videos', 'Top Tasks' (with sub-items: Use, Implement, Administer, Configure and Extend), 'Analyze and Report' (highlighted with a red box), 'Secure', and 'Integrate'. The main content area is divided into three columns: 'Get Started' (with links: 'View Analytics and Reports', 'Take advantage of sample reports'), 'Use Analytics and Reports' (with links: 'Understand Oracle Human Resources Cloud analytics and reports', 'Schedule analytics and reports'), and 'Create Analytics and Reports' (with links: 'Review HCM subject areas', 'Create a cross-subject area analysis', 'Use flexfields with Oracle Transactional Business Intelligence', 'Review data lineage mapping'). On the right side, there are two additional sections: 'Administer Analytics and Reports' (with links: 'Setup and configuration', 'Analytics and reports management', 'Using Flexfields in reports') and 'Use Predictive Analytics' (with link: 'Understand Predictive Analysis'). At the bottom right, there is a red-bordered box containing the heading 'Review Prebuilt Analytics and Reports' and links: 'Human Resources reports', 'Setup reports', and 'View security analyses'.



# Pre-built Reporting:

## A. Out of the box reports

- In the application, go to Tools – Reports and Analytics – Browse Catalog.
- Follow the Navigation Path depicted in the Excel file for each report and you will be able to access the reports.
- Egg: /shared/Human Capital Management/Workforce Management/Transactional Analysis Samples/Report Components/**Joiners and Leavers**
- If you need to add more content/change the content, you have the Edit option.

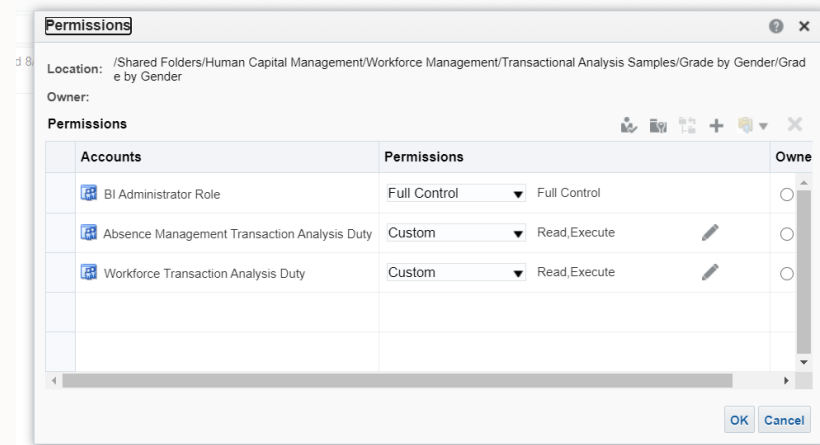
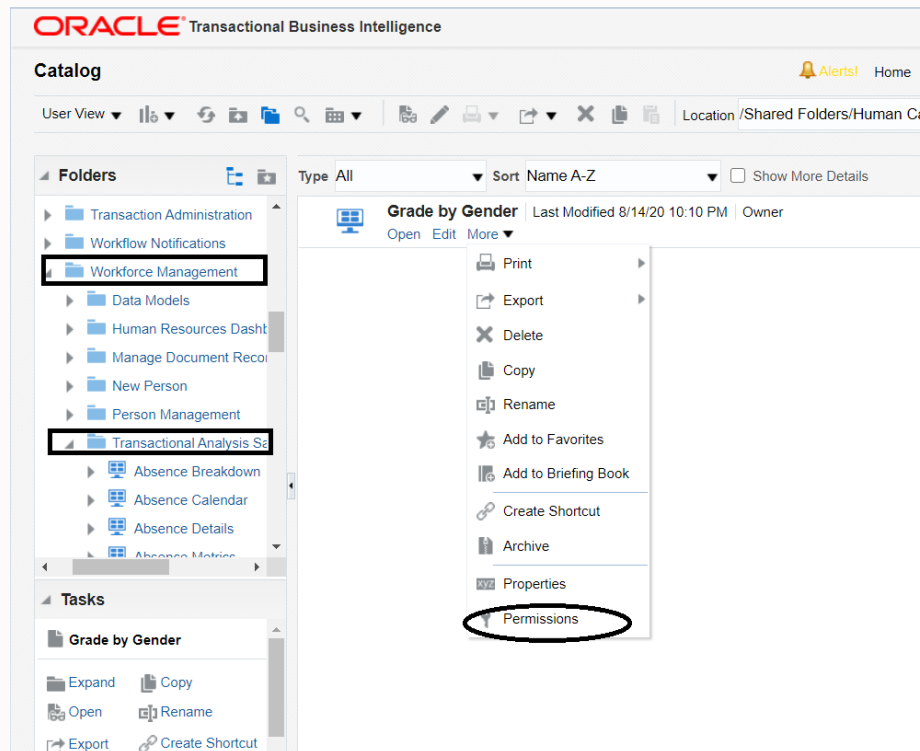
The screenshot displays the Oracle Transactional Business Intelligence (OTBI) Catalog interface. The top navigation bar includes the Oracle logo, the text 'Transactional Business Intelligence', a search bar, and links for 'Advanced', 'Administration', 'OTBI Help', 'Help', and 'Sign Out'. Below this, the 'Catalog' section shows a breadcrumb path: 'Location /Shared Folders/Human Capital Management/Workforce Management/Transactional Analysis Samples/Joiners and Leavers'. The main content area is divided into two panes. The left pane, titled 'Folders', lists various report categories such as 'Headcount Activity', 'Headcount by Age Profile', 'Headcount by Employee Category', 'Headcount KPI', 'Headcount KPI - Workforce Analysis', 'Headcount Trend', 'Job Details', 'Joiners and Leavers' (highlighted), 'Joiners by Age Band and Gender', 'Joiners by Grade and Gender', and 'KPIs'. The right pane displays the selected report, 'Joiners and Leavers', with its last modified date (8/14/20 10:10 PM) and owner (Owner). Below the report name, there are options to 'Open', 'Edit', and 'More'. At the bottom of the right pane, there is a 'Preview' button.



