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Oracle OpenWorld 2019

SAN FRANCISCO

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Oracle E-Business Suite: Strategy and Updates

Cliff Godwin

Senior Vice President
Applications Development, Oracle

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Agenda

- Continuous Innovation Release Roadmap
- EBS Strategic Investments
- Practical Paths to Oracle Cloud
- Additional Resources
- Takeaways

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CONTINUOUS INNOVATION ON EBS 12.2 WITH PREMIER SUPPORT THROUGH AT LEAST 2030

Delivering Ongoing Innovation and Underlying Technology Stack Updates without Major Upgrade

Announcing Continuous Innovation on Oracle E-Business Suite 12.2 (PDF)

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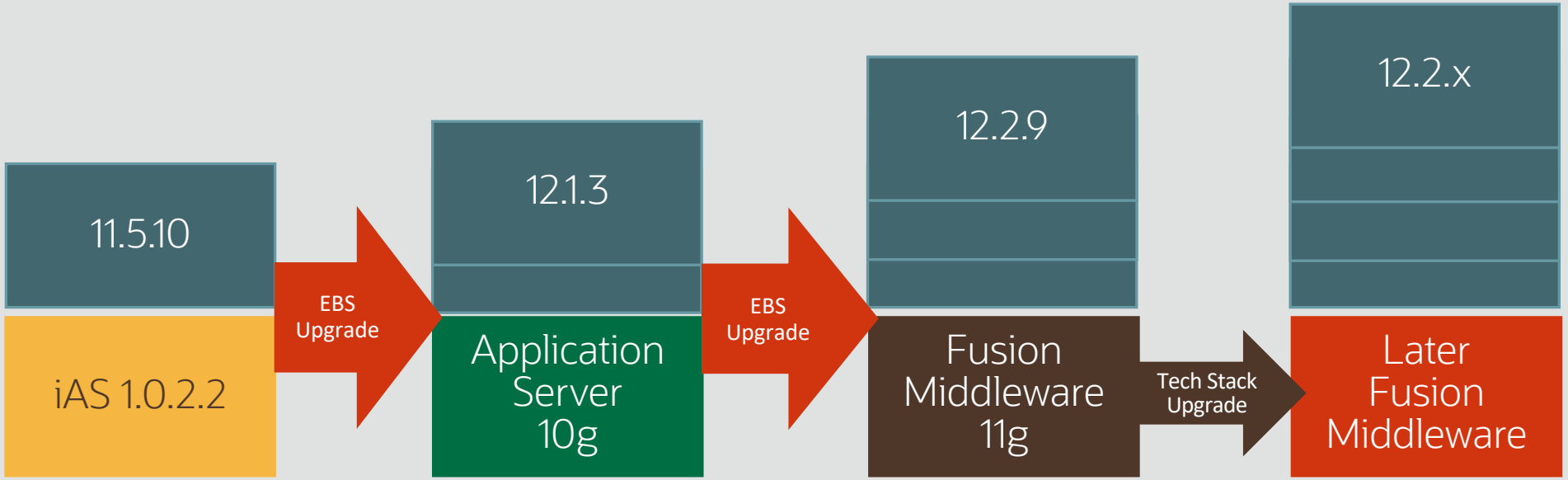
Continuous Innovation on EBS 12.2

Update Underlying Technology while Keeping the Same Level of EBS Code



- Uptake new middleware without major EBS upgrade
- No need to rewrite customizations

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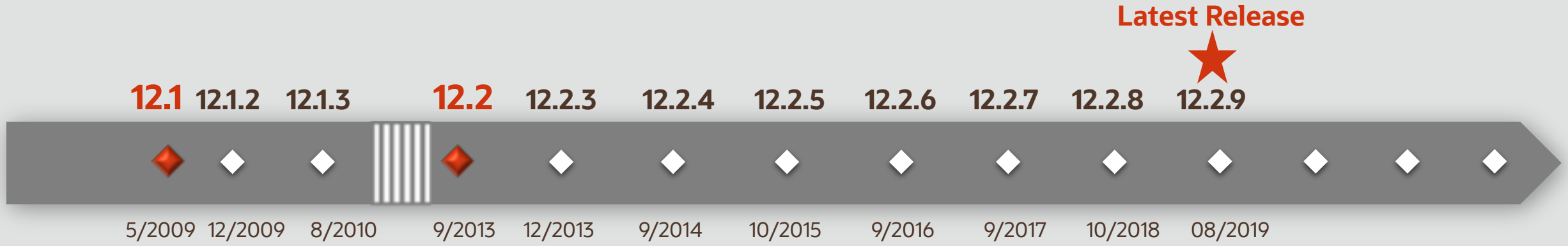
EBS Roadmap: Continuous Innovation on EBS 12.2

Continued Investment and Support for Years to Come without Major Upgrade



PREMIER SUPPORT THROUGH:

- **Release 12.1:** Dec. 2021
- **Release 12.2:** At least 2030

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New: Sept 2019

Oracle E-Business Suite Certified with Oracle Database 19c

Leverage Latest Oracle Database Technology

- Certified EBS releases
  - Oracle E-Business Suite 12.2
  - Oracle E-Business Suite 12.1.3

✓ Interoperability Notes: Oracle E-Business Suite Release 12.2 with Oracle Database 19c (Doc ID 2552181.1)

✓ Interoperability Notes: Oracle E-Business Suite Release 12.1 with Oracle Database 19c (Doc ID 2580629.1)

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Database Extended Support Fee Waiver

Oracle Database 12.1 and 11.2 for Oracle E-Business Suite

- Extended Support fees waived for Oracle Database licenses through December 2020
  - Applicable to licenses used for Oracle E-Business Suite
  - Extended Support Fee Waiver for Oracle Database 12.1 and 11.2 for Oracle E-Business Suite (Doc ID 2522948.1)
- Customers that have already paid Oracle Database Extended Support fees may be eligible to receive a credit
- Contacting Oracle regarding eligibility for waiver or credit:
  - Access your Oracle Premier Support Renewal information and log a service request via My Support Renewals
  - Contact Oracle Support Renewals using the Oracle Global Contacts page

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ORACLE Advanced Customer Services

Advanced Customer Services (ACS) for E-Business Suite

ACS Service	Customer Benefit
Oracle Database Upgrade from 11.2 or 12.1 to 19c	Predictable fixed cost, fixed fee service for $60K. Includes 1 PROD/Non PROD pair. Additional fees apply for RAC and additional environments.
Oracle Transition Service from legacy to Oracle Cloud Infrastructure	Predictable fixed cost, fixed fee service priced on simple sizing parameters. Starter services for DEV/TEST or DR environments.
Managed Applications Cloud Services (Managed EBS on OCI)	Full 24x7 ITIL based applications management with features including SLAs for Uptime, Response & Resolution, Unified Governance and Account Planning/Reviews, Patching, Security, Fast Refresh, Smart Sensors, Disaster Recovery (1 hr RPO and 12 hr RTO), Backup/Recovery
Support for EBS Upgrade	Dedicated Oracle team of engineers operate as extension of customer upgrade team. Ensures EBS upgrade best practices. Minimizes upgrade downtime. Technical Account management of key upgrade milestone dates. Performance tuning expertise.
Support Services for older EBS Versions (11.5.10)	Severity 1 bug fixes and US1099 Updates for customers running in Sustaining Support

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Managed EBS Customers on OCI by Advanced Customer Services

Live EBS Customers

34

EBS Customers Live on OCI with ACS

157

EBS Instances Live on OCI with ACS

Migrating EBS Customers

122

EBS Customers Migrating to OCI with ACS

Managed EBS on OCI References

GrandVision

IAC

Clopay

America's Favorite Doors™

NATIONAL RETAIL PROPERTIES
NYSE:NNN

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Agenda

- Continuous Innovation Release Roadmap
- EBS Strategic Investments
- Practical Paths to Oracle Cloud
- Additional Resources
- Takeaways

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Oracle's Investments for EBS Customers

Leverage EBS Strengths Combined with Broader Oracle Cloud Portfolio

ORACLE E-Business Suite

UPTAKE EBS ENHANCEMENTS

- **Functional Innovation**
- **Modern User Experience and Mobility**
- **Operational Efficiency**

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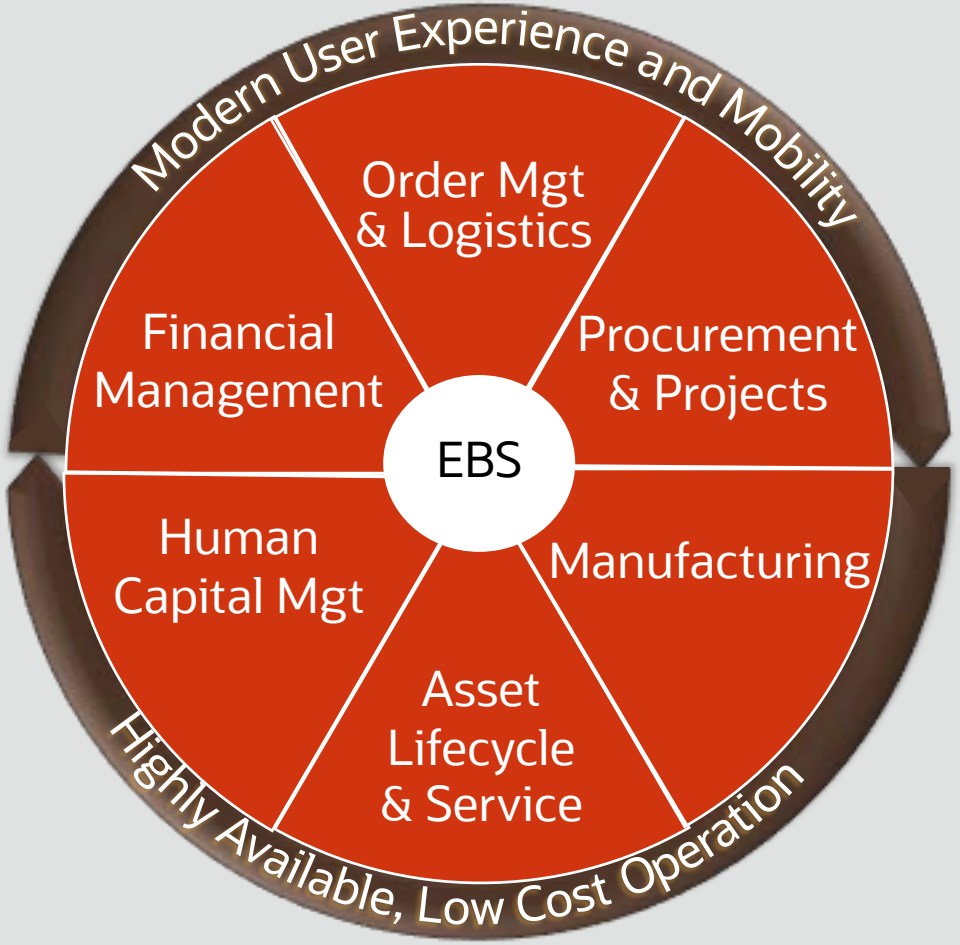
EBS 12.2 Innovation Across the Suite

Driven by Today's Business Requirements for Enterprise Operations



Key Enhancements

- ✓ Online Patching for Reduced Downtime
- ✓ Enterprise Command Centers for Simple, Actionable Info
- ✓ More Modern User Experience (UX) for Higher Productivity
- ✓ New and Enhanced Business Functions Across the Suite

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Online Patching for Reduced Downtime

- ✓ Users remain online while patches are applied
- ✓ User downtime is limited to a short cutover period
- ✓ The maintenance window in 12.2 is predictable
- ✓ Critical business operations and revenue generating activities continue during patching

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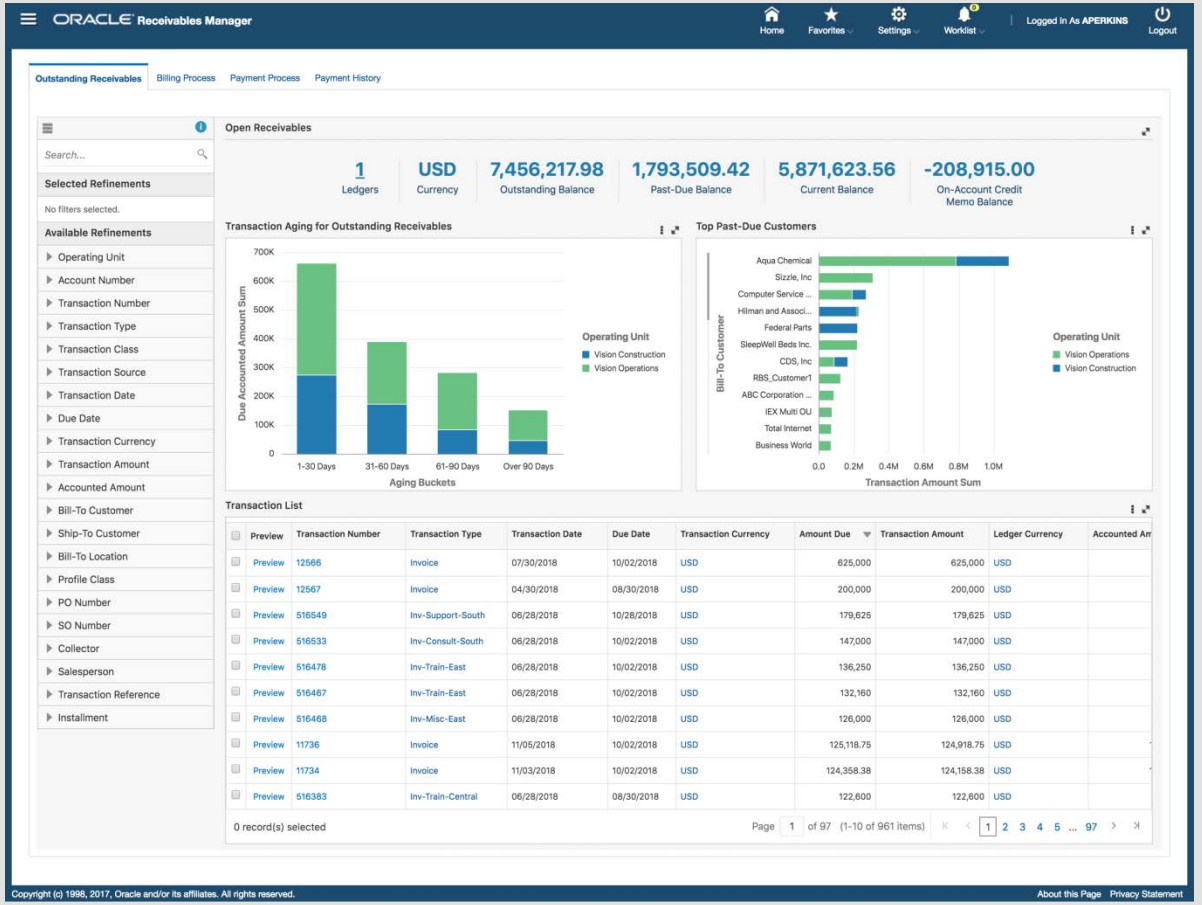
EBS Enterprise Command Centers

Identify and Act on Priority Transactions without Custom Operational Reporting

Information-Driven Navigation

- Browse and drill on actionable indicators
- Use consumer-like search and filters
- Displayed data recalculated with each drill
- “Conversation with the data” to narrow in on most important priorities
- Take action on selected transactions



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EBS Enterprise Command Centers

22 Command Centers across the Suite

Financial Management
- Receivables
- iReceivables
- Payables
- Assets
- Lease and Finance Management

Order Management & Logistics
- Order Management
- Inventory Management
- Channel Revenue Management
- Incentive Compensation

Asset Lifecycle & Service
- Enterprise Asset Management
- Service Contracts
- Service (TeleService)
- Depot Repair

Procurement & Projects
- iProcurement*
- Procurement
- Projects
- Contract Lifecycle Management for Public Sector

Manufacturing
- Discrete Manufacturing
- Process Manufacturing
- Outsourced Manufacturing
- Cost Management

Human Capital Management
- Human Resources

* Consumer-like shopping enabled via ECC Framework

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EBS Enterprise Command Centers: Release Summary

Current Scope: 22 Command Centers, 72 Dashboards

ECC V1 (12.2.8) GA 9/2018

- 6 new command centers
- 16 new dashboards
- Built with new ECC Framework
- Run with EBS 12.2.4 and above
- No additional costs for licensed users of base products

ECC V2 (12.2.8+) GA 4/2019

- 13 new command centers
- 45 new dashboards
- Multi-lingual support
- Extensibility with ECC Framework

ECC V3 (12.2.9+) GA 9/2019

- 3 new command centers
- 11 new dashboards
- Enhanced UI components

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Enterprise Command Centers with EBS 12.2

Easy to Deploy in EBS 12.2 environment

- Supports EBS 12.2.4 and above
- No additional costs for licensed users of base products

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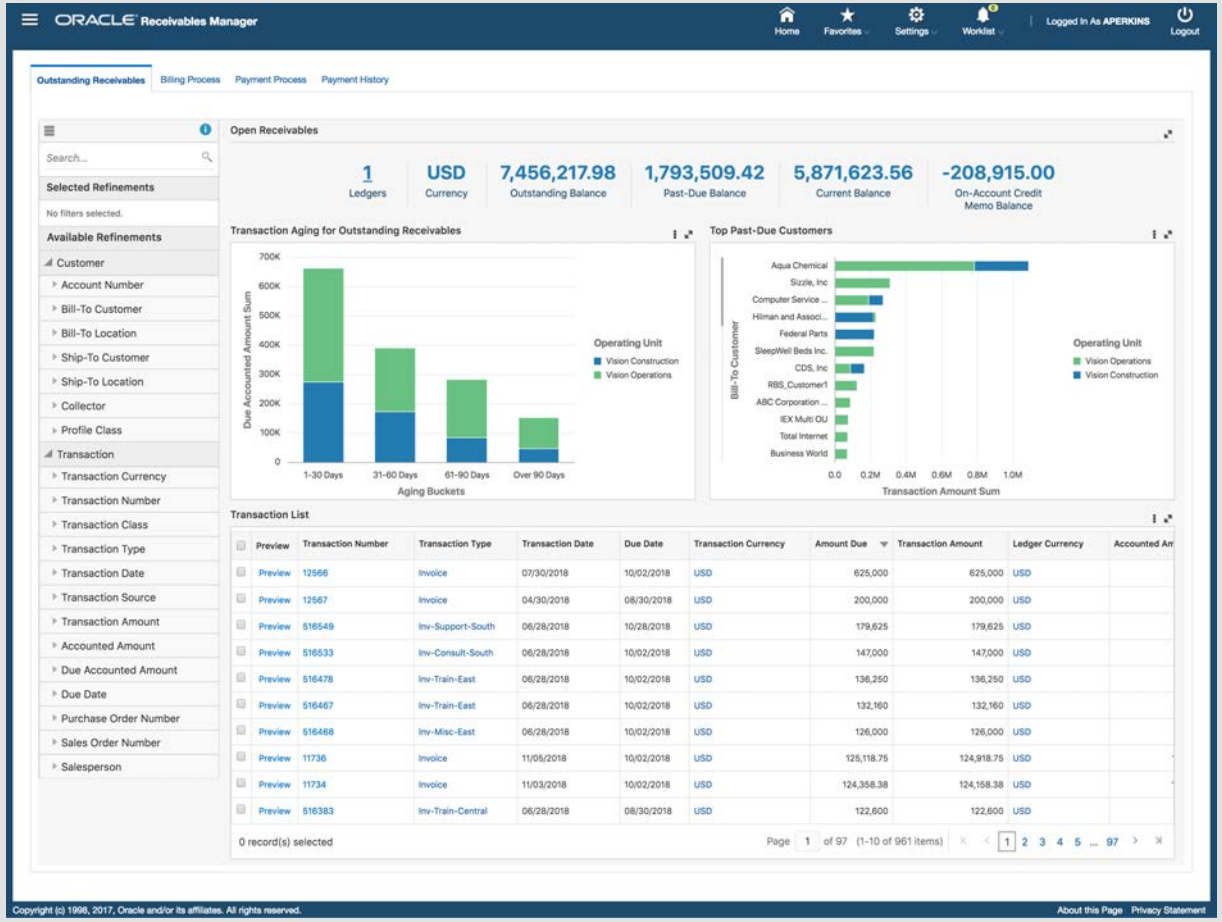
ECC: Integrated with EBS UI and Security

Minimal Configuration Required

- Integrates with EBS UI
  - ECC pages are within EBS menu navigation
  - Drilldown to transaction pages to take action
- Honors EBS Security
  - Function security
  - Data security at the record level



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ECC: Multi-Lingual Support

Easy to Deploy Different Languages in Same Instance

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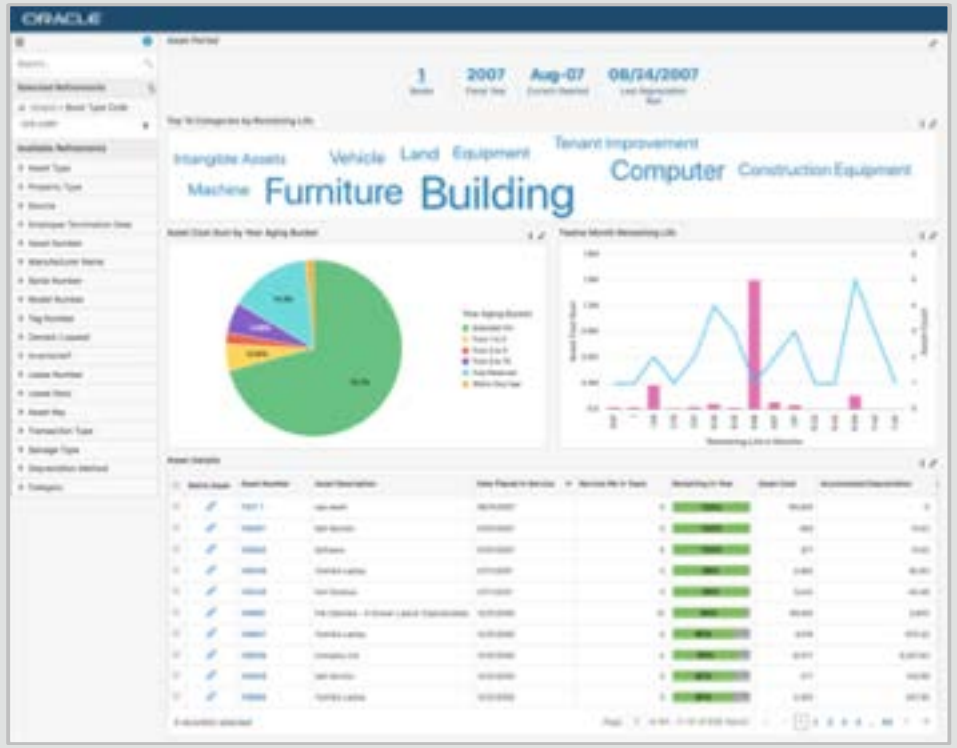
ECC: Extensible with ECC Framework

Easy to Change and Add Dashboards for EBS-Related Data

- Update dashboard design and visualizations
- Expose additional data in EBS instance on the dashboard
- Extending Oracle Enterprise Command Centers -- MOS Document 2527150.1

New Data Attributes and Metadata



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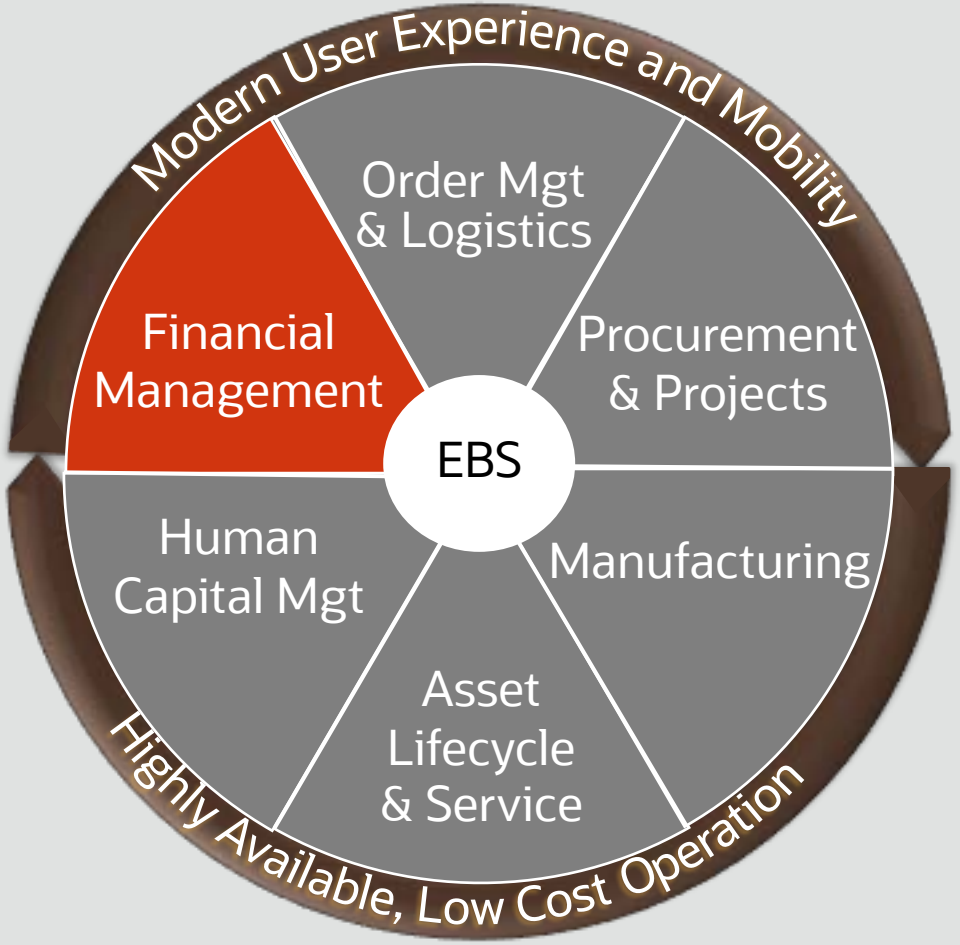
EBS Financial Management: 12.2



Key Enhancements

- ✓ Enterprise Command Centers: AR, iRec, AP, FA, Lease
- ✓ Equipment Leasing for Lessee for IFRS 16 / ASC 842*
- ✓ GL and AP Approval Flexibility and Automation
- ✓ AR: New Cash Receipt Application Methods
- ✓ Enhanced Credit Scoring and Collection Strategies
- ✓ Lease: Increased Throughout Across End-to-End Process

* Available for 12.1.3 and 12.2

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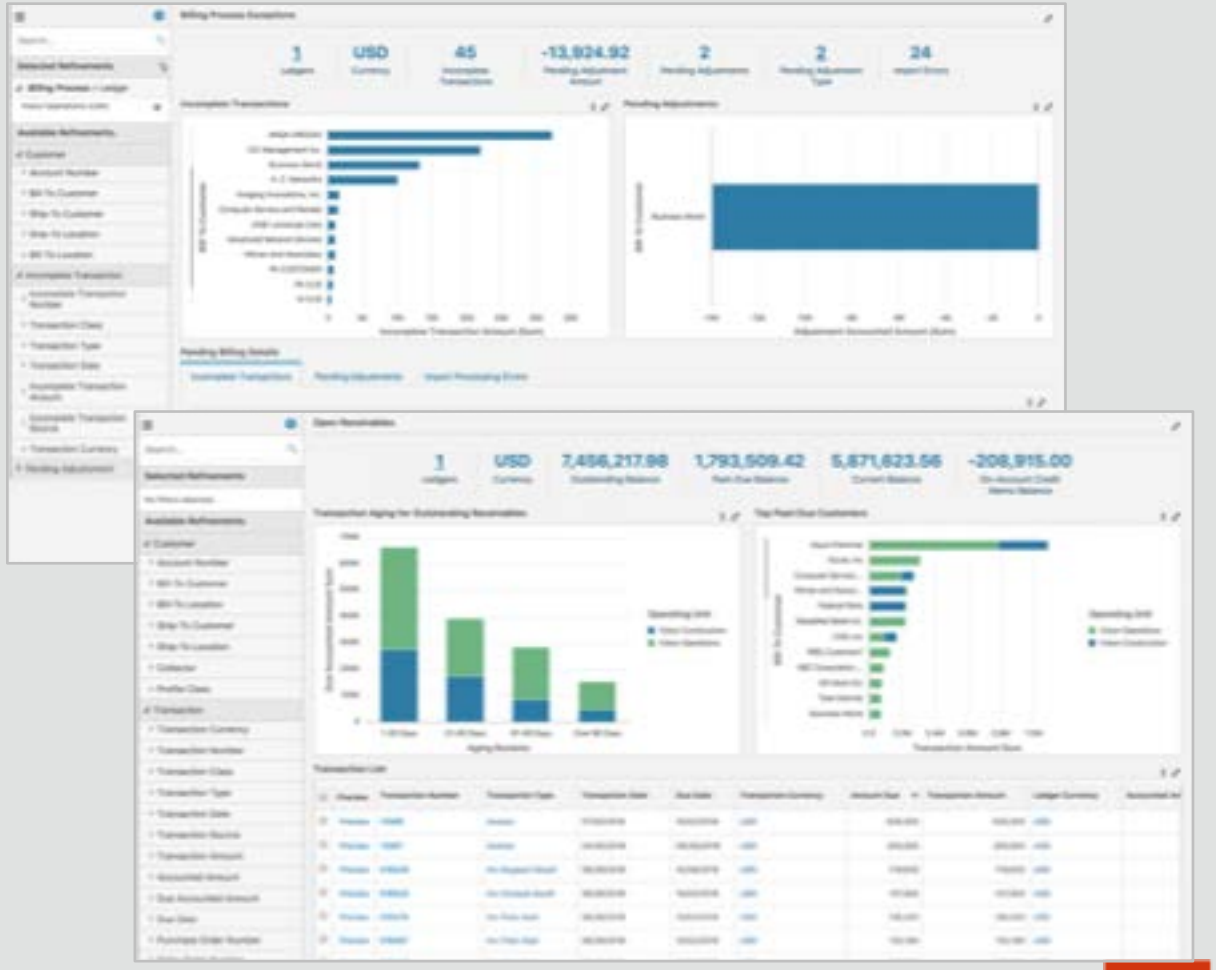
Receivables Command Center

Optimize Collection Cycle and Increase Cash Flow

- Minimize customer account delinquency
  - Compare current and delayed transactions against unapplied receipts
  - Contact customer and expedite collection
- Reduce Days Sales Outstanding (DSO)
  - Resolve billing process bottlenecks
  - Reconcile payment exceptions and discrepancies
- Tailor collection strategy per customer
  - Analyze payment trends, overdue balances, adjustments, credit memos, and more
  - Recognize potential problems early and minimize delays



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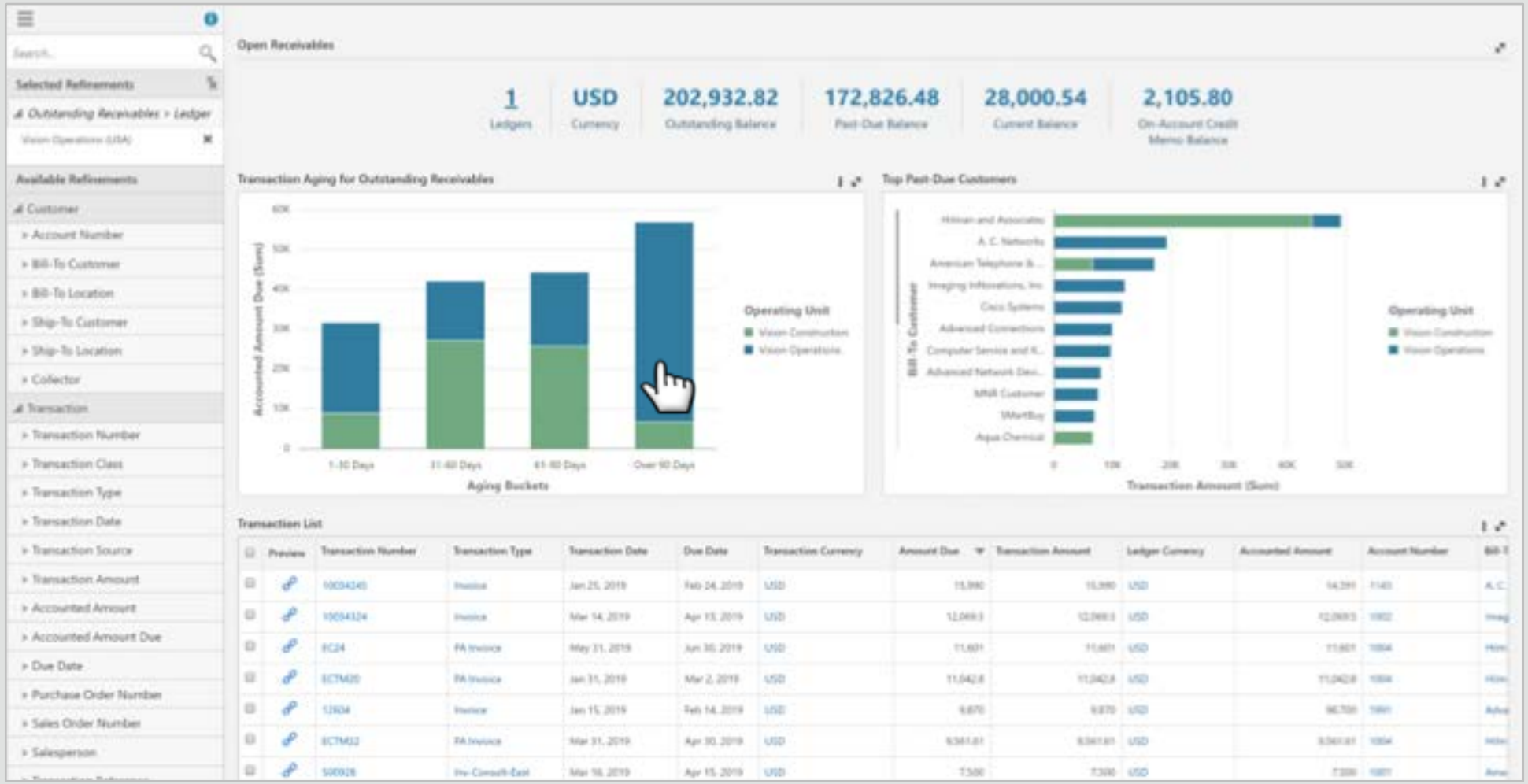
360º View of Outstanding Receivables



Drill into largest overdue transactions

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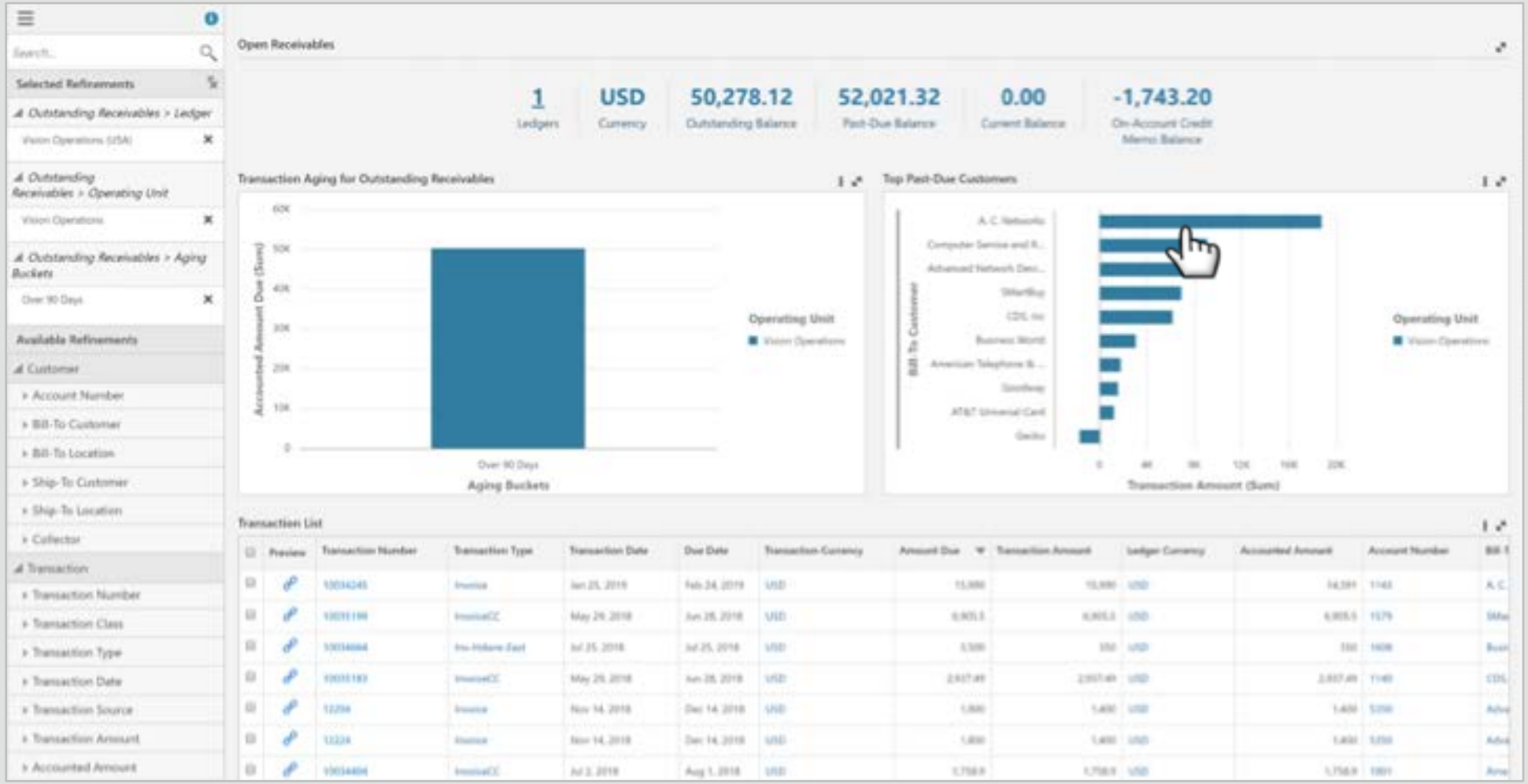
Delinquent Amount Spread Across Accounts



Drill into largest overdue transactions

Filter by top delinquent account

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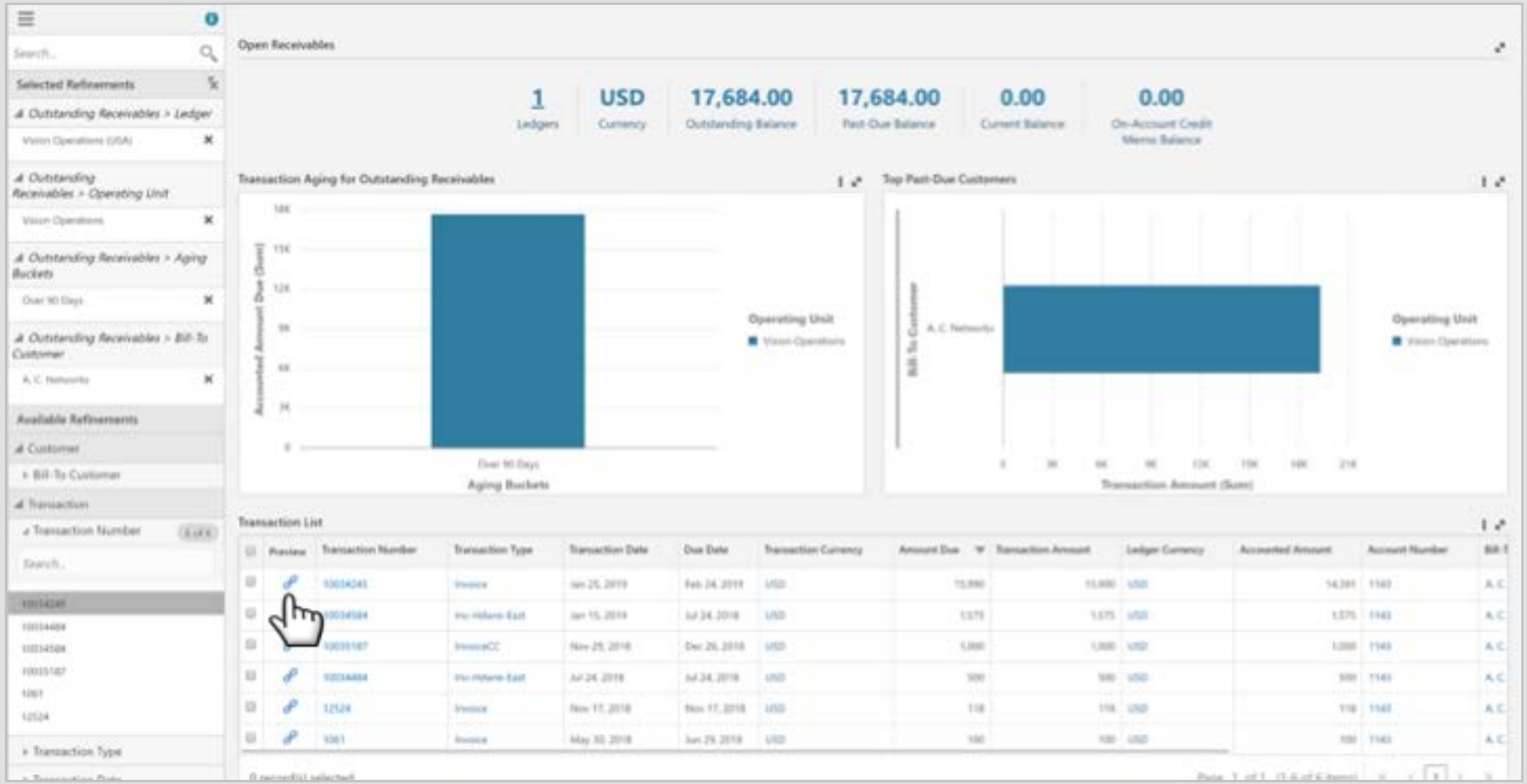
Invoices with Overdue Balance



