





E-Business Suite Customers Achieving Business Values with Oracle Fusion Middleware Today and Beyond

Nadia Bendjedou

Director – Product Strategy Applications Development Oracle Corporation

Markus Zirn

Senior Director – Product Management Fusion Middleware Development Oracle Corporation The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.



10 Things You Can Do Today to Prepare for Oracle Fusion Applications

Best Practices & Common Sense

- **1** Move to the Latest Applications Releases
- Prepare a Roadmap to Evolve to Oracle Fusion Applications
- **3** Inventory your Enterprise Assets

Leverage the Next Generation Technology Today White Paper Extend the Value of Oracle Applications Unlimited

- 8 Rethink your "Customization" Strategy
- 5 **Consolidate** your Master Data
- 6 Embrace SOA-Based Integration
- **7 Extend** your Business Intelligence Applications Portfolio
- 8 Adopt Enterprise Reporting & Publishing
- **9** Secure your Global Enterprise
- **Centralize** your Applications Lifecycle Management

ORACLE

NEW

Embrace SOA-Based Integration Oracle Fusion Middleware



Development Tools

Unified SOA Development Tool & Framework

User Interaction

Web 2.0 Portal, Rich Internet Apps, Mobile, Search, Desktop, Presence, VoIP

Business Intelligence

Data Integration, Query & Analysis, OLAP, Dashboards, Reports, Alerts, Real-Time



Content Management

Web Content, Documents, Digital Assets, Imaging, Records, Information Rights

SOA & Process Management

ESB, BPEL PM, Workflow, BAM, Rules, B2B, MDM, Registry, SOA Governance

Application Server



Java EE, Web Services, Complex Event Processing, XTP, RFID & Sensors, SIP

Grid Infrastructure

Application Clusters, In-Memory Data Grid, Common Metadata Services



Enterprise Management

Provisioning, Diagnostics, Tuning, Configuration Management



Identity Management

Provisioning, Access Management, Federation, Audit, Directory

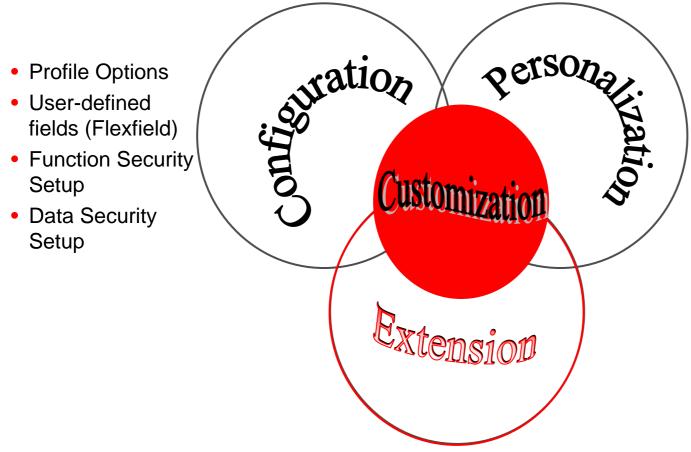




Rethink your "Customization" Strategy

Leverage Next Generation Technology Today

Rethink your "Customization" Strategy Oracle Principles



- Changes the order in which table columns are displayed
- Tailor a query result
- Change the color scheme of the UI
- Add attributes on the display
- Folder Forms
- Forms
 Personalization
- Oracle Application Framework (OAF) Personalization

- Add new functional flows
- Extend or override existing business logic



Rethink your "Extension" Strategy Business Requirements

- Extending the functionality (composite applications)
- Self-Service functionality
 - Larger user population
- Empowering information workers through advanced user interfaces
 - Ajax-style UI to enable "autosuggest" capability
 - Expose flows, cross apps, through a single UI
 - Business users dashboards, real-time gauges of transactional systems and business processes