# Pre-built Reporting:

## A. Out of the box reports

- In order for data to load into these reports, make sure that you select the right “Business Unit” / “Department”, wherein the data is contained.
- Also, ensure that you have the right user role assigned (for this Analyses this is usually HR Analyst or HR Specialist).
- You have the option to Expand the “More” button and you will be listed with the Permission provided for that report. You would be able to set these permissions as per your business requirements.



# Pre-built Reporting - Resources

## Finding

- HR representatives do not know how to create and modify reports and dashboards

## Recommendation

One of the best resources to get the most out of your reporting solution, is this [Cloud Customer Connect post](#), maintained by Oracle Product Management, that lists available trainings, documentation and frequently asked questions around reporting.

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### Business Benefits:

- Using this resources, you can easily ramp up your reporting knowledge to create a better reporting strategy.

# Pre-built Reporting - Resources

## Finding

- HR representatives do not know how to create and modify reports and dashboards

## Recommendation

You can use [this](#) tutorial to understand more on how to create analyses and dashboards using OTBI.

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### Business Benefits:

- Easy to use resource to ramp up your OTBI skills.

# Pre-built Reporting:

## B. Dashboards

Finding	Recommendation
<ul style="list-style-type: none"><li>• Easy and friendly dashboards are required on the user interface to improve the users experience.</li></ul>	<ul style="list-style-type: none"><li>• Interactive Dashboards -Summaries that show a view of the big picture. Information monitoring that offers quick actions and areas to explore.</li><li>• The standard Analysis available in OTBI can be embedded on the main pages and made available either to line managers, HR Admins or any other requested users.</li><li>• You can create a new icon/group/page entries on your main page and embed the dashboard from OTBI on the main page.</li><li>• You can embedded the OTBI directly on an existing group/icon on the main page.</li><li>• Please refer to the below documentation and attached step by step instructions with screenshots (Deliver Dashboard via Home Page).</li> <li>• Documentation:</li><li>• Building Dashboards –<a href="#">here</a></li><li>• Oracle Support Document2082556.1 (How to Add OTBI Reports to Simplified Navigation Springboard so it Launch within Fusion Application?)</li></ul>

### Business Benefits:

- Enhanced capability to meet business requirements and improve the user experience.

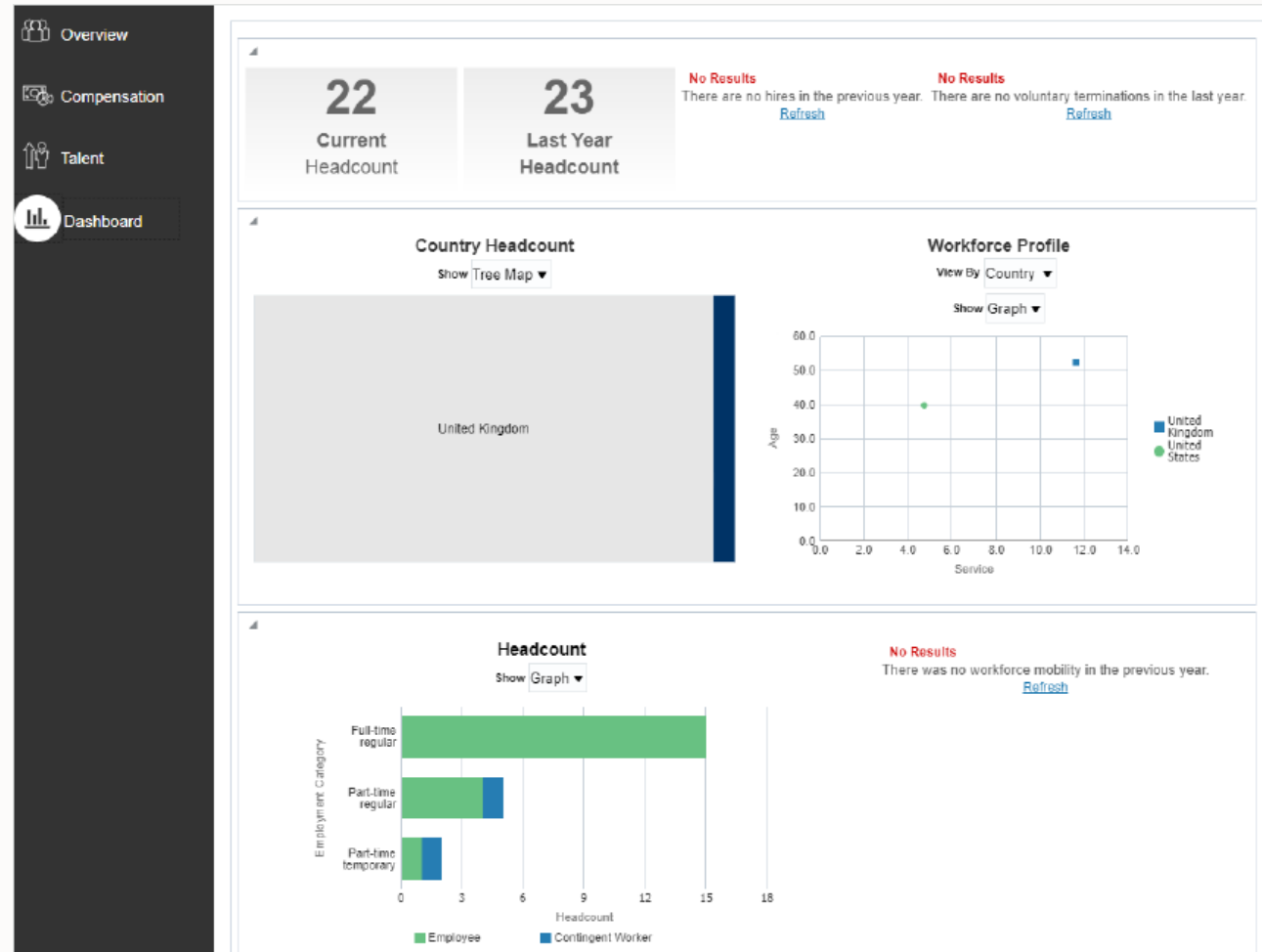
# Pre-built Reporting:

## B. Dashboards

As a standard dashboard, the Line Manager Dashboard is available in the application and it is located in /sharedHumaCapitalManagemt/Dashboards/LineManagerDashboard

The Line Manager Dashboard can be embedded in My Team, as shown in this example.