Drill into largest overdue transactions

Filter by top delinquent account

Preview invoice

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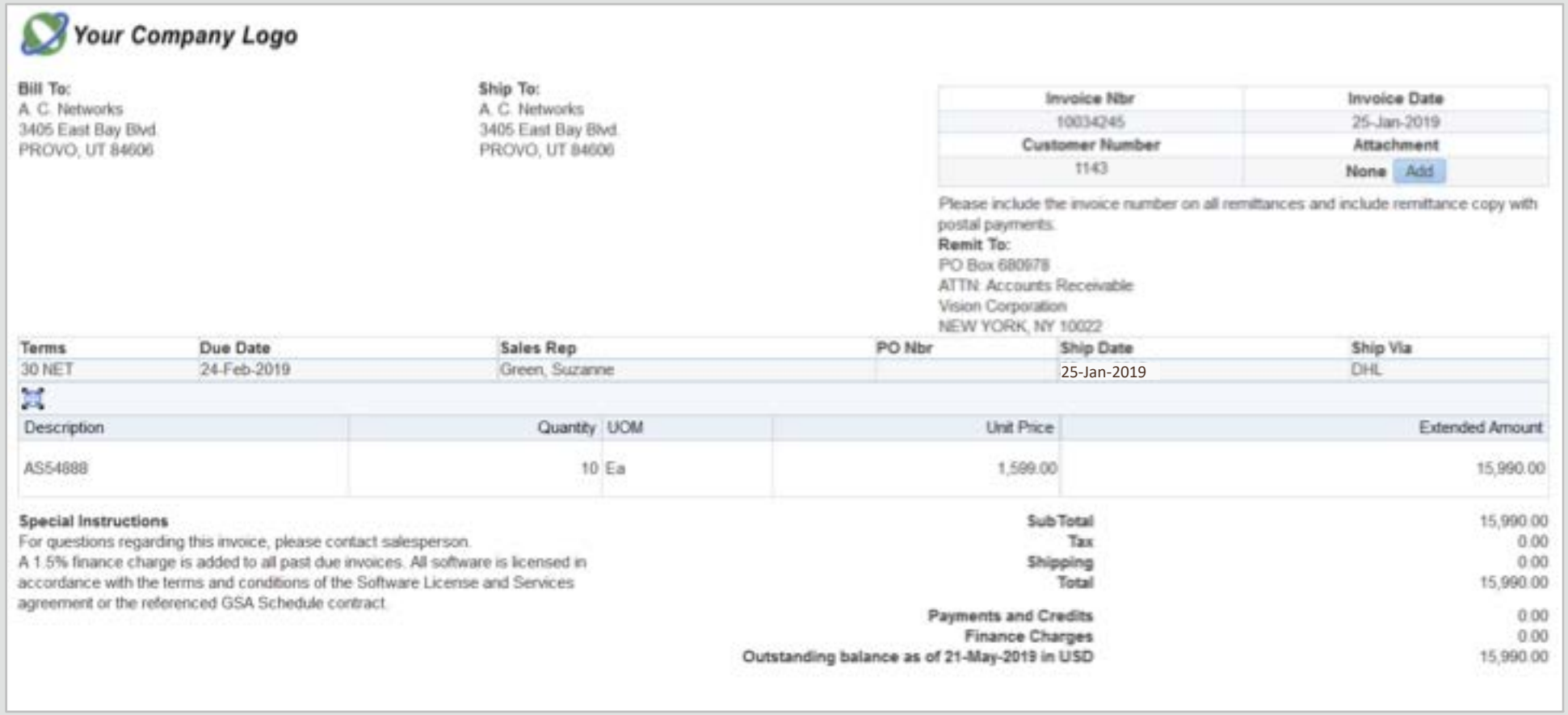
Review Customer Invoice



Your Company Logo

Bill To:
A. C. Networks
3405 East Bay Blvd
PROVO, UT 84606

Ship To:
A. C. Networks
3405 East Bay Blvd
PROVO, UT 84606

Invoice Nbr	Invoice Date
10034245	25-Jan-2019
Customer Number	**Attachment**
1143	None Add

Please include the invoice number on all remittances and include remittance copy with postal payments.
Remit To:
PO Box 680978
ATTN: Accounts Receivable
Vision Corporation
NEW YORK, NY 10022

Terms	Due Date	Sales Rep	PO Nbr	Ship Date	Ship Via
30 NET	24-Feb-2019	Green, Suzanne		25-Jan-2019	DHL

Description	Quantity	UOM	Unit Price	Extended Amount
AS54888	10	Ea	1,599.00	15,990.00

Special Instructions
For questions regarding this invoice, please contact salesperson.
A 1.5% finance charge is added to all past due invoices. All software is licensed in accordance with the terms and conditions of the Software License and Services agreement or the referenced GSA Schedule contract.

SubTotal	15,990.00
Tax	0.00
Shipping	0.00
Total	15,990.00
Payments and Credits	0.00
Finance Charges	0.00
Outstanding balance as of 21-May-2019 in USD	15,990.00

Drill into largest overdue transactions

Filter by top delinquent account

Preview invoice

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iReceivables Command Center

Streamline Disputes Management

- Minimize revenue leakage (for internal users)
  - Monitor dispute activities to eliminate invalid disputes
  - Reduce cost of collection related activities
- Optimize cash outflow (for customer users)
  - Take advantage of discounts
  - Avoid late payment charges
  - Manage and dispute invalid invoices
  - Reconcile own account

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Payables Command Center

Optimize Invoice Processing and Utilize Discounts

- Optimize Days Payable Outstanding (DPO)
  - Resolve processing issues and accelerate payments to capture discounts
  - Eliminate early payments and pre-payments
- Optimize cash outflow
  - Estimate cash outflow based on due date
  - Forecast cash requirements in different currencies
- Improve supplier relationships
  - Release invoice holds effectively and avoid late payments
  - Track status of recent payments

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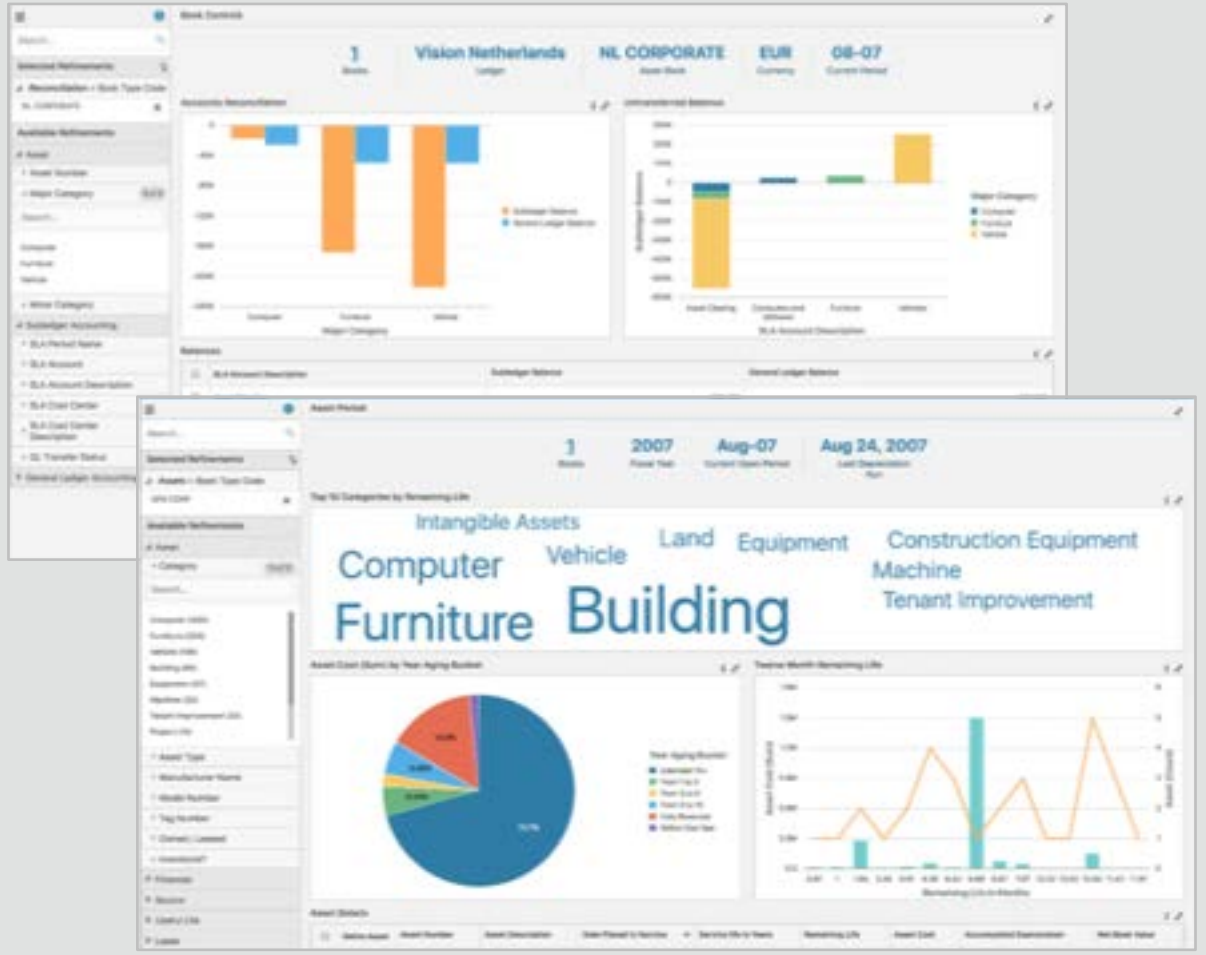
Assets Command Center

Improve Fixed Assets Management and Accounting

- Speed up period close
  - Reconcile Assets and General Ledger accounting discrepancies
  - Clear pending transactions of type revalue, re-class, transfer and more
- Forecast and manage capitalization events
  - Assess impact on key financial indicators
  - Monitor capitalization spending
- Increase asset utilization
  - Resolve asset utilization, assignment and location discrepancies
  - Address data quality issues



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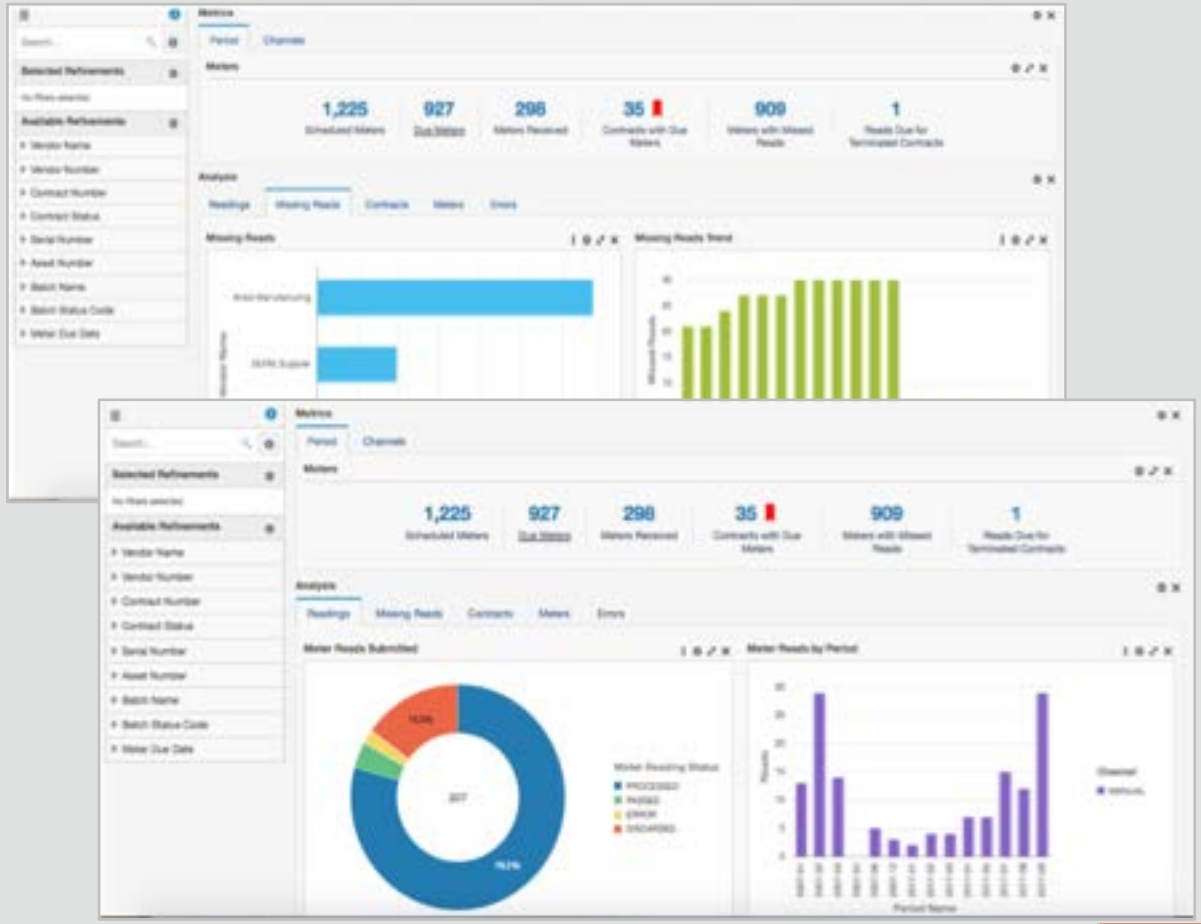
Lease and Finance Management Command Center

Increase Usage Based Revenue and Dealer/Partner Cash Flow

- Increase revenue from asset usage
  - Identify and track down usage amounts
  - Contact dealer/partner to expedite read collection
- Increase billing accuracy
  - Validate meter readings at time of entry
  - Analyze reading errors to improve meter capture process
- Improve dealer/partner cash flow
  - Accelerate dealer/partner payments
  - Communicate status from customer invoice through dealer/partner payment



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12.1.3 & 12.2

Property Manager: Enhanced Lease Accounting Support

Enhance Control and Accuracy for IFRS 16 and ASC 842 Compliance

- Lease Accounting
  - Retro-date new bookings and terminations
  - Process accruals anytime during period
  - View leased-related AP transactions in Property Manager
  - New interest calculation of daily compounding interest to calculate PV and amortizations

- Amendment Processing
  - Categorize type of amendment (e.g. term change, classification change, rate change)
  - Support multiple amendments within same period
  - Store financial changes from amendments
- Equipment Leases (features already available for real estate leases)
  - Add attachments to equipment leases
  - AME approvals support for equipment leases
  - Auto-generate asset numbers for equipment

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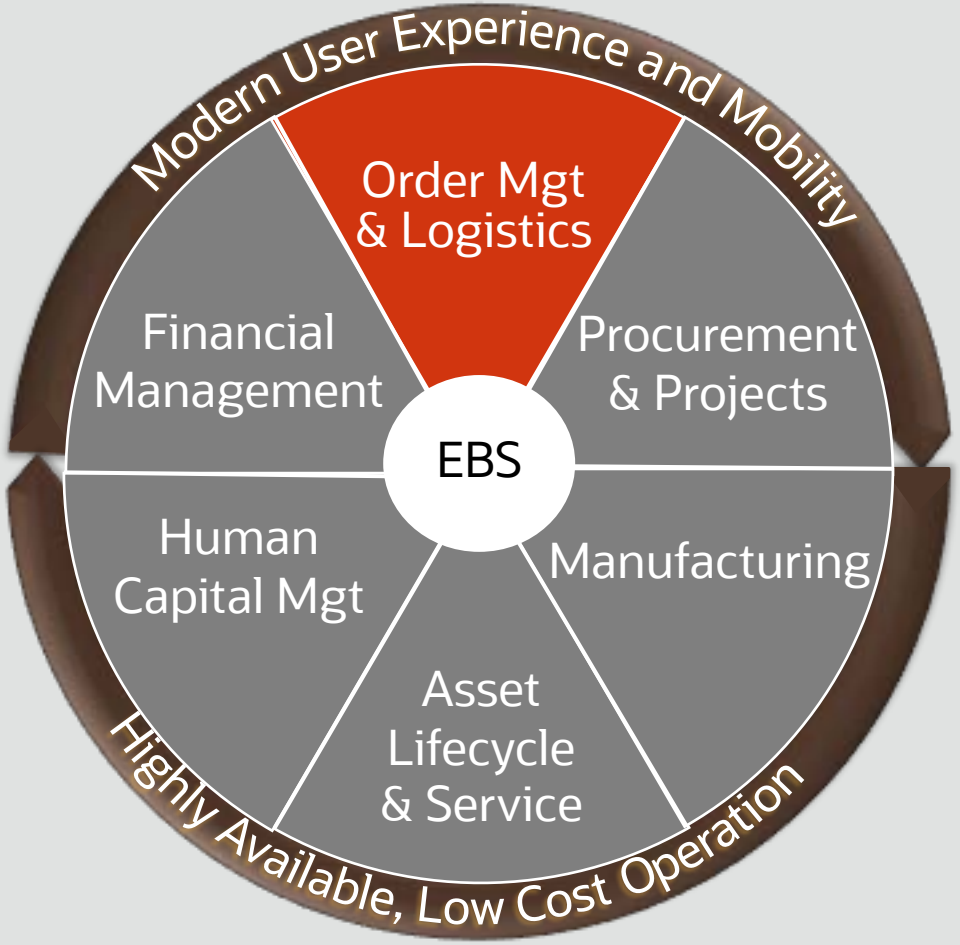
EBS Order Management: 12.2



Key Enhancements

- ✓ Enterprise Command Centers: OM, CHRM, OIC
- ✓ New HTML UIs
- ✓ Enhanced Subscription and Service Ordering
- ✓ Advanced Billing: Recurring, Milestone, Usage Based
- ✓ Enhanced Order Efficiencies and Performance
- ✓ Quoting: Enhanced Creation, Validation, and Approval
- ✓ CHRM: Flexible Volume Pricing, Enhanced Financial Control

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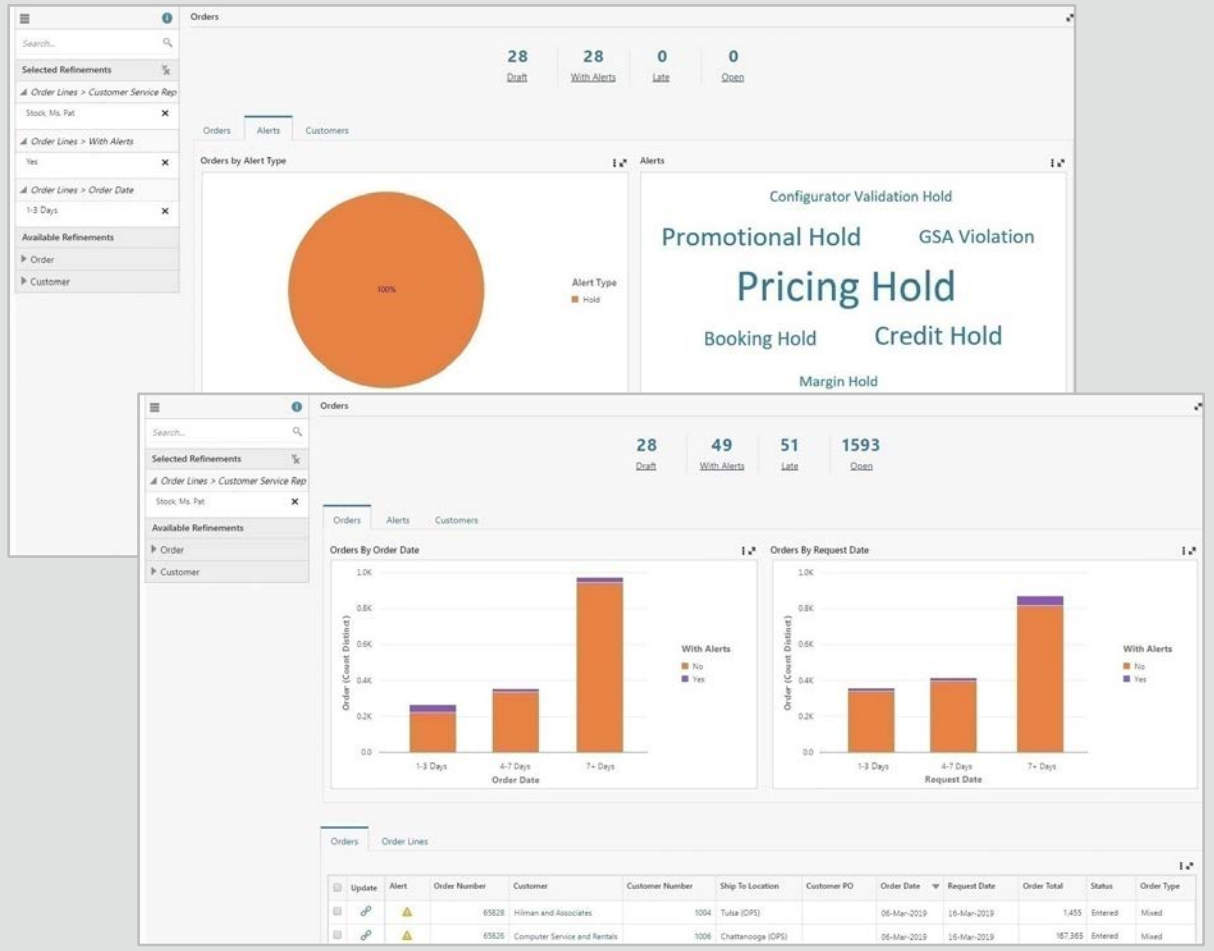
Order Management Command Center

Accelerate Order Flow and Quickly Act on Order Exceptions

- Meet revenue goals
  - Expedite order processing by resolving issues
  - Identify orders that can be shipped earlier, driving revenue now
- Proactively remove fulfillment obstacles
  - Fulfill more efficiently by changing warehouse or carrier
  - Take action by finding shipping alternatives
- Increase customer satisfaction
  - Investigate and clear orders on hold
  - Quickly react to late orders



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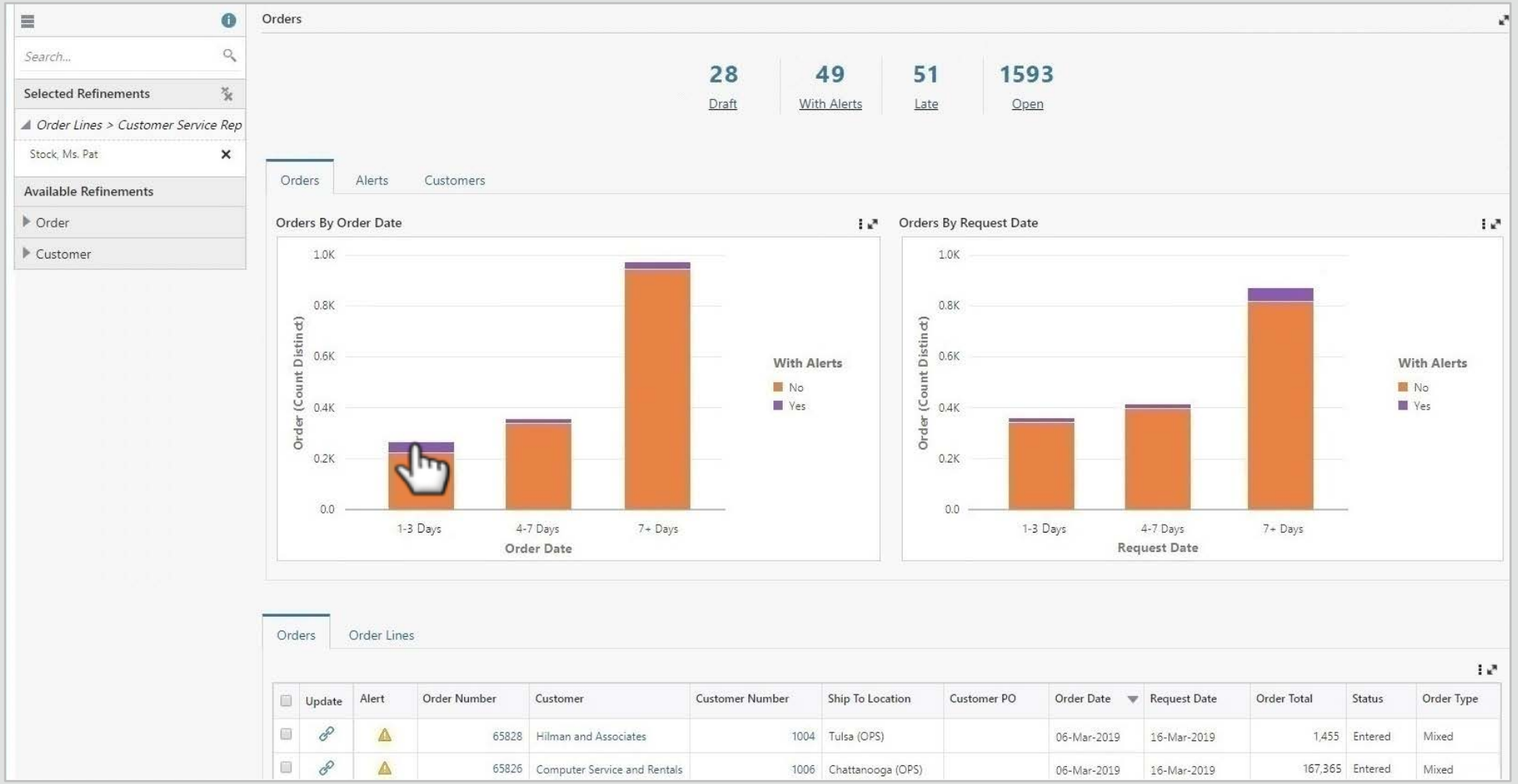
Customer Service Rep Easily Finds New Orders with Alerts



Customer Service Rep sees orders assigned to them, by default

Drill into new orders with alerts

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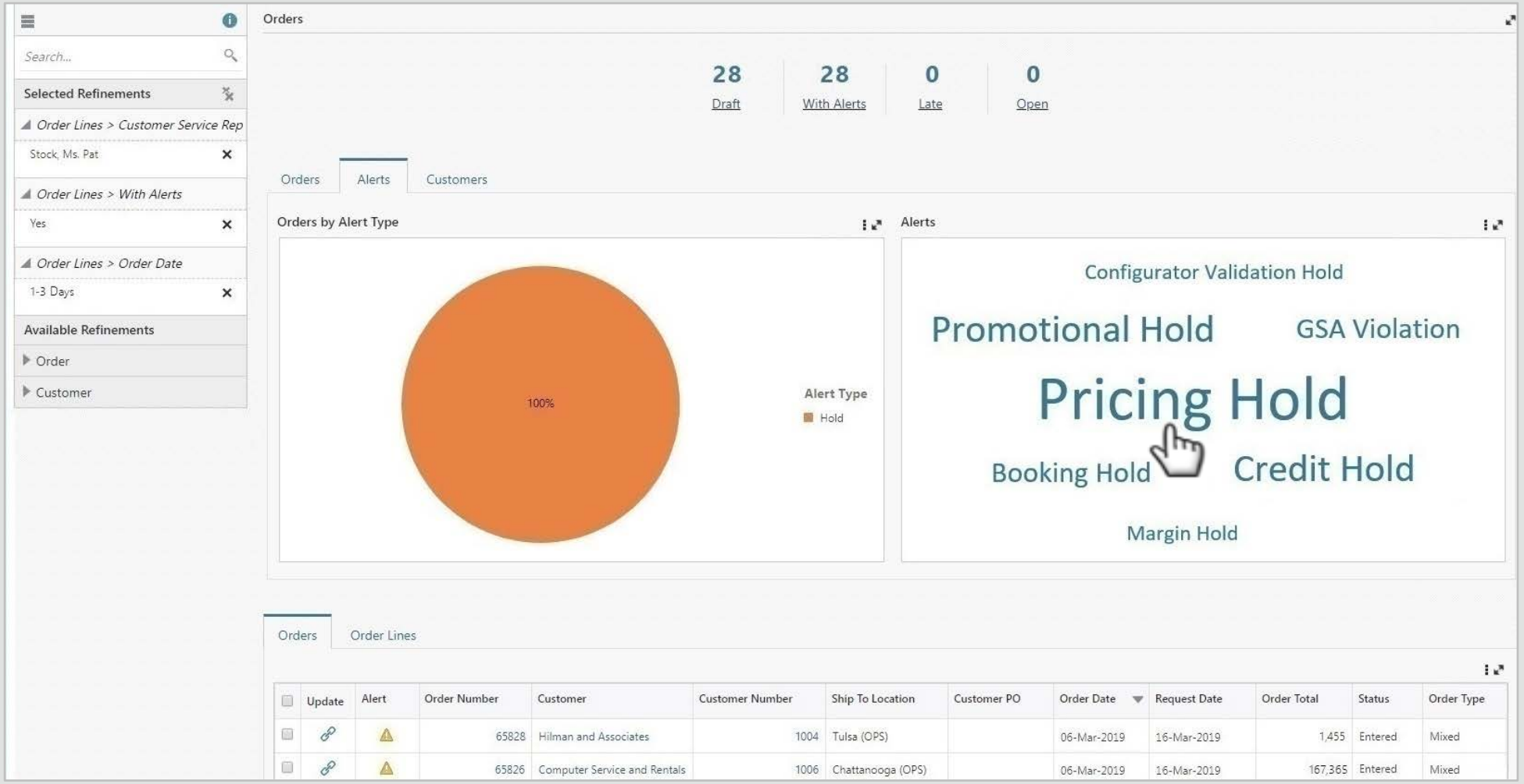
Review New Orders on Pricing Hold



Customer Service Rep sees orders assigned to them, by default

Drill into new orders with alerts

Drill into hold affecting most orders

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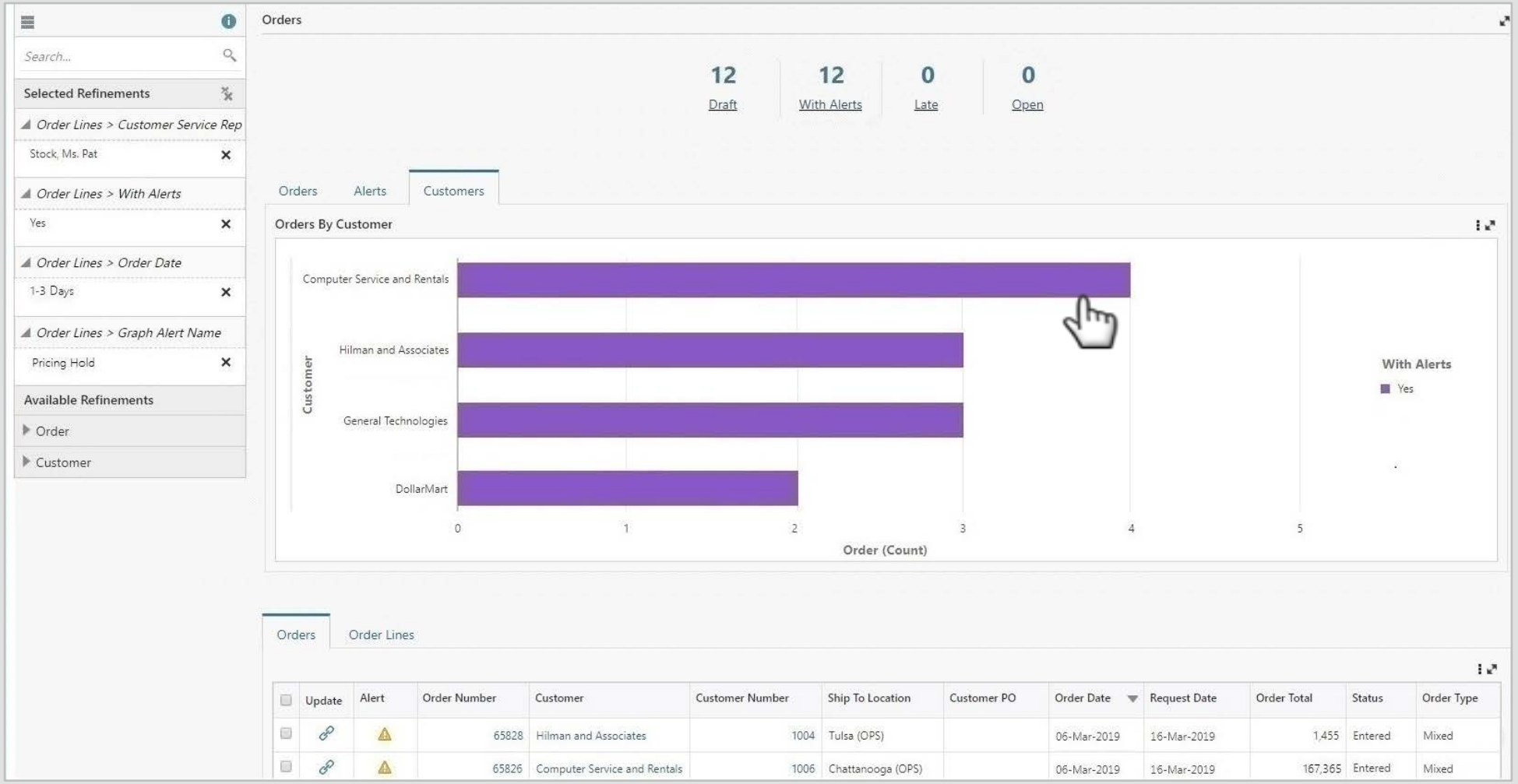
View Customers with Orders on Pricing Hold



Customer Service Rep sees orders assigned to them, by default

Drill into new orders with alerts

Drill into hold affecting most orders

Drill into customer with most orders on pricing hold

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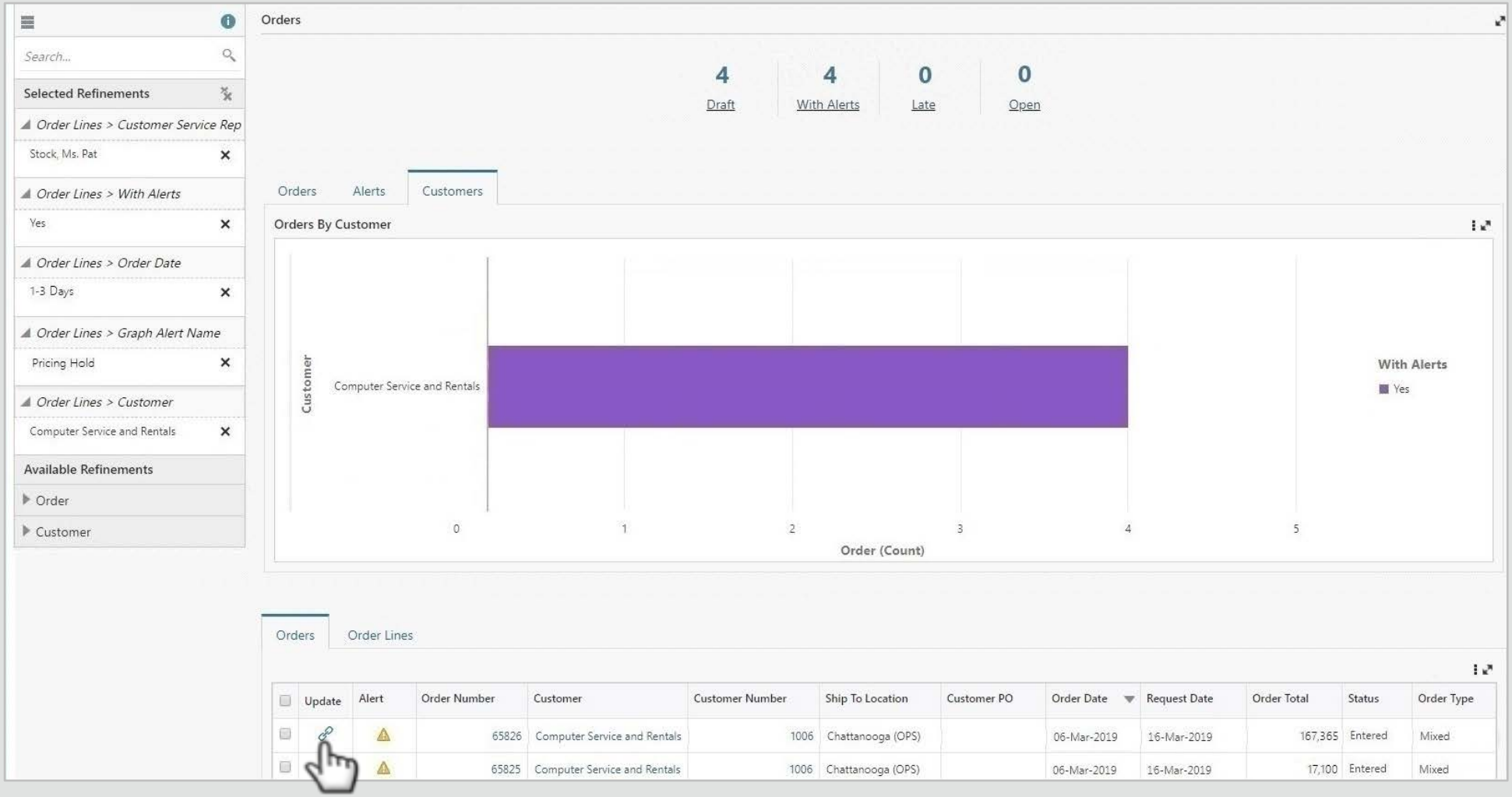
Inspect Orders for a Given Customer