Rethink your "Extension" Strategy Composite Applications

- Example and Need: Solution that would allow to monitor and manage warrantee claims
 - Manual process that is error prone and open to fraud
 - Need for a secure web based method for registering warrantee claims into the Oracle Financial Application
 - Customers need to submit claims through the web
 - Need to check claim status online
- Solution: Oracle ADF with WebCenter
 - Front end to interact with E-Business Suite Financials via Web services
 - In addition, it provides a claims workflow user interface for caseworkers
 - Leverage the human workflow capabilities of Oracle BPEL PM, while interacting directly with Oracle E-Business Suite at the back end



	t Explorer		E
gdt yew Fevorites Sools Help			
0 . 2 2 6 2 2 0	0·14 III -		
ttp://werranty.universalballast.com	n/wrs/faces/jsp/claimform.jsp		🛩 🛃 Go
 Search Web 	• 🧷 🗹 🛛 🖌 Form Fill 🔹 🔂 Allowed 🔹	18	
🖟 💠 🚵 Warranty Claim Form			
			PORTALE 😝 Sign.Or
Universal			
Lighting lechnologie	19. (c)	Warranty Claim	System
HOME CUSTOMER SERVICE	HELP		
		AD	
	- 0-	0 0 0	
	-	Step 1 of 4:	
	File	a Warranty Claim	
arranty Claim #			
	elect the addresses involved in your claim.		
se the drop-down list to select pre-	nously entered addresses, or enter a new or	0.	
old indicates required input.			
di Sita	Contractor	Distributor	
bb Site 🕜 💌	Contraction (Contraction)		
Company/Location	Company/Location	Company/Location	
	Contraction (Contraction)		
Company/Location Address	Company/Location Address	Address	
Company/Location Address City	Company/Location Address	Company/Location Address City City	
Company/Location Address City State/Province	Company/Location Address	Address	
Company/Location Address City State/Province Country	Company/Location Address City State/Province	Company Location Address City State/Province	
Company/Location Address City State/Province Country ZIP/Postal Code	Company/Location Address City State/Province Country	Company / Location Address City State / Province Country	
Company/Location Address City State/Province Country Ztp/Postal Code ax Code (Canada)	Company/Location Address City State/Province Country ZIP/Postal Code	Company / Location Address City State/Province Country ZIP / Postal Code	
Company/Location Address City State/Province Country ZIP/Postal Code	Company / Location Address City State / Province Country ZIP/Postal Code Tax Code (Canada)	Company / Location Address City Slate / Previnc Country ZIP / Postal Code Tax Code (Canada)	
Company/Location Address City State/Province Country ZP/Postal Code ax Code (Canada) one at	Company/Location Address City State/Province Country ZIP/Postal Code Tax Code (Canada) Phone	Company (Jucation Address City State /Province Ceasity ZZ /PostCote Ta: Cote (Casta) Phone	
Company/Location Address City State/Province Country ZIP/Postal Code State Code Cranda) Done	Company/Location Address City State/Province Country ZIP/Postat Code Tat Code (Canada) Phone Face	Company/Location Address City State/Province Ceastry ZIP/Pootal Code Trac Code Prove	
Company/Location Address City City Constant Constant ZIP/Povince Constry ZIP/Povince Constry Constry Constant Constant Constry Constant Co	Company/Location Address City State/Province Country ZP/Postal Code Tat Code (Canada) Phone Pase Email	Company / Locabue Adress City City State/Province Costry Z20/Postal Coste Post File Post File File File File File File File File	
Company/Location Address	Company/Location Address City State/Province Coastry Zir/Proceal Code Tax Code (Canada) Phone Fax Exail Exail Exail Exail Exail Exail Exail Exail	Company / Locabue Adress City City Cathy Cathy Cathy Cathy For Cathy For Cathy	
Company/Location Address	Company/Location Address City State/Province Country ZIP/Postal Code Tax Code (Canada) Phone Fax Email Attention	Company / Locabue Adress City City Cathy Cathy Cathy Cathy For Cathy For Cathy	
Company/Location Address City City City City Construct C	Company/Location Addess City City Estate/Provide Tax Code (Canada) Phone Para Estate Attention Attention Attention	Company/Location Addres Colored Colore	
Company/Localios Address Addre	Company/Location Address State/Typest State/Typest Tax Cole (Canada) Prove Enail Attention ex. forter one for data Crategio Stateod Attention ex. forter one for data Crategio Stateod box to add another fine in the fallening sector tor to add another fine in the fallening sector	Company / Location Address City State //Yvvice Cost Cost Prov Cost Cost Attention Attention Attention Cost Cost Cost Cost Cost Cost Cost Cost	
Company/Location Address City State/Province Coastry State/Province Coastry State/Province Coastry State/Province Coastry State/Province Coastry State/Province Coastry State/Province Sta	Company/Location Addess City City Estate/Provide Tax Code (Canada) Phone Para Estate Attention Attention Attention	Company/Location Addres City Stats/Provide Casality Z20/Poolal Code Tra Code Tra Code Casality Poon Poon Poon Poon Poon Poon Poon Poo	
Company/Localios Address Addre	Company/Location Address State/Typest State/Typest Tax Cole (Canada) Prove Enail Attention ex. forter one for data Crategio Stateod Attention ex. forter one for data Crategio Stateod box to add another fine in the fallening sector tor to add another fine in the fallening sector	Company / Locale Advess City State //Yvvice Cost Cost Prov Cost Cost Attention Prov Cost Attention Cost Cost Cost Cost Cost Cost Cost Cost	