(please check the Guide on How to embed dashboard into UI, provided on the previous slide).



# Pre-built Reporting:

## C. Infolets

Finding	Recommendation
<ul style="list-style-type: none"><li>The HR Representatives do not use infolets to deliver key analytics and KPIs directly to key user's homepage.</li></ul>	<ul style="list-style-type: none"><li>An infolet is a small interactive widget on the home page that provides key information and actions for a specific area, for example your personal profile. Each infolet can have multiple views.</li><li>Your users use infolets arranged in tabs in the Analytics section of the home page. Or, if it's a home page with a panel or banner layout, they use the page control icons.</li><li>You can find more details about configuring infolets <a href="#">here</a>. You can also find a number of Sample of OTBI Reports <a href="#">here</a>. Modifications may be needed for your environment.</li></ul>

**Business Benefits:**

- You can expose key metrics and analytics to your business users, maximizing their experience with the system.



# Pre-built Reporting:

## C. Infolets

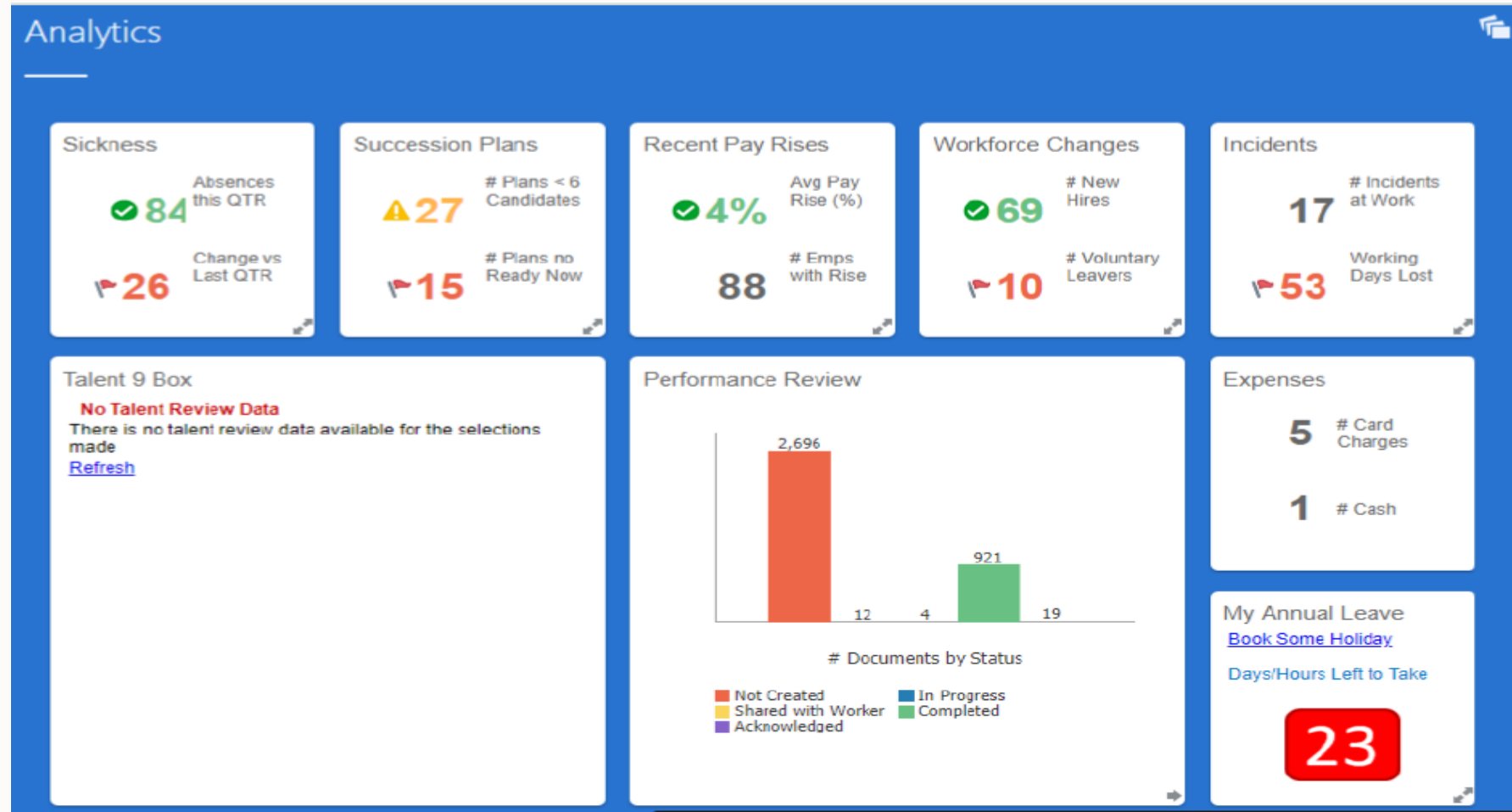
Finding	Recommendation
<ul style="list-style-type: none"><li>No Infolets added on the landing page under Reports and Analyst.</li></ul>	<ul style="list-style-type: none"><li>Create Infolets and/or bring in the OTBI under the Infolets format on the landing page in order to upskill the way you deliver reports to the end-users.</li><li>Expose real-time information to the users in an interactive, flexible and drill to detail way. Infolets are designed for summary information, keep detail to a minimum.</li><li>Custom Infolets can be built using OTBI and they can be secured. Make sure that you get the sizing right.</li></ul> <p><b>Documentation:</b></p> <ul style="list-style-type: none"><li>Step by step documentation on How to Create Infolets: <a href="#">here</a></li><li>How to create Infolets - <a href="#">video</a></li></ul>

### Business Benefits:

- You can expose key metrics and analytics to your business users, maximizing their experience with the system.