Customer Service Rep sees orders assigned to them, by default

Drill into new orders with alerts

Drill into hold affecting most orders

Drill into customer with most orders on pricing hold

Drill into order to inspect pricing

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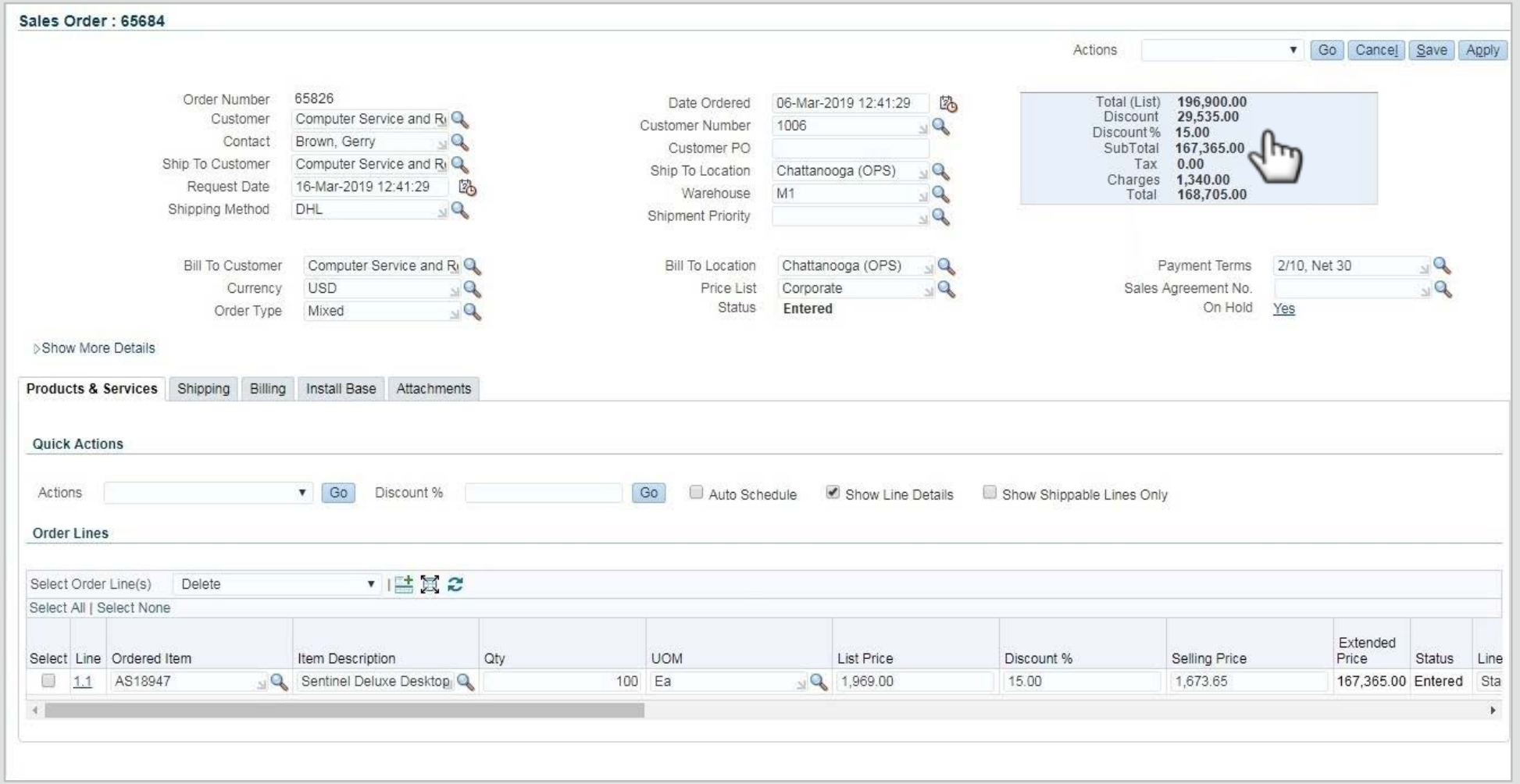
Review and Validate Discount Applied by Customer



Customer Service Rep sees orders assigned to them, by default

Drill into new orders with alerts

Drill into hold affecting most orders

Drill into customer with most orders on pricing hold

Drill into order to inspect pricing

Review and validate discount applied by customer

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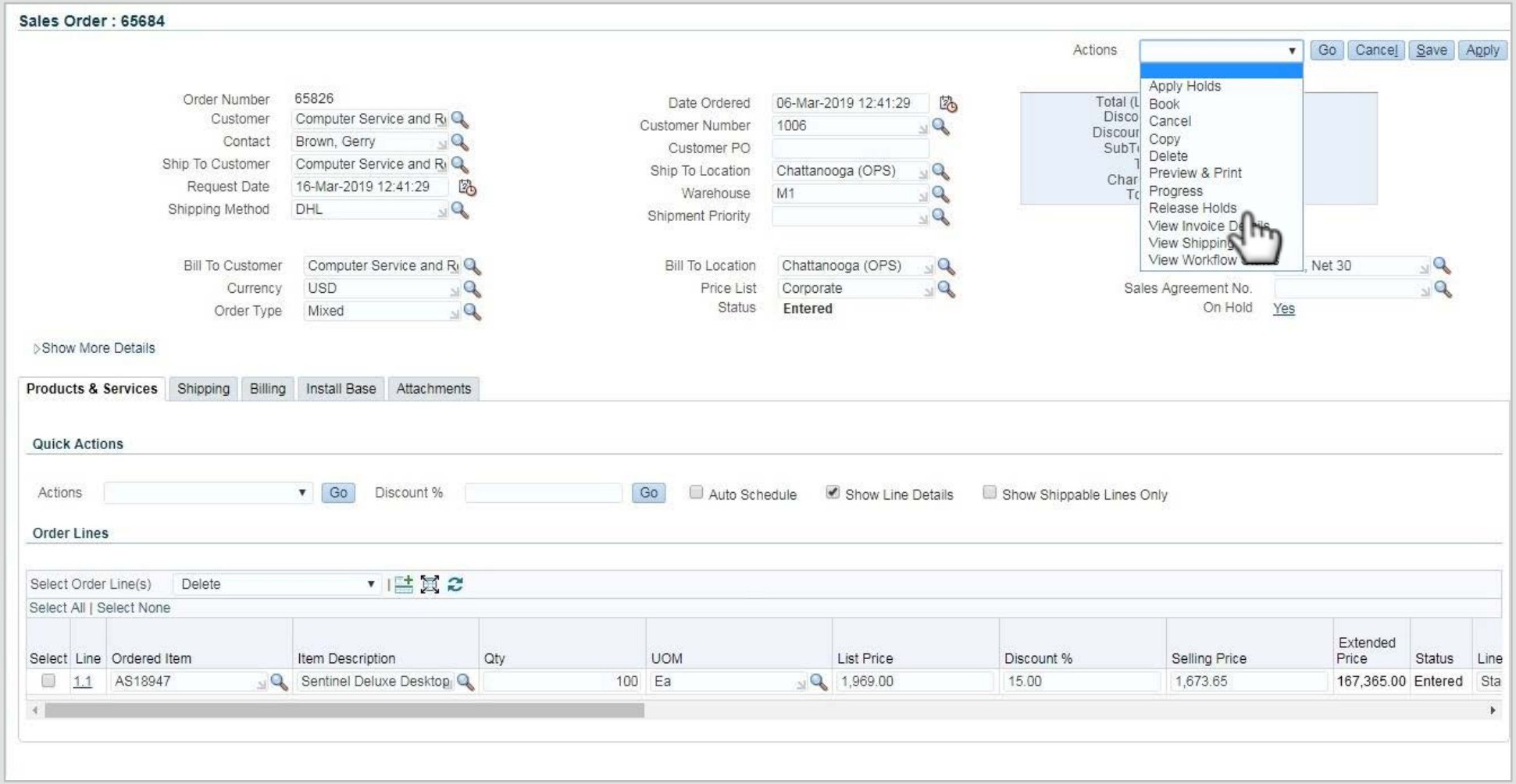
Release Pricing Hold



Customer Service Rep sees orders assigned to them, by default

Drill into new orders with alerts

Drill into hold affecting most orders

Drill into customer with most orders on pricing hold

Drill into order to inspect pricing

Review and validate discount applied by customer

Release pricing hold

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Order Mgt 12.2: Enhanced Ordering and Billing for Combination of Products, Subscriptions, and Services

More Automation for New Business Models

Release 12.2 – 12.2.5

Subscription Ordering

- Flexible ordering and billing for combination of products, services, subscriptions, and warranties

Release 12.2.6

Recurring Billing

- Bill pre-defined number of bills or indefinitely until termination

Release 12.2.7

Milestone Billing

- Bill upon milestone completion based on predefined OM events, as well as custom defined milestones

Release 12.2.9

Usage Based Billing

- Bill based on actual usage and usage billing tiers using fixed amounts and/or rates per usage unit

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Order Management: Usage Based Billing

More Flexibility and Automation for Recurring Billing of Orders Based on Actual Usage

- Use cases
  - Rentals based on usage
  - Subscriptions based on usage
- Bill order lines based on usage billing plan and actual usage
  - Define multiple usage tiers with fixed amount and/or amount per usage unit
  - Record actual usage manually or through open interface

Usage Billing Plan Lines for Sales Order Line in OM

Parameters

- ○ Generate Billing Plan Lines Indefinitely
- ○ Generate a Fixed Number of Billing Plan Lines
- ○ Milestone Based Billing
- ◉ Usage Based Billing

Usage Billing Plan

- ◉ Bill Amount for each Billing Period is calculated by applying Usage Units incrementally to each Usage Tier
- ○ Bill Amount for each Billing Period is calculated by applying Usage Units cumulatively to each Usage Tier

Usage Unit Description: Data Usage

Sequence	From	To	Fixed Billing Amount	Billing Amount Per Unit	Delete
1	0	1000	1000	1	
2	1000	2000	0	0.9	
3	2000	3000	0	0.8	
4	3000	4000	0	0.7	
5	4000	999999999	0	0.6	

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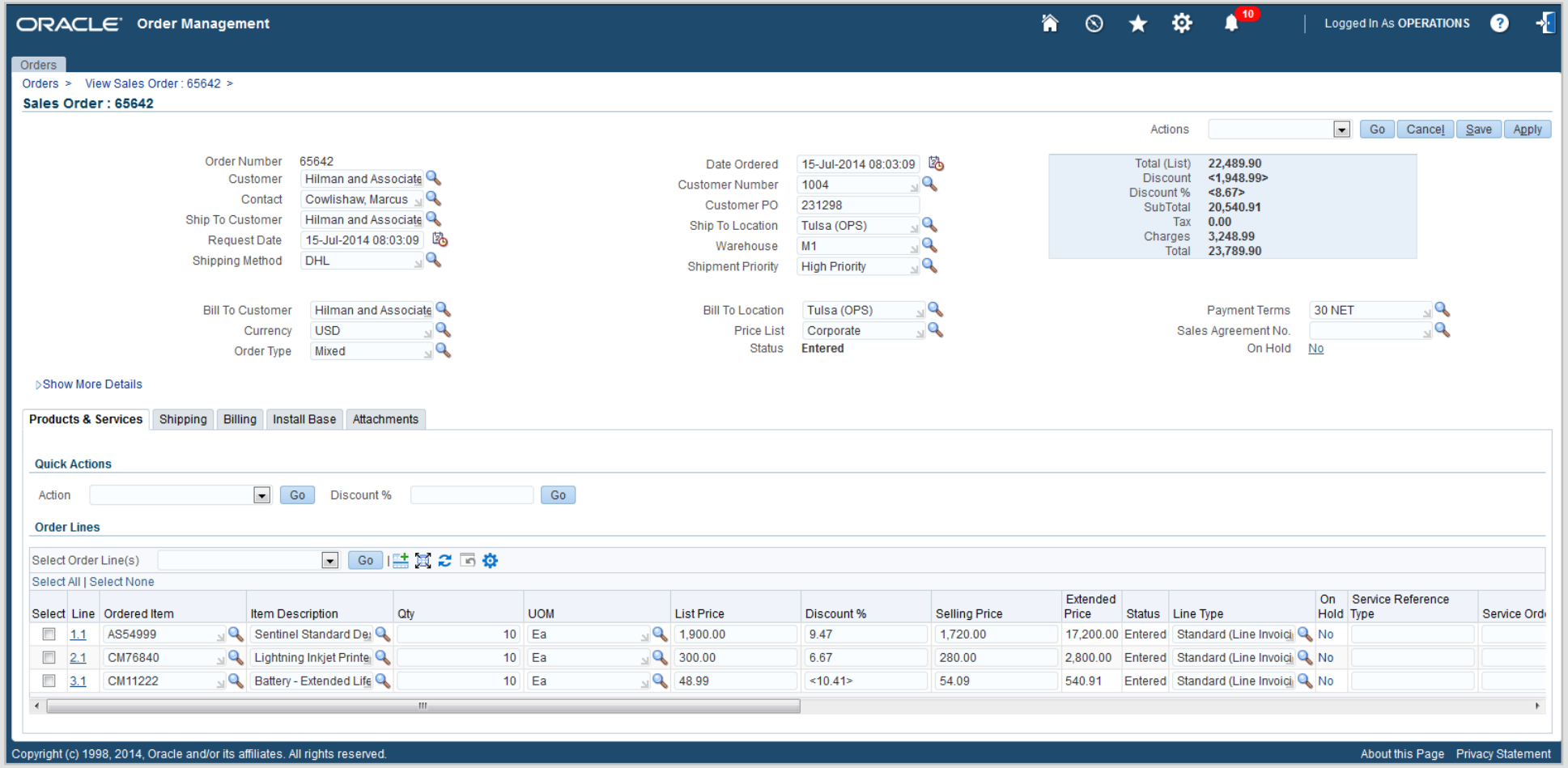
12.2.4 - 12.2.9

Order Management: HTML User Interface

Increase Productivity with Configurable HTML UI



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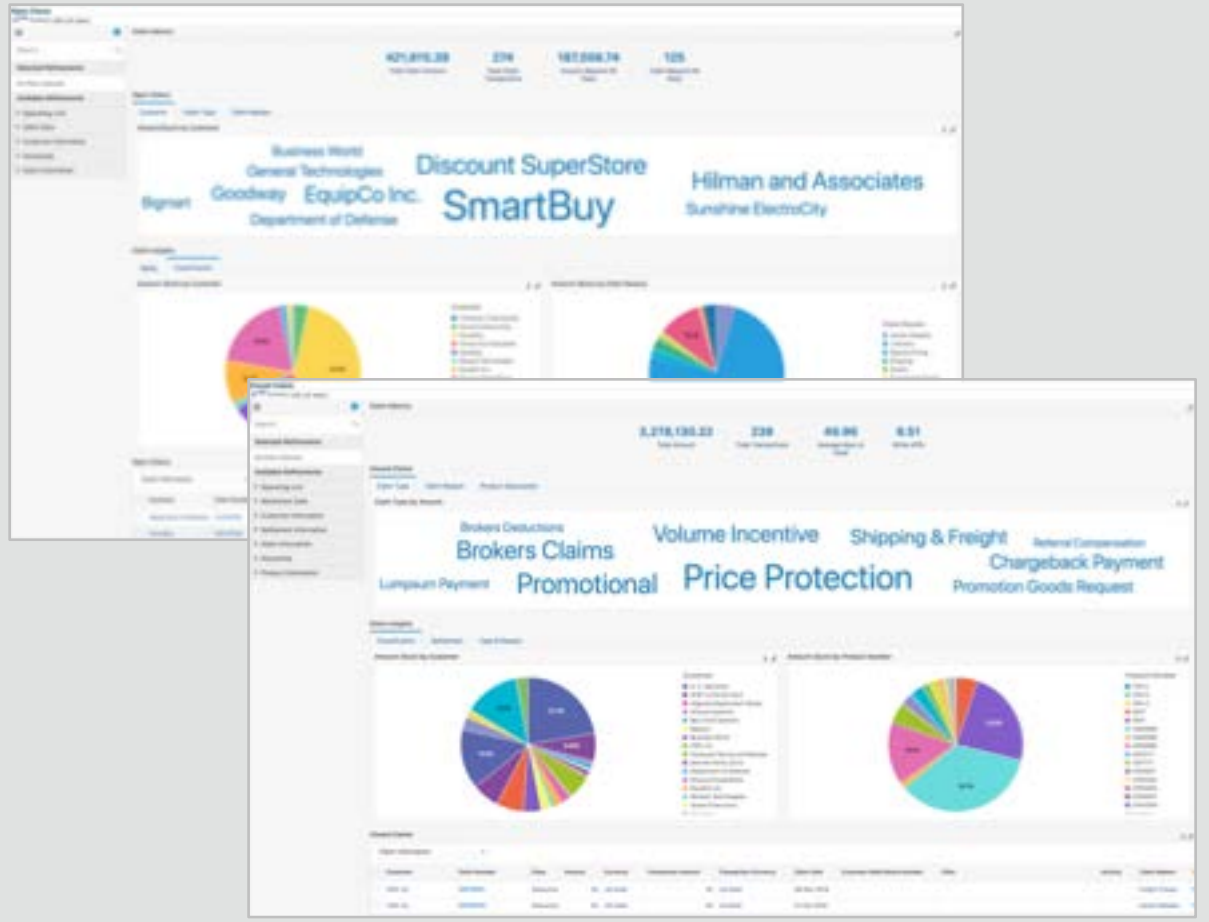
Channel Revenue Management Command Center

Accelerate Claim Settlement Process

- Eliminate revenue leakage
  - Quickly identify and chargeback invalid deductions
  - Identify customer write off abuse and take action
- Improve collections
  - Prioritize large claims to maximize cash returns
  - Quickly identify past due balance and take action to recover payments
- Increase profit margins
  - Identify overbooked claims agents and balance workload to clear aged claims
  - Improve efficiency with analysis and collaboration with customers/suppliers



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Incentive Compensation Command Center

Improve Accuracy and Timeliness in the Compensation Process

- Improve sales alignment
  - Proactively identify plan communication issues
  - Drive desired selling behavior
- Minimize overpayment
  - Quality assure all phases of comp processing
  - Rapidly identify and react to quality Issues
  - Enable transparency to lifecycle of a transaction
- Improve sales morale for increased sales
  - Proactively remove pay obstacles and delays
  - Quickly resolve sales compensation disputes

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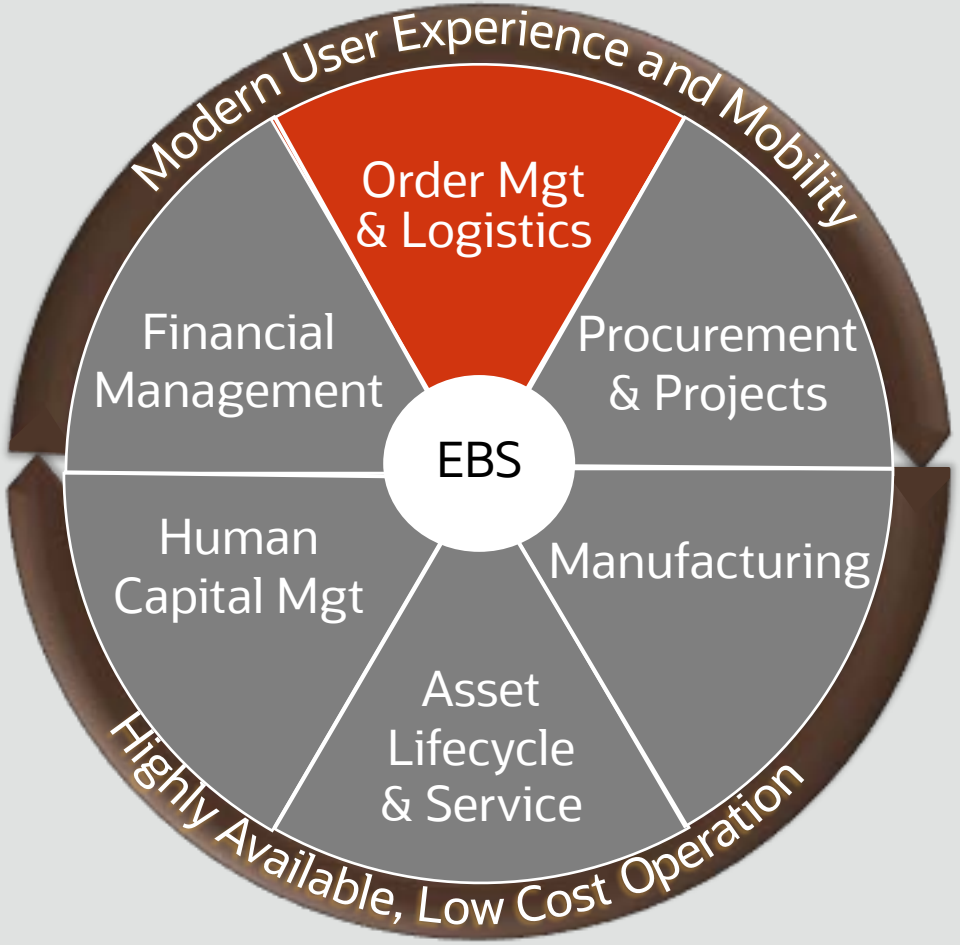
EBS Logistics: 12.2



Key Enhancements

- ✓ Inventory Management Command Center
- ✓ UX: New HTML UIs, MSCA for Android and iOS*
- ✓ Flexible Material Tracking
- ✓ Enhanced Transportation Mgt (OTM) Integration
- ✓ Warehouse Throughput Efficiencies
- ✓ Advanced Catch Weight
- ✓ Yard Management

* Available for 12.1.3 and 12.2

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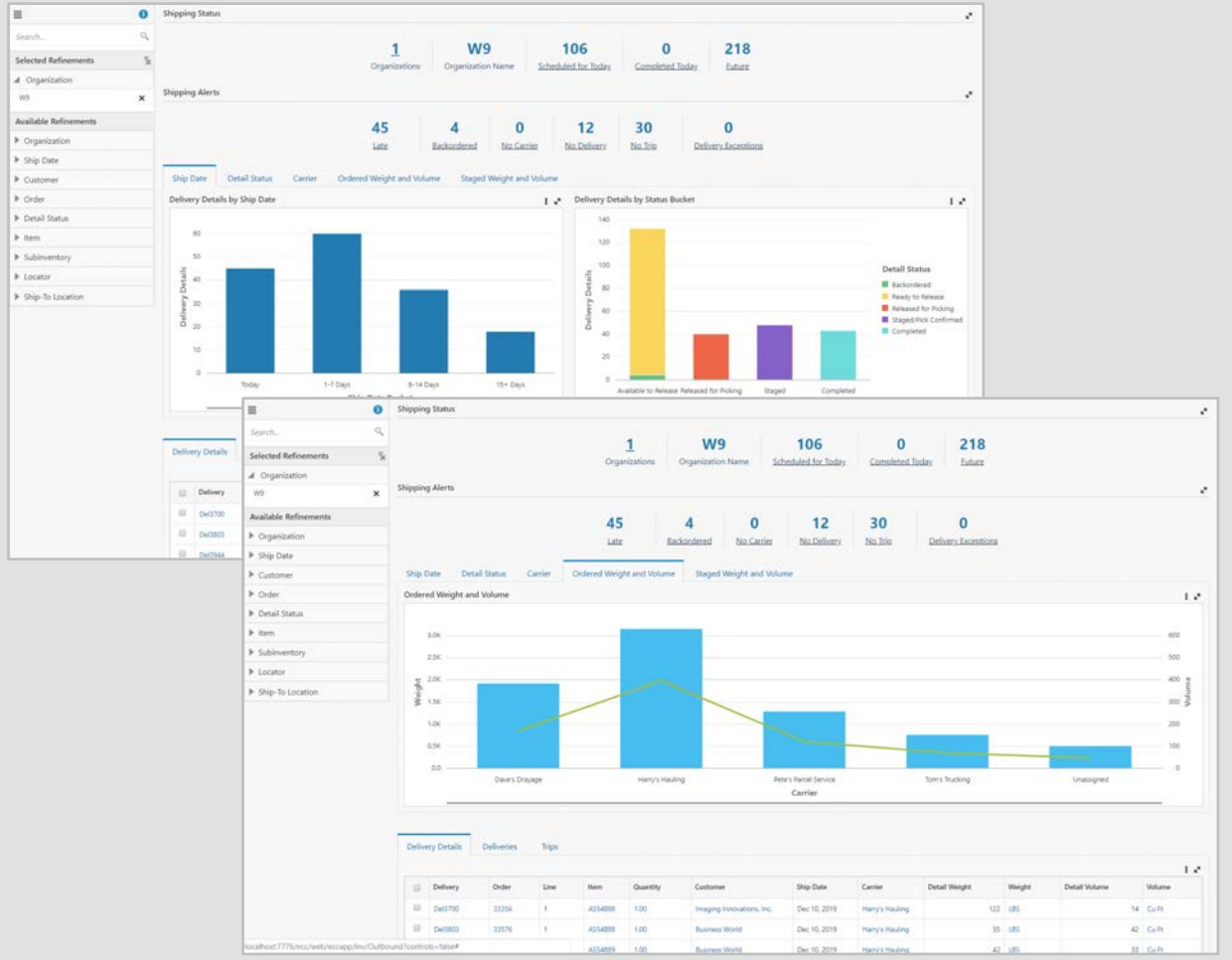
Inventory Management Command Center

Streamline Inventory Activities and Quickly Act on Exceptions

- Optimize order release
  - Prioritize late orders and backorders
  - Coordinate releases with carrier appointments
- Expedite high priority orders
  - Schedule dock doors based on availability
  - Complete fulfillment activities on time
- Integrate transportation activities
  - Calculate weight and volume for tendering
  - Modify shipments if wrong truck arrives



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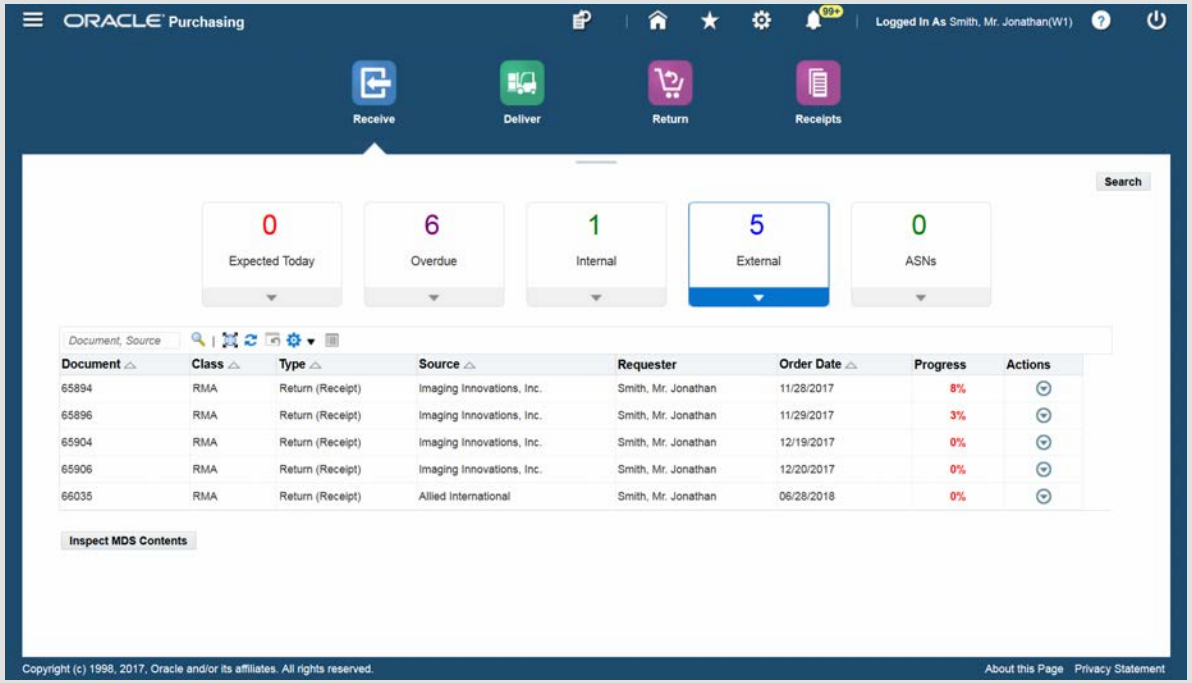
12.2.5 - 12.2.8

Receiving HTML User Interface

Increased Productivity with Configurable HTML UI

- Receive new inventory
  - Quick receipt
  - Directed receipt with lot and serial #
  - Item based receipt
- Receive returns to vendor
- Deliver into warehouse
- Correct received quantities



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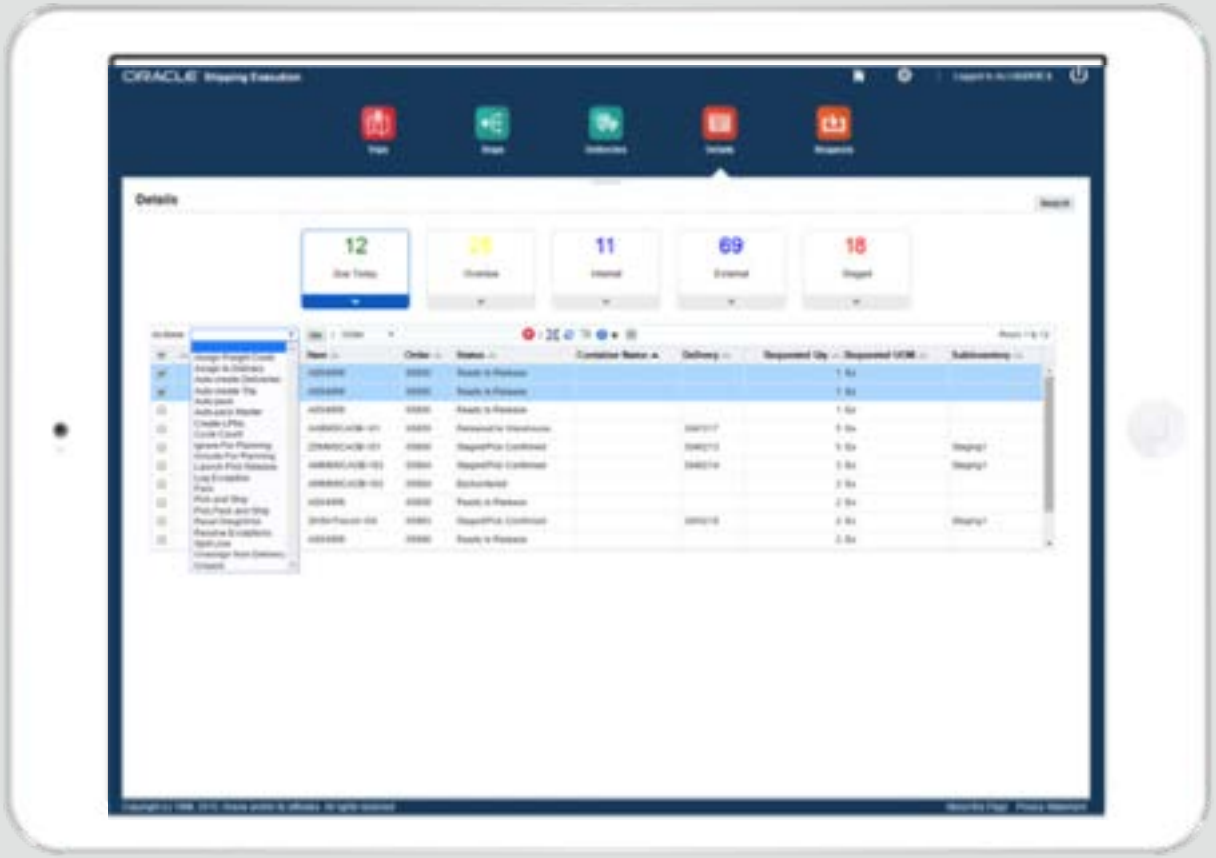
Shipping HTML User Interface

Increased Productivity with Configurable HTML UI

- Simplified UIs for shipping operations
  - Informational tiles
  - Simplified summary and starting point for daily operations
  - Easy drill-down capabilities
- Execute all available shipping actions
- Role based access



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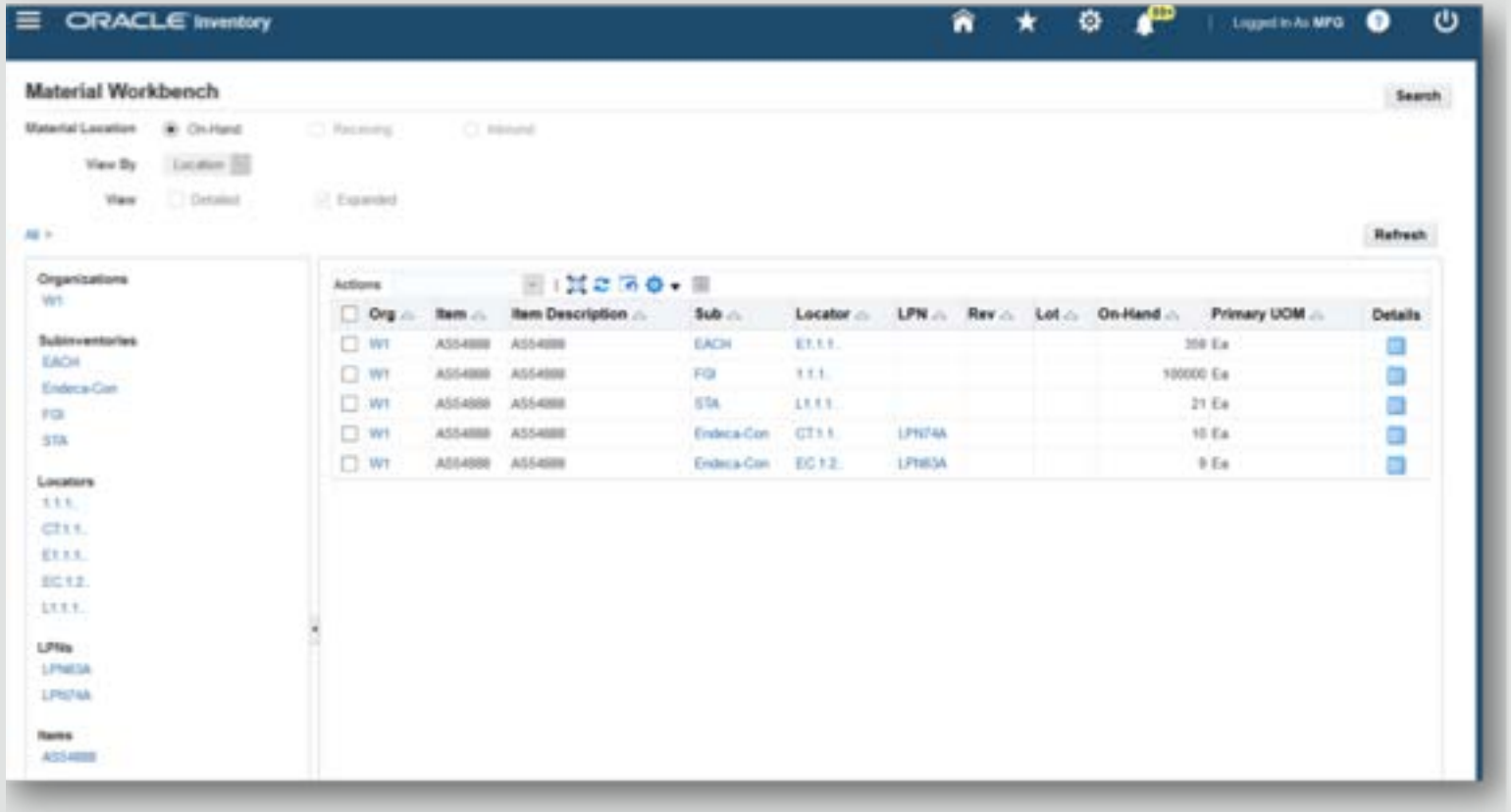
Inventory: Material Workbench HTML UI

Increased Productivity with Configurable HTML UI and Faceted Search

- Redesigned for simplicity
  - Faceted Search
  - Breadcrumbs for drill down
- Actions
  - Move
  - Issue
  - Transfer Cost Group
  - Cycle Count
- Multiple ‘View By’ options
- Personalizable



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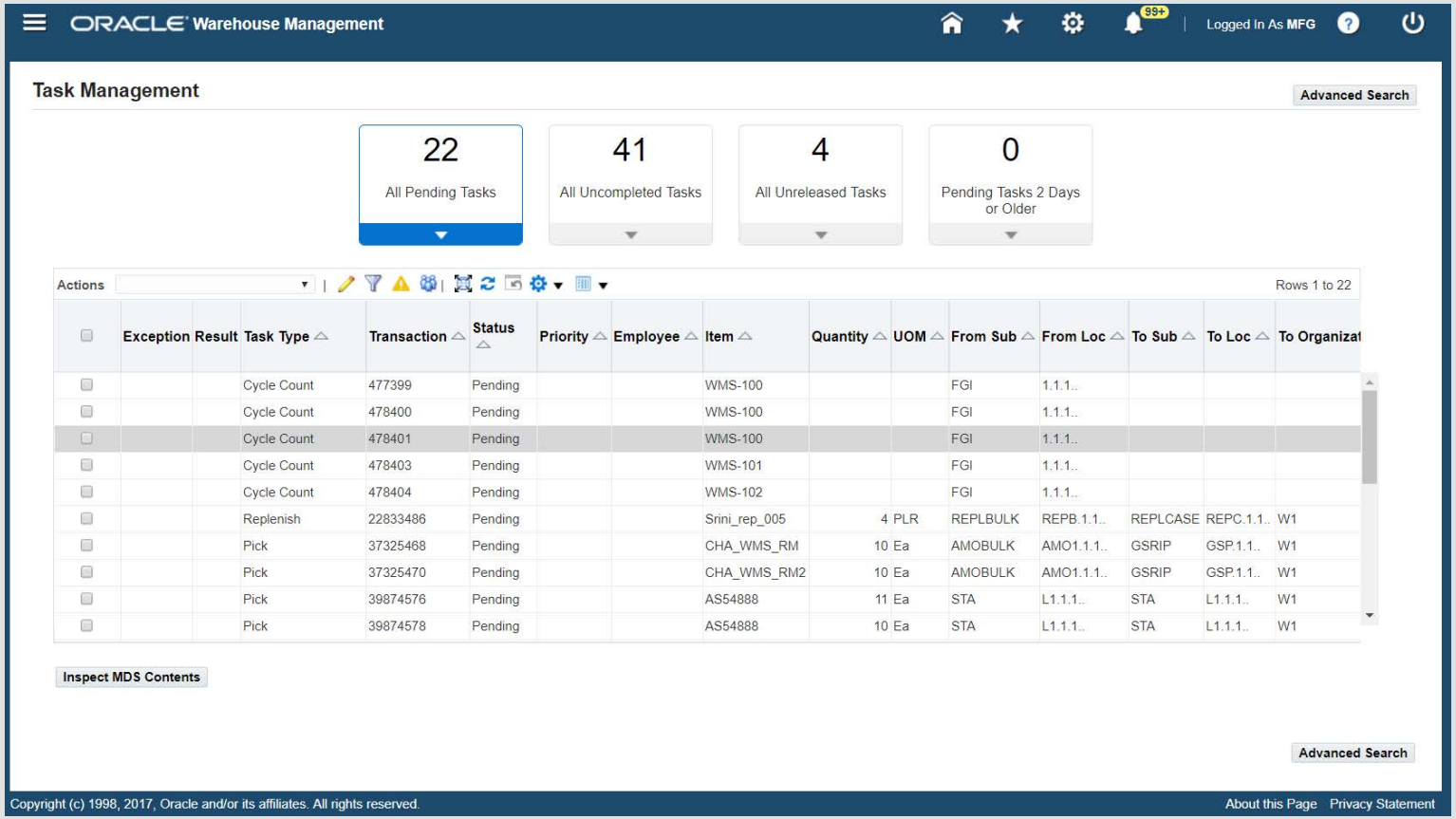
12.2.8

Warehouse Management: Task Management HTML UI

- HTML alternative to Warehouse Control Board
- Enhanced with
  - Employee availability view
  - Override rule-based task assignments
  - Customer-defined metrics



