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JD Edwards EnterpriseOne Automotive Industry Overview

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Industry Experience Around the Globe



Manufacturing and Distribution

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

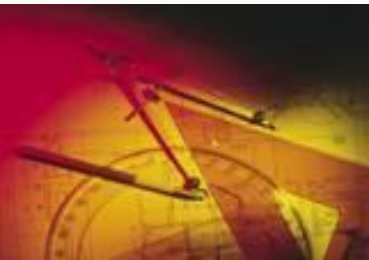
55 %



Asset Intensive

- Natural Resources
- Pulp and Paper
- Chemicals & Lubricants

12 %



Project Oriented

- Construction
- Homebuilding
- Commercial Real Estate
- Government Contracting

18 %



General Business

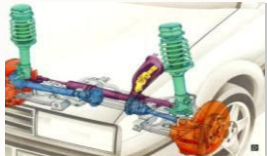
- Hospitality
- Media & Entertainment
- Public Sector, Etc.

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

| | | | | | |
|---|---|--|---|---|---|
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Why JD Edwards EnterpriseOne?



Why JD Edwards EnterpriseOne?

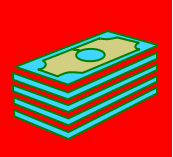

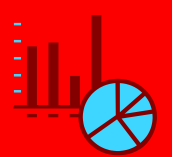
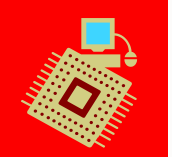
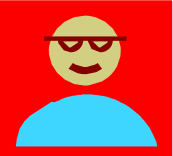







- ✓ An enterprise solution for managing business processes and solving business challenges with a 30 year heritage.
- ✓ A business application that grows and evolves with your business.
- ✓ A software package that works with a broad range of technical infrastructure choices.
- ✓ A solution backed by 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 and 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 |

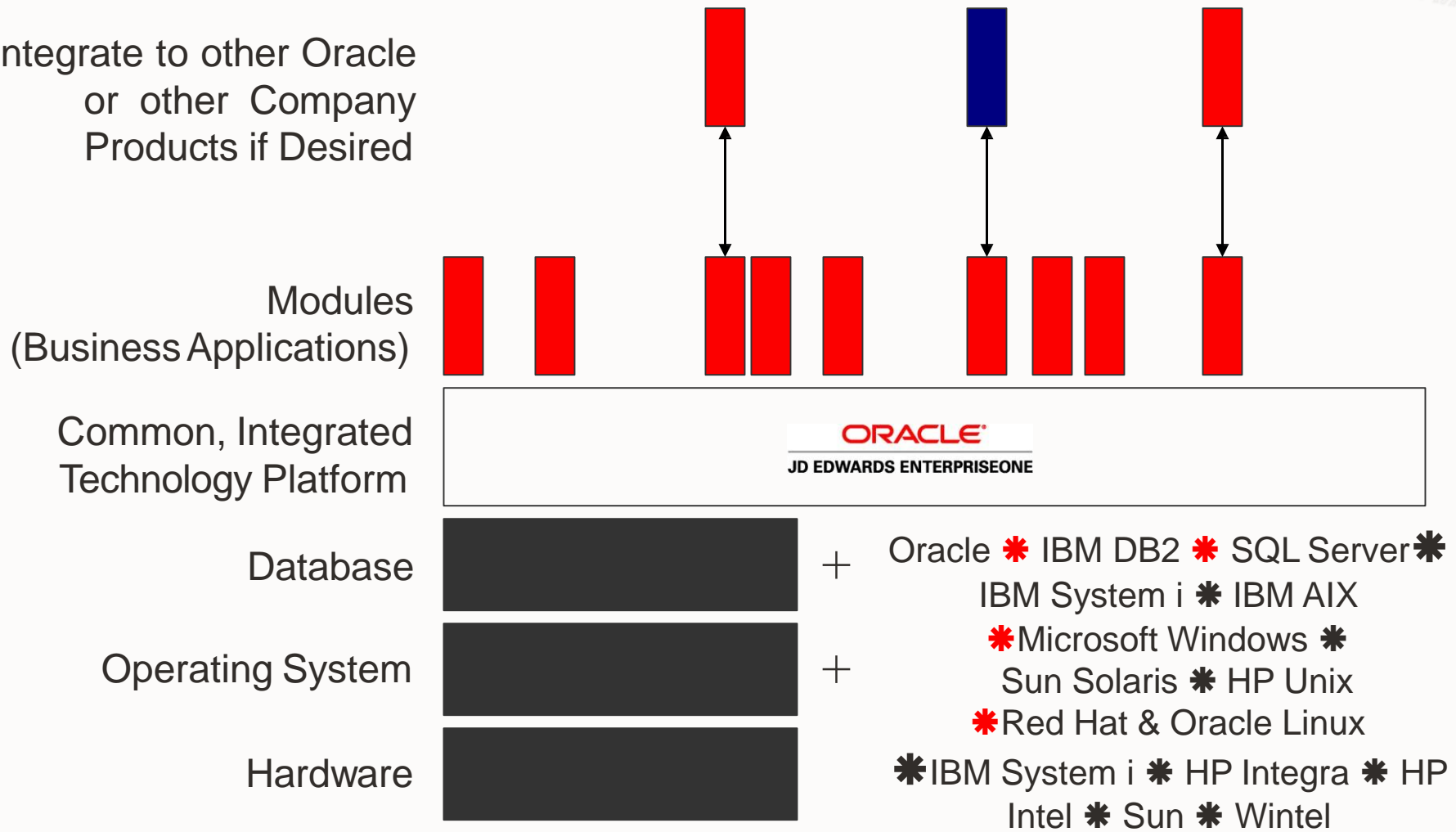
Manufacturing and Distribution Solution Profile