# Pre-built Reporting: C. Infolets



# Pre-built Reporting:

## D. Customer Connect Reports

Finding	Recommendation
<ul style="list-style-type: none"><li>The HR Representatives have challenges in tracking KPIs for their business processes.</li></ul>	<p>You can use standard reports or custom reports to track KPIs in the system. Please consult the list of standard reports for HCM available <a href="#">here</a> and analyse them in your business context. Some of these reports may require customization to fit your specific business needs.</p> <p>You can also use the HCM Report Sharing Center, available <a href="#">here</a> to download reports created by Oracle Product Management, SMEs and clients. Keep in mind that reports downloaded from HCM Report Sharing Center may require adjustments in your environment.</p>

### Business Benefits:

- Easily track and quantify KPIs related to your business processes.

# Pre-built Reporting:

## D. Customer Connect Reports

Finding	Recommendation
<ul style="list-style-type: none"><li>The HR Representatives do not know how to create and modify reports and dashboards.</li></ul>	<p>If you have challenges creating, modifying or designing reports, analysis and dashboards, Cloud Customer Connect has a dedicated forum for report sharing in the community, called HCM Report Sharing Center. You can find there, sample HR Cloud OTBI or BI Publisher reports that have been posted by the community in response to real life reporting requirements. Reports are available for you to download and install on your environment.</p> <p>Navigate to <a href="#">Cloud Customer Connect</a> &gt; Forums &gt; Human Capital Management &gt; HCM Report Sharing Center</p>

### Business Benefits:

- By importing content from the HCM Report Sharing Center you can reduce your development time of custom reports significantly.

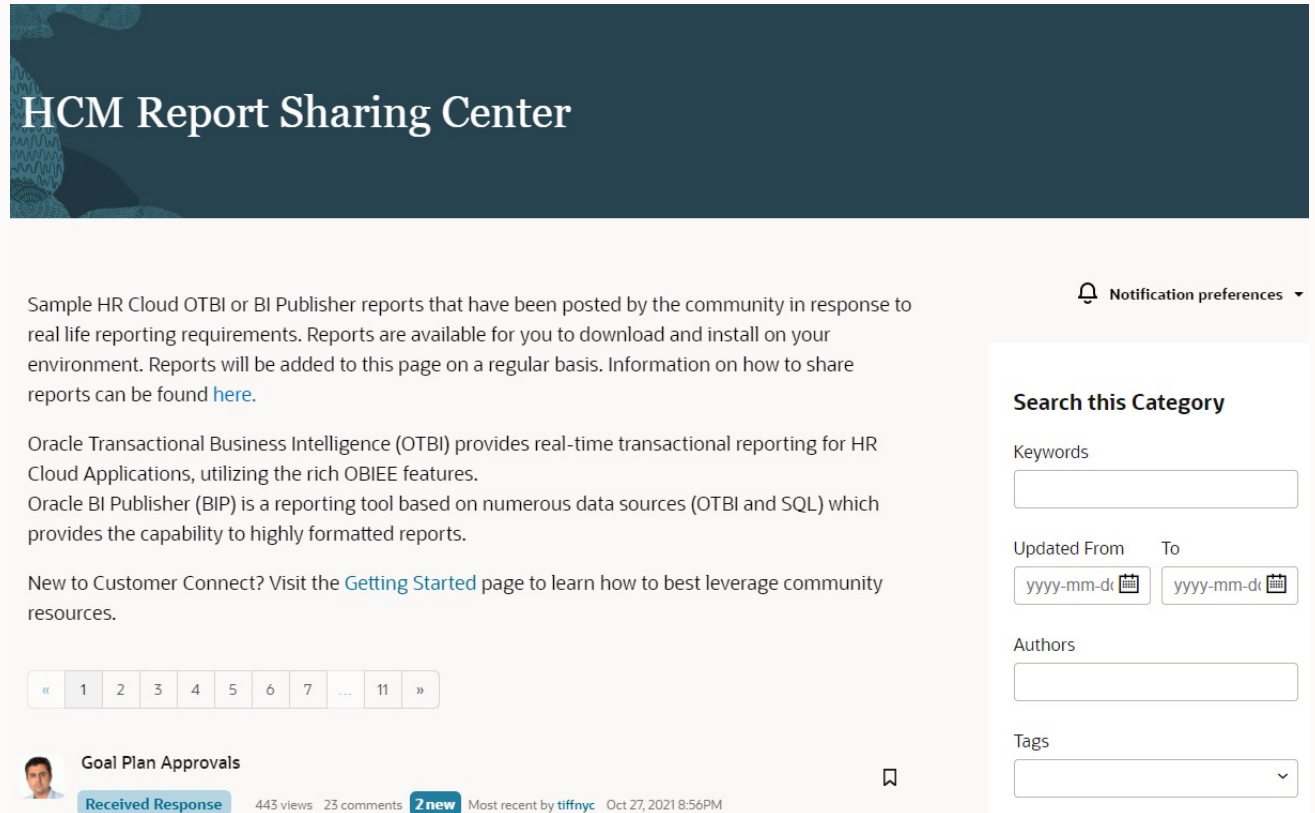


# Pre-built Reporting:

## D. Customer Connect Reports - Report Sharing Center – Forum

**Sample HR Cloud OTBI or BI Publisher** reports that have been posted by the community in response to real life reporting requirements. Reports are available for you to **download** and **install** on your environment. Reports that are posted to the forum will be added to this page on a regular basis. Information on how to share reports can be found [here](#).