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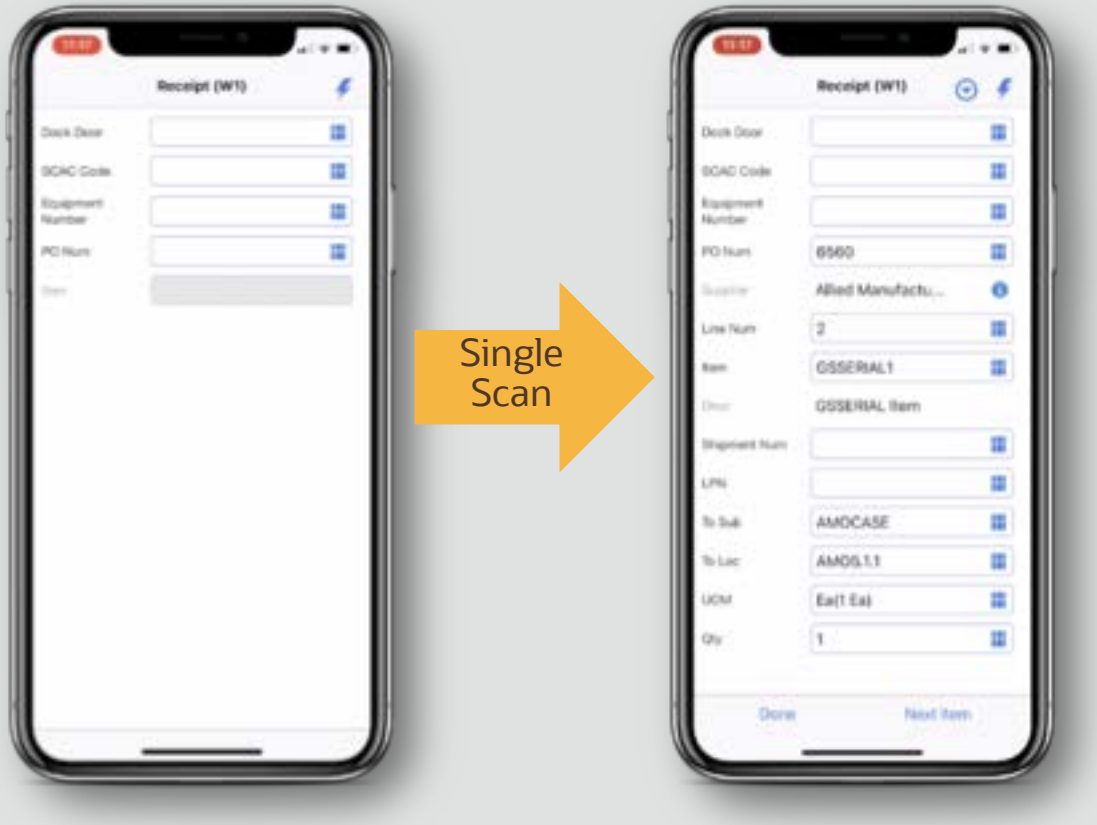
12.2.9

Mobile Supply Chain Apps (MSCA): Adv Barcode Scanning

Support Multi-Field Barcodes for Industry Compliance without Customizations



- Single scan populates multiple fields
- Better compliance with new FDA (GS1) and European (PPN) specifications
- Example use case:

K6560*4K2*0100327241053030*Q1*SSN114*20LA MOCASE*21LAMO5.1.1

  - PO Number: 6560
  - Line Number: 2
  - Item GTIN: 00327241053030
  - Quantity: 1
  - Serial Number: SSN11
  - Sub/Loc: AMOCASE/AMO5.1.1

- Available as backport to any 12.2 release

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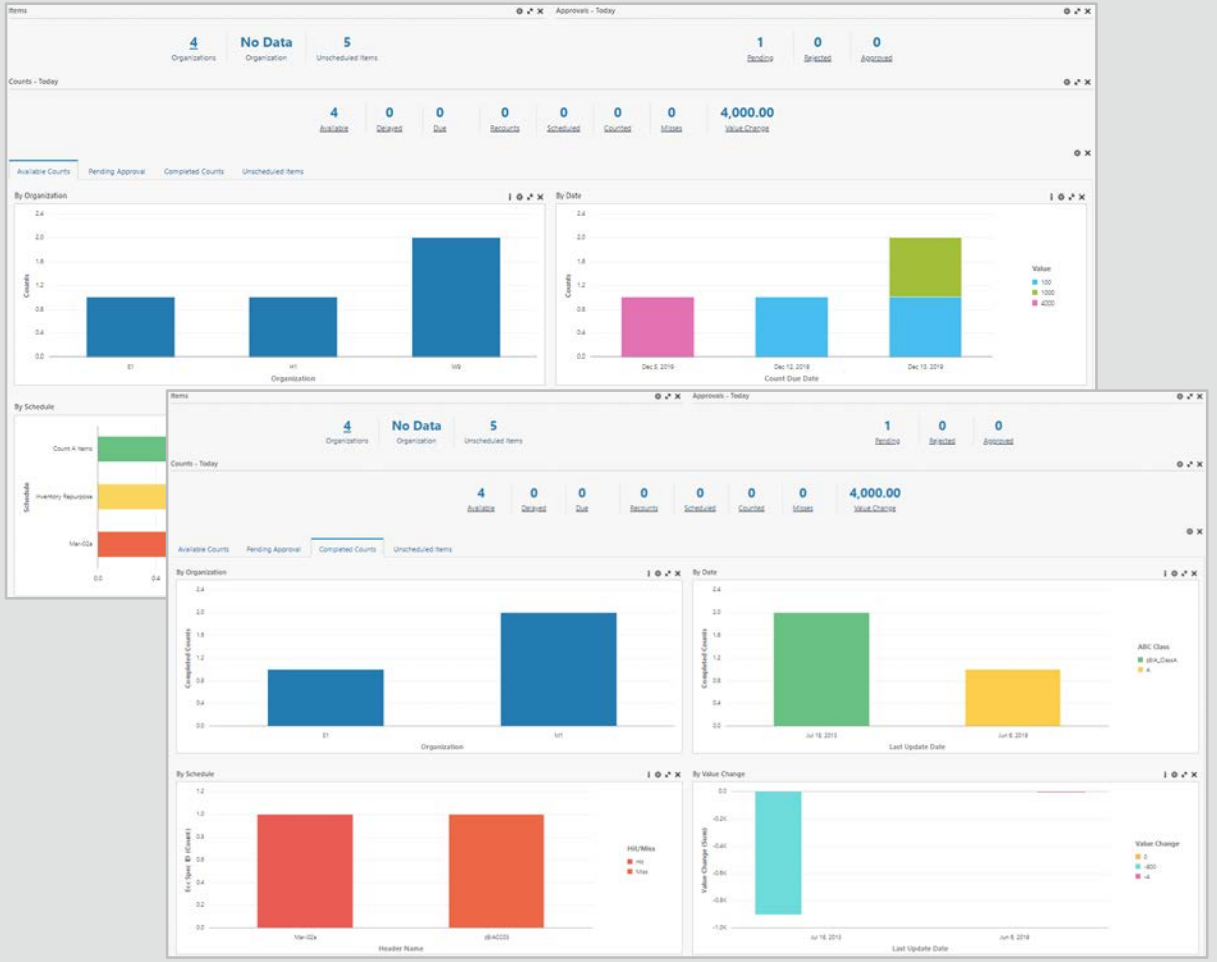
ECC V3 & 12.2.9

Cycle Counting Dashboard & Workflow Approvals

Actively Manage Cycle Counting Activities

- Track open counts
  - By schedule date
  - By due date
- Monitor pending approvals
  - Track value change
  - Manage approvals using Workflow
  - Audit rejected counts
- Identify unscheduled items
  - Ensures all items are counted



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56

12.2.9

Inventory & Order Mgt: Streamlined Backorder Processing

Streamline Backorder Processing with More Flexibility and Automation

- Automated cancellation of unshipped order quantities for customers that don't accept backorders
- Automated creation of move orders for material in staging that was not shipped
- Backorder delivery details without delivery
- Public API to backorder move order lines

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Warehouse Mgt: Verify Pick

Reduce Incorrect Shipments and RMAs while Improving Inventory Accuracy

- Option to verify SKU and quantity
  - Prior to dropping materials into staging
  - Prior to shipping materials
- Configure what to verify based on LPN and its item, order, and task attributes
- Especially helpful to highly regulated industries: Life Sciences, Food & Beverage
  - Ensure correct lots and/or serials are shipped

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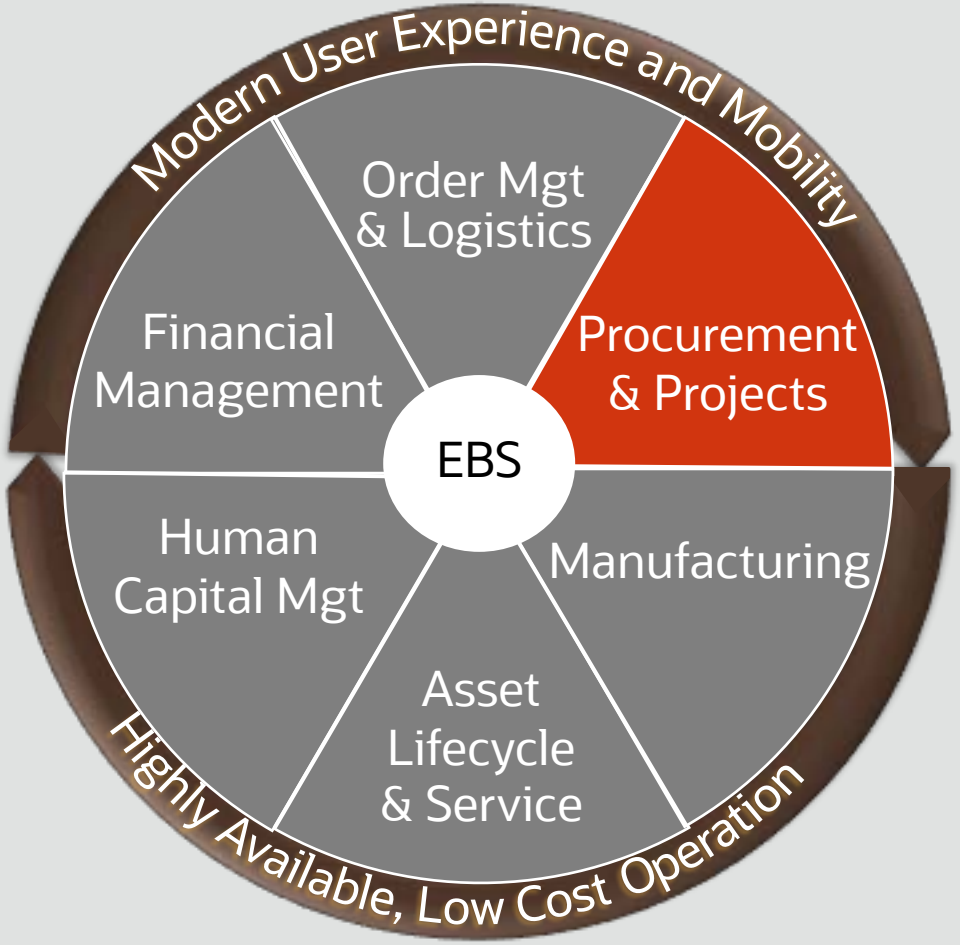
EBS Procurement: 12.2



Key Enhancements

- ✓ Modern Shopping Minimizing Non-Catalog Spend
- ✓ Enterprise Command Centers: Procurement, CLM
- ✓ Procurement and Contract Efficiencies
- ✓ iSupplier Portal: Advanced Configurations
- ✓ Supplier Management and Assessments
- ✓ Services Procurement: Financing and Complex Payments
- ✓ Project Procurement*
- ✓ Sourcing: Streamlined Flows

* Available for 12.1.3 and 12.2

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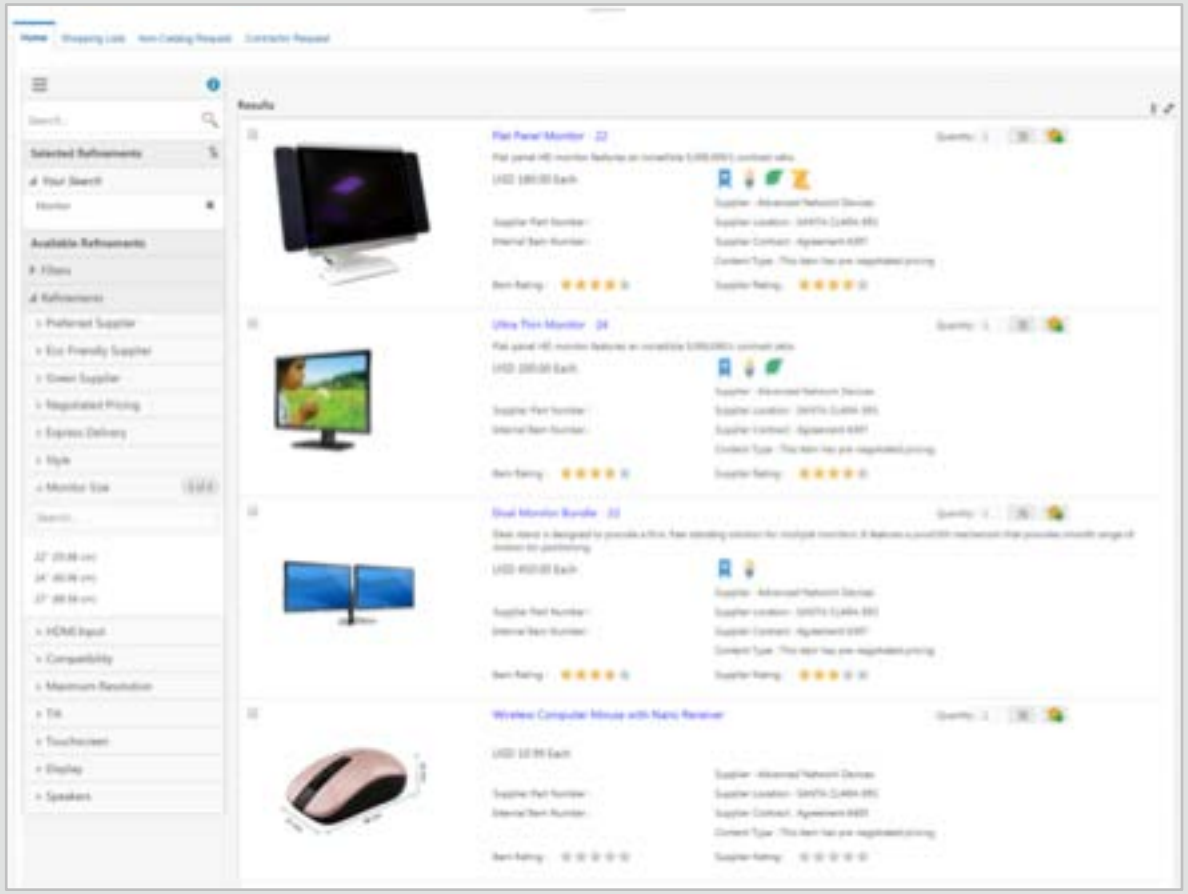
iProcurement: Consumer-Like Shopping

Enable Efficient Consumer-Like Shopping While Minimizing Non-Catalog Spend

- Increase operational efficiency
  - Streamline shopping experience for employees
  - Reduce buyer administration through automated document management & adaptive approval rules
- Improve management of employee spend
  - Guide buying to negotiated items & preferred suppliers
  - Avoid maverick spending with universal search
  - Raise compliance to policies & procedures
- Enable customer-driven content improvement
  - Deliver feedback so catalogs adapt to business needs
  - Drive better contract utilization & renegotiation



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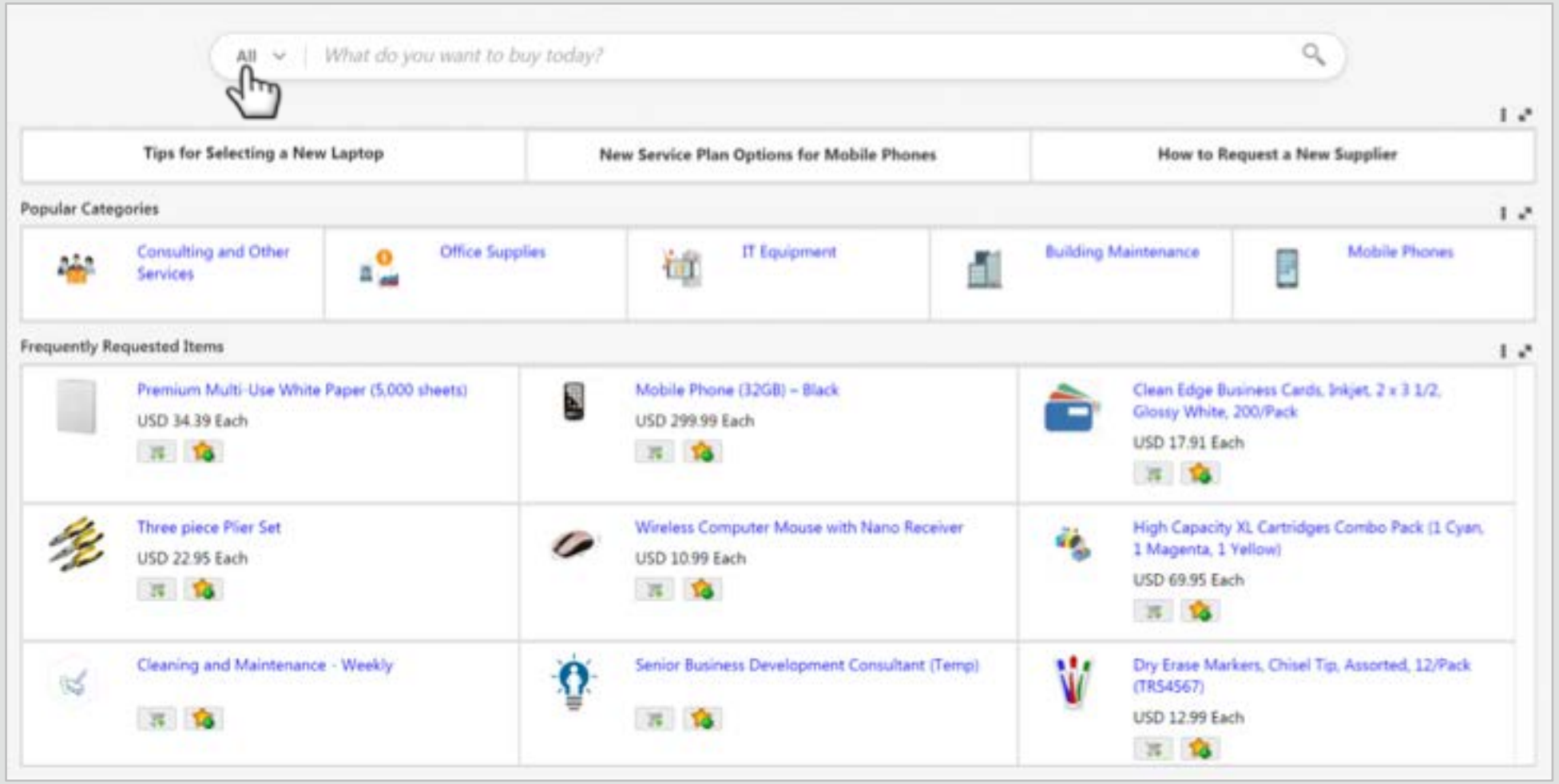
Employee Starts Shopping in iProcurement



Shop for a new computer monitor

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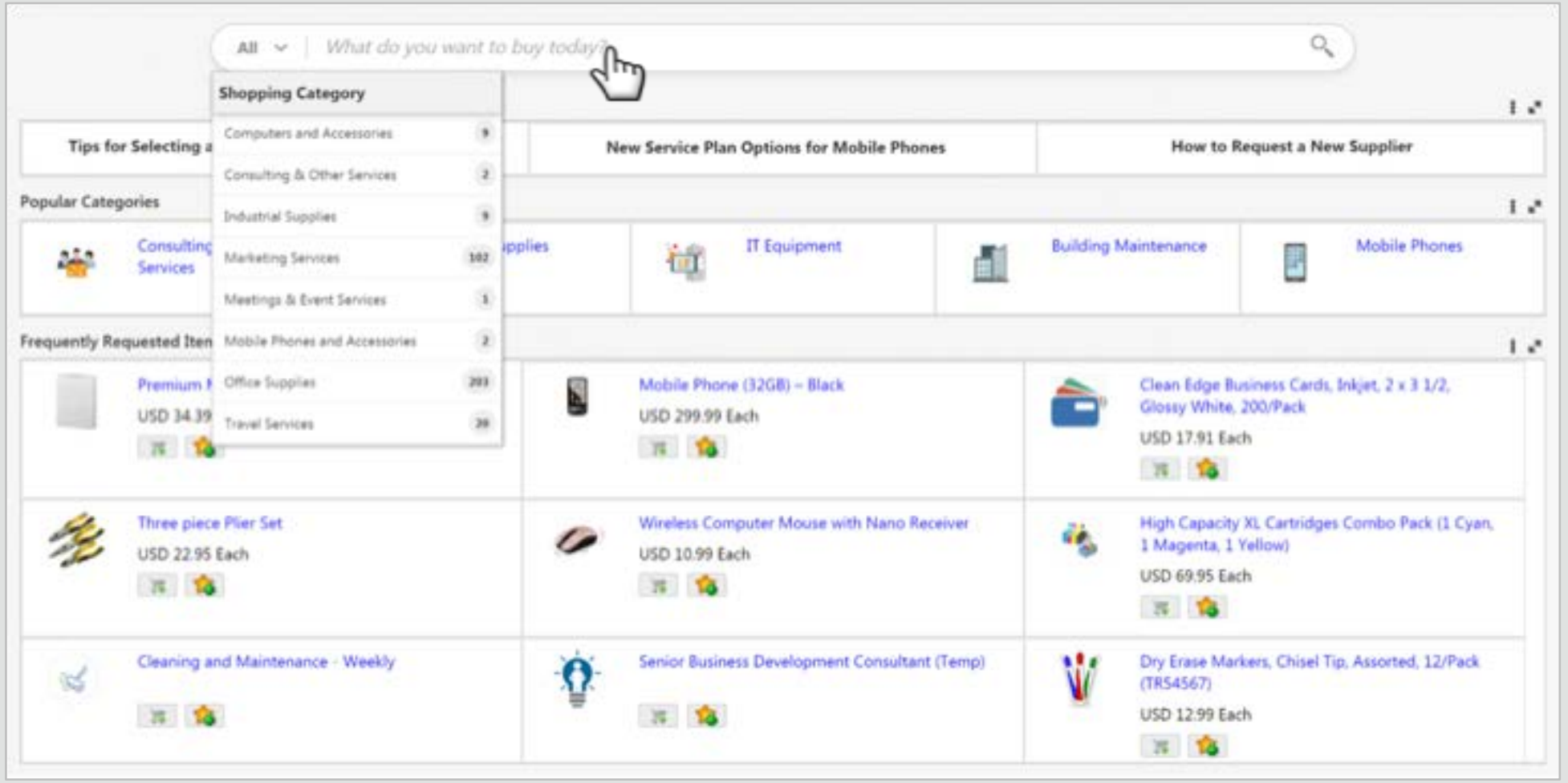
Review Shopping Categories



Shop for a new computer monitor

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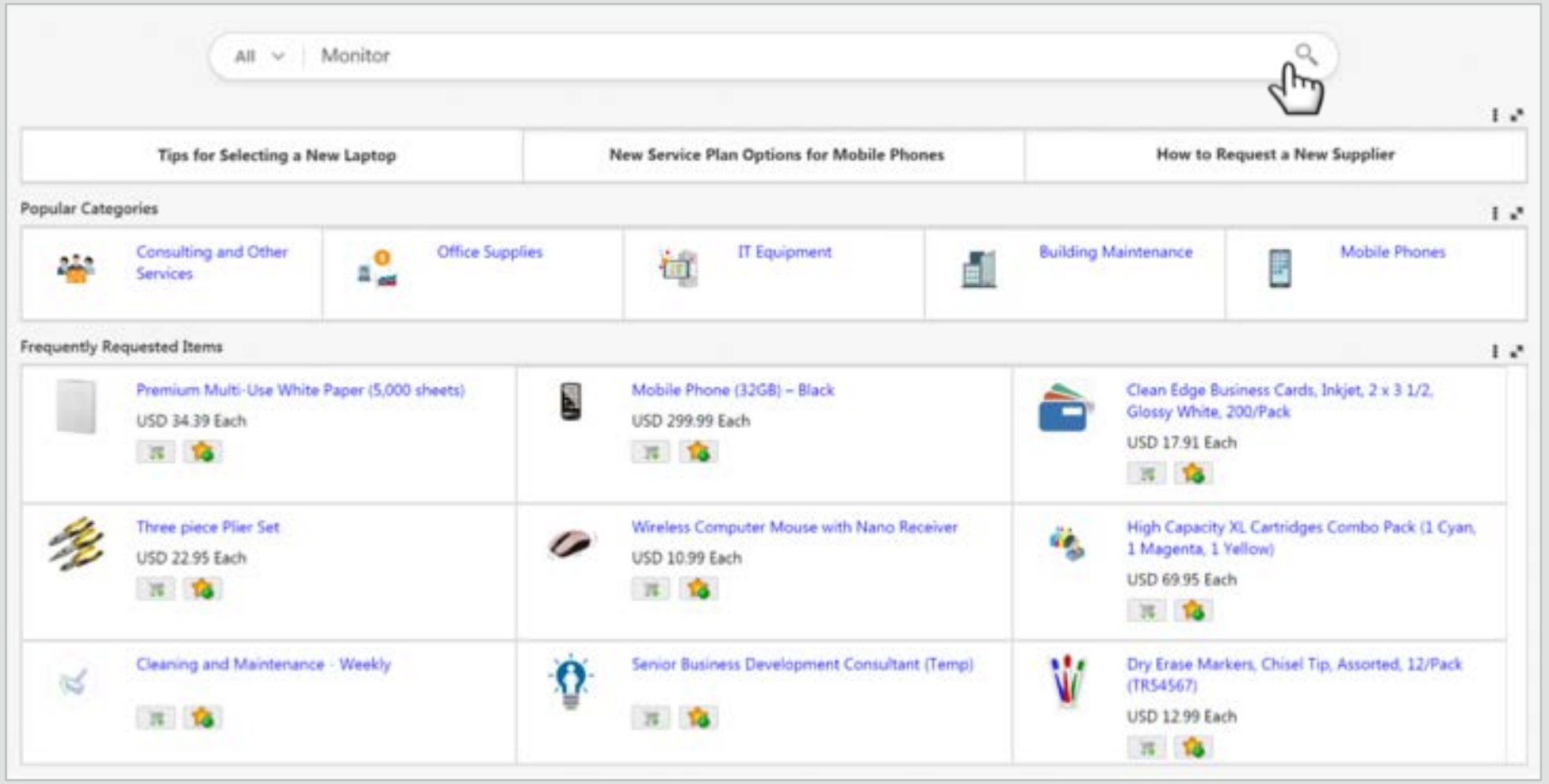
Search for a Computer Monitor



Shop for a new computer monitor

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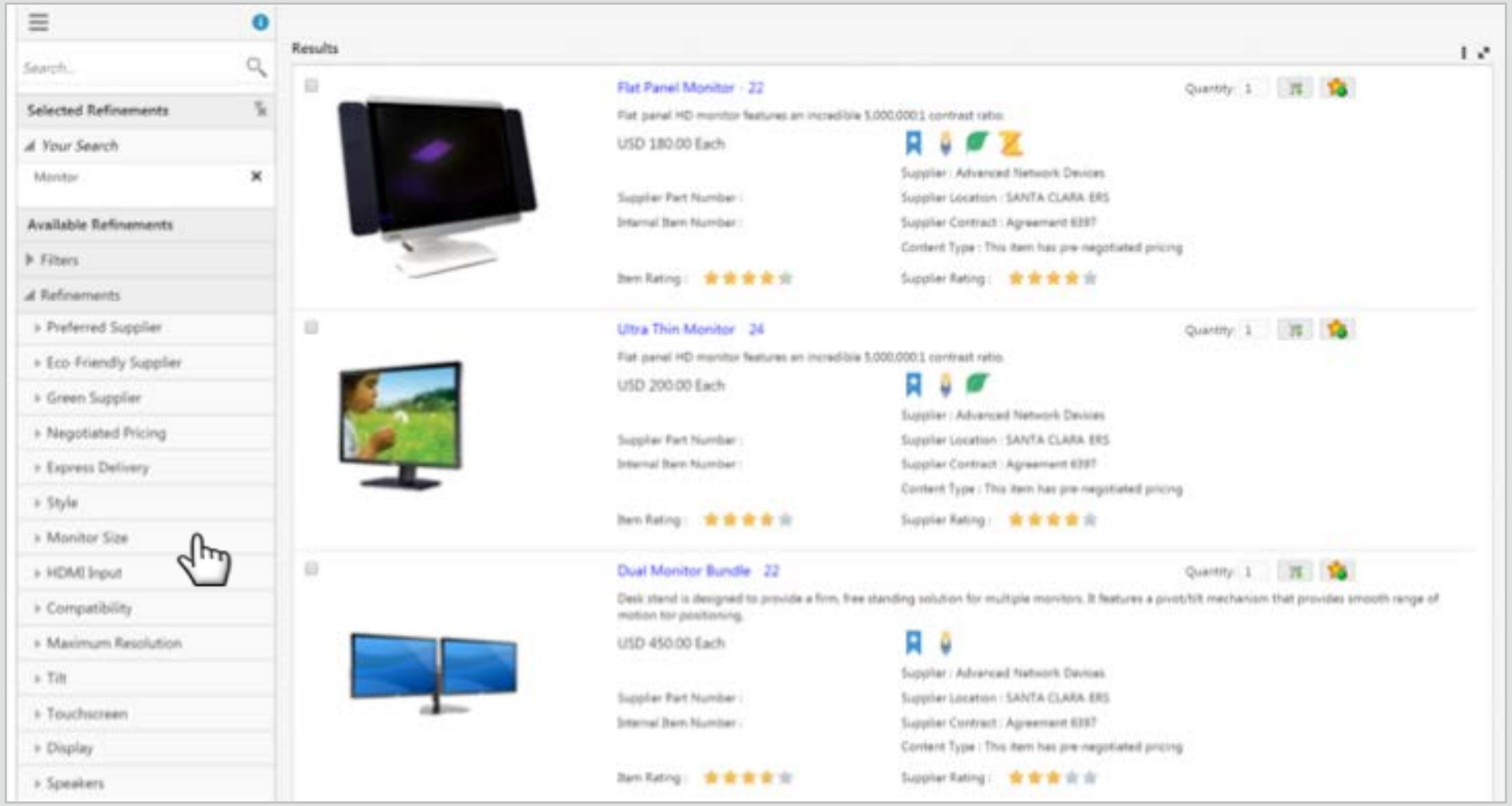
Review Available Products



Shop for a new computer monitor

Review search results

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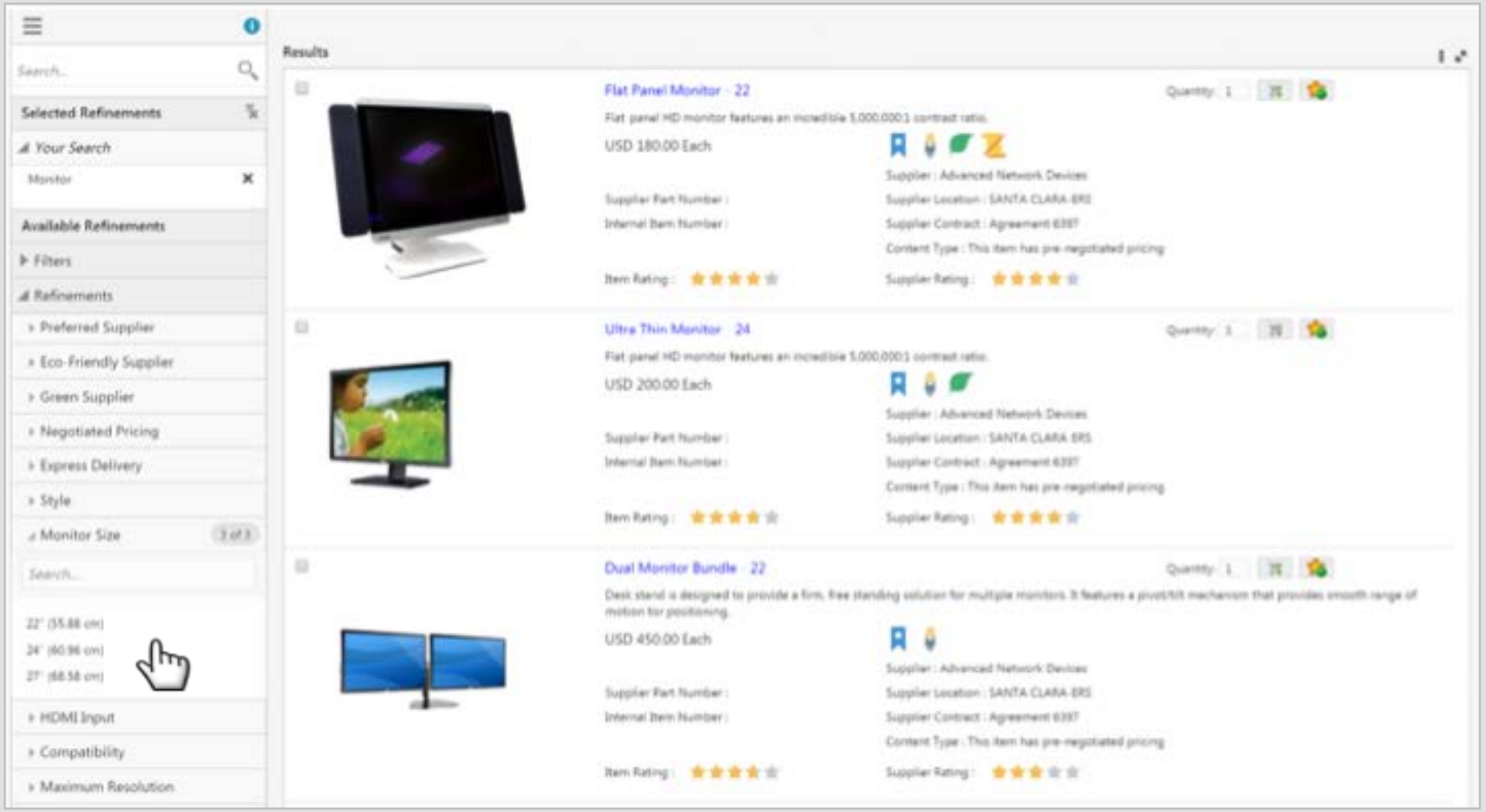
Refine Search Results



Shop for a new computer monitor

Review search results

Refine results by monitor size

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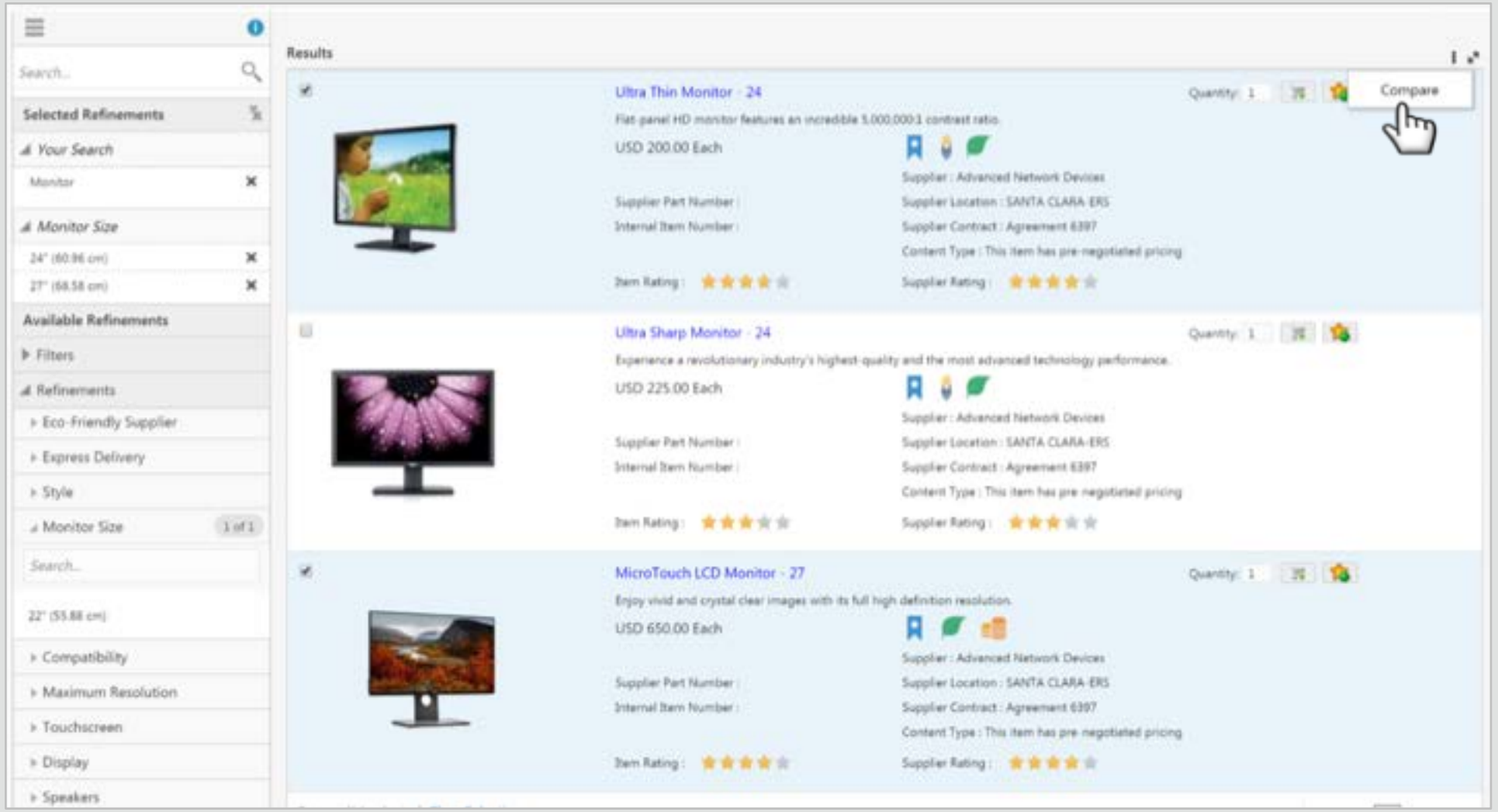
Select Products to Compare



Shop for a new computer monitor

Review search results

Refine results by monitor size

Select products to compare

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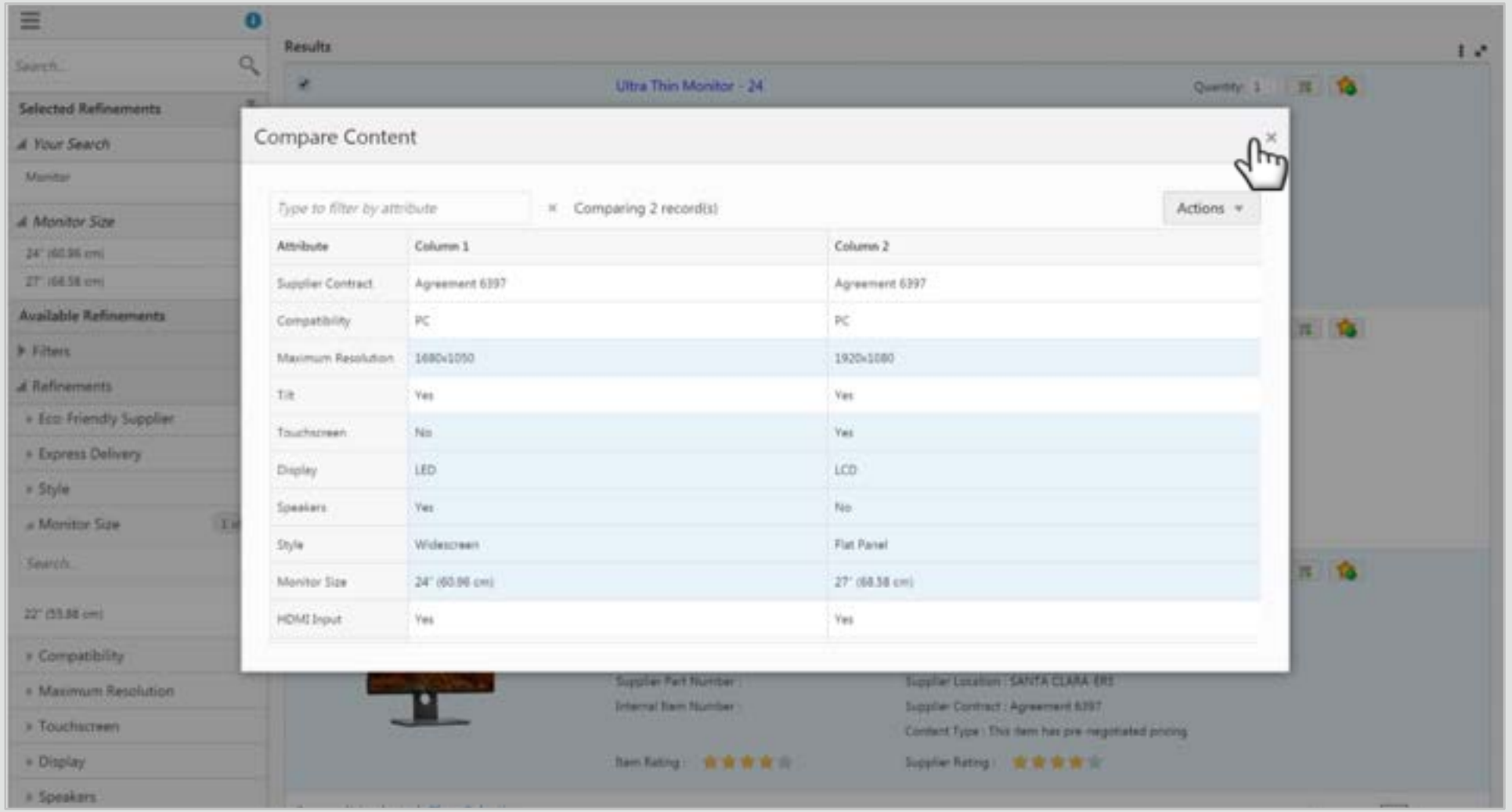
Compare Detailed Product Information