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

Integrate to other Oracle or other Company Products if Desired



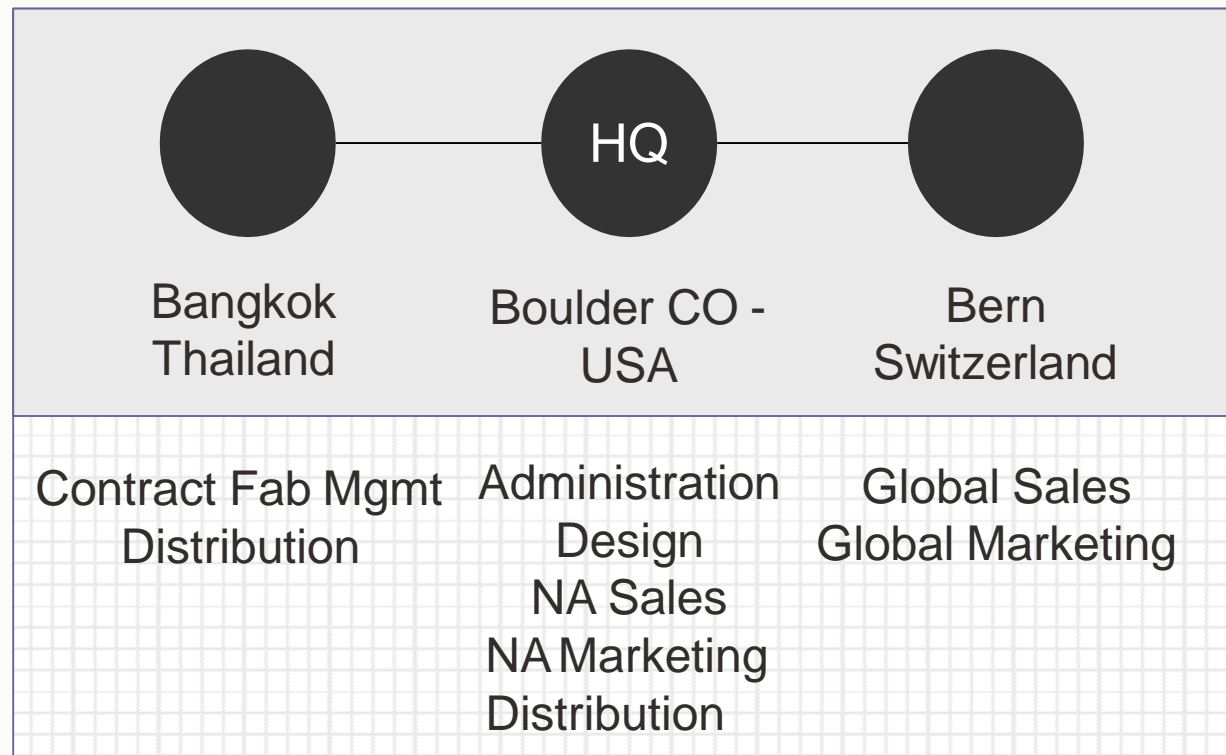


Case Study in Scalability

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

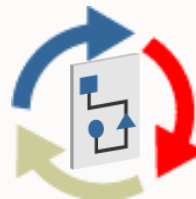
Interface Personalization:

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



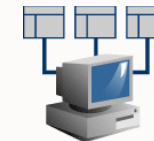
Application Customization:

- 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



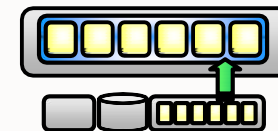
APIs and Connectors

- 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

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
A/P Transactions B - Batch Offset
A/R Transactions B - Batch Offset
Do you allow postings to a prior period?