Access the forum



The screenshot shows the 'HCM Report Sharing Center' forum page. At the top, there is a dark blue header with the title 'HCM Report Sharing Center'. Below the header, the main content area contains a paragraph of text: 'Sample HR Cloud OTBI or BI Publisher reports that have been posted by the community in response to real life reporting requirements. Reports are available for you to download and install on your environment. Reports will be added to this page on a regular basis. Information on how to share reports can be found [here](#).' This is followed by two paragraphs describing Oracle Transactional Business Intelligence (OTBI) and Oracle BI Publisher (BIP). Below the text is a pagination bar with numbers 1 through 11. A post titled 'Goal Plan Approvals' is visible, with a 'Received Response' badge, 443 views, 23 comments, and a '2 new' badge. The post is dated 'Oct 27, 2021 8:56PM'. On the right side of the page, there is a sidebar with a 'Notification preferences' dropdown, a 'Search this Category' section with input fields for 'Keywords', 'Updated From', 'To', 'Authors', and 'Tags', and a bookmark icon.

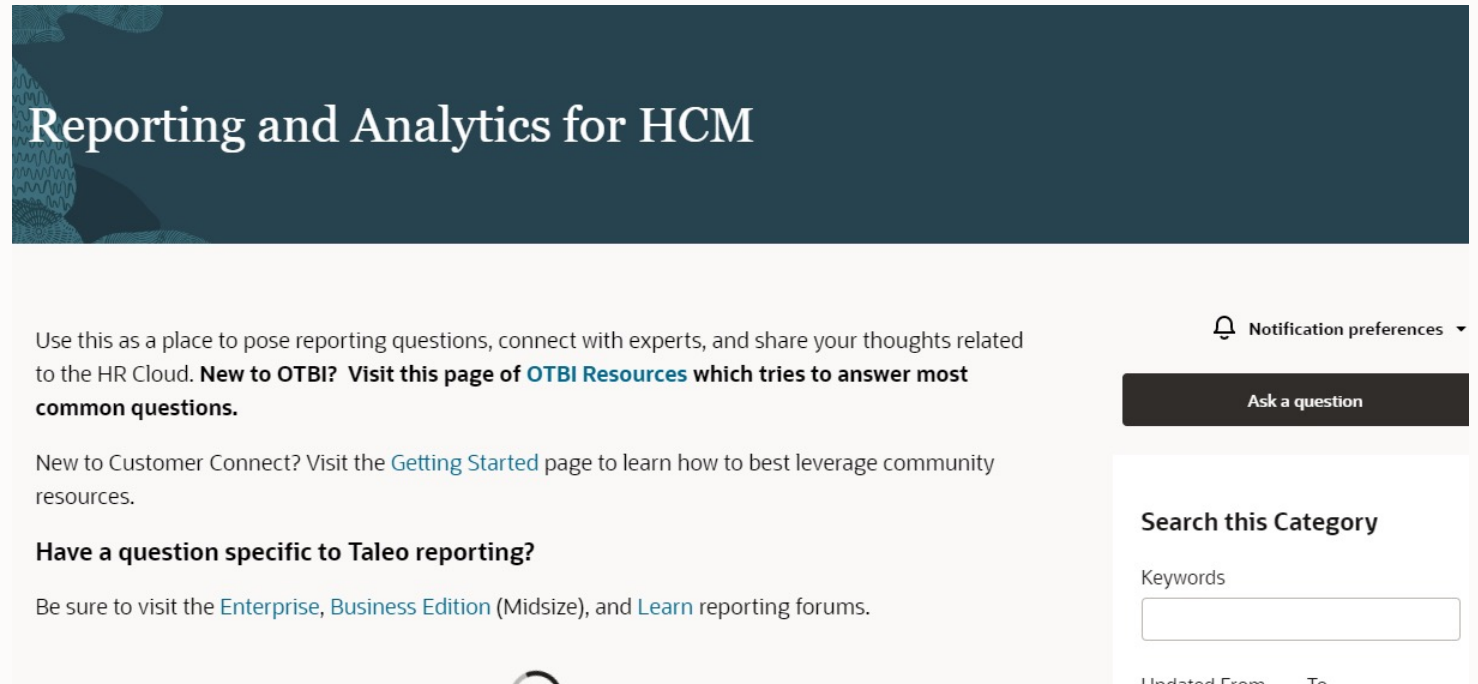
# Pre-built Reporting:

## D. Customer Connect Reports – Reporting and Analytics for HCM Forum

Use this as a place to pose reporting questions, connect with experts, and share your thoughts and ideas related to the HR Cloud.

You can search for content by module, keywords or author.

Access the forum



The screenshot shows the top section of a forum page. At the top is a dark blue header with the text "Reporting and Analytics for HCM" in white. Below the header is a light gray content area. On the left side of this area, there is a paragraph: "Use this as a place to pose reporting questions, connect with experts, and share your thoughts related to the HR Cloud. **New to OTBI? Visit this page of OTBI Resources which tries to answer most common questions.**" Below this is another paragraph: "New to Customer Connect? Visit the [Getting Started](#) page to learn how to best leverage community resources." Underneath is a bold heading: "Have a question specific to Taleo reporting?" followed by a paragraph: "Be sure to visit the [Enterprise](#), [Business Edition \(Midsize\)](#), and [Learn](#) reporting forums." On the right side of the content area, there is a "Notification preferences" dropdown menu with a bell icon. Below that is a dark gray button labeled "Ask a question". At the bottom right, there is a search box titled "Search this Category" with a "Keywords" label and an input field. Below the input field, there are labels "Updated From" and "To".