- Shop for a new computer monitor
- Review search results
- Refine results by monitor size
- Select products to compare
- Highlight product differences

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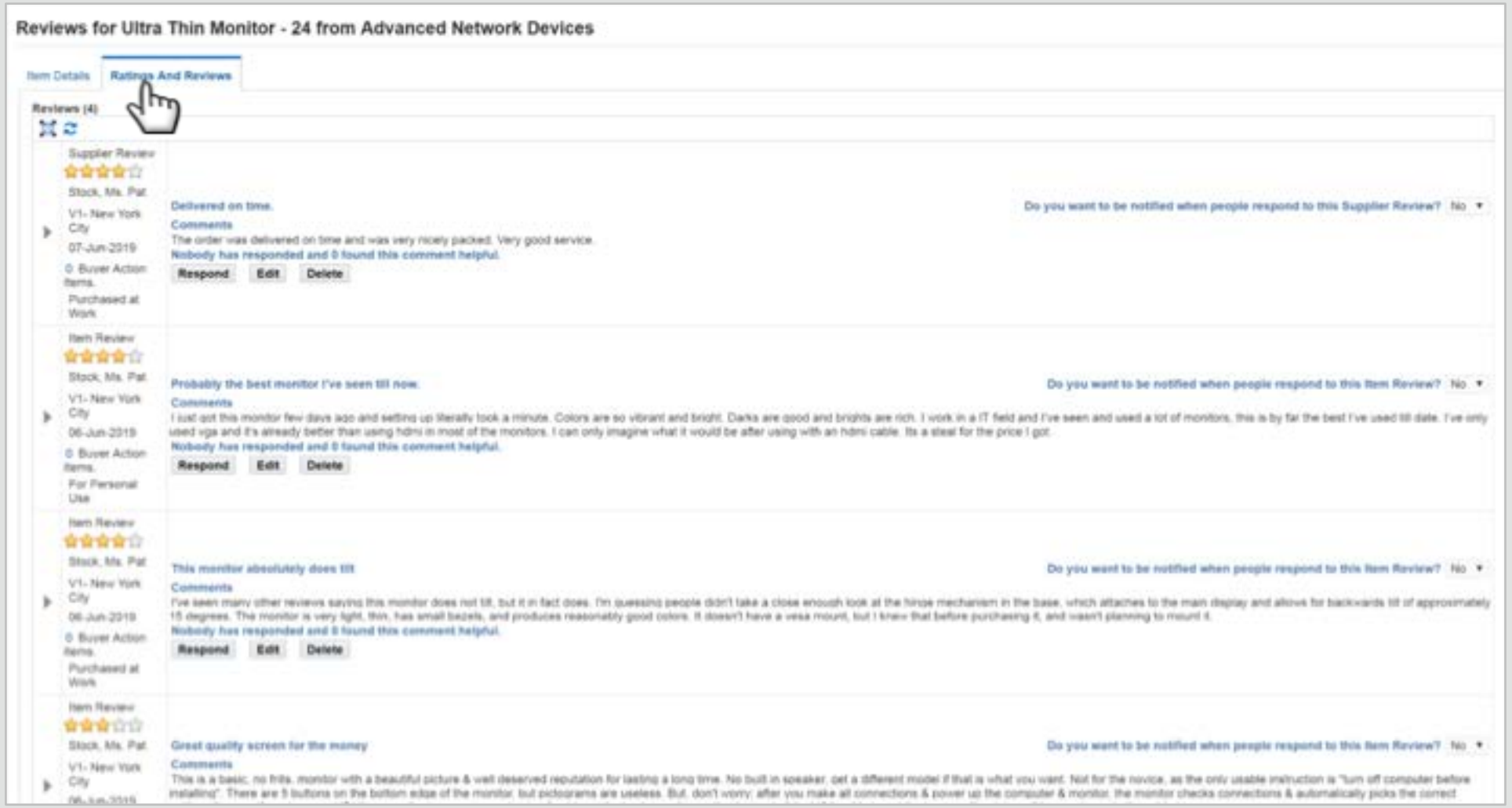
Check Ratings and Reviews by Other Employees



- Shop for a new computer monitor
- Review search results
- Refine results by monitor size
- Select products to compare
- Highlight product differences
- Check ratings & reviews by other employees

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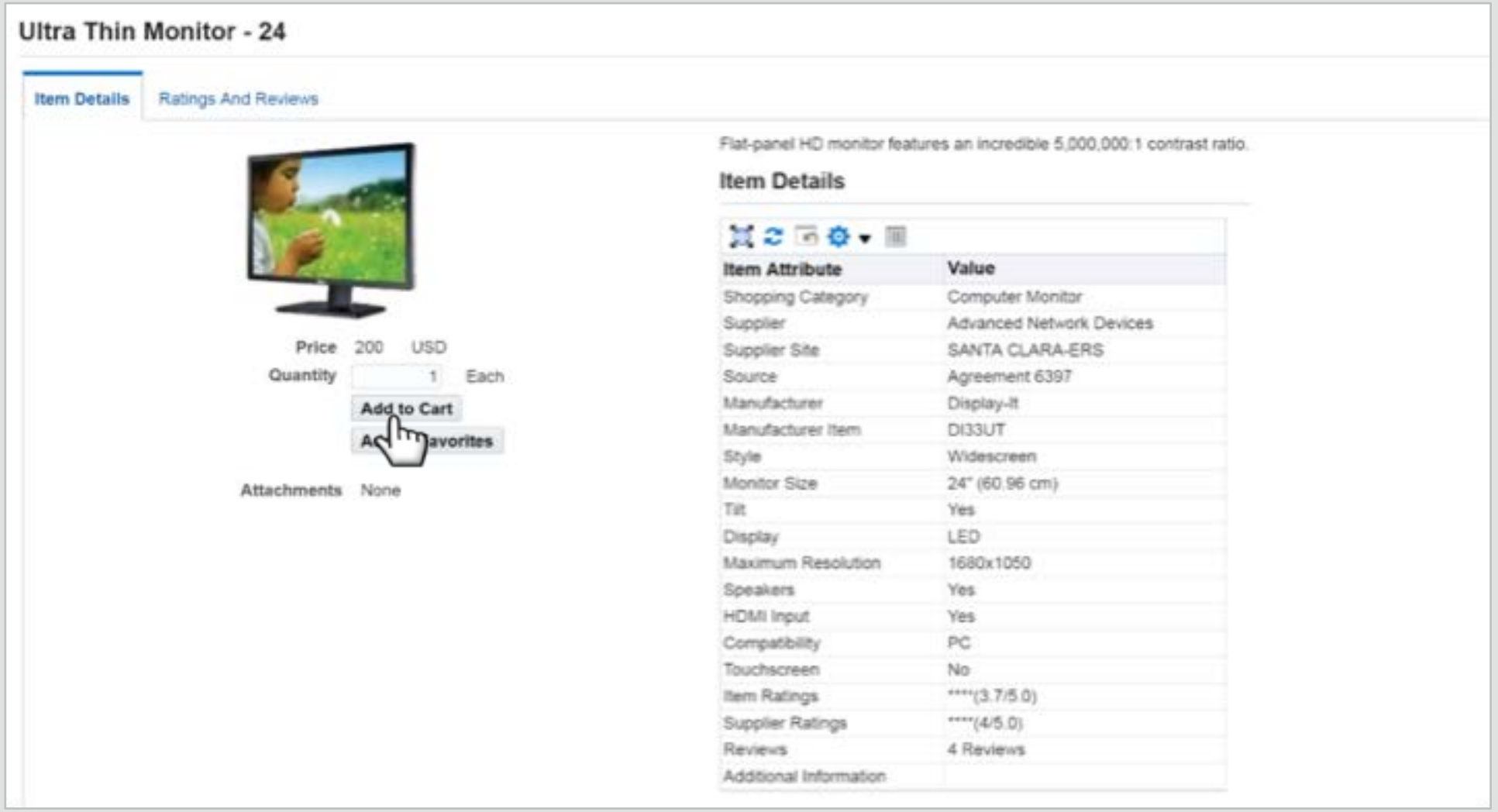
Add Product to Shopping Cart



Shop for a new computer monitor

Review search results

Refine results by monitor size

Select products to compare

Highlight product differences

Check ratings & reviews by other employees

Add product to shopping cart

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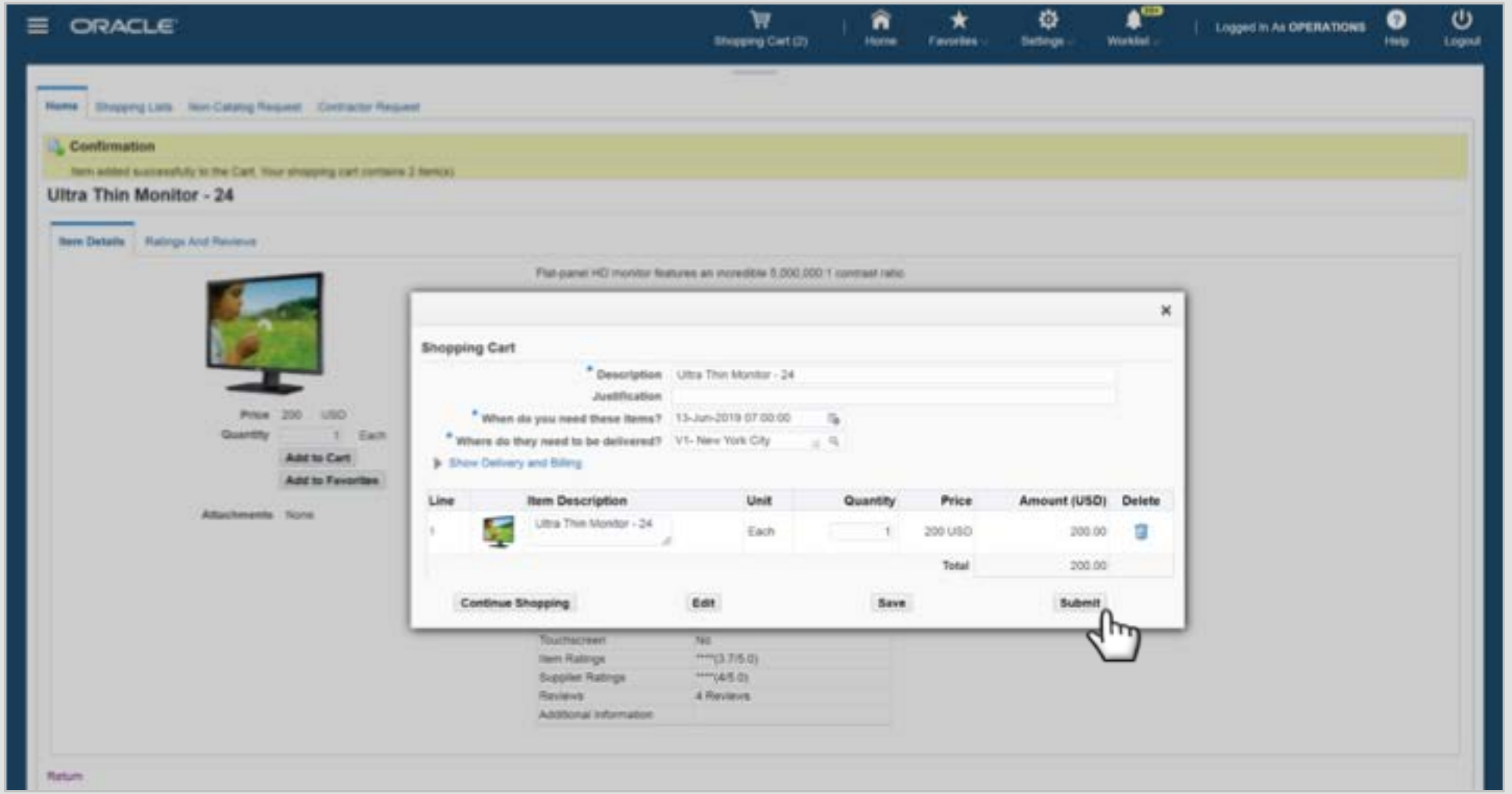
Review and Submit Shopping Cart



Shop for a new computer monitor

Review search results

Refine results by monitor size

Select products to compare

Highlight product differences

Check ratings & reviews by other employees

Add product to shopping cart

Review and submit shopping cart

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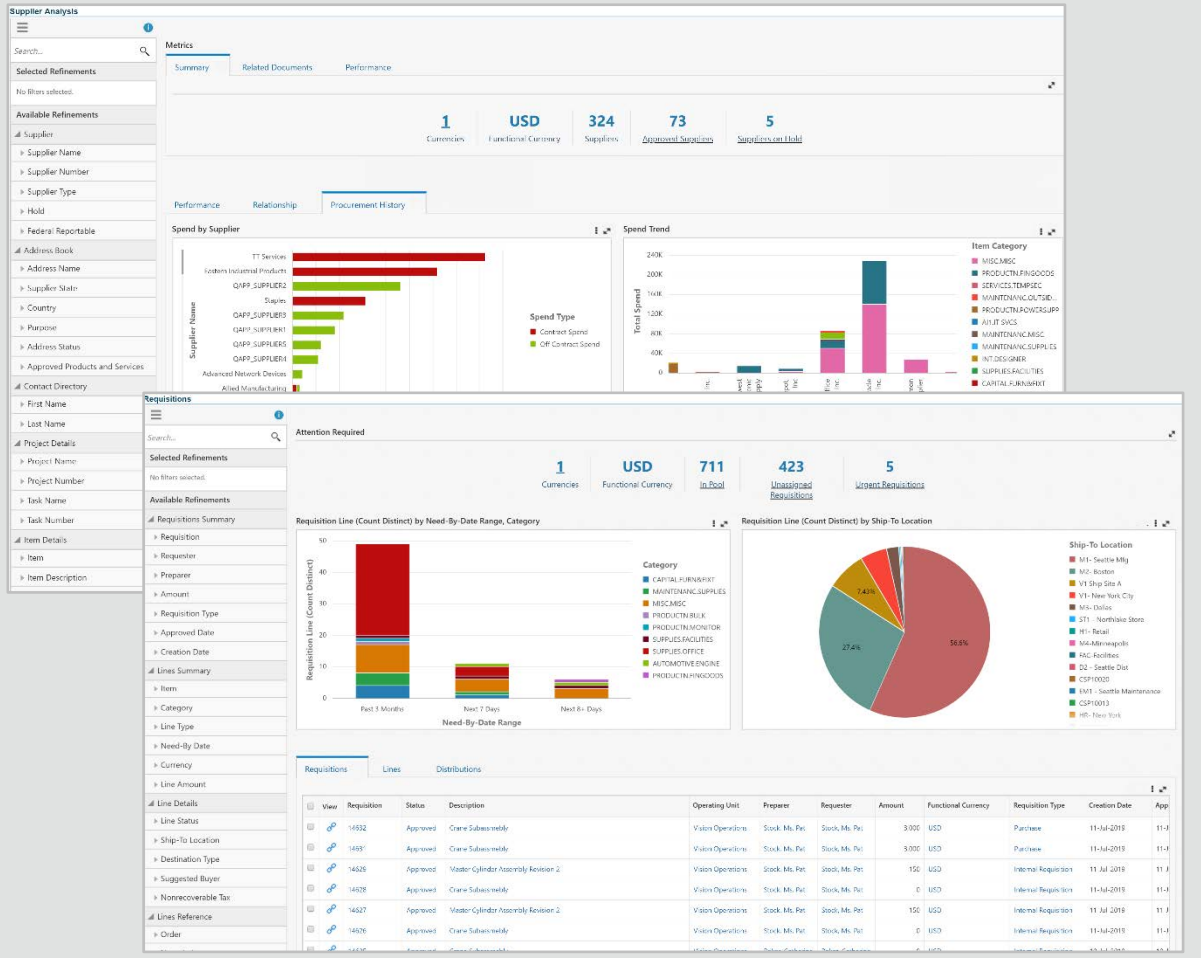
Procurement Command Center

Optimize Procurement Operations, Catalog Management and Supplier Relationships

- Expedite procurement operations
  - Take corrective action on exceptions
  - Manage against dates for timely completion
- Improve catalog content and buying behaviors
  - Respond to requester feedback on catalogs
  - Act on off-contract spend for requisitions and expense reports
- Manage supply risk and performance
  - Evaluate suppliers against performance criteria
  - Act on best supplier fit and supplier risks



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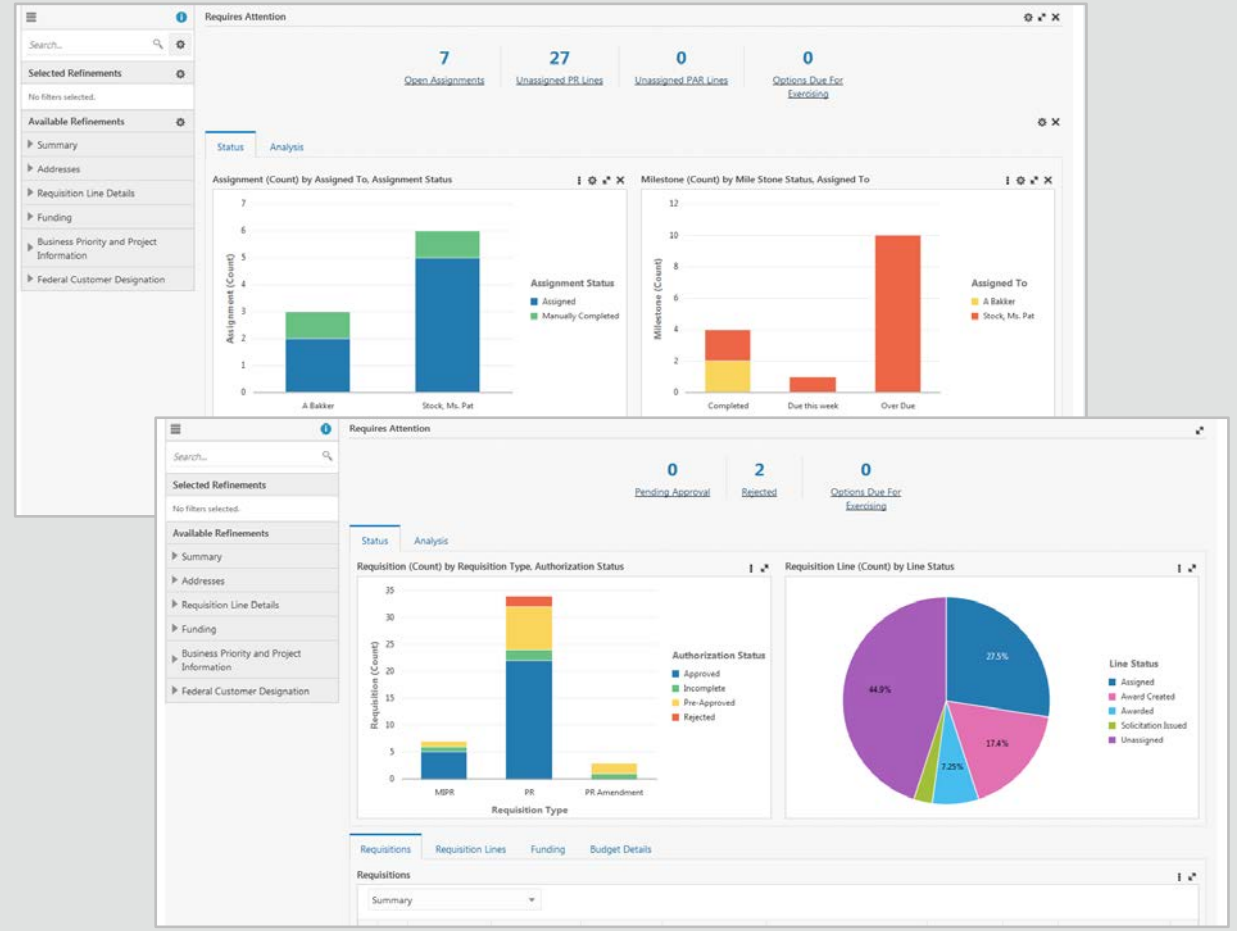
Contract Lifecycle Management for Public Sector Command Center

Streamline Procurement Flow Across Stakeholders

- Provide consistent information across teams
  - Enable consistent document visibility to Program Office and Procurement teams across projects
  - Ensure contract insights available to all stakeholders
- Improve procurement cycle-time
  - Identify critical activities that require attention by comparing planned against actual durations
- Maintain compliance
  - Better contract compliance through proactive alerts
  - Increase CAR Compliance
  - Meet socioeconomic distribution requirements for contract compliance mandates



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Purchasing: User Defined Attributes for Purchase Orders

Improve Control and Efficiency in Procurement of Unique Materials and Services

- Define and capture additional business attributes for purchase orders
  - Using UDA Framework
  - Enter online or import via interfaces
- Example use case
  - Send unique raw material specifications on PO beyond supplier data sheet
  - Raw materials may include ingredients, processing aids, and packaging

Food and Beverage

Life Sciences

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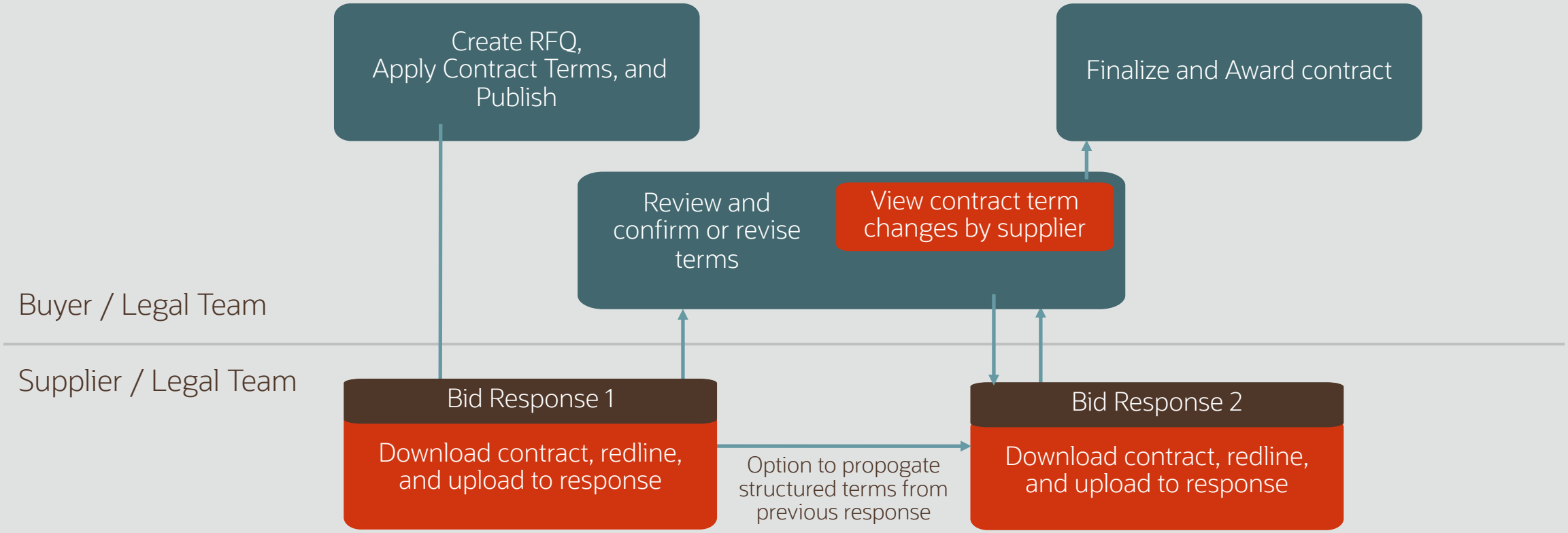
Sourcing: Online Negotiation of Contract Terms / Redlining

Streamline Back and Forth Negotiation with Suppliers



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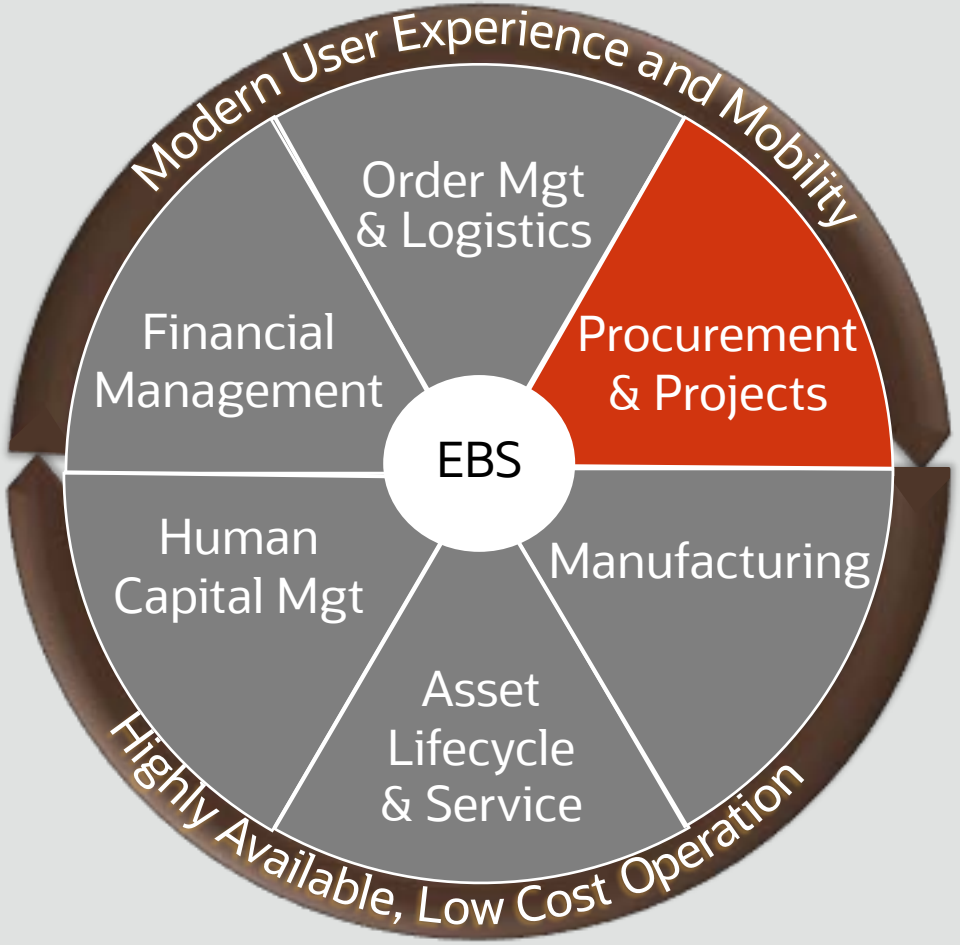
EBS Projects: 12.2



Key Enhancements

- ✓ Projects Command Center
- ✓ Labor Costing with Actual Costs
- ✓ Enhanced Billing including Federal Billing and Bill Groups
- ✓ Project Revenue Recognition for IFRS 15 / ASC 606*
- ✓ Schedule of Values and Cost Breakdown Structure
- ✓ Enhanced Cost Accounting Adjustment Options
- ✓ Enhanced Project Planning and Controls

* Available for 12.1.3 and 12.2

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Projects Command Center

Efficiently Manage & Control Budgets, Costing, Accounting & Capitalization Processes

- Enable faster period close
  - Assess discrepancies right at source
  - Validate and correct cost attributes
- Increase accuracy of asset capitalization
  - Resolve uncapitalized expenditures in CIP
  - Allocate unassigned costs to the correct assets
- Manage proper use of allocated funds
  - Know budget availability at all times
  - Track status of funds

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Projects: Schedule of Values (SOV)

Improve Project Control and Visibility for Projects with Contractual Schedule of Values

- SOV used by Engineering and Construction companies for managing contracts and progress
- Manage schedule of values thru project lifecycle
  - Align work plan with contract deliverables
  - Manage actuals, budget, and forecast for work plan and SOV
  - Bill and forecast based on progress of deliverables
- Track unit based resource requirement by activity for reuse and benchmark across deliverables
- Gain better visibility with earned value mgt at task and resource level

A ITEM NO.	B DESCRIPTION OF WORK	C SCHEDULED VALUE
	Asbestos Abatement	
5	Asbestos Abatement	$17,235
	Grading/Site Improvements	
10	Soil Treatment	$0
15	Retention System	$153,111
20	Site Cut/Fill/Grade	$847,800
25	On-Site Paving	$491,800
30	Off-Site Paving	$60,000
35	Sidwalks / Entrance Slabs	$122,040
40	Pavers	$0
45	Pavment Striping	$1,990
50	Landscape	$1,182,372
55	On-Site Utilities	$524,600
60	Off-Site Utilities	$9,853
65	Site Walls	$524,438
	Excavation/Backfill	
70	Building/Garage	$687,257
75	Site Structures	$0
	Foundations	
80	Drilled Piers	$432,800
85	Pier Rebar	$171,739
90	Pier Concrete	$459,827
95	Grade Beams	$909,092
	GRAND TOTALS	$6,595,954.00

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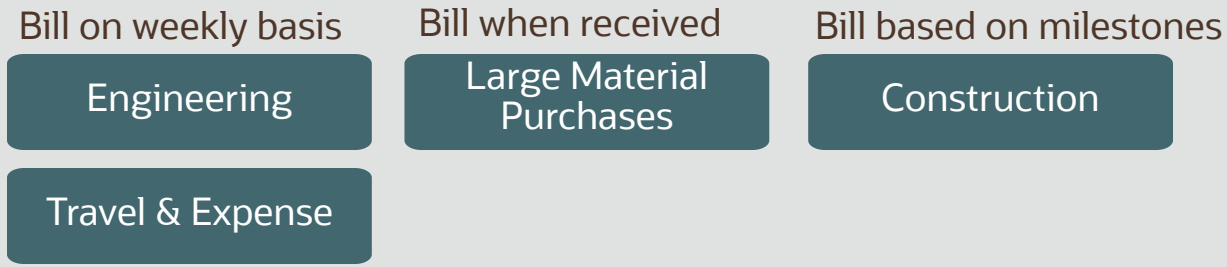
12.2.4 - 12.2.9

Project Billing: Enhanced Invoicing and Revenue Accrual with Bill Groups

More Flexibility and Control for Streamlined Invoicing and Revenue Accrual

- Bill groups are:
  - Flexible categorization of project transactions
  - To meet unique billing needs of each project
- Release 12.2.4 new capabilities
  - Invoice by bill group: Generate separate invoices on single project in parallel using bill groups
  - Used for industry specific billing for Engineering & Construction, as well as Federal Contracting
- Release 12.2.9 new capabilities
  - Revenue accrual by bill group
  - Consolidated invoicing across projects by bill group

Example Bill Groups for a Project



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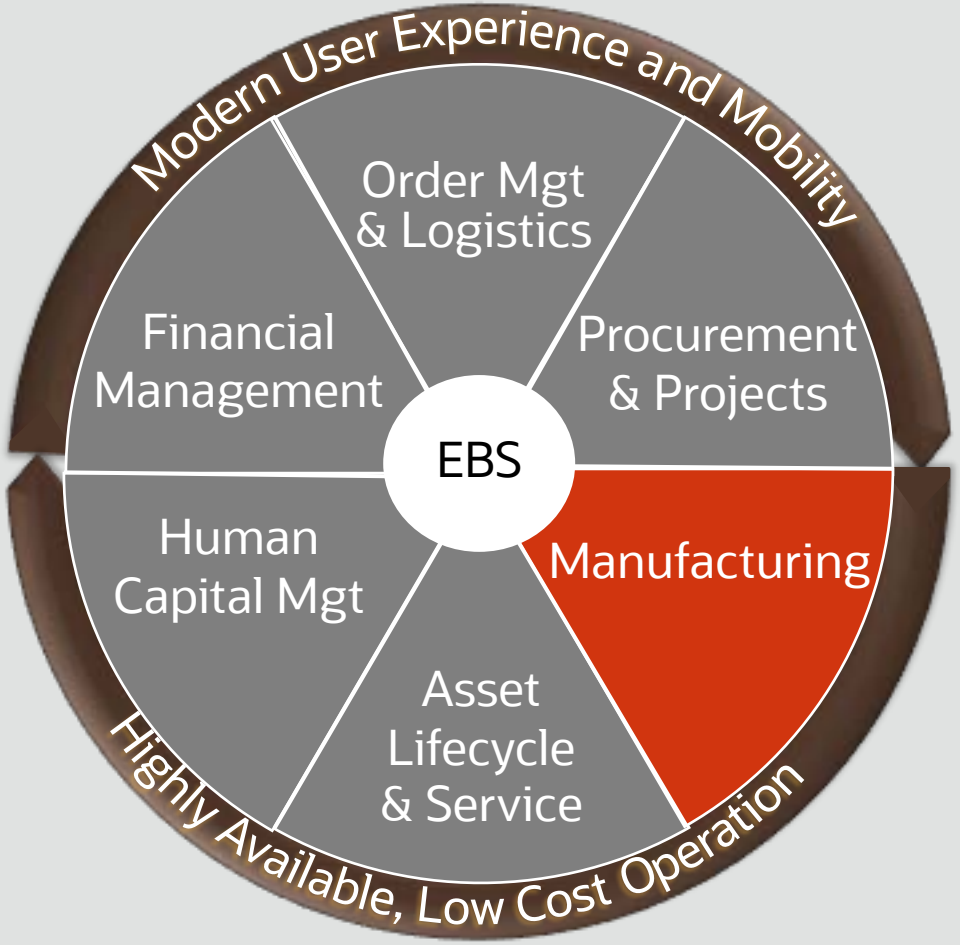
EBS Manufacturing: 12.2



Key Enhancements

- ✓ Enterprise Command Centers
  - ✓ Discrete, Process, Cost Mgt, Outsourced Mfg
- ✓ Discrete Manufacturing
  - ✓ E-Kanban for Lean Manufacturing
  - ✓ Serialization Productivity Enhancements
  - ✓ Component Availability Management
  - ✓ Outsourced Manufacturing
- ✓ Process Manufacturing
  - ✓ Enhanced Quality Management
  - ✓ Yield Management
  - ✓ Outsourced Manufacturing
  - ✓ Serialization

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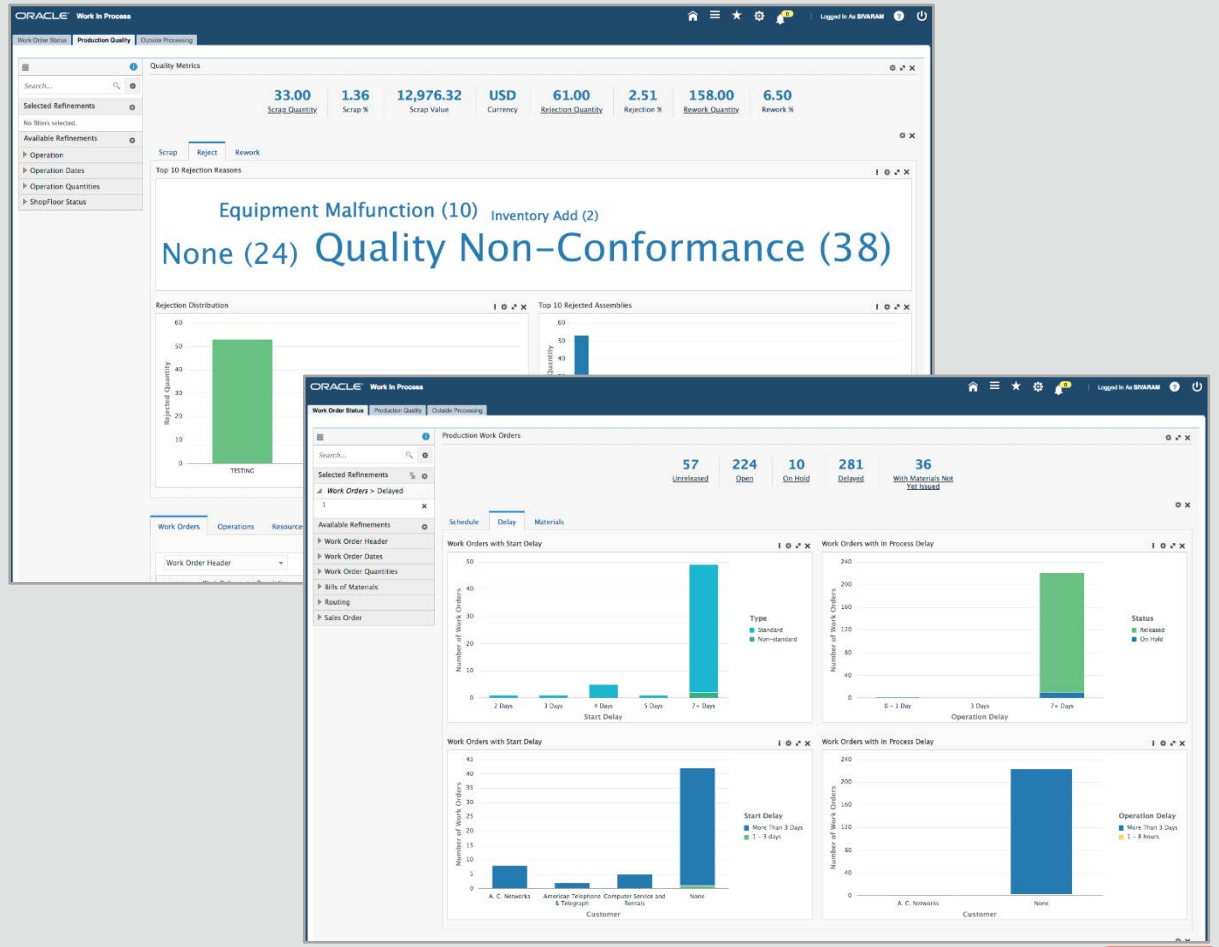
Discrete Manufacturing Command Center

Manage Production Operations Efficiently and Meet Customer Commitments

- Improve manufacturing operations efficiency
  - Quickly identify and manage pending material issue, shortages and resource bottlenecks
  - Find and resolve schedule delays and quality issues
- Meet customer commitment and reduce risk
  - Rapidly act on customer order delays and production schedule changes
  - Discover and address production constraints across manufacturing plants and departments
- Manage outside processing exceptions
  - Identify delays sooner and adjust schedules
  - Quickly identify bottlenecks and alternate suppliers to mitigate quality non-conformance



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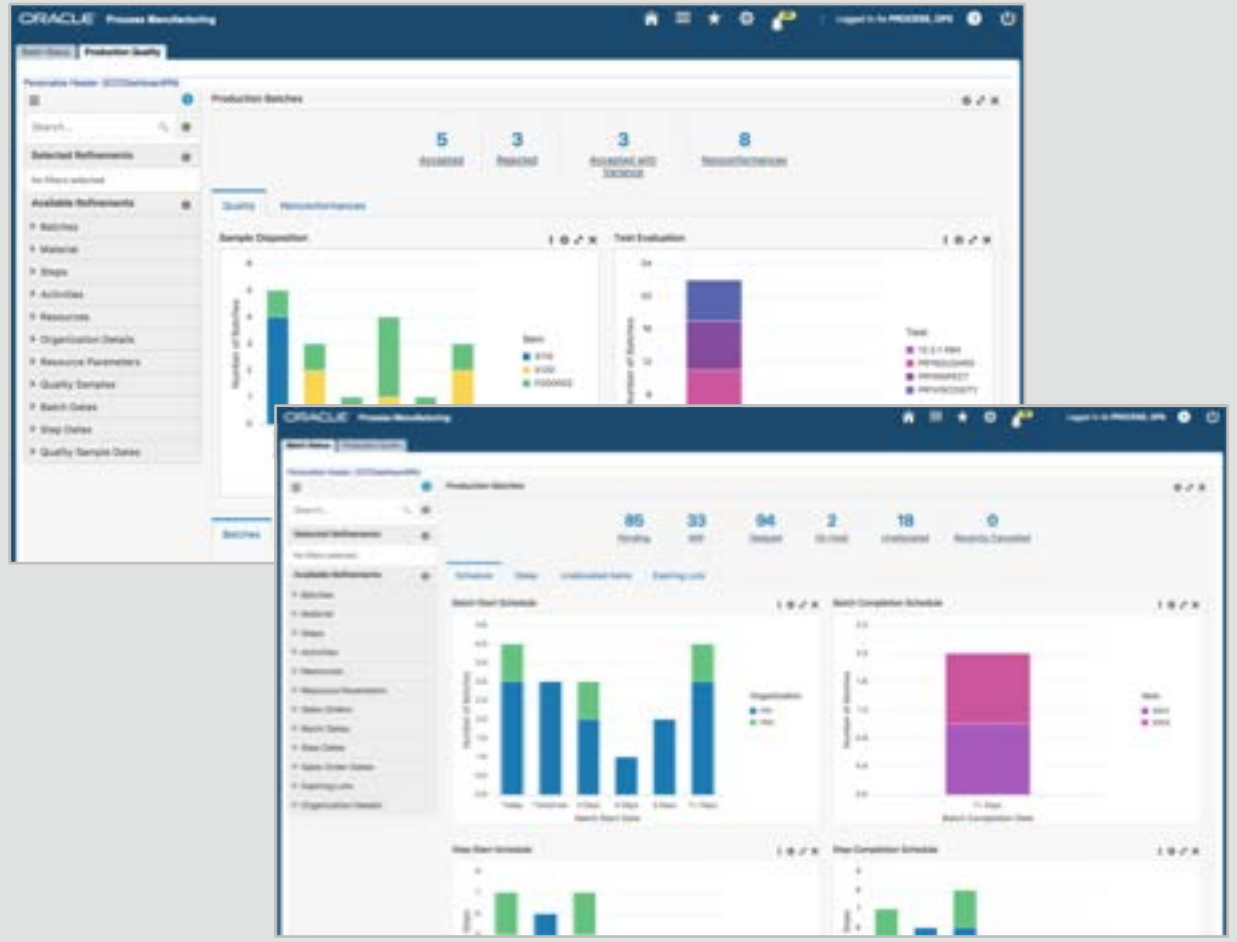
Process Manufacturing Command Center

Manage Production Operations Efficiently and Meet Customer Commitments

- Improve manufacturing operations efficiency
  - Quickly identify and manage pending material issue, shortages and resource bottlenecks
  - Find and resolve schedule delays and quality issues
- Meet customer commitment and reduce risk
  - Rapidly act on customer order delays and production schedule changes
  - Instantly discover and address production constraints across manufacturing plants
- Enable preventative and corrective actions
  - Comply with regulatory mandates (FDA, ISO, etc) by highlighting batches with quality problems
  - Identify expiring lots and out-of-range parameters



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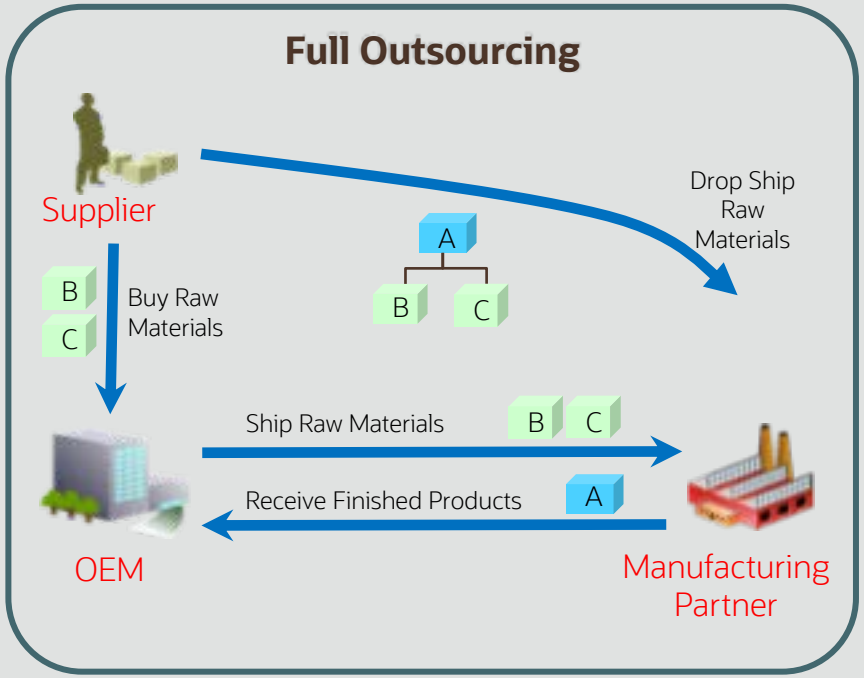
12.2.4 - 12.2.8

Outsourced Manufacturing Support (Discrete & Process)

Gain Visibility into Outsourcing Business with Manufacturing Partners



Subcontract Order Status

View status of subcontract orders and material allocations across manufacturing partners

Inventory Balances

View quantity and value of material in-transit or at manufacturing partner locations

Quality

View reasons for poor quality of outsourced products and their value across manufacturing partners

Financial Positions

View financial positions of subcontract and replenishment orders for a manufacturing partner

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Outsourced Manufacturing Command Center

Efficiently Manage Outsourcing Business

- Gain visibility across manufacturing partners
  - Manage subcontracting status and product quality
  - Monitor inventory balances and financial positions
- Proactively manage material replenishments
  - Get insights into replenishment status
  - Take corrective actions to avoid delays
- Preempt delays in subcontracting orders
  - Identify material allocation issues
  - Resolve potential causes for delays to ensure on-time delivery

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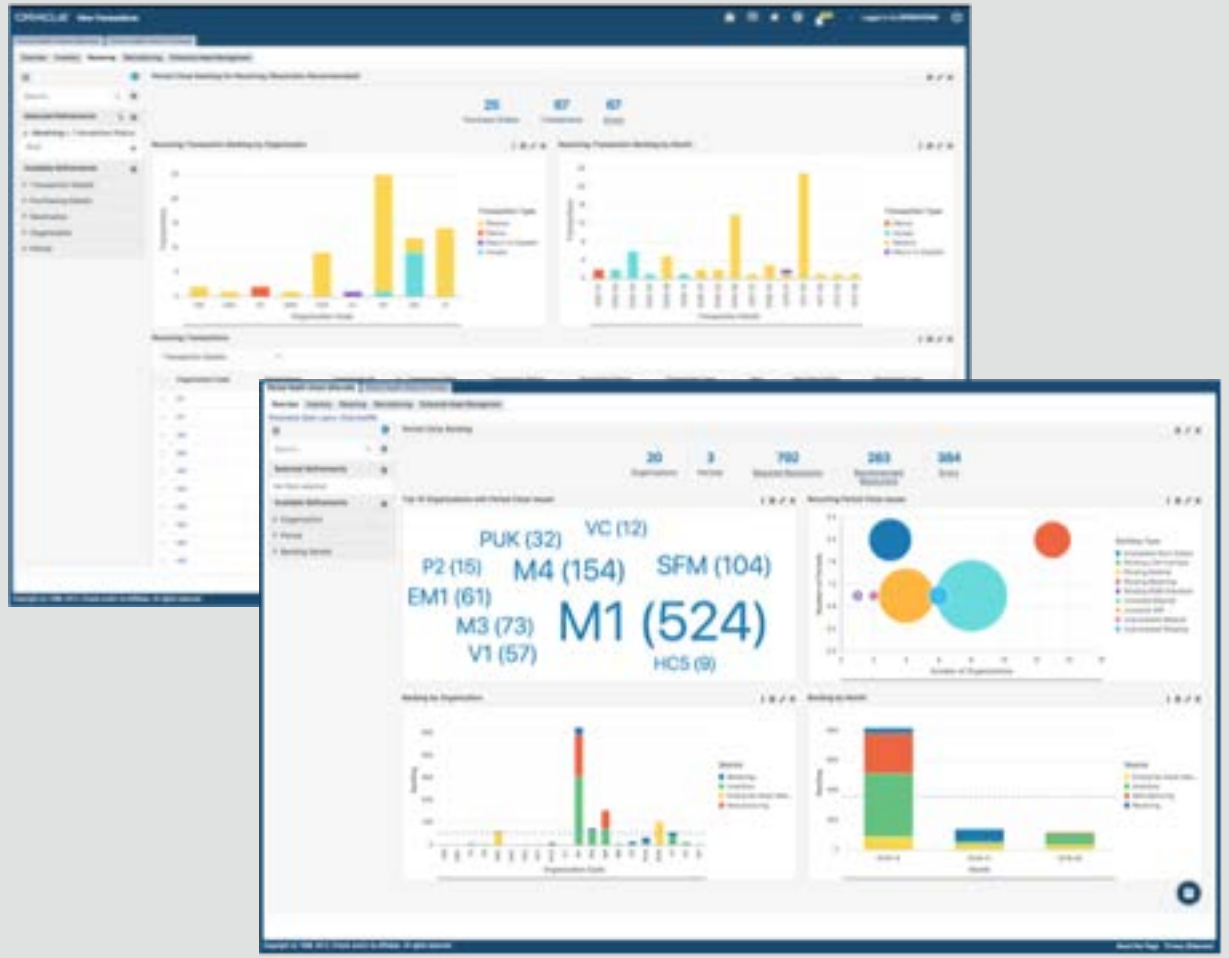
Cost Management Command Center

Manage Timely Costing of Transactions and Mitigate Accounting Period Close Risks

- Identify transaction costing bottlenecks
  - Transactions that are pending in interfaces
  - Transactions that have not been costed or accounted
  - Maintenance work orders past scheduled close date
- Quickly resolve costing and accounting errors
  - Understand patterns across subledgers and orgs
  - Isolate and resolve causes of errors
- Improve period close efficiency
  - Identify recurring bottlenecks that delay period close
  - Take steps to fix underlying issues and processes to improve future closes



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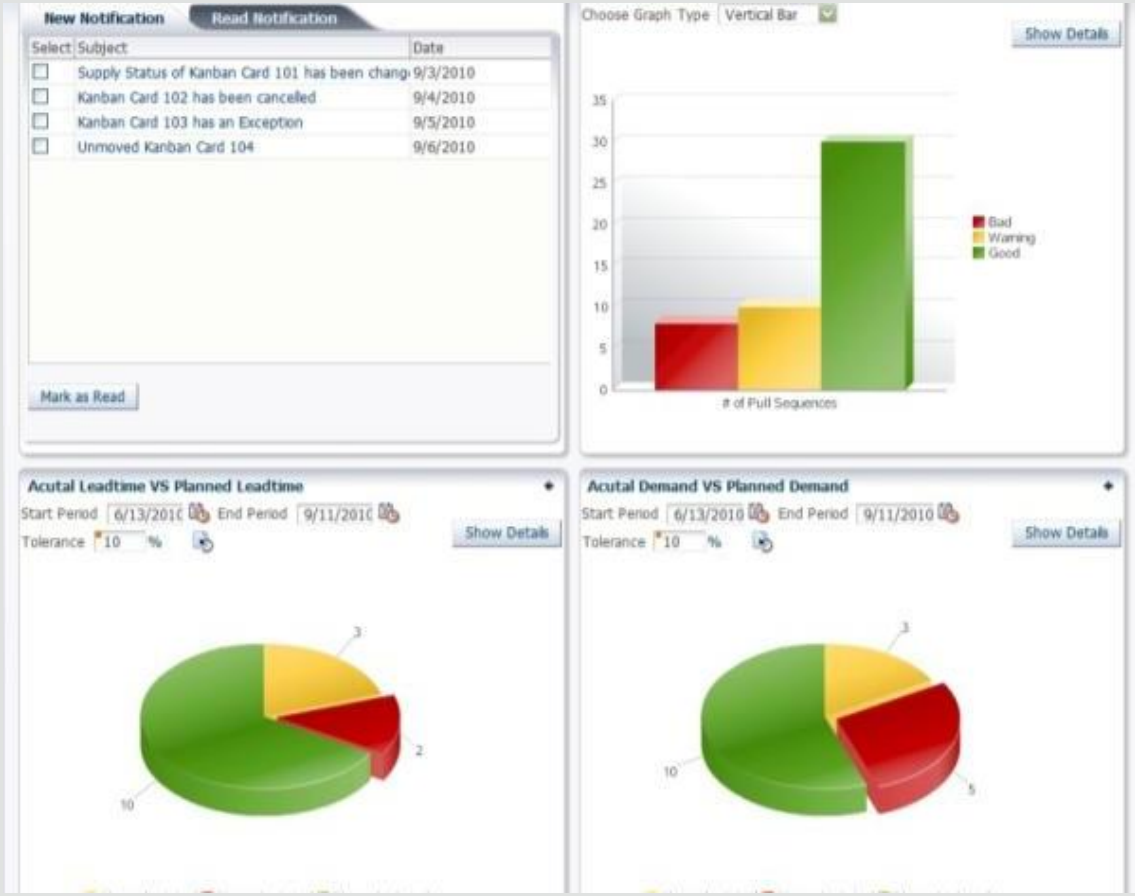
12.2.2 - 12.2.8

Discrete MES: E-Kanban for Just-in-Time Manufacturing

Optimize Inventory Levels and Drive Toward Lean Manufacturing for Reduced Spend

- Lean Manufacturing
  - Graphical user interface for process mgt
  - Card planning, status and execution mgt
  - Supplier access through iSupplier Portal
  - Visual alerts and inventory health indicators
- More Controls & Visibility
  - Enable E-Kanban at organization level
  - Receive kanban cards in specific sub-inventory
  - E-Kanban APIs in Integration Repository
  - DFFs at card & pull sequence levels
  - Internally sourced kanban cards
  - Blanket PO release on E-Kanban Summary



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Process Manufacturing: Serialization Support

Enhanced Control and Traceability in Production Operations

- For process industries that require traceability of supply chain
  - Life Sciences: Pharmaceuticals
  - Chemicals
  - Consumer Goods: Food and Beverage
- Serialization in Process Manufacturing
  - Capture serial numbers of consumed ingredients and final products
  - Use serial genealogy to track and trace ingredient serial units issued for specific batch lots and serials

Life Sciences

Chemicals

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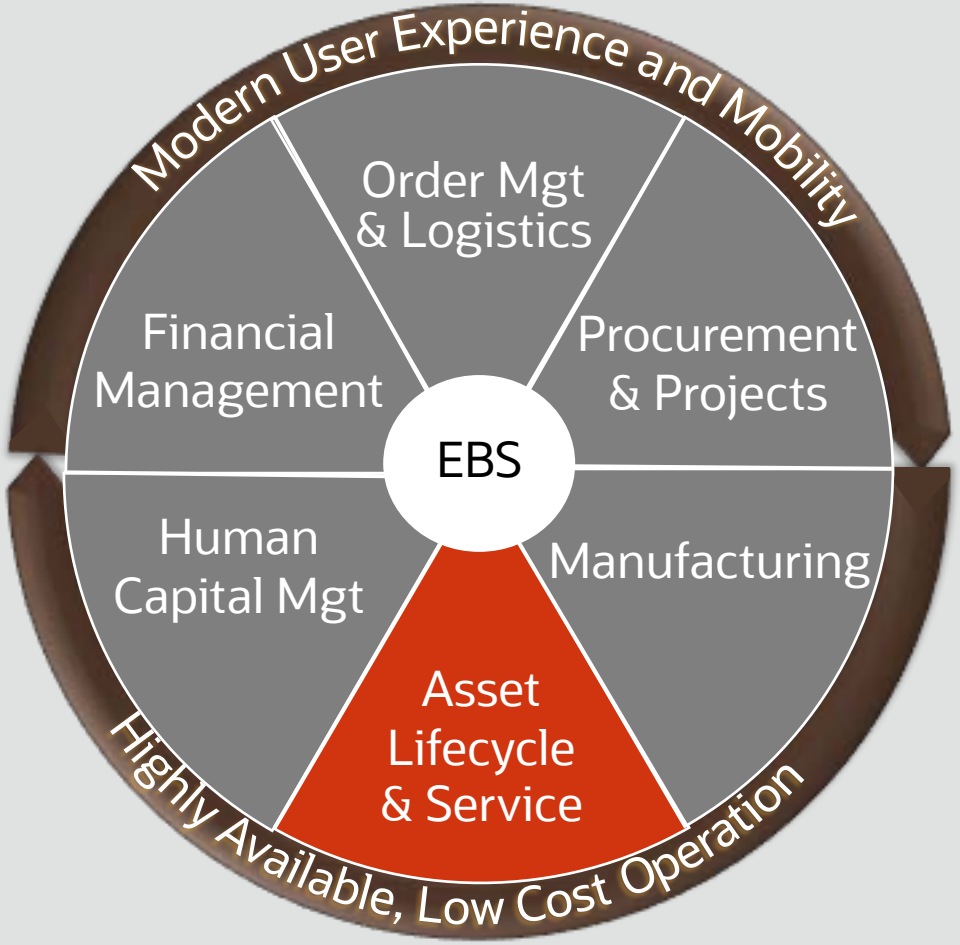
EBS Asset Lifecycle Management: 12.2



Key Enhancements

- ✓ Enterprise Asset Management Command Center
- ✓ Mobile Maintenance App*
- ✓ Linear Asset Management
- ✓ Map Visualization for Assets and Work
- ✓ Enhanced Work Functionality and Productivity

* Available for 12.1.3 and 12.2

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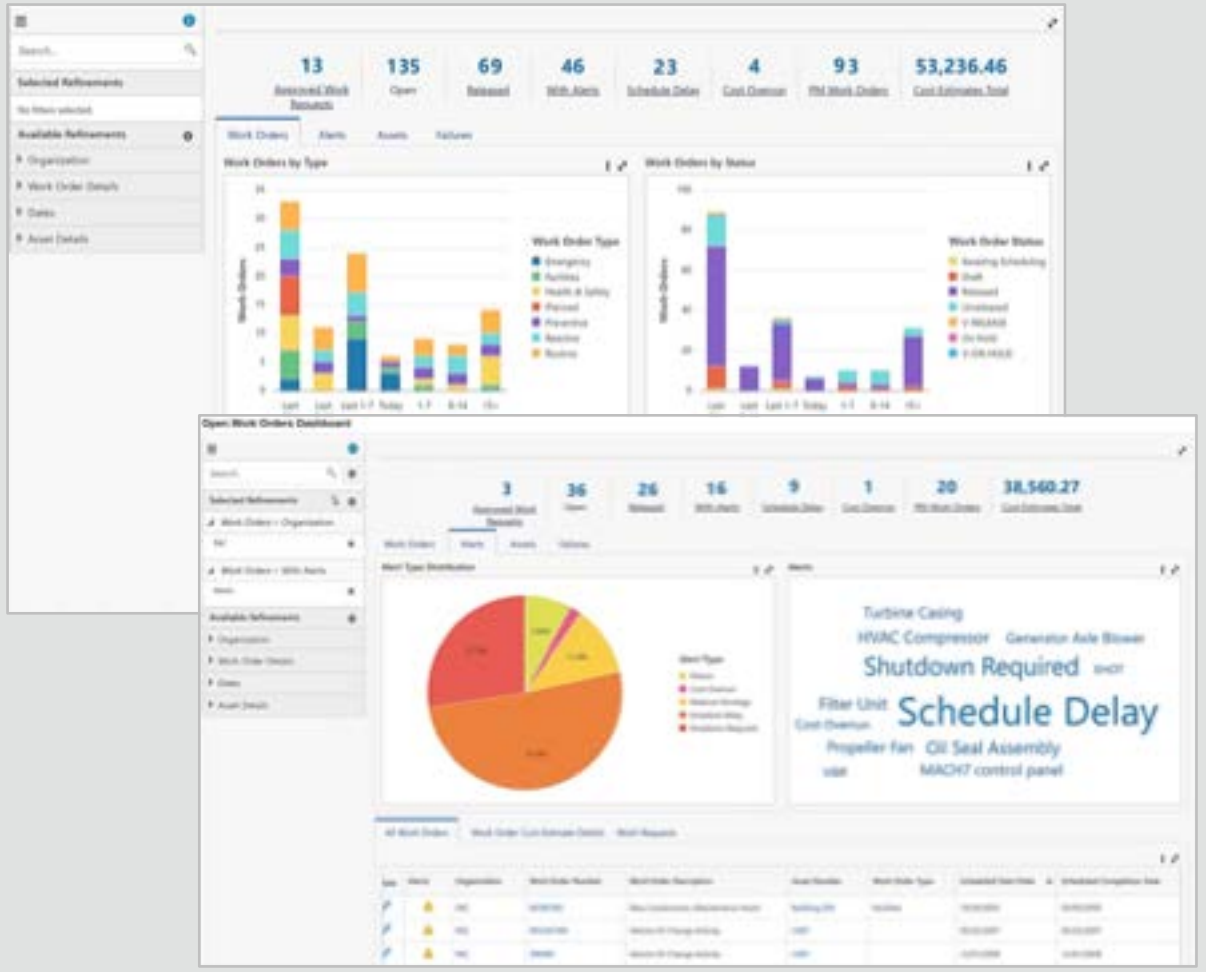
Enterprise Asset Management Command Center

Increase Asset Reliability while Reducing Operational Costs

- Maximize asset availability
  - Analyze asset performance metrics
  - Identify recurring failures and expedite resolution
- Prioritize work order exceptions
  - Adjust resource scheduling to avoid schedule delays and cost overruns
- Respond quickly to material shortages
  - Visibility to spare part requirements and usage trend
  - Prioritize critical work orders and update material allocations to resolve stock out conditions



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Respond Quickly to Material Shortages

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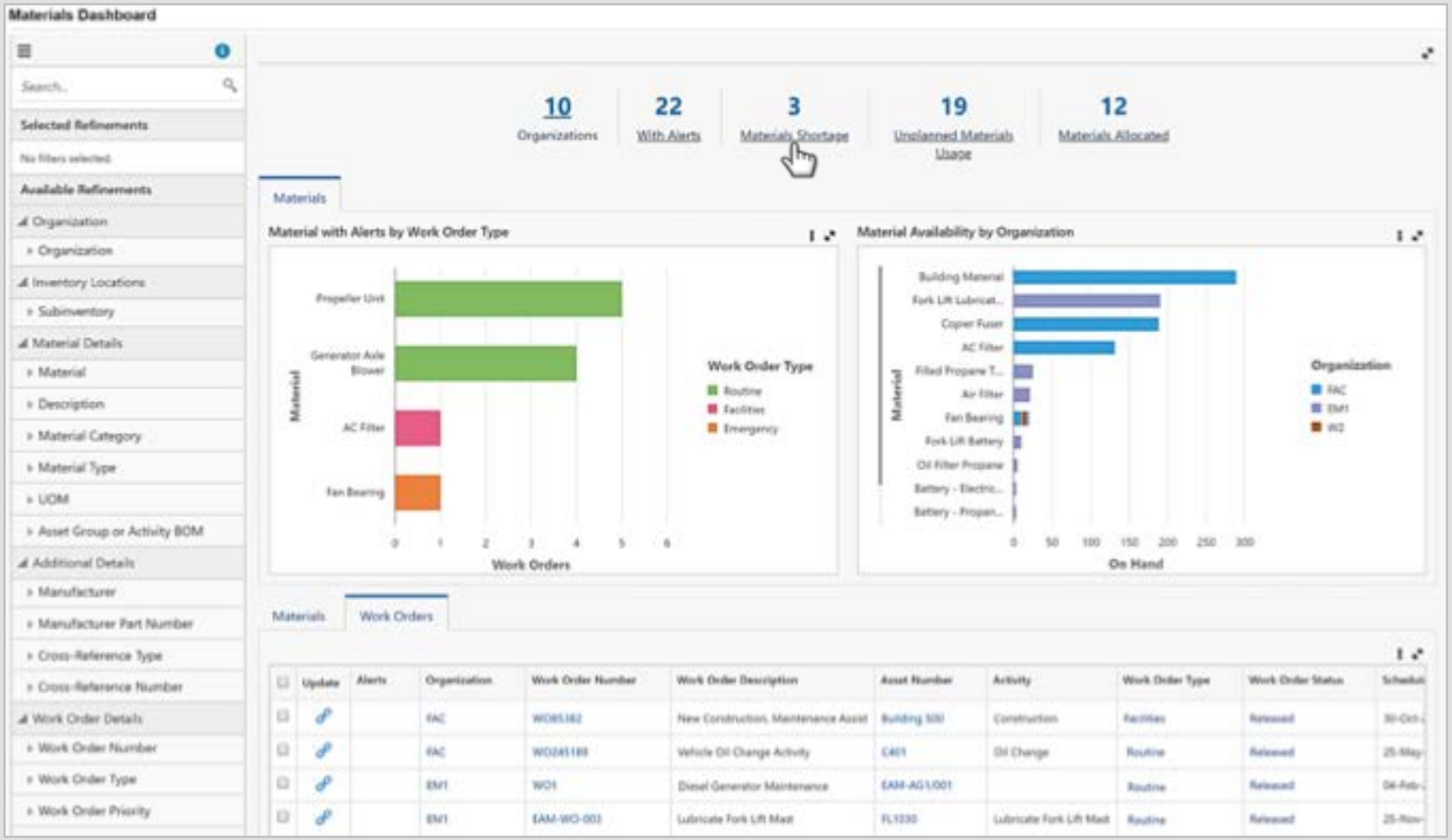
Maintenance Planner Reviews Material Shortages



Drill into Material Shortage metric

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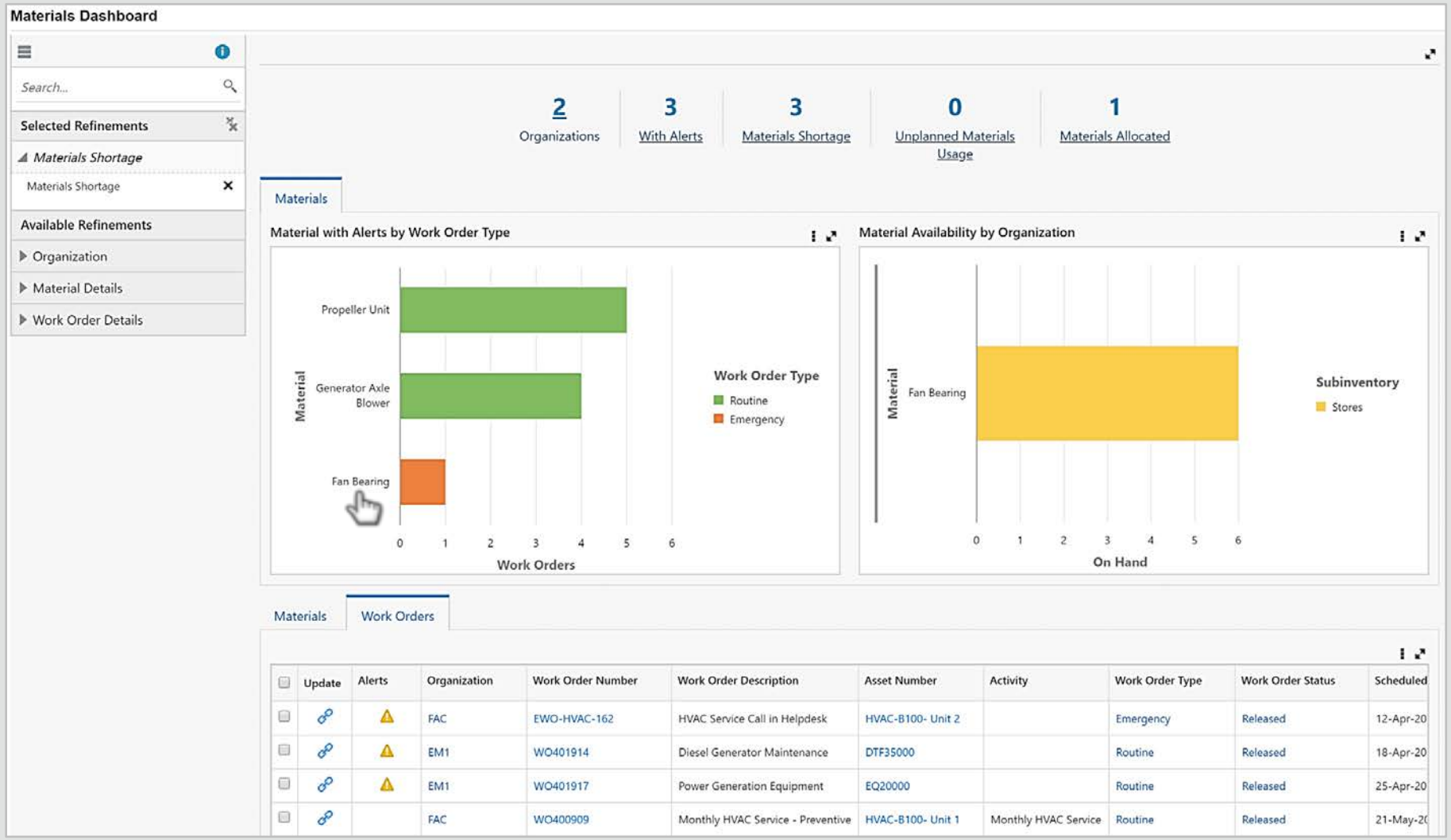
Identify Material Shortage on Emergency Work Order



Drill into Material Shortage metric

Filter by shortage material for emergency work to view its allocations across work orders

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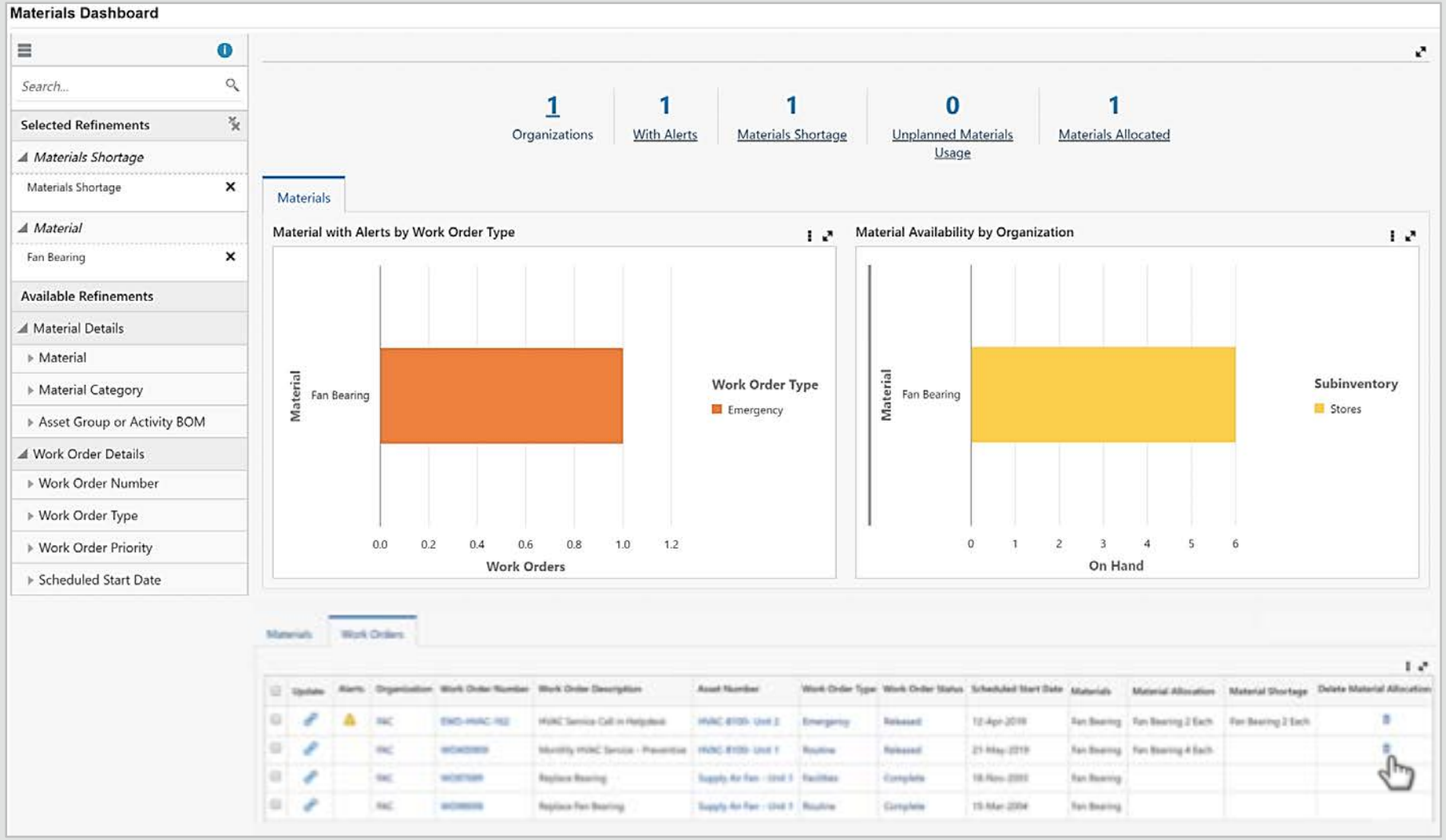
Review Allocations for Shortage Material Across Work Orders



Drill into Material Shortage metric

Filter by shortage material for emergency work to view its allocations across work orders

Review material allocations, and drilldown into routine work order to update allocation

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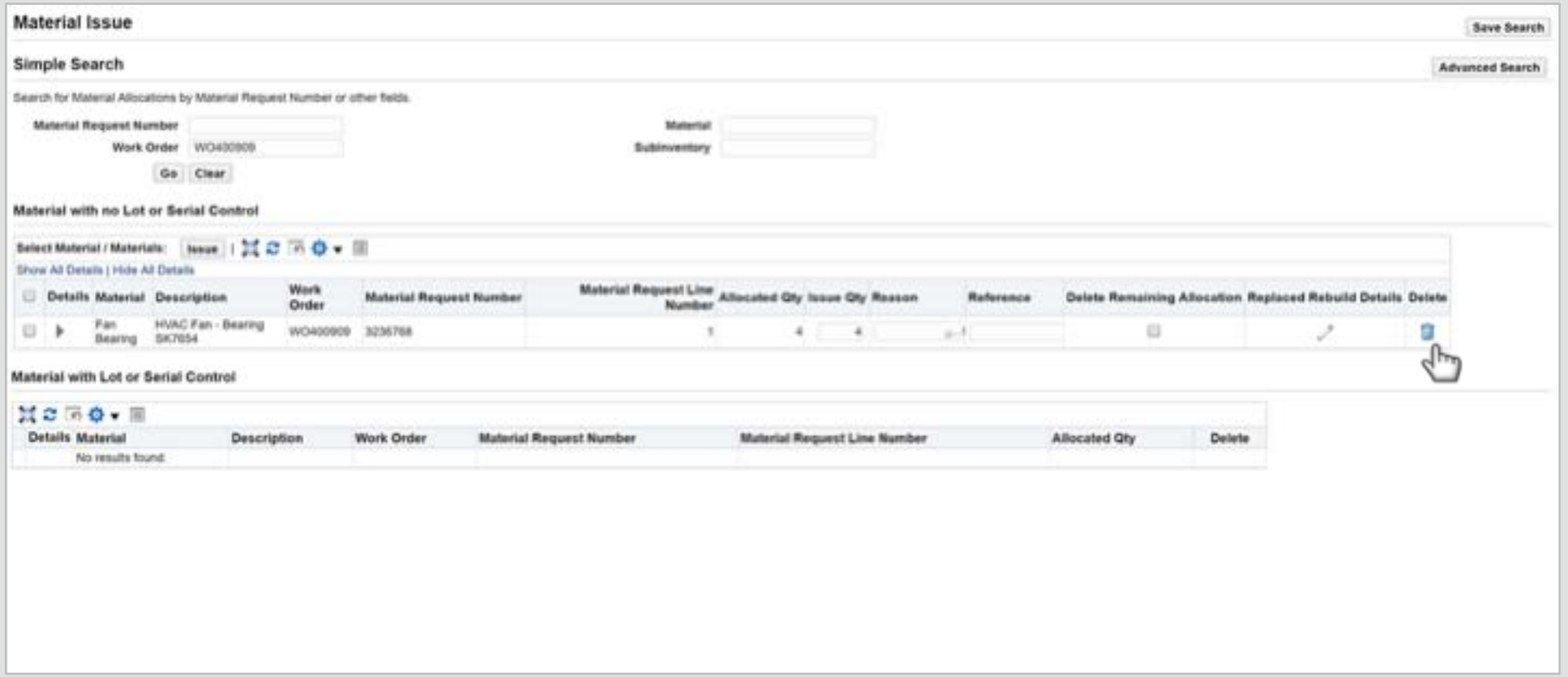
Update Routine Work Order to Remove Material Allocation



Drill into Material Shortage metric

Filter by shortage material for emergency work to view its allocations across work orders

Review material allocations, and drilldown into routine work order to update allocation

Delete material allocation in routine work order

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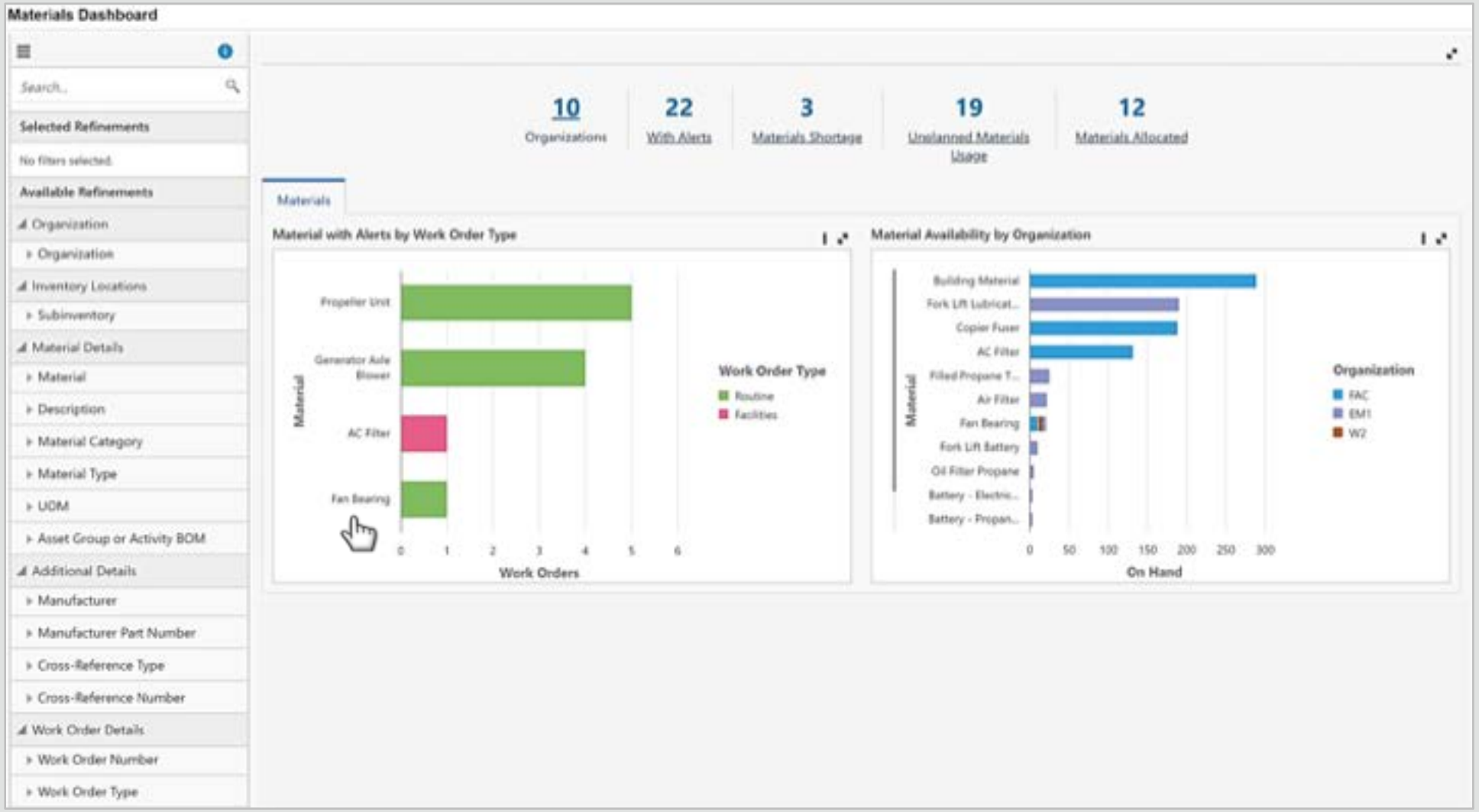
Confirm Emergency Work Order Has Allocated Material