Select the systems for which transactions require manager approval
A/P Transactions
A/R Transactions
G/L Transactions

Select your intercompany settlement method
Allow Multi-Currency Intercompany Transactions?
Intercompany Settlement Method 1 - Hub Interco Settlements

Help Back Next Cancel

EnterpriseOne and Oracle Accelerate

Oracle Business Accelerator

For JD Edwards EnterpriseOne

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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

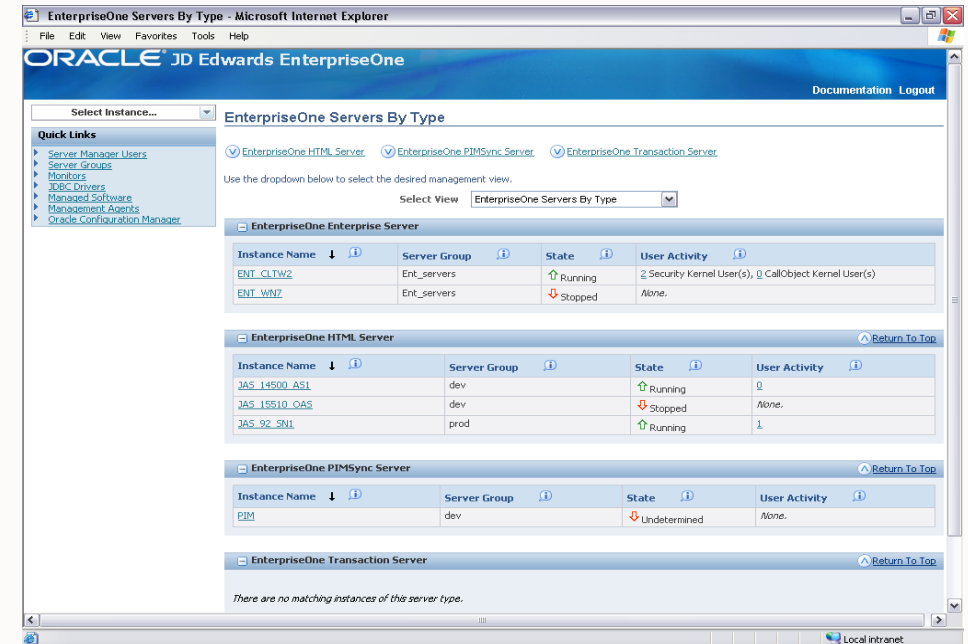
| Quantity Ordered | UOM | Item Number | Description | Requested Date | Unit Price | Pricing UOM | Extended Price | PC 1 |
|------------------|-----|-------------|-------------------------|----------------|------------|-------------|----------------|------|
| 10 | EA | 220 | Mountain Bike, Red | 05/17/2007 | 659.6000 | EA | 6,596.00 | |
| 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 | 659.6000 | EA | 6,596.00 | |
| 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 | |



Reduce the Effort and Risk of Ongoing Operation

Easy to Monitor, Support, Maintain, and 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



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Oracle and JD Edwards EnterpriseOne



Oracle and JD Edwards Strategy

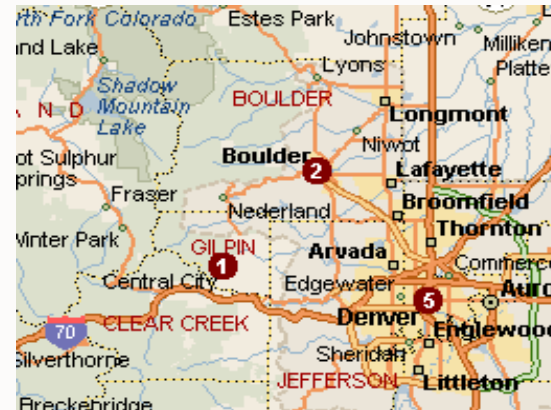
- Applications Unlimited
- Oracle Solution Footprint
- The Next Generation (Fusion Infusion)