# Pre-built Reporting:

## D. Customer Connect Reports - How to Take Advantage of Sample Reports

After you find and download a sample report from Customer Connect you can use it in Business Intelligence. You can download a catalog file that may contain multiple reports or the XML source for a report.

### Find Sample Reports

First, go to the Customer Connect website and login. You must register if you don't already have an account. Go to <https://cloudcustomerconnect.oracle.com> and enter your username and password.

1. On the Customer Connect Home page, click the **Forums** link and select **Reporting and Analytics** then **HCM Report Sharing Center**.
2. In the Shared Reports list, scroll down and select a report. For example, you can select **Headcount by Age Band**.
3. You can see details about each report as well as a view to confirm which report to use.
4. Click the link below the image of the report to download it.



[Watch video](#)

### To use a Catalog Report

Once you have located and saved a catalog file, you can upload it to Business Intelligence. Have Business Intelligence open in another tab. In the Folders section, click **My Folders**.

1. In the Tasks section, click **Unarchive**.
2. Click **Browse and** navigate to the catalog file.
3. Click **Open**.
4. Place your analysis in My Folders or in the Custom folder under Shared Folders. If you place the analysis anywhere else it will be lost in the next upgrade.
5. In the list of reports, find the name of the report you want to use and click **Open**.

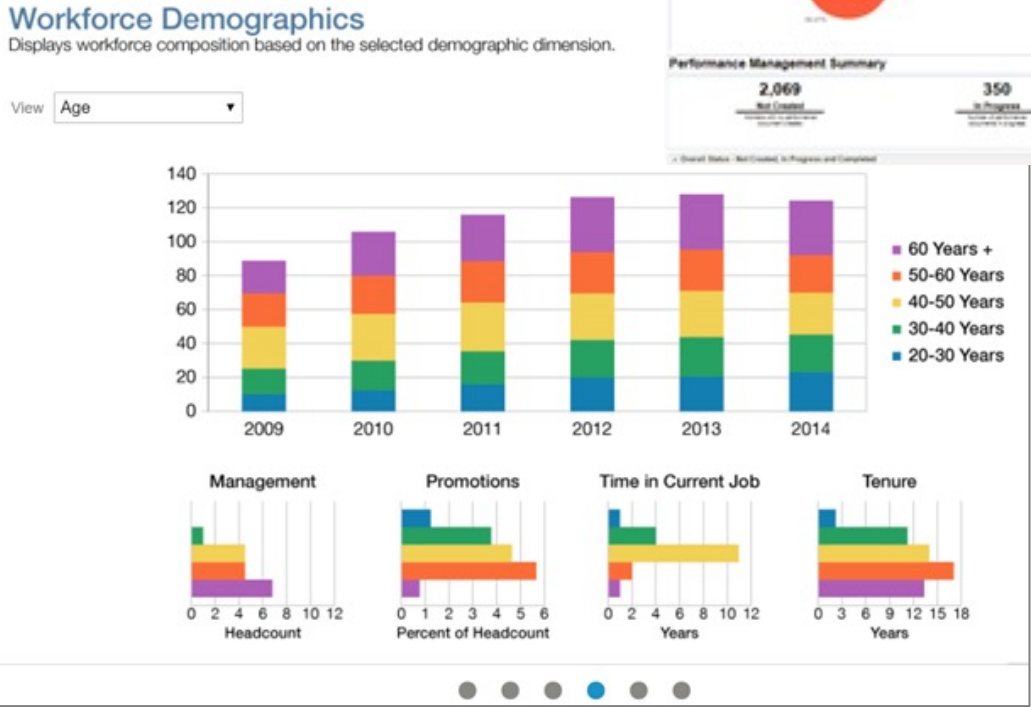
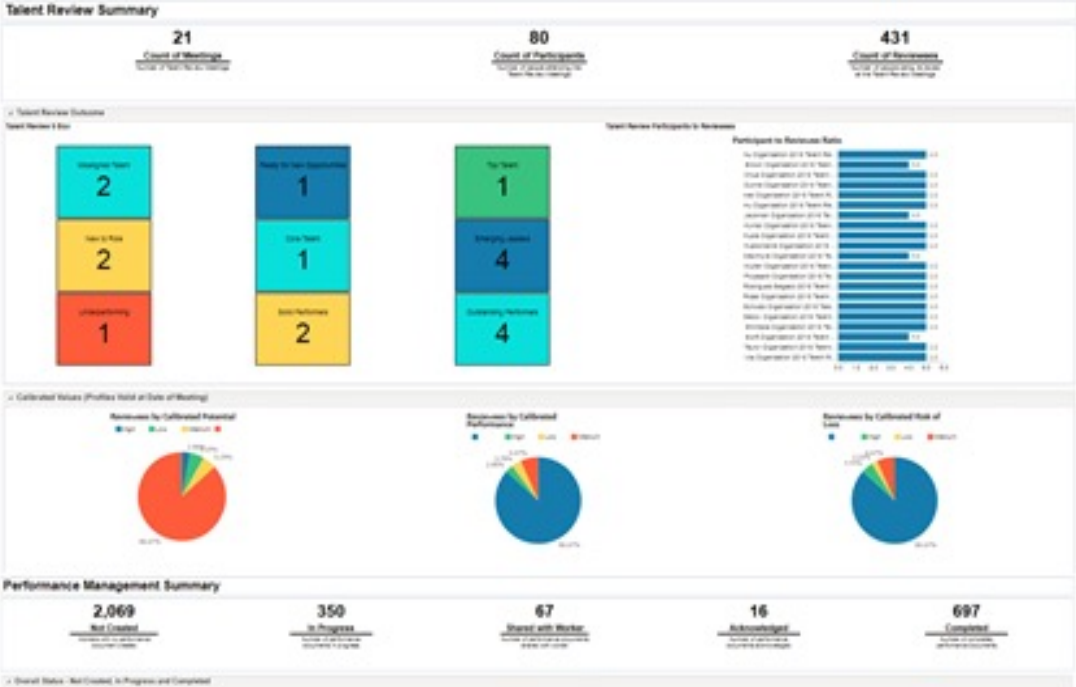
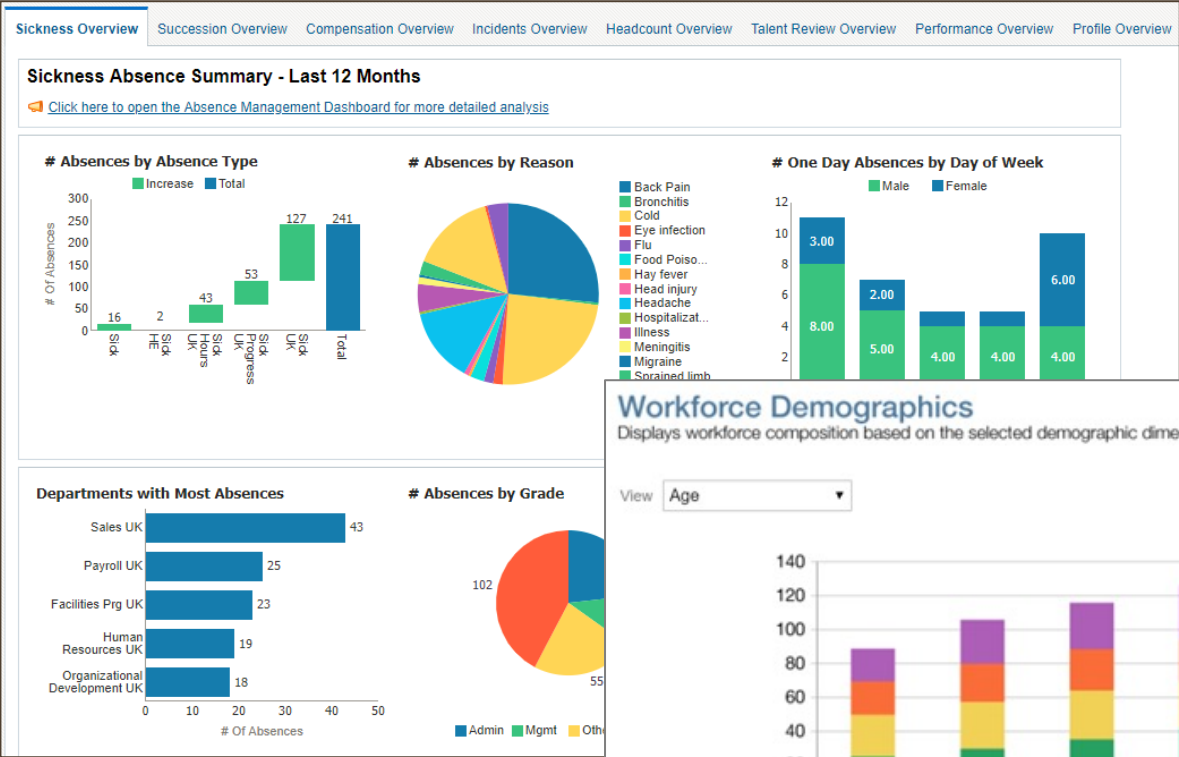
# HCM OTBI Security - White Paper