Drill into Material Shortage metric

Filter by shortage material for emergency work to view its allocations across work orders

Review material allocations, and drilldown into routine work order to update allocation

Delete material allocation in routine work order

Confirm emergency work order has allocated material after concurrent program is run

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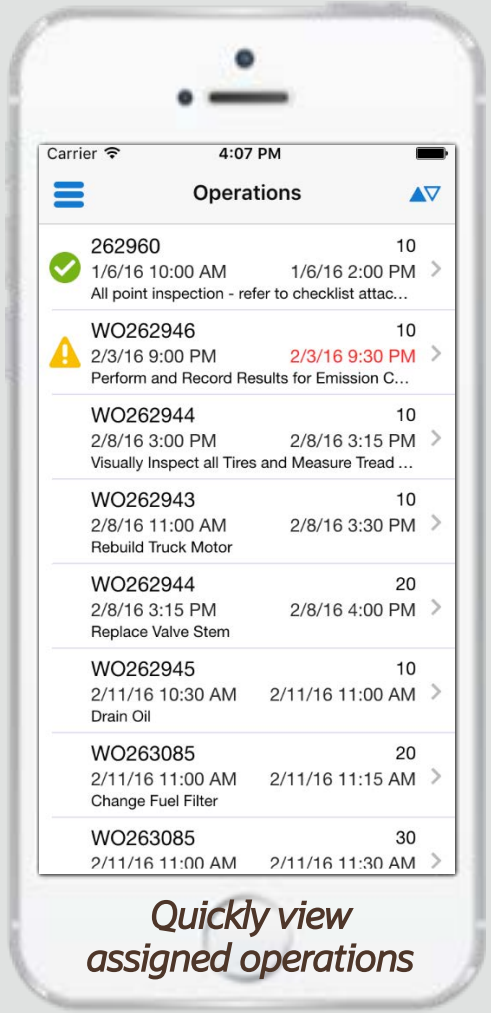
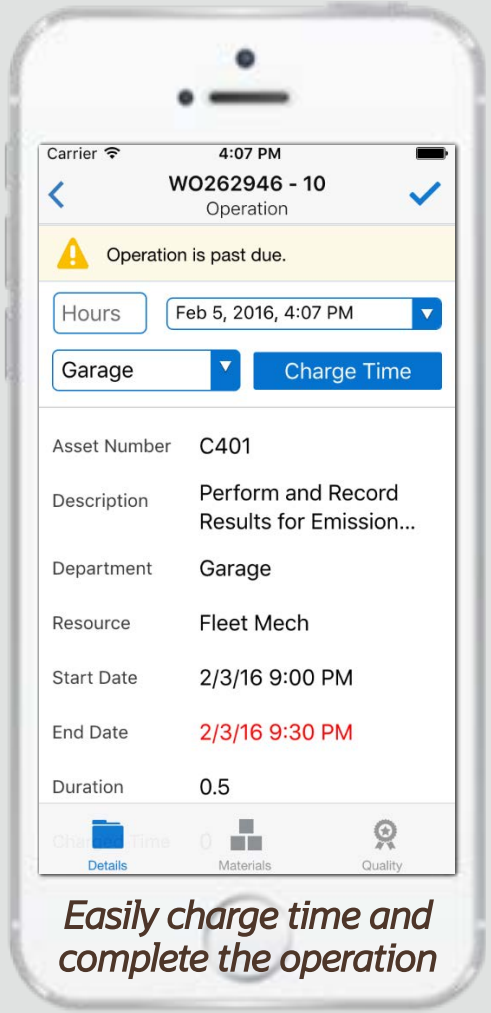
12.1.3 and 12.2

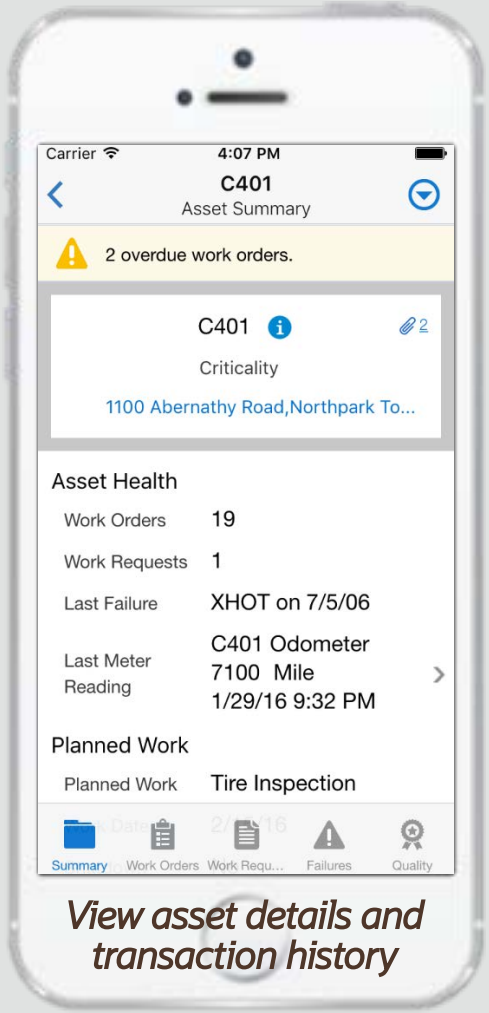
Mobile Maintenance: Online and Offline Modes



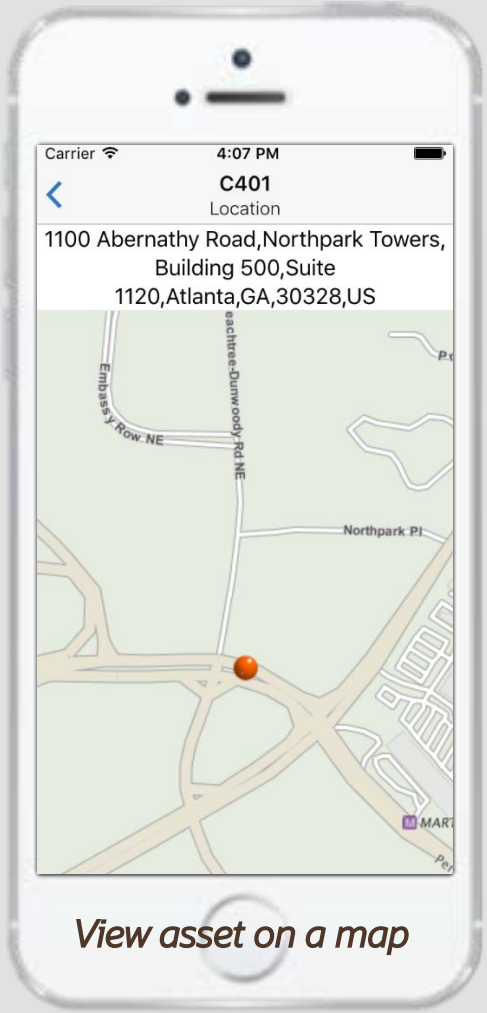
Quickly view assigned operations



Easily charge time and complete the operation



View asset details and transaction history



View asset on a map

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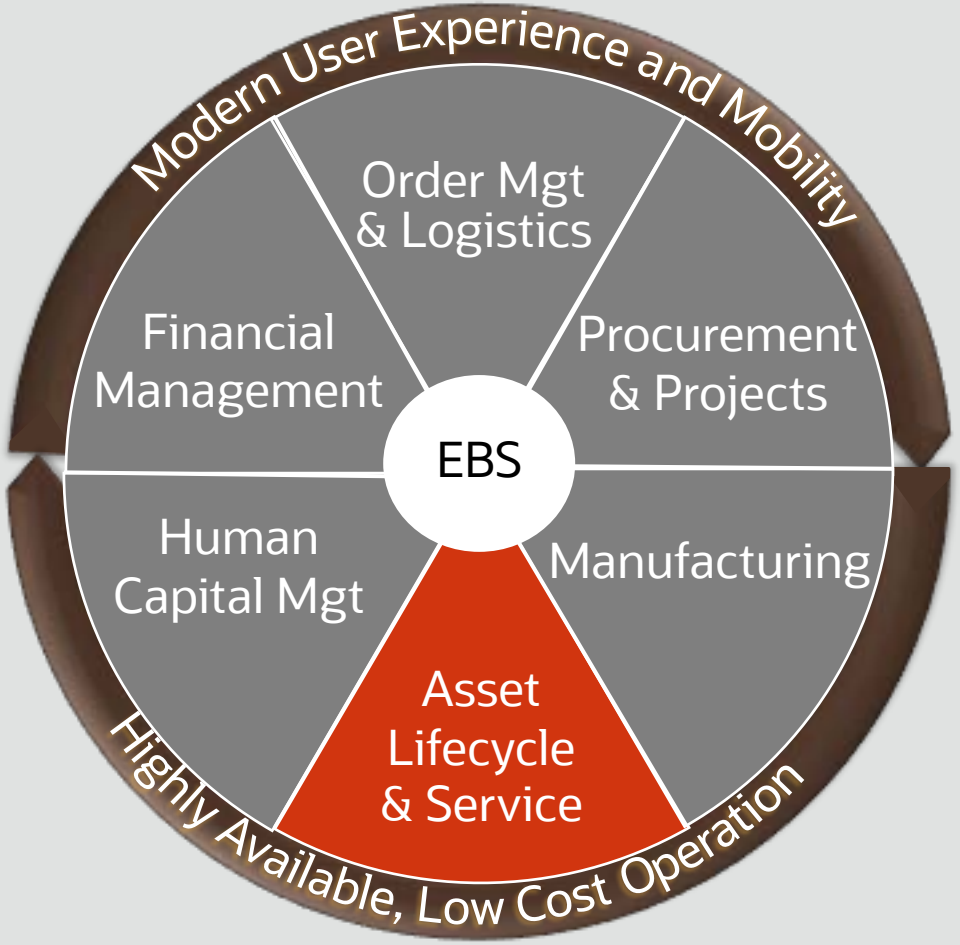
EBS Service: 12.2



Key Enhancements

- ✓ Enterprise Command Centers: Service Contracts, Service, Depot Repair
- ✓ New HTML UIs
- ✓ Service Request MOAC and Inventory Org Security
- ✓ Enhanced Service Request Definition: Multiple Products on One Service Request, more
- ✓ Project Execution using Field Service
- ✓ Service Contracts: Enhanced Usage Billing with Group Plans and for Missed Meter Readings
- ✓ Depot: Supplier Warranty and Waste Management

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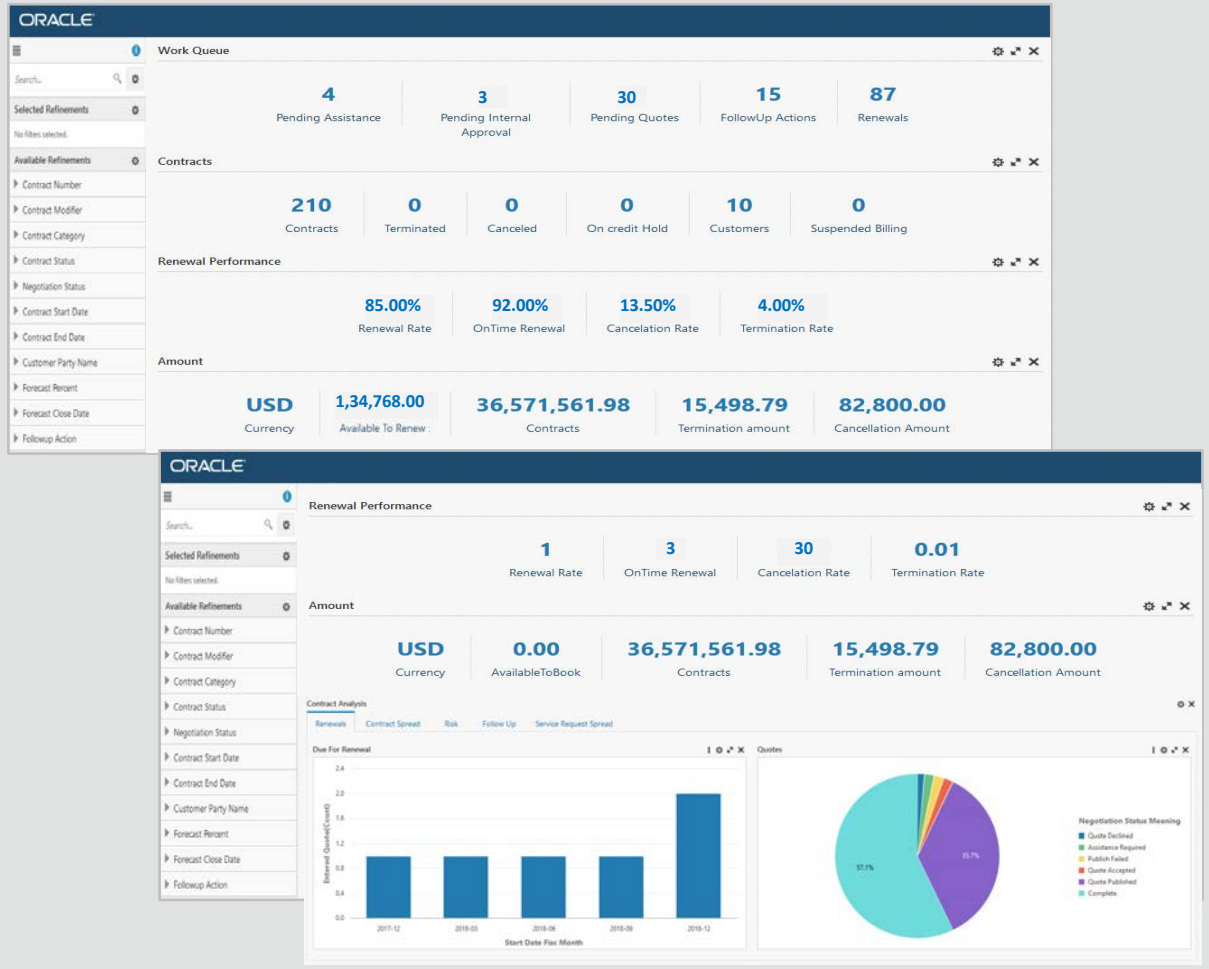
Service Contracts Command Center

Coordinate Contract Renewal Cycle

- Increase on-time renewals
  - Gather renewal insights to drive-up conversion rates
  - Identify critical risk contracts due for renewal
- Improve customer satisfaction
  - Monitor turbulence of services to customers
  - Coordinate activities between Renewals & Service teams
- Maximize productivity
  - Focus sales representative on critical contracts
  - Quickly identify top contracts needing attention and take necessary action



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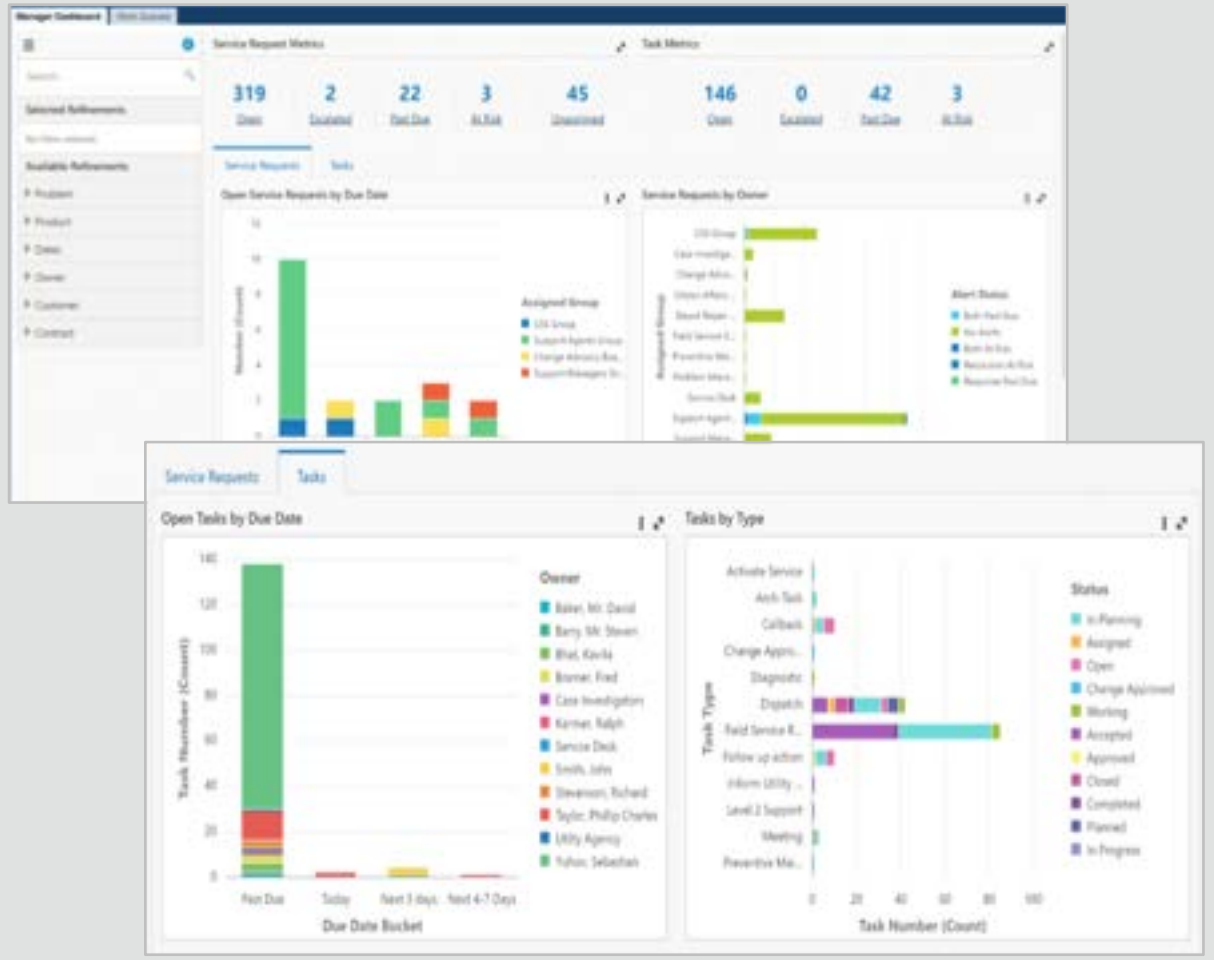
Service Command Center

Mitigate Service Level Agreement Risks and Provide Quality Service

- Ensure SLA compliance
  - Identify service requests with SLA risks
  - Identify tasks which can cause resolution delay
- Identify and act on critical service requests
  - Quickly identify escalated and high priority service requests
  - Take action so critical service requests are worked on first
- Remove bottlenecks and balance workloads
  - Identify unassigned service requests
  - Distribute workload to individuals/groups



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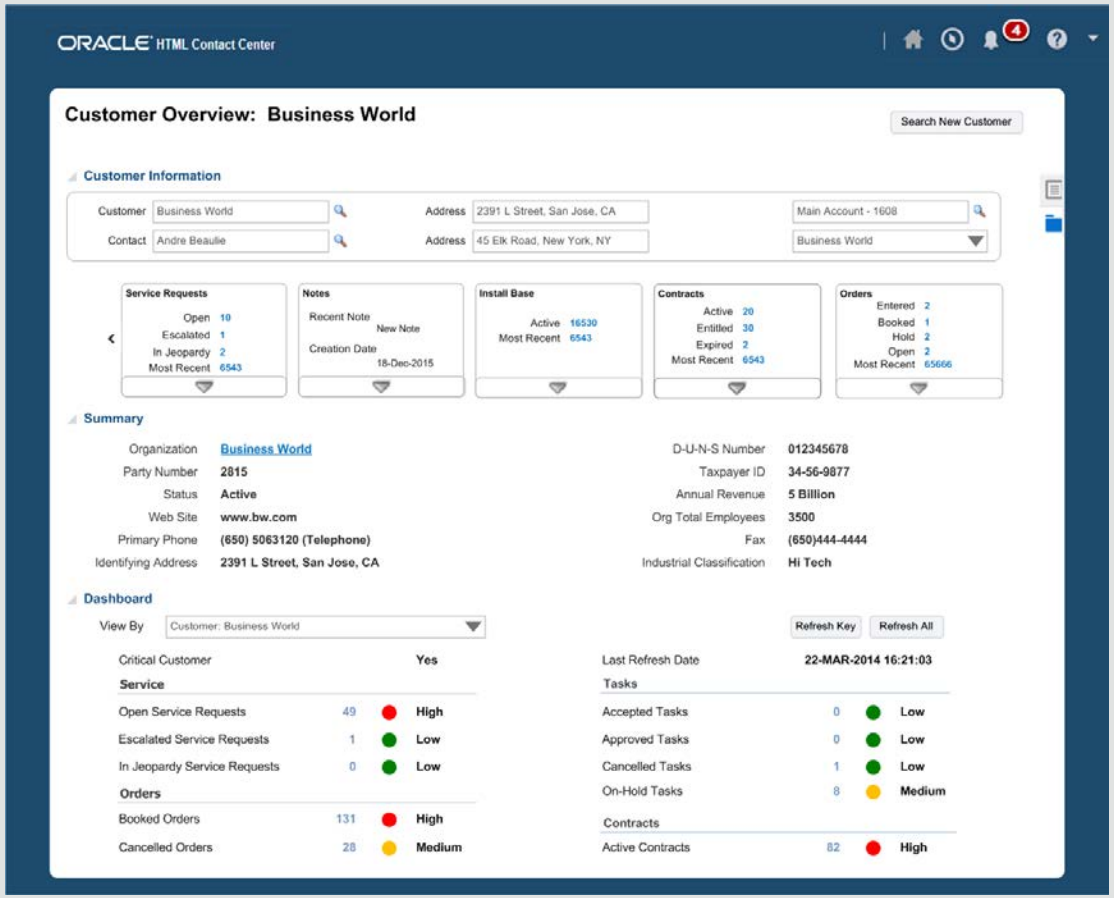
12.2.5 - 12.2.7

TeleService: Contact Center HTML User Interface

Increase Productivity and Faster Call Handling for Support Agents

- New HTML UI as alternative to Forms UI
- Modern, intuitive page designs
  - Info-tiles highlight customer's key transactional information
  - Context Sensitive Search and Actions
  - 360° Customer Overview Dashboard
- Support for big monitors improves call center agent productivity with fewer tabs and scrolling



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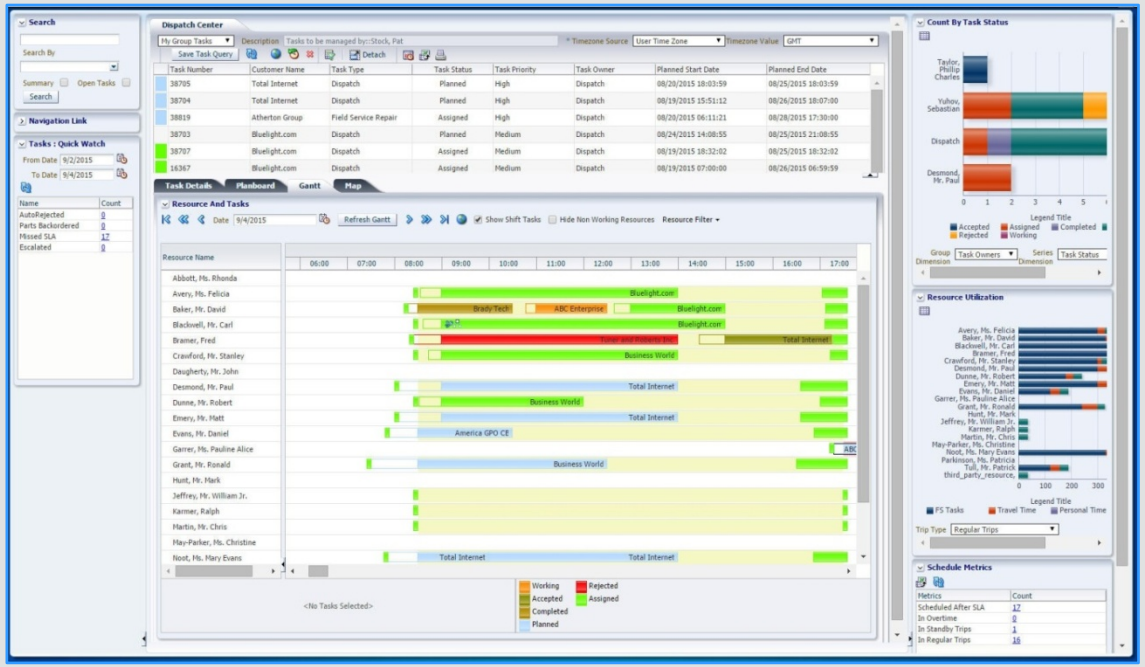
12.2.5 - 12.2.6

Field Service: Dispatch Center HTML UI

Increase Productivity with Configurable HTML UI for Dispatch Service Personnel

- New HTML UI as alternative to Forms UI
- Embedded analytics for schedule quality
  - Travel time ratio
  - Tech utilization
- Modern, powerful UI
  - Highly Configurable/Personalizable
  - Drill-downs for greater info accessibility
- Support for big monitors increases Dispatcher Productivity - less scrolling



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12.2.8

Service Contracts: Enhanced Usage Billing with Group Plans

Better Pricing and Discounts with Counter Groups, Usage Allowances, and Rollovers

Define Contract and Assets

Contract 1

Allowance on asset instance

Contract 2

Allowance on asset counter group

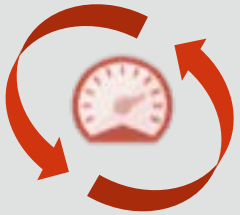
Record Usage

Record usage based on meter readings

Bill based on Usage and Contracts

Single invoice for multiple instances based on usage and allowances

Rollover unused allowance



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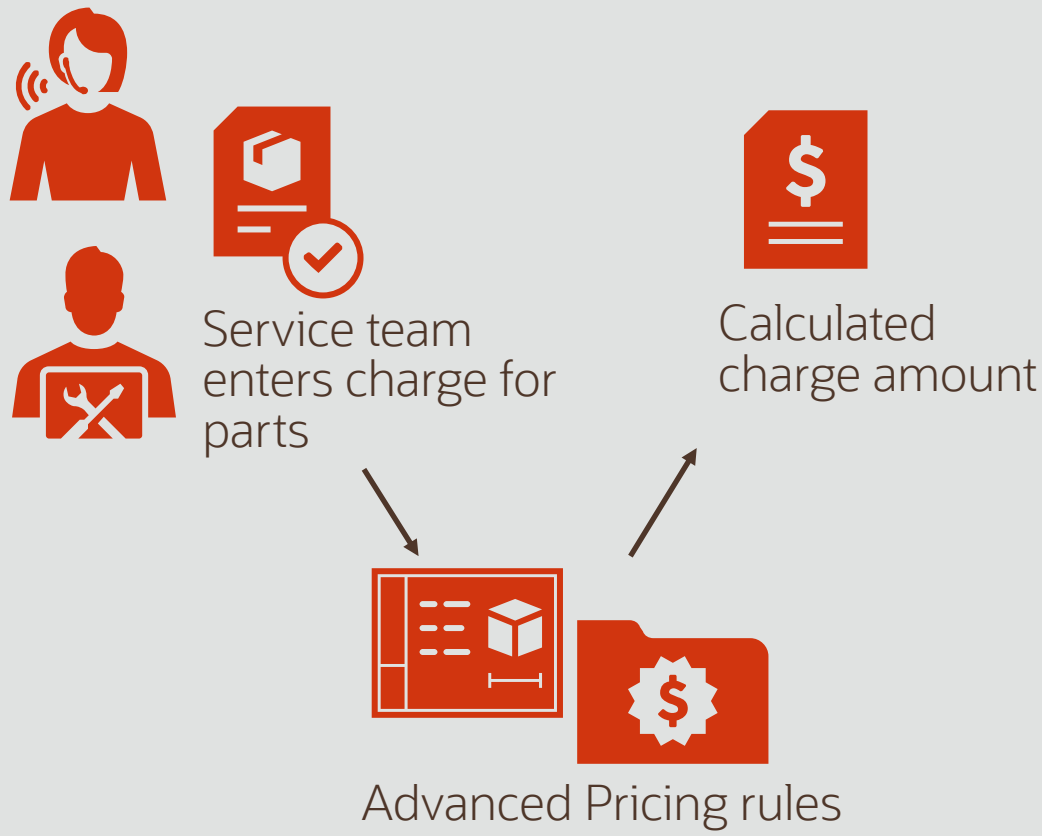
Service: Charges Integration with Advanced Pricing

Enhanced Pricing for Item-Based Charges using Advanced Pricing Rules

- Charges for items (e.g. replacement parts) can be priced using Advanced Pricing rules
- Pricing use cases
  - Customer specific price lists
  - Volume discounts



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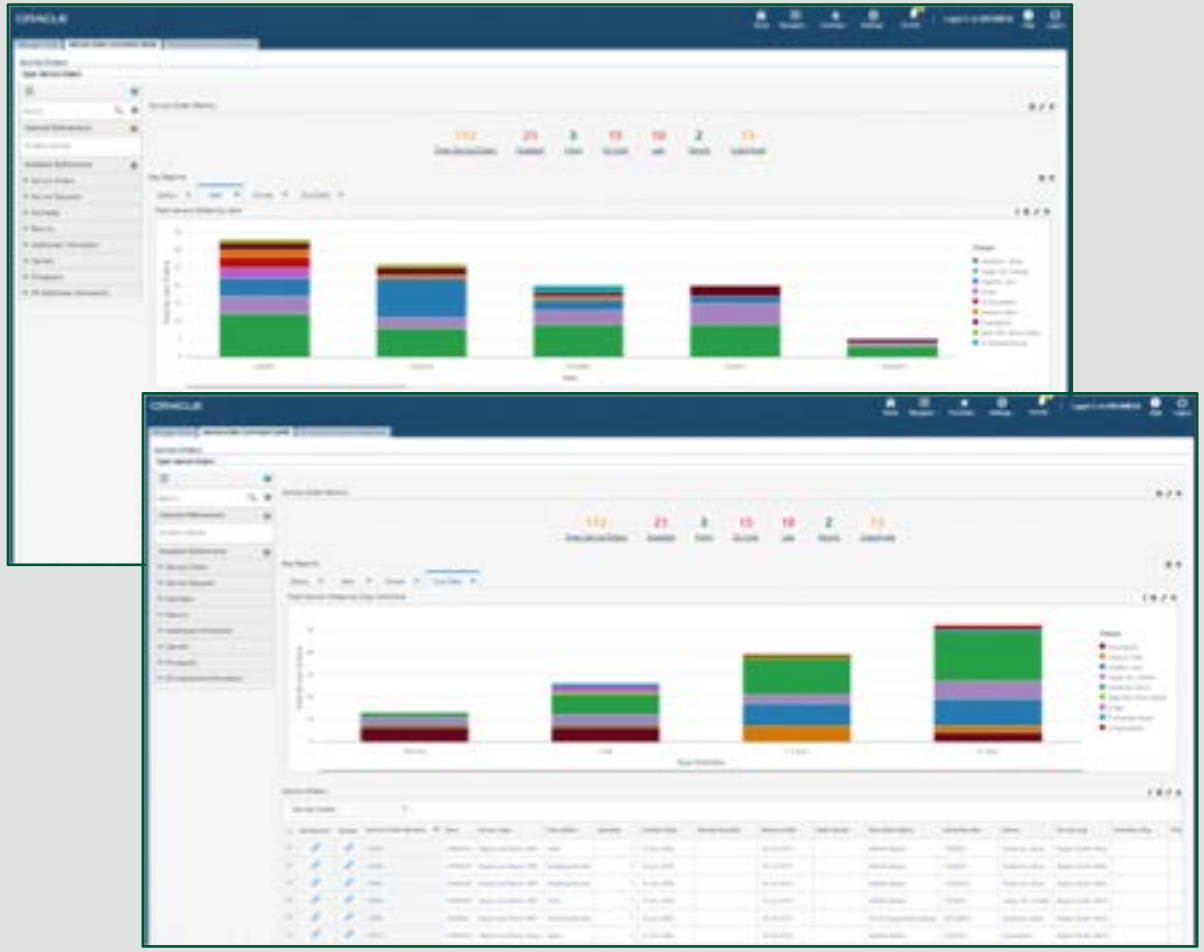
Depot Repair Command Center

Increase Repair Velocity while Improving Performance and Quality

- Reduce turn times and late orders
  - Eliminate bottlenecks and workload imbalances
  - Anticipate and ameliorate demand spikes
  - Remediate aging orders, holds and discrepancies
- Improve repair and product quality
  - Identify and analyze rework
  - Anticipate need for preventive or corrective action
- Improve performance
  - Monitor performance of persons, teams and orgs
  - Monitor performance of 3rd party repair partners



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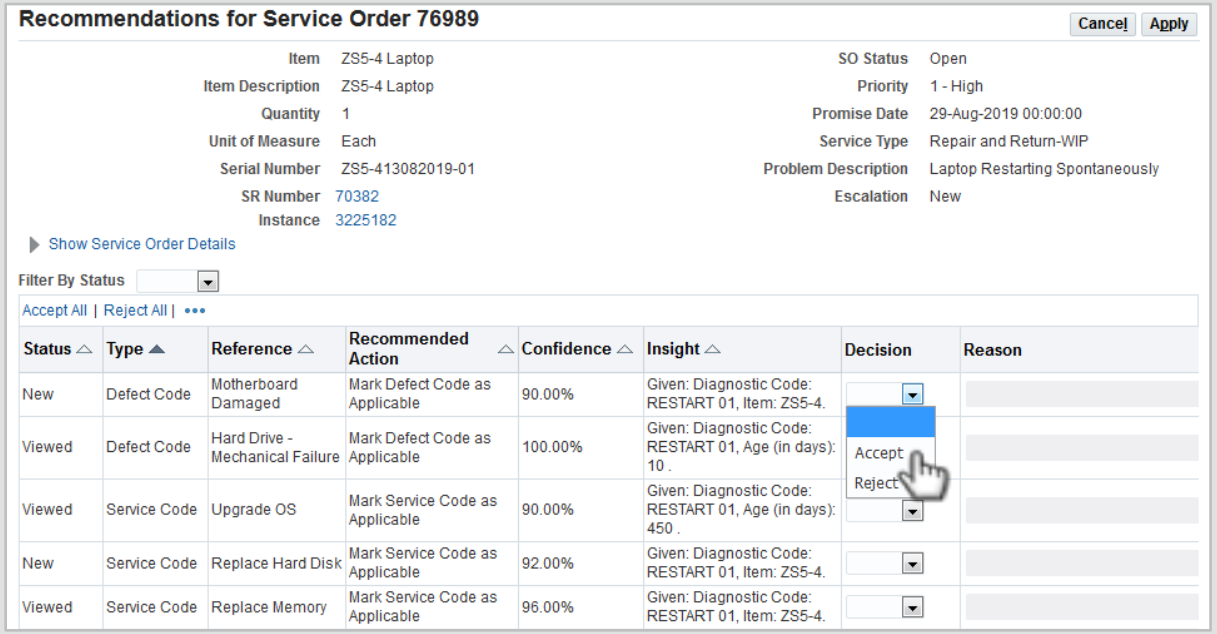
Depot Repair: Prescriptive Recommendations

Expedite and Optimize Service Order Diagnosis Based on Past Service Orders

- Recommended root cause and best fix for service orders
  - System recommends values
  - System provides insight into why the recommendation was made
  - Technician can accept or reject recommendation
- Powered by Oracle Data Mining



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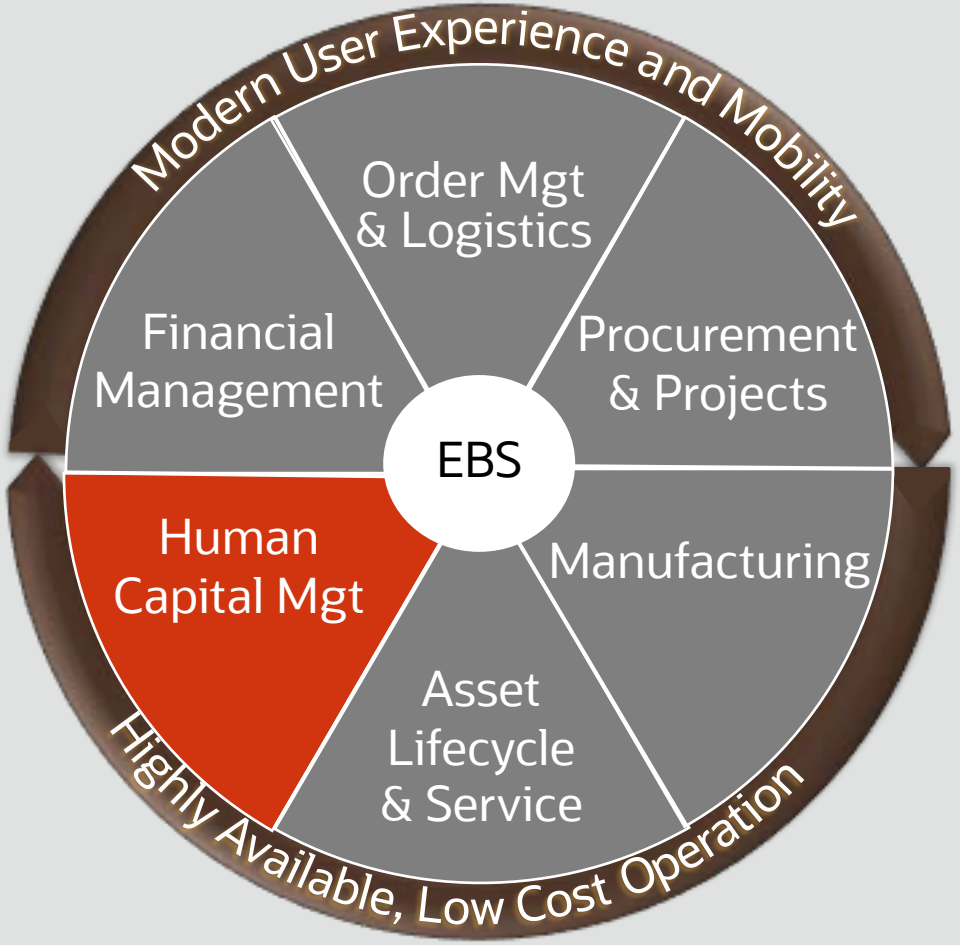
EBS Human Capital Management: 12.2



Key Enhancements

- ✓ Human Resources Command Center
- ✓ Mobile Apps*
- ✓ HTML Dashboards for Payroll and SSHR Administrators*
- ✓ Payroll: Enhanced Administration and Processing
- ✓ Time and Labor: Enhanced Entry and Processing
- ✓ Person Data Removal Tool*

* Available for 12.1.3 and 12.2

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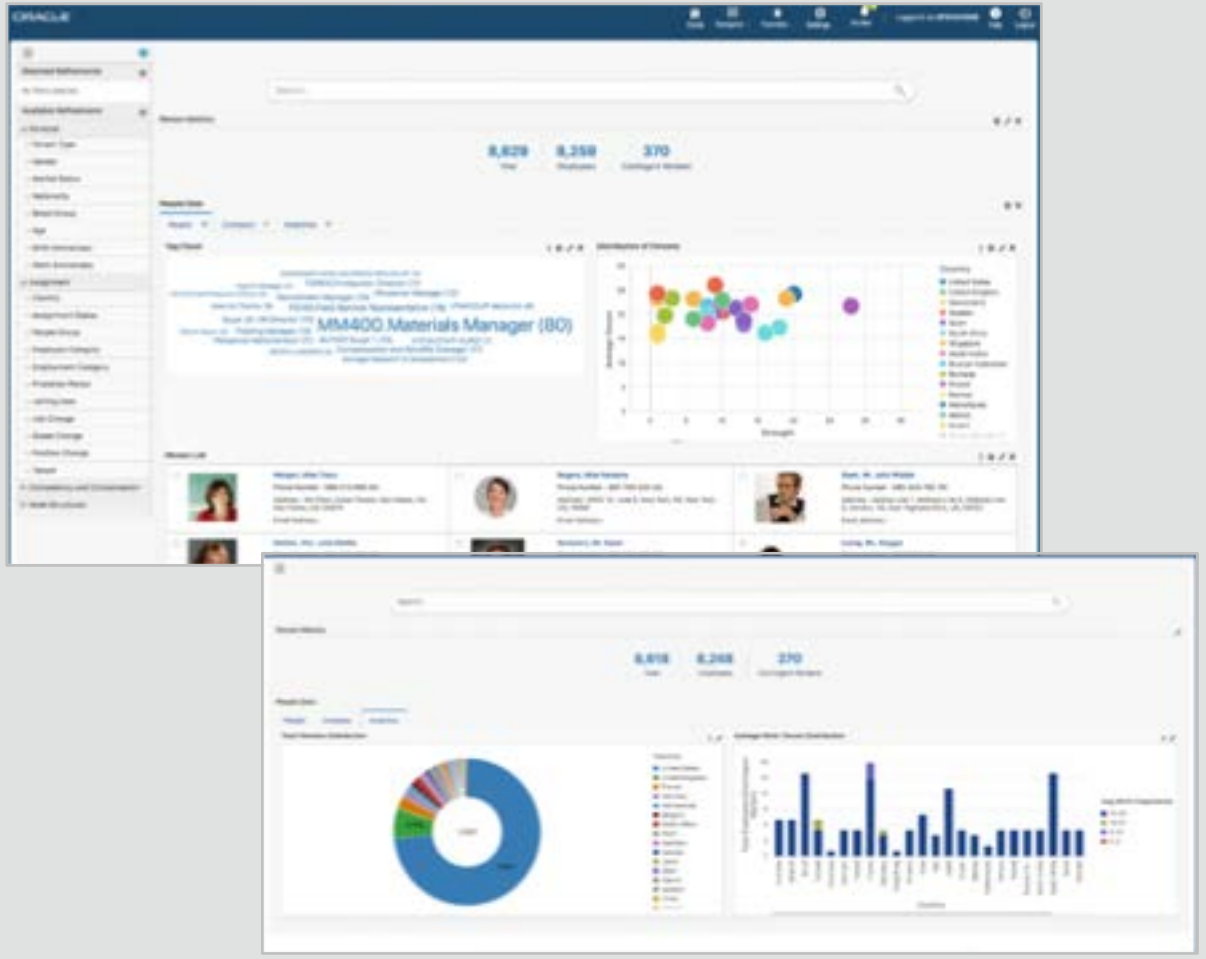
Human Resources Command Center

Effectively Explore and Analyze Workforce for More Informed Decisions

- Easily identify persons using search or filters
  - Explore employees and contingent workers based on personal and assignment attributes
  - Easily select person and perform HR actions
- Compare workforce as individuals and in aggregate
  - Evaluate workforce for better decisions
  - View HR metrics by key attributes



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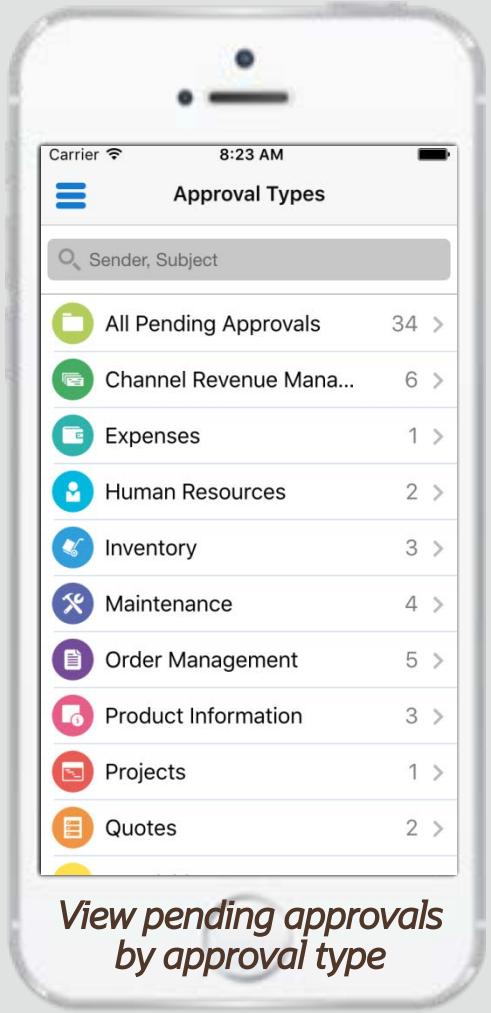
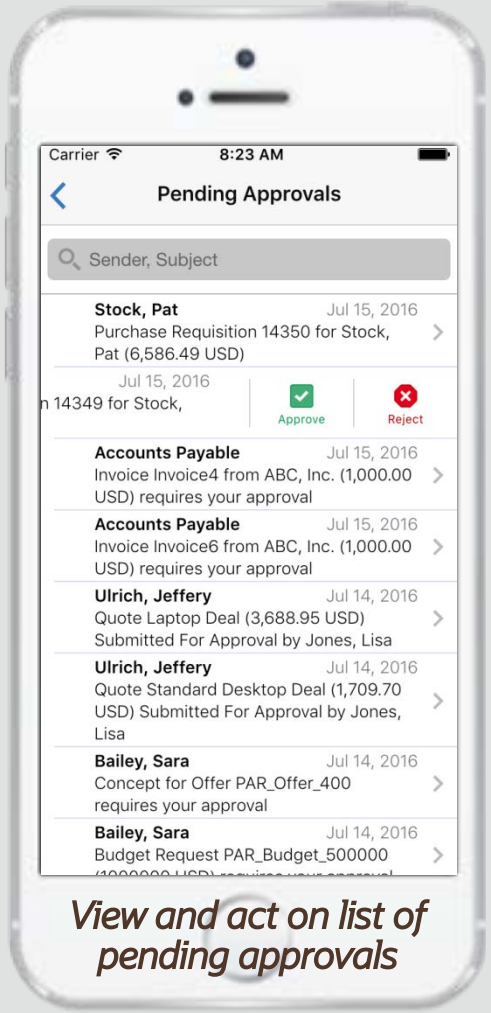
12.1.3 and 12.2

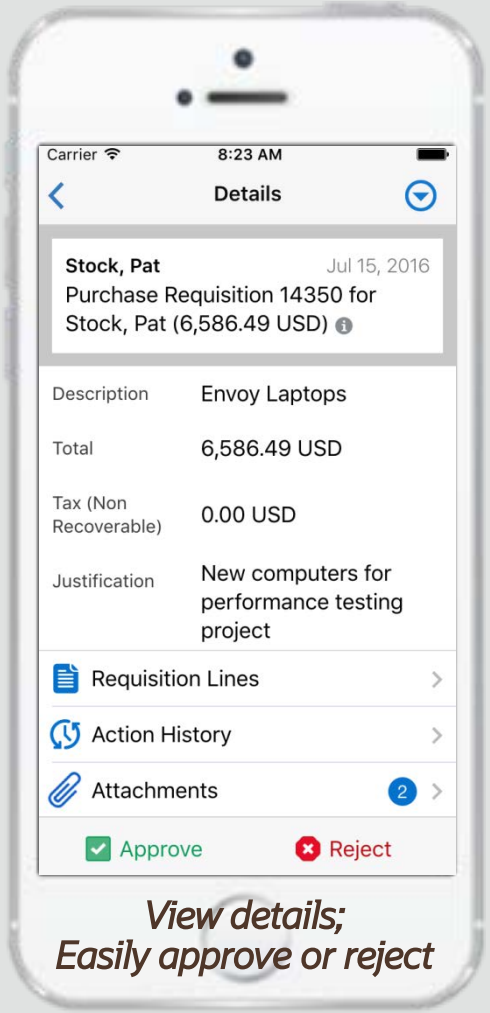
Mobile Approvals



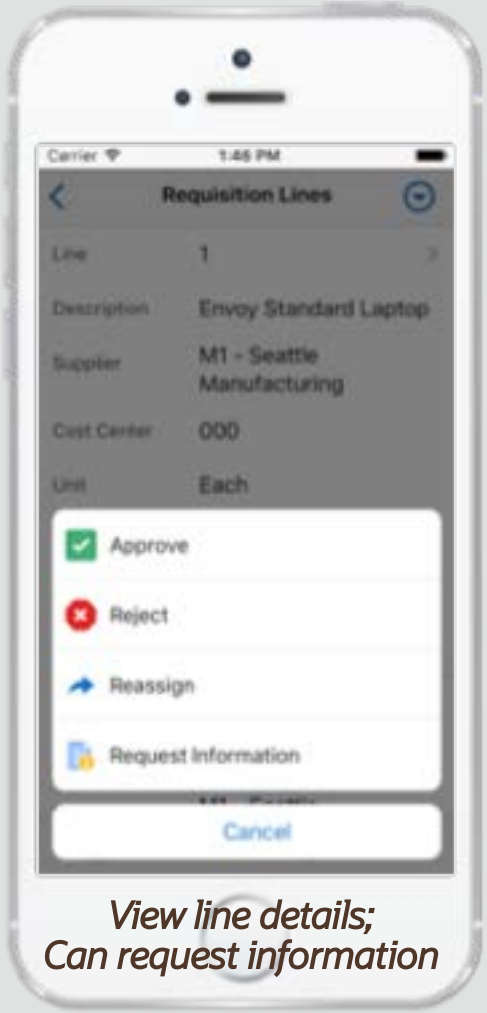
View pending approvals by approval type



View and act on list of pending approvals



View details; Easily approve or reject



View line details; Can request information

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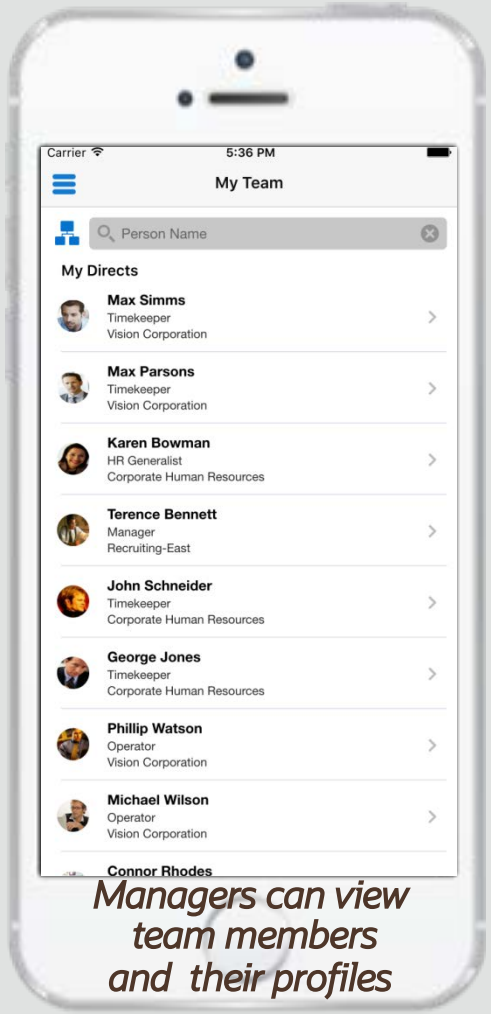
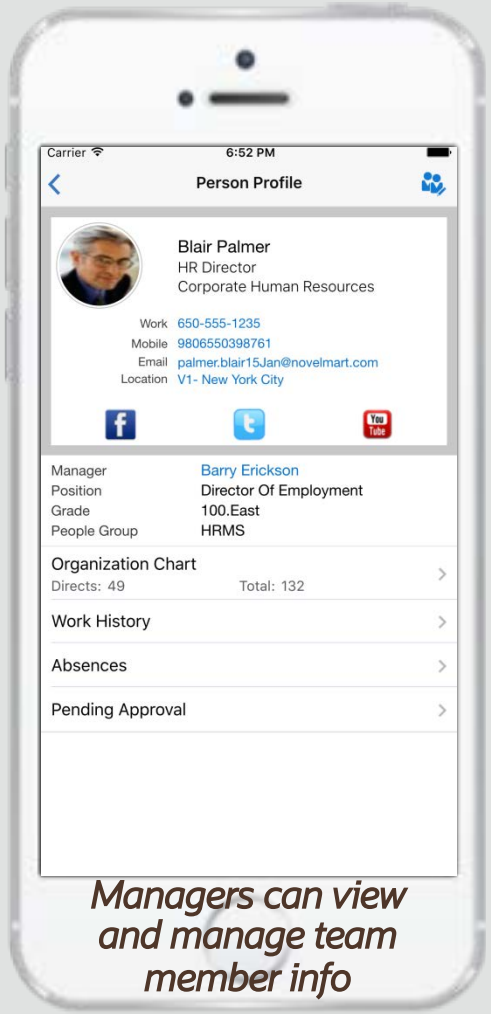
12.1.3 and 12.2

Mobile Self-Service Human Resources



Managers can view team members and their profiles



Managers can view and manage team member info

Employees maintain absences; Managers can view

Employees can view payslips

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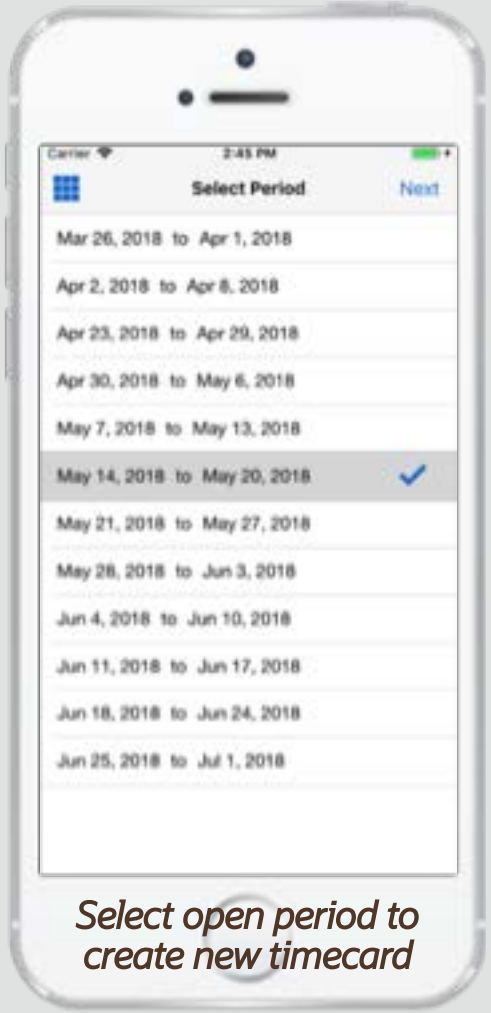
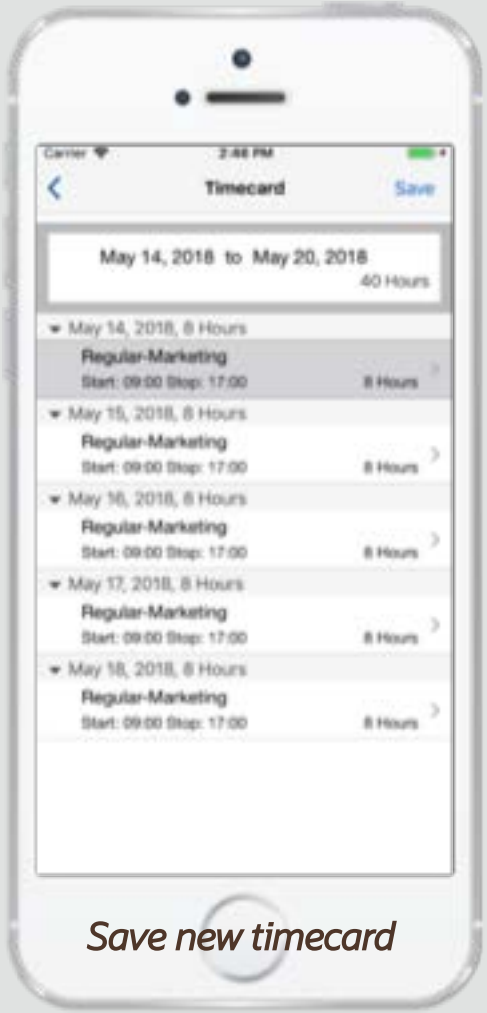
Mobile Timecards: Copy Timecard

Copy Timecard in Springboard



Select open period to create new timecard

Select timecard to copy, w/option to view details



Save new timecard

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Time and Labor: Mass Upload of Timecard Entries

Enhance Efficiency for Timecard Processing

- Mass upload for timecard entries for one or more employees in flat file
- Use downloaded template
- Available to HR administrators, line managers, and authorized delegates

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12.1.3 and 12.2

Person Data Removal Tool (DRT)

Tool to Help Remove Personal Sensitive Data for Selected Persons

- Overwrite selected person data
  - Employees, contingent workers, applicants, etc
  - Customers and suppliers
  - EBS users
- Business analysts can:
  - Identify selected persons to remove
  - Run checks to ensure that the selected persons do not have active transactions
  - Remove sensitive data for the person records that pass those checks
- Driven by removal rules and constraints
  - Provided for standard EBS data
  - Extensible

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Agenda

- Continuous Innovation Release Roadmap
- EBS Strategic Investments
- Practical Paths to Oracle Cloud
- Additional Resources
- Takeaways

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Oracle's Investments for EBS Customers

Leverage EBS Strengths Combined with Broader Oracle Cloud Portfolio

ORACLE CLOUD APPLICATIONS

CHOOSE YOUR PRACTICAL PATH TO ORACLE CLOUD APPLICATIONS

ERP Cloud | SCM Cloud | CX Cloud | HCM Cloud

ORACLE E-Business Suite

UPTAKE EBS ENHANCEMENTS

Functional Innovation

Modern User Experience and Mobility

Operational Efficiency

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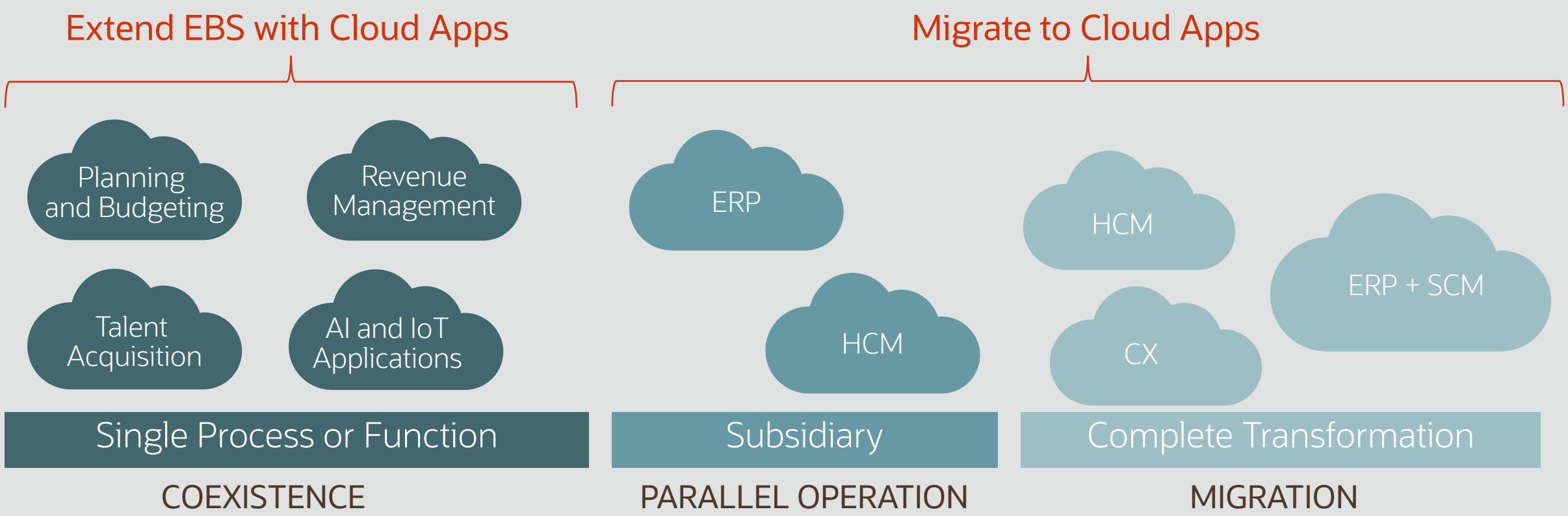
Choose Your Practical Path to Oracle Cloud Applications



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Extend EBS with Oracle Cloud Apps

Hybrid is the New Normal

Single Process or Function - COEXISTENCE

- ERP
  - Planning & Budgeting Cloud
  - Revenue Management Cloud
  - Procurement/Sourcing Cloud (Indirect Proc)
  - Procure-to-Pay Cloud (Indirect Proc)
- CX
  - Sales Cloud with EBS Quoting
  - CPQ Cloud to EBS Order Fulfillment
  - Order Mgt Cloud to EBS Order Fulfillment
  - Service Cloud to EBS Field Service
  - Field Service Management (TOA) Cloud
- SCM
  - In-Memory Cost Management Cloud
  - AI for Manufacturing Cloud
  - IoT Apps
  - Supply Chain Planning Cloud
  - Transportation Management (OTM) Cloud
  - Global Trade Management (GTM) Cloud
  - Product Development Cloud
- HCM
  - Taleo Cloud
  - Talent Management Cloud
  - HCM Cloud with EBS Payroll

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Oracle's Investments for EBS Customers

Leverage EBS Strengths Combined with Broader Oracle Cloud Portfolio

ORACLE CLOUD APPLICATIONS

CHOOSE YOUR PRACTICAL PATH TO ORACLE CLOUD APPLICATIONS

ERP Cloud | SCM Cloud | CX Cloud | HCM Cloud

ORACLE E-Business Suite

UPTAKE EBS ENHANCEMENTS

Functional Innovation

Modern User Experience and Mobility

Operational Efficiency

ORACLE Cloud Infrastructure

MOVE AND IMPROVE EBS USING ORACLE CLOUD INFRASTRUCTURE

Compute | Networking | Storage | Load Balancing | Database Cloud Service | Exadata Cloud Service

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Move and Improve EBS Using Oracle Cloud Infrastructure

The E-Business Suite you KNOW

The E-Business Suite you OWN

The E-Business Suite you CUSTOMIZED

The E-Business Suite you INTEGRATED

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Move and Improve EBS Using Oracle Cloud Infrastructure

Run EBS for Less - Benefits

Benefits

- Reduced Cost
  - Subscribe to database and infrastructure
  - Only pay for what you use
  - Minimize data center expense
- Reduced Risk
  - More automation
  - Fewer operational issues
- Increased Agility
  - Add capacity with fast provisioning
  - Clone EBS systems in minutes

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Move and Improve EBS Using Oracle Cloud Infrastructure

Run EBS for Less – Use Cases

Use Cases

- Non-production environments
  - Dev, Test, Training, UAT etc….
- Disaster Recovery (DR)
- Backup and restore
- Reporting database
- Historical reporting after migration
- Production environment

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Move and Improve EBS Using Oracle Cloud Infrastructure

Run EBS for Less - Why Oracle Cloud for EBS?

Why Oracle Cloud for EBS?

- Support From Single Vendor – Oracle on Oracle
- Automation
  - Provisioning of fresh or demo environment
  - Lift and shift of on-premises environment
  - Automated disaster recovery (planned)
  - Automated backup and restore
  - Scaling out at all tiers
  - Load balancing
- Leveraging Database Cloud Service
  - High performance database tier
  - High availability through Data Guard and RAC
  - Oracle Exadata

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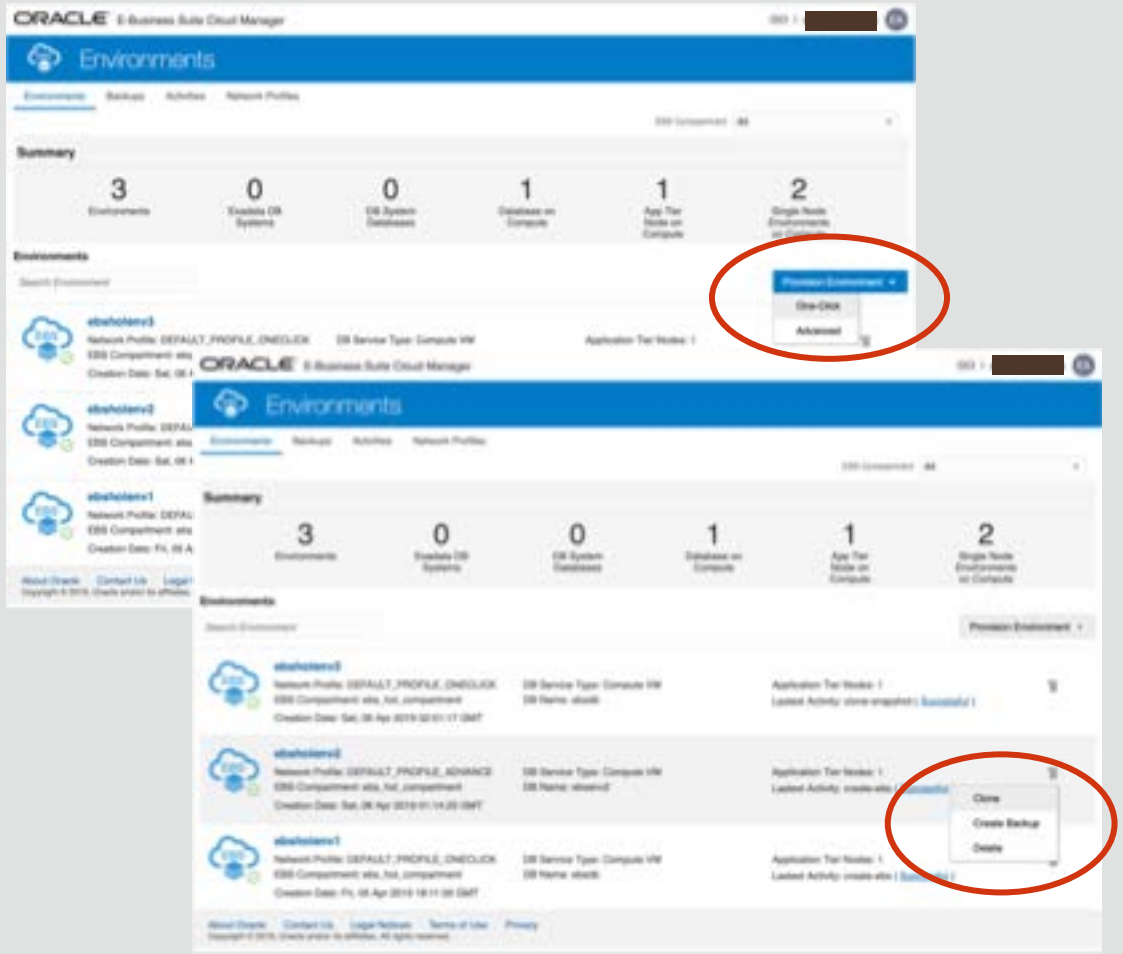
Oracle E-Business Suite Cloud Manager

New UI for EBS Provisioning, Lift & Shift, and Lifecycle Management

- Environment deployment
  - One-Click provisioning with pre-populated deployment options
  - Advanced provisioning with user-selected deployment options
    - Lift and Shift to OCI from on-premises backup
- Lifecycle management
  - Clone environment: minutes vs hours
  - Perform backup and restore
  - Delete environment
  - Planned: Elasticity, DR, Refresh



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Sample of EBS Customers on OCI

EBS on Oracle Cloud Infrastructure (OCI)

250+

Customers

Agenda

- Continuous Innovation Release Roadmap
- EBS Strategic Investments
- Practical Paths to Oracle Cloud
- Additional Resources
- Takeaways

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Engage with Applications Unlimited License Sales

Focused on Oracle E-Business Suite Customers

- Interested in purchasing EBS?
- Want to expand your EBS usage?
- Need EBS licensing help?

- Contact
  - NA: licensesales-naa_us@oracle.com
  - EMEA: appslicensesales_be@oracle.com
  - APAC: appslicensesales-japac_my@oracle.com

Applications Unlimited

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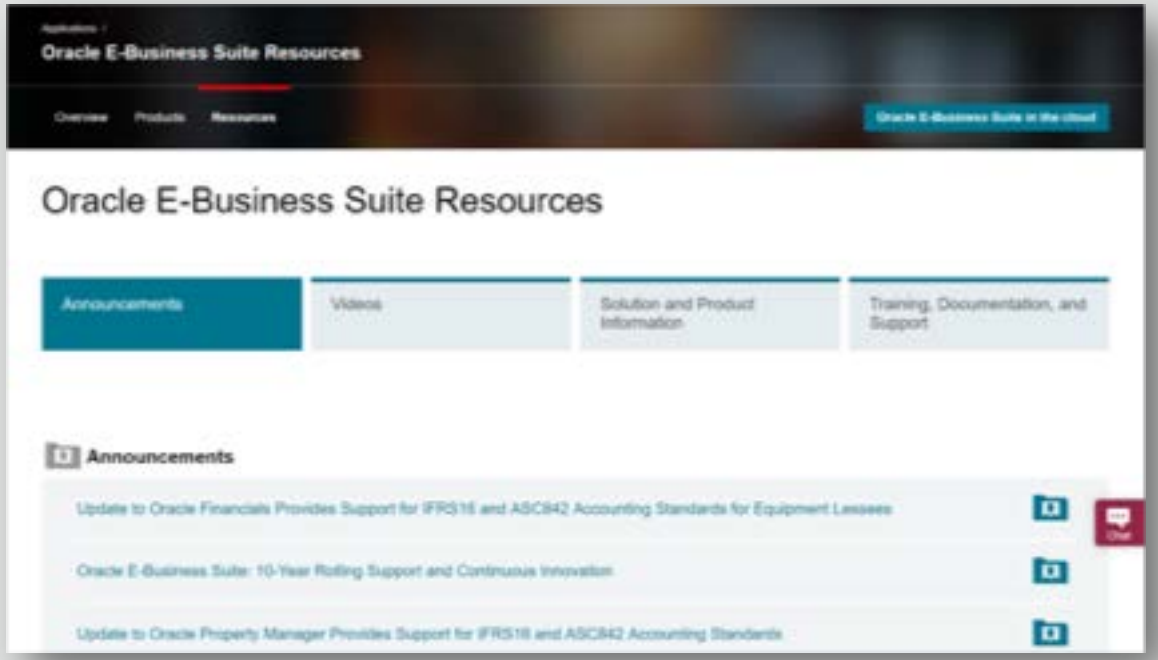
Where to Find EBS News and Information:

www.oracle.com/ebs

Strategy ~ Roadmap ~ Path to Cloud ~ Featured Resources



Announcements ~ Videos ~ Product Info ~ Training ~ Doc

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Oracle E-Business Suite Learning Subscription

Stay Up-to-Date on Everything Oracle E-Business Suite

- Free access to multiple videos: Direct from Development
- Subscription access to over 500 technical and functional training sessions
  - Including: Newly-released topics, Updated User Interface, Expert Advice, Hands-on Labs and Certification Exams
- Continuous updates and additions

learn.oracle.com/subscriptions/ebs

Link

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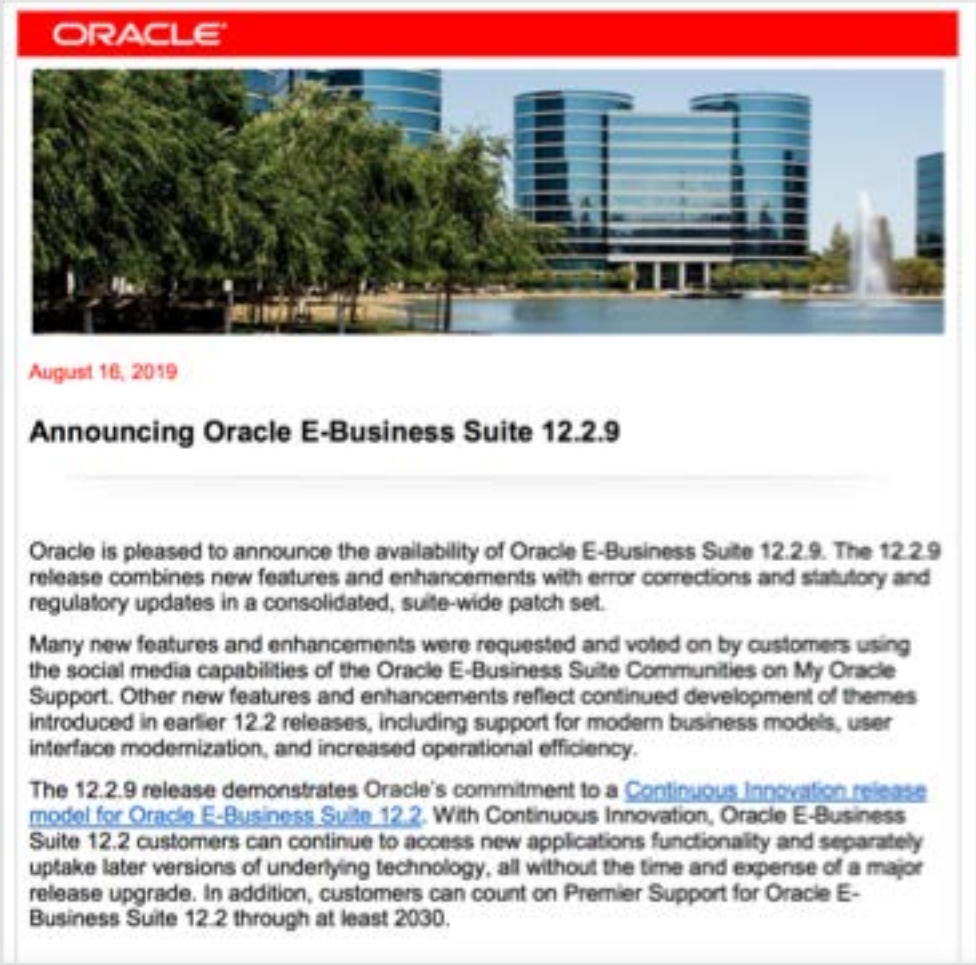
EBS 2019 Innovations - Announcement and Video

Available under www.oracle.com/ebs > Resources > Announcements

- Oracle E-Business Suite 2019 Innovations (pdf)
- Oracle E-Business Suite 2019 Innovations (video)


ORACLE

August 16, 2019

Announcing Oracle E-Business Suite 12.2.9

Oracle is pleased to announce the availability of Oracle E-Business Suite 12.2.9. The 12.2.9 release combines new features and enhancements with error corrections and statutory and regulatory updates in a consolidated, suite-wide patch set.

Many new features and enhancements were requested and voted on by customers using the social media capabilities of the Oracle E-Business Suite Communities on My Oracle Support. Other new features and enhancements reflect continued development of themes introduced in earlier 12.2 releases, including support for modern business models, user interface modernization, and increased operational efficiency.

The 12.2.9 release demonstrates Oracle's commitment to a Continuous Innovation release model for Oracle E-Business Suite 12.2. With Continuous Innovation, Oracle E-Business Suite 12.2 customers can continue to access new applications functionality and separately uptake later versions of underlying technology, all without the time and expense of a major release upgrade. In addition, customers can count on Premier Support for Oracle E-Business Suite 12.2 through at least 2030.

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Agenda

- Continuous Innovation Release Roadmap
- EBS Strategic Investments
- Practical Paths to Oracle Cloud
- Additional Resources
- Takeaways

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Takeaways

- EBS 12.2 provides substantial value now and into the future
  - Online Patching
  - Enterprise Command Centers (ECC)
  - 9 years of functional advancements and UI improvements beyond EBS 12.1.3
  - Continuous Innovation: Ongoing functional enhancements and technology modernization
  - Long term Premier Support

- Customers need to move beyond EBS 12.1
  - EBS 12.1 Premier Support ends Dec 2021
  - Customers need to decide and act on next step
    - Migrate to Oracle Cloud Applications
    - Upgrade to EBS 12.2

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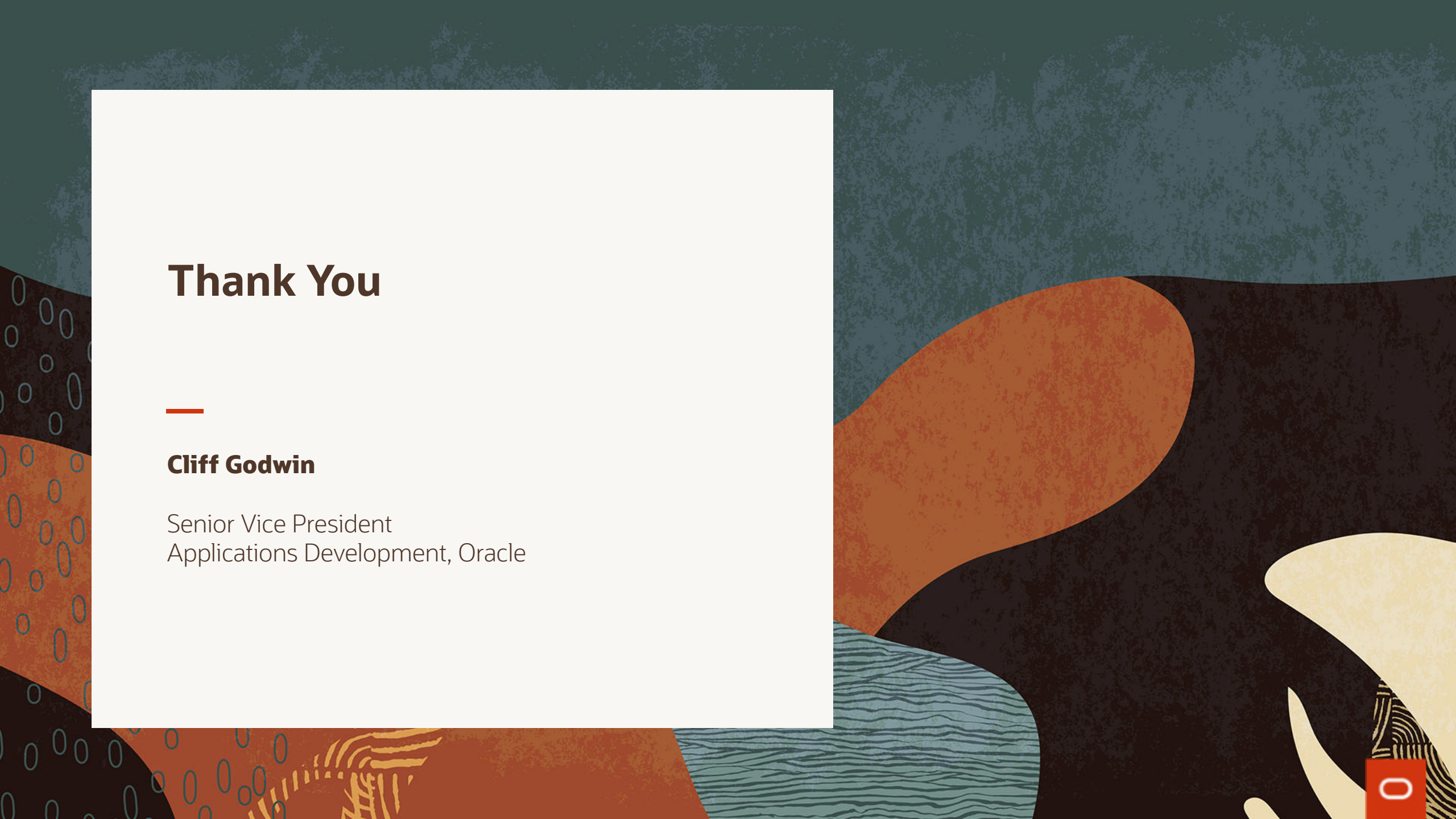
Thank You

Cliff Godwin

Senior Vice President
Applications Development, Oracle