Applications Unlimited

Driving the Future of JD Edwards EnterpriseOne



Continued Product Releases



Customer Driven Roadmaps



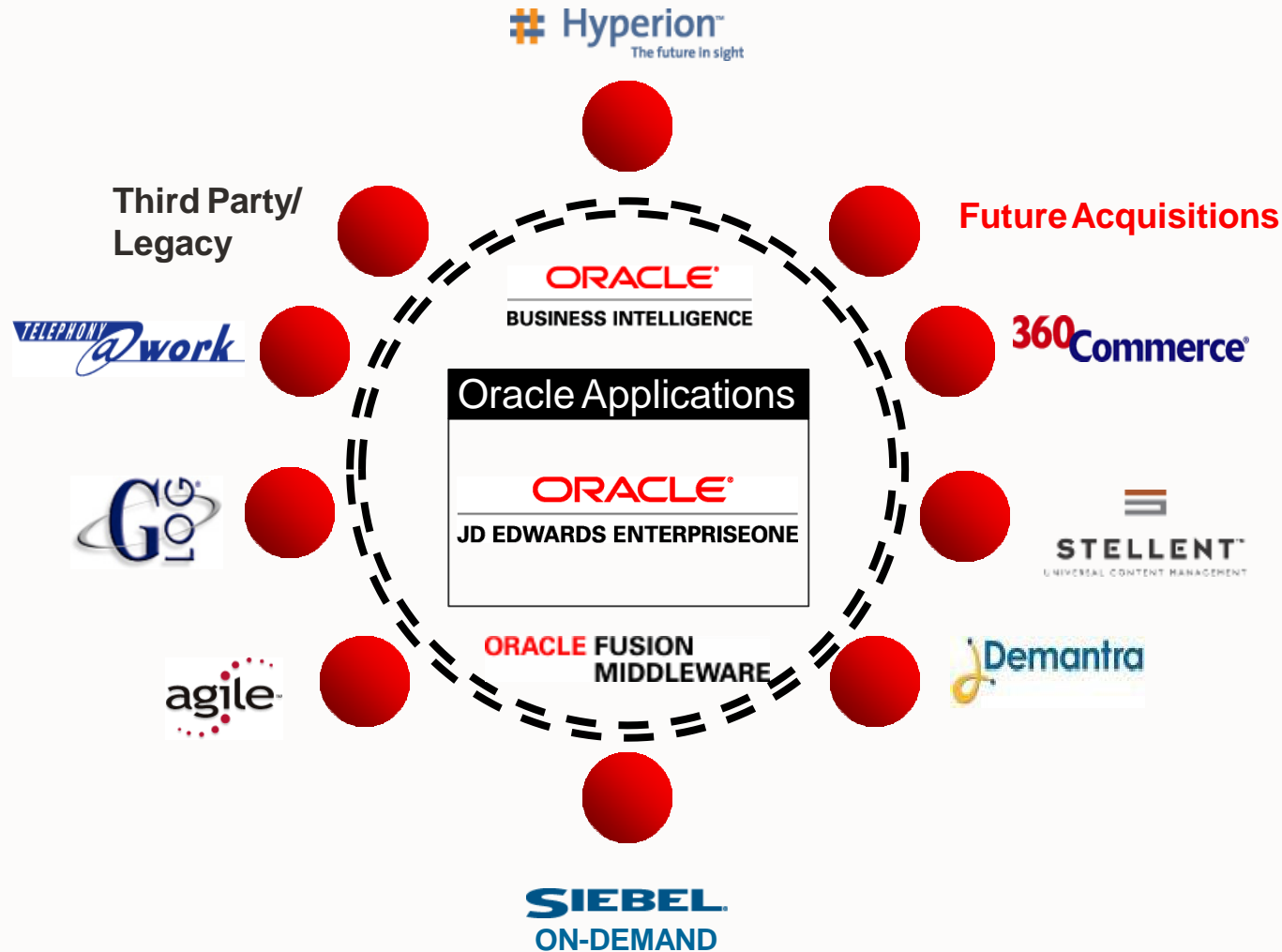
Dedicated Product Teams



No Forced Upgrades

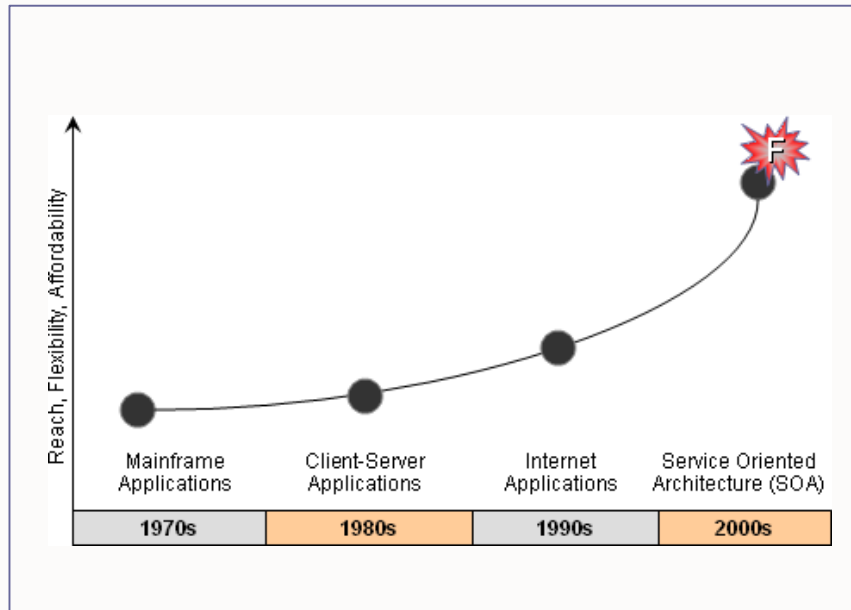
More Oracle Business Solutions

More Best-of-Breed Solutions for JD Edwards

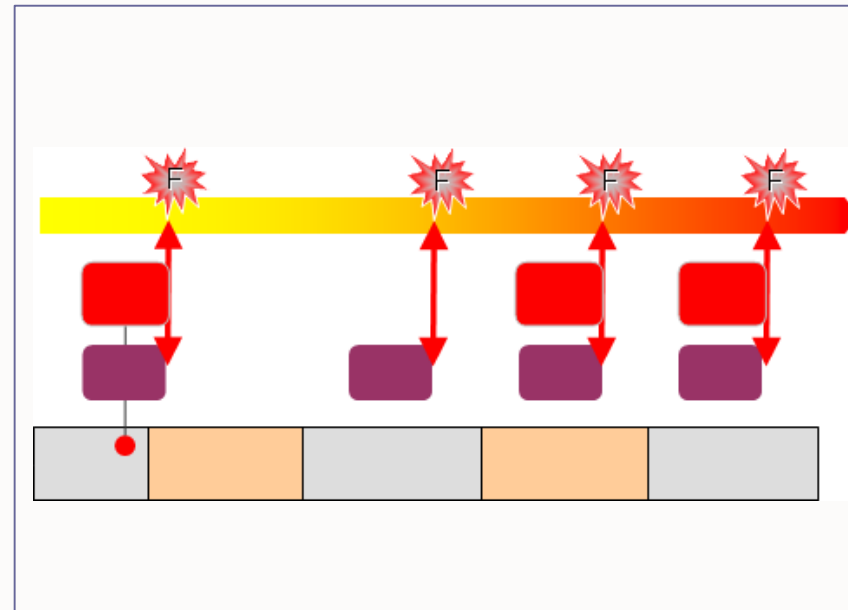


Fusion Infusion

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



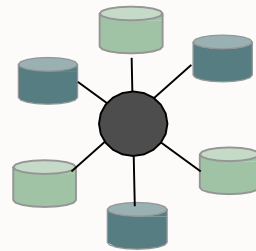
Reduced TCO through sustainable integrations

Integration



Secure search for private, unstructured enterprise data

Search



Consolidate and leverage master data

Master Data Mgmt



| | 2005 | 2006 | 2007 |
|---------------------|---------|---------|---------|
| Revenue | 10,000 | 10,000 | 10,000 |
| Cost of Sales | (4,000) | (4,000) | (4,000) |
| Gross Profit | 6,000 | 6,000 | 6,000 |
| Operating Expenses | (2,000) | (2,000) | (2,000) |
| Operating Income | 4,000 | 4,000 | 4,000 |
| Other Income | 1,000 | 1,000 | 1,000 |
| Income Before Taxes | 5,000 | 5,000 | 5,000 |
| Income Tax Expense | (1,000) | (1,000) | (1,000) |
| Net Income | 4,000 | 4,000 | 4,000 |

Easy, intuitive end user reports built from any data source

XML Reporting



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