Finding	Recommendation
<ul style="list-style-type: none"><li>The HR Representatives is facing challenges with OTBI Security.</li></ul>	<p>Please consult the following white paper for resources on OTBI Security: <a href="#">Customizing Fusion HCM OTBI Security in Human Capital Management</a>.</p> <p>This white paper addresses how to:</p> <ul style="list-style-type: none"><li>Grant line managers and employees the ability to view OTBI analyses from Workforce Management, Profile Management, Performance Management, and Goal Management subject areas.</li><li>Revoke the ability to create analysis from line managers and employees.</li><li>Grant the ability to create analyses to a set of users by role or by name.</li><li>Grant the ability to administer BI and BI Publisher data models to specific users by name.</li><li>Create a mechanism to secure OTBI analyses and folders in the BI Catalog so that only line managers can see analyses written for line managers and employees can only see analysis for employees when accessing the catalog.</li><li>This white paper is a how-to user guide. The steps performed in this document can be applied to a number of business requirements for all HCM OTBI subject areas.</li></ul>

## Business Benefits:

- Support you in setting up OTBI security

# OTBI Dashboards – some examples



# BI Publisher – some examples

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## Retail Sales Report

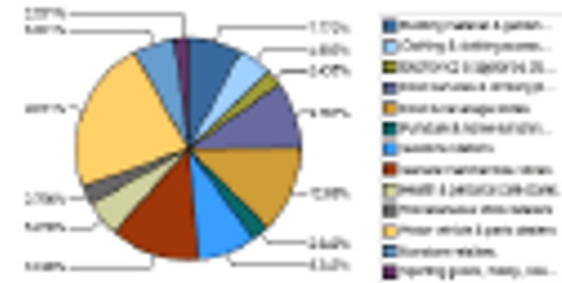


Figure 1: Retail Sales by Product Category

## 2004 Sales

### March Sales

Category	Sales (in thousands \$)
Water vehicle & parts dealers	11,458
Furniture & home furnishings stores	8,850
Electronics & appliance stores	7,751
Building material & garden eq. & supplies dealers	28,380
Food & beverage stores	40,854
Health & personal care stores	65,877
Gasoline stations	29,187
Clothing & clothing accessories stores	15,817
Sporting goods, hobby, book & music stores	6,883
General merchandise stores	41,883
Wholesale trade centers	8,781
Florists	18,263
Food services & drinking places	31,784

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## Invoice

Oracle Corporation  
500 Oracle Parkway  
Redwood City, CA 94065  
USA  
Tel: + 800 507 3000  
Fax: + 800 507 3000