S - Claim Queue - Microsoft								
Edit Ven Figvorites Eools								
0.336 2	* 0 0 . 4 1							
http://warranty.universe	iballast.com/pls/wcs/wrs_clai	m_queue.list						- 🖸 Ca
	earch Web 🔹 🛃 📝	Form Fill . 🚍 Allows	ed • 👬					
🔊 💠 🔬 WCS - Claim Qu	eue							
						User	s Oracle Portal WCS	
Universal							Jaime: 0 Total Activ	
WCS - Claim Queue						Hy ALLIVE C	taining: 0 Turcai Acting	e classes. 1
Group Claims						Filter	My Group Claims 🛩 [Apply Filter
Unio # T Customer #	Assigned To	Auto Assignee	Customer Type	State	Country	Date	Assign To	1010000
2	Candice Yoder	Rex Sutton	AGENT	10	USA	02-3AN-07	×	60
5	TES Queve	Levern Lee	CONTRACTOR	HE	USA	03-3AN-07	- ×	60
Z	Henri Green	Rick Grimes	AGENT	tx.	USA	04-3AN-07		60
1	Rex Sutton	Rex Sutton	AGENT	N3	USA	05-3AN-07	9	60
2		Rex Sutton	AGENT	83	USA	05-3AN-07	*	60
10	Henri Green	Rick Grimes	AGENT	tx.	USA	05-3AN-07	×	60
11	Lavern Lee	Candice Yoder	END_USER	1deho	USA	18-3AN-07		60
12	Kimberly Patterson	Henri Green	ADMINISTRATOR	TN	USA	18-3AN-07		Go
13	Kimberly Patterson	Candice Yoder	DISTRIBUTOR	Quebec	Canada	18-3AN-07		G0)
24		Candice Yoder	CONTRACTOR	VA	USA	19-3AN-07	~	Go
16		Claudia Black	DISTRIBUTOR	ма	USA	19-3AN-07	×	Go
12		Linda Cast	DISTRIBUTOR	68	USA	19-3AN-07	×	60
24	Claudia Black	Candice Yoder	AGENT	Maine	USA	20-3AN-07		60
19		Lavern Lee	DISTRIBUTOR	ME	USA	22-3AN-07		60
20		Levern Lee	DISTRIBUTOR	wt	USA	22-3AN-07	×	Go
22		Linda Cast	DISTRIBUTOR.	OR	USA	22-3AN-07		60
22	Linda Cast	Candice Yoder	CONTRACTOR	Washington	USA	22-3AN-07		Go
24	Claudia Black	Candice Yoder	END_USER	Pennsalvania	USA	23-3AN-07	×	Go
25		Candice Yoder	END_USER	Masouri	USA	23-3AN-07	×	Ge
25	Lavern Lee	Lavern Lee	CONTRACTOR	Π.	USA	23-3AN-07	×	Go
28		Rick Grimes	END_USER	AR	USA	23-3AN-07	×	Go
25		Rex Sutton	AGENT	80	USA	23-3AN-07	×	Go
25	Rick Grimes	Rex Sutton	END_USER	NJ	USA	23-3AN-07	2	Go
22		Lavern Lee	END_USER	HN	USA	23-3AN-07	×	Go
#2		Levern Lee	CONTRACTOR	wi	USA	23-3AN-07	×	60
41	TES Queue	Candice Yoder	AGENT	Wisconsin	USA	23-3AN-07		Go
42		Linda Cast	DISTRIBUTOR	CA	USA	23-3AN-07		Go
44		Levern Lee	AGENT	UT	USA	23-3AN-07	×	Ge

Business Issue:

- Expensive, manual warranty mgmt. process (fax, phone)
- Error / fraud prone and relied heavily on several FTEs to manage the system

With FMW:

- •3 months implementation of online selfservice
- The system processes ~5000 claims per month
- Maintainable application
- Saved \$2M annually
- •Re-assigned 3 FTEs



Rethink your "Extension" Strategy Self-Service Functionality

- Examples: Develop a unified, single Web-Interface, Infrastructure and a Collection of Services Providing Access to News, Information, and Content And Corporate Self-Service Functionality to Employees
 - Consolidate Intranet Sites
 - Single Point of Entry
 - Improved & Consistent User Experience
 - Reduced Sign-Ons
 - Personalized Content & Services
- Solution: Oracle ADF (Struts and EJB 2.0) + Oracle Portal +Oracle SSO etc...
 - Front-end UI to interact with E-Business Suite HR Data using Web Services
 - Oracle SSO



Rethink your "Extension" Strategy Self-Service Functionality

- Examples: Develop a unified, single Web-Interface, Infrastructure and a Collection of Services Providing Access to News, Information, and Content And Corporate Self-Service Functionality to Employees
 - Consolidate Intranet Sites
 - Single Point of Entry
 - Improved & Consistent User Experience
 - Reduced Sign-Ons
 - Personalized Content & Services
- Solution: Oracle ADF (Struts and EJB 2.0) + Oracle Portal +Oracle SSO etc...
 - Front-end UI to interact with E-Business Suite HR Data using Web Services
 - Oracle SSO

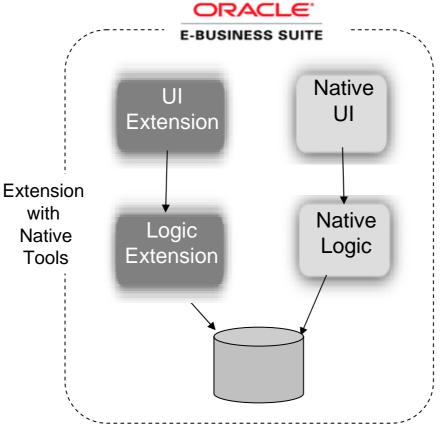


Rethink your "Extension" Strategy Self-Service Functionality

- Examples and Business Need: Unlock Buried Functionality...
 - The recruiting department had a difficult time accessing the standard Oracle CRM screens to get leads, status leads and to follow up on leads. Most field advisors had very poor connectivity due to location and lack of high speed broadband.
 - Even with higher speeds the process was too slow for the advisors to be effective
 - E-Business Suite Oracle Student System (OSS) and Oracle CRM
- **Solution:** Oracle ADF + Oracle SOA
 - Custom web JSP based application utilizing back end services to retrieve and update information
 - The access time for an advisor through the company portal dropped from 10+ minutes for a single lead to less than 30 seconds over a Sprint wireless card
 - The Oracle Fusion Middleware provides standard's based powerful tools to unlock many of the features in Oracle E-Business that are buried under the standard interface through application specific connectors and other productive enhancement features.



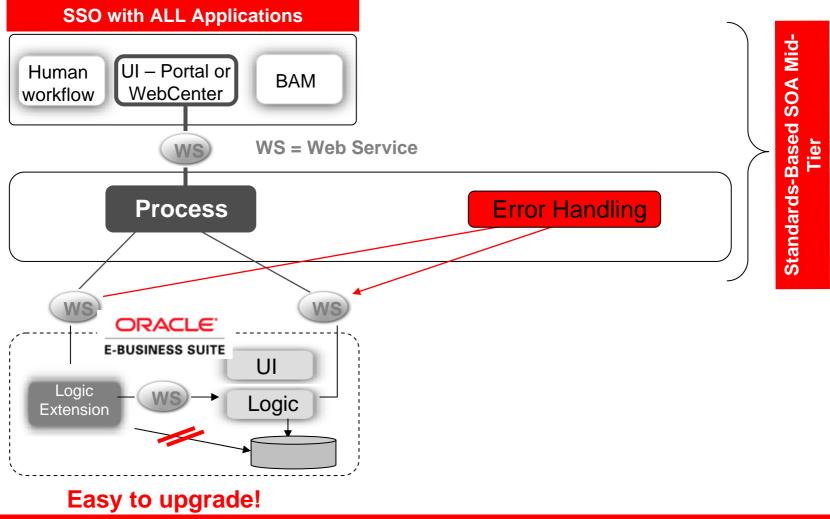
Rethink your "Extension" Strategy Typical Scenario



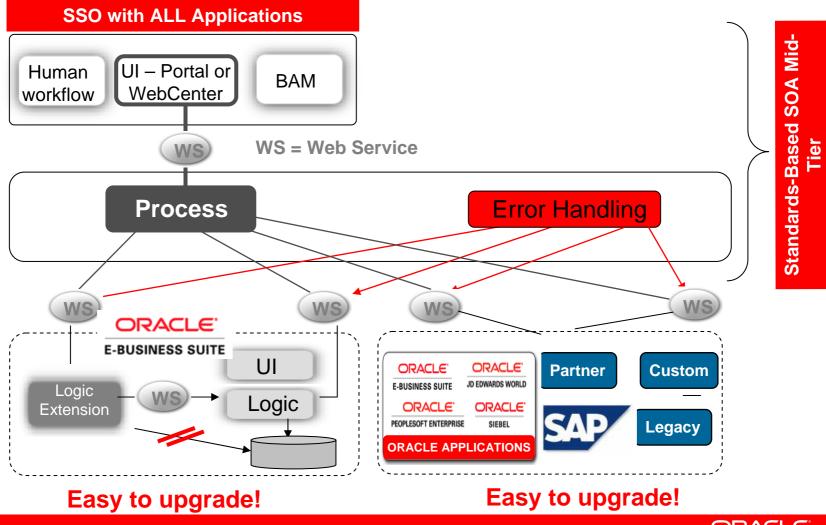
Hard to upgrade!



Rethink your "Extension" Strategy Leverage FMW for your Extensions



Rethink your "Extension" Strategy Leverage FMW for your Extensions



Rethink your "Extension" Strategy Customer Success



Large, Integrated Financial Services Firms

- E-Business Suite HR, complementary custom HR apps
- Unified HR Self Service UI using Oracle Portal



Pioneer of the Home Party Sales Model

- Worldwide sales portal for direct-selling associates
- Access to order management, updates and collaboration



Leader in visual display products

- Runs E-Business Suite
- SOA Suite and ADF orchestrate special pricing approval



Fortune 500 wireless telecommunication giant
Runs E-Business Suite & Agile
SOA Suite, ADF, Toplink for composite app development

DeVry University

- Major for Profit Education Provider
- Runs E-Business Suite (Oracle Student System (OSS) & CRM)
- SOA Suite, ADF, fast access to leads and to provide status on those leads



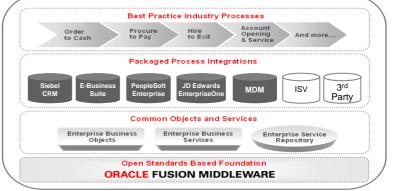
Embrace SOA-Based Integration

Leverage Next Generation Technology Today

Embrace SOA-Based Integration Customer's SOA Roadmap with Oracle

- Consider pre-built SOA
 - Customers' priorities:
 - Performance
 - Scalability
 - Availability
 - Security
- Build your SOA
 - Customers' priorities:
 - Modify business processes
 - Introduce new capabilities
 - Extend business service portfolic







Embrace SOA-Based Integration E-Business Suite SOA-Enablement

Oracle Integration Repository

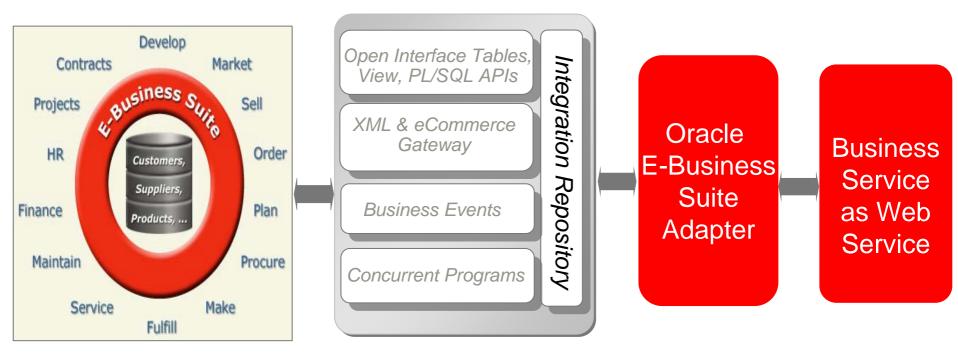
- Compilation of information about the numerous service endpoints exposed by the Oracle E-Business Suite of applications.
- Provides a complete catalog of Oracle E-Business Suite's business service interfaces
- <u>Hosted for 11.5.10</u> --> http://irep.oracle.com/
- Shipped with R12

E-Business Suite Adapter

- Part of Oracle FMW 10.1.3
- Provides, bidirectional, multimodal, synchronous, and asynchronous connectivity
- Exposes E-Business Suite Integration Interfaces as Web Services
- Interfaces with iRep to expose only recommended public integration interfaces



E-Business Suite SOA-Enablement Schematic Architecture





Embrace SOA-Based Integration Build your Own SOA – Oracle SOA Platform

- Connect & Route
 - Oracle ESB (Enterprise Service Bus)
 - <u>http://www.oracle.com/appserver/esb.html</u>
- Orchestrate & Transform
 - Oracle BPEL PM
 - <u>http://www.oracle.com/appserver/bpel_home.html</u>
- Monitor & Optimize
 - Oracle BAM (Business Activity Monitoring)
 - <u>http://www.oracle.com/appserver/business-activity-</u> monitoring.html
- SOA Governance
 - WebService Manager and Enterprise Manager
 - http://www.oracle.com/tools/jdev_home.html
- Oracle Data Integrator (for bulk data transfer/copy)
 - <u>http://www.oracle.com/applications/oracle-data-integrator-</u> technical-overview-white-paper.pdf



Build your Own SOA SOA Patterns

- SOA-Based Integration (from EAI to SOA)
- Legacy Modernization (SOA-Enabling the Mainframe)
- B2B Services Network
- Multi-Channel Applications
- Master Data Management integration
- Modern Composite Applications



SOA - Business Process Management Customer Success



Leading provider of Build-to-order servers

- Siebel On Demand and E-Business Suite
- AIA for 360° view of orders



World's largest Web Site

• Siebel and E-Business Suite Financials

• SOA Suite for "order to cash" and web presence integration



Leading manufacturer of computer control devices

- Logitech runs Oracle E-Business Suite and SalesForce.com
- SOA Suite provides order visibility to OEM salesforce



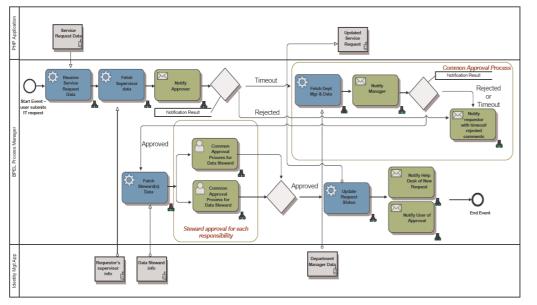
\$2.5B For-Profit Education Provider

- Uses PeopleSoft HR as well as E-Business Suite
- SOA Suite enables rules-based student loan processing



SOA - Business Process Management Customer Success





Business Issues:

- Paper-based approvals (multiple signatures)
- Custom PHP service request application

With FMW:

- Automated provisioning processes including 11i and PSFT HR
- Leveraged BPEL system integration & human workflow capabilities
- Solution in 7 weeks



SOA - Data Integration Customer Success



\$18Billion medical technologies provider

- Runs E-Business Suite, Siebel, PeopleSoft, JDE
- SOA Suite as foundation of enterprise integration



<u>Largest distributor of office equipment</u>
<u>E-Business Suite</u> as enterprise ERP
BPEL PM and B2B for EDI based partner integration



3rd largest global defense company

- E-Business Suite Financials
- SOA Suite to integrate legacy manufacturing system



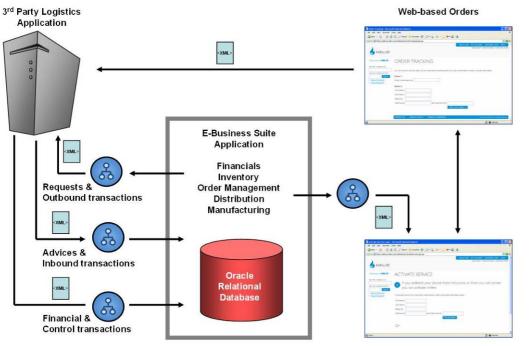
Leading Latin American Airlines

- Runs E-Business Suite On-Demand
- BPEL PM for MRO integration



SOA - Data Integration Customer Success





Homegrown CRM Application

Business Issue:

 Race \$200M start-up to market

With FMW:

- Reduced integration efforts from 100 to 50 weeks
- Internal team maintains BPEL after 2 days of training



Hands-on Labs: Service Enable E-Business Suite, PeopleSoft, Siebel, JDE EnterpriseOne with Oracle SOA Suite

Торіс	Date / Time	
Service Enable PeopleSoft with Oracle	April 14:10:15am - 12:30pm April 15: 4:30pm - 6:45pm	• Free for Collab08 Attendees
SOA Suite	April 16: 8:15am - 10:30am	 Experience SOA Suite
Service Enable Siebel with Oracle SOA Suite	April 14:7:45am - 10:00am April 15:1:30pm - 3:45pm	Hear Technology
Service Enable JD Edwards EnterpriseOne with Oracle SOA Suite	April 16:10:45am - 1:00pm	RoadmapSee End-to-End Demo
		• No BPEL or Java
Service Enable E- Business Suite with Oracle SOA Suite	April 14:12:45pm - 3:00pm April 15: 9:30am -11:45am April 16: 3:00pm - 5:15pm	Experiences Required

All Labs are held at Hyatt Regency, Room Mineral B





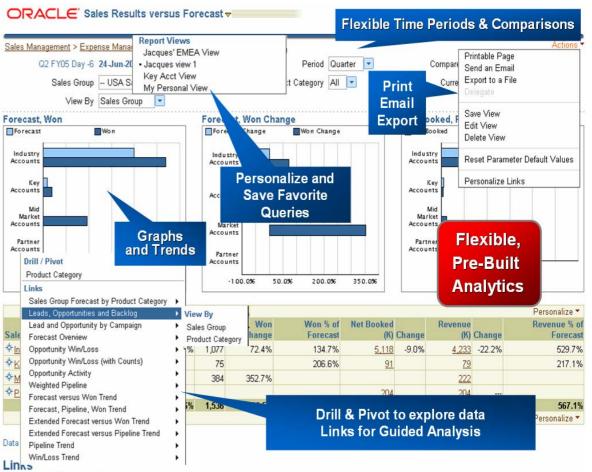
Extend your Business Intelligence Applications Portfolio

Leverage Next Generation Technology Today

Oracle Daily Business Intelligence (DBI)

Dashboards Within E-Business Suite

- Role Based Dashboards
- Leverages EBS Infrastructure and Materialized Views
- No Data Movement Required
- Drill Directly to Transactions from Summaries
- Implements in Days
- Fastest Path to Information from EBS
- Part of EBS "Rapid Install"
- No Training Required



Sales Forecast Management



Extend your Business Intelligence Applications Typical Scenario

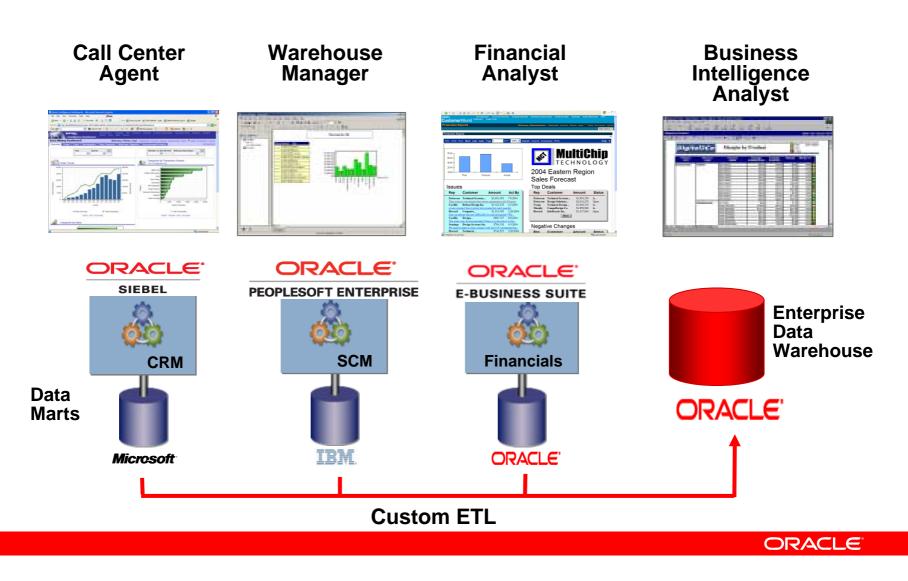
Financial Analyst





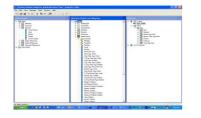


Extend your Business Intelligence Applications Typical Scenario



Extend your Business Intelligence Applications Adopt Enterprise Analytics Strategy with Oracle BI

Define



BI EE Analytic Server

Analyze

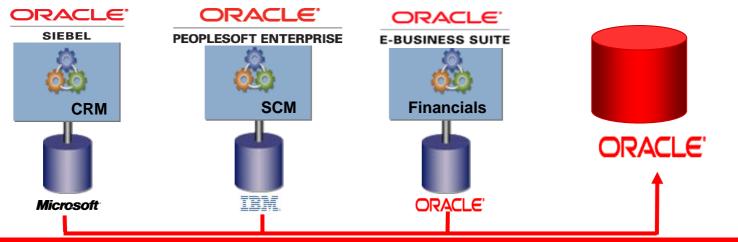


Report



Consistent Multi-Source Intelligence

- Enterprise Semantic Model
- Multi-Source Data Warehouse Model
- Pre-Packaged Dashboards
- Pre-Packaged ETL Maps



Extend your Business Intelligence Applications Customer Success



#1 Networking Company

• Top Exec dashboard (near real-time global)

• Multiple BI apps deployed across marketing, HR and sales



\$11billion diversified industrial firm

E-Business Suite & Siebel

• Multiple BI apps to create "single version of truth" in 17 wks



Fortune 1000 Power Supply Company

E-Business Suite & Siebel

• BI EE for Marketing, Sales & Finance Analytics



UK's premier Commercial TV Channel

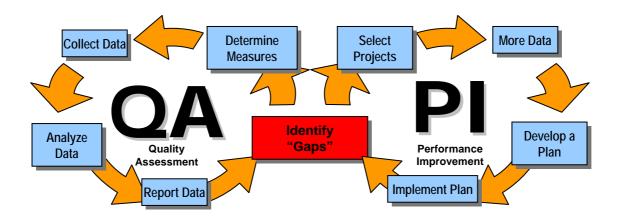
- E-Business Suite, custom apps for license/royalty contracts
- "TV Program Economics" Dashboard for management







"The Analytics capabilities in OBI EE and work-flow automation in BPEL PM together have the potential to fulfill our "QAPI" requirements. The offering is unique to Oracle amongst the various BI vendor offerings."





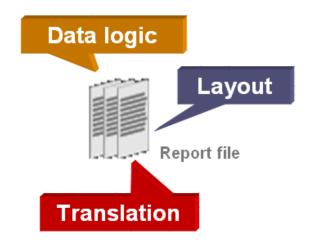


Adopt Enterprise Reporting & Publishing

Leverage Next Generation Technology Today

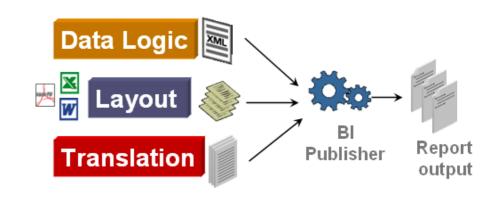
Adopt Enterprise Reporting & Publishing With Oracle BI Publisher

Traditional Reporting



High development costHigh customization costDifficult upgrade

Oracle BI Publisher



✓ Flexibility✓ Reduced maintenance

Adopt Enterprise Reporting & Publishing Customer Success with Oracle BI Publisher



Leading ATM & Self Service provider

- •NCR runs Oracle E-Business Suite
- Generate Bill of Lading, Barcode support



Services for Oil & Gas Industry

- •T3 runs Oracle E-Business Suite
- Generate Checks with Signature Security



Industrial Distributor

- Trinity runs Oracle E-Business Suite
- Printing of invoices, pick slips, use of watermarks



#1 PC Vendor

- Dell runs Oracle E-Business Suite
- BI Publisher creates 10,000+ customer invoices per hour





Business Requirements

- Generate Bill of Lading
- Barcode support
- Multiple Delivery Channels
- Supplemental Pages

Implementation

- RTF Templates
- Conditional Formatting
- External Font Mapping
- Delivery Manager

Date: 1	6-MAR-2	2005				BIL	L OF	LAD	DIN	١G			Page:	1	
Billip Fachi Name: NCR CORPORATION Address: 3200 Shawnee industrial City/Stale/Zip: Customer