### Invoice Address

Attn: Accounts Payable  
Field Services/Healthcare Packaging  
Nottingham  
Phoenix Centre  
Millers Way West  
Nottingham NG10 6LH

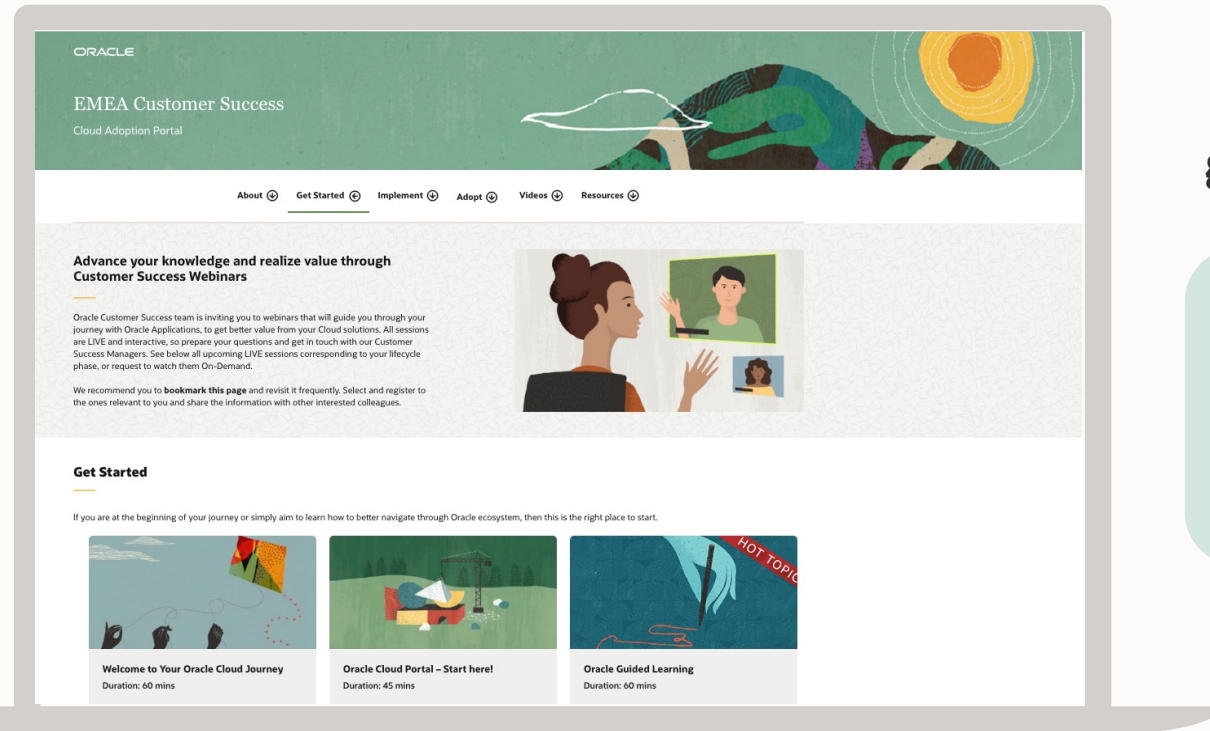
Page 1 of 2

Invoice Information	
Invoice Number	300812
Invoice Date	22-03-04
Payment Terms	Invoice/Net
Payment Due	29-03-04
Your V.A.T #:	154234564-44

Invoice Code: 

Description	UOM	Quantity	Unit Price	VAT %	Total Net
200812 Test Line 1	Sheet	5000	0.18	17.80	724.00
200812 Test Line 2	Sheet	5000	0.18	17.80	724.00
200812 Test Line 3	Sheet	5000	0.18	17.80	724.00
200812 Test Line 4	Sheet	5000	0.18	17.80	724.00
200812 Test Line 5	Sheet	5000	0.18	17.80	724.00
200812 Test Line 6	Sheet	5000	0.18	17.80	724.00
200812 Test Line 7	Sheet	5000	0.18	17.80	724.00
200812 Test Line 8	Sheet	5000	0.18	17.80	724.00
200812 Test Line 9	Sheet	5000	0.18	17.80	724.00
200812 Test Line 10	Sheet	5000	0.18	17.80	724.00
200812 Test Line 11	Sheet	5000	0.18	17.80	724.00
200812 Test Line 12	Sheet	5000	0.18	17.80	724.00
200812 Test Line 13	Sheet	5000	0.18	17.80	724.00
200812 Test Line 14	Sheet	5000	0.18	17.80	724.00
200812 Test Line 15	Sheet	5000	0.18	17.80	724.00
200812 Test Line 16	Sheet	5000	0.18	17.80	724.00
200812 Test Line 17	Sheet	5000	0.18	17.80	724.00
200812 Test Line 18	Sheet	5000	0.18	17.80	724.00
200812 Test Line 19	Sheet	5000	0.18	17.80	724.00
200812 Test Line 20	Sheet	5000	0.18	17.80	724.00
200812 Test Line 21	Sheet	5000	0.18	17.80	724.00
200812 Test Line 22	Sheet	5000	0.18	17.80	724.00
200812 Test Line 23	Sheet	5000	0.18	17.80	724.00
200812 Test Line 24	Sheet	5000	0.18	17.80	724.00
200812 Test Line 25	Sheet	5000	0.18	17.80	724.00
200812 Test Line 26	Sheet	5000	0.18	17.80	724.00
200812 Test Line 27	Sheet	5000	0.18	17.80	724.00
200812 Test Line 28	Sheet	5000	0.18	17.80	724.00
200812 Test Line 29	Sheet	5000	0.18	17.80	724.00
200812 Test Line 30	Sheet	5000	0.18	17.80	724.00
Page Total:					78,380.00

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# Thank you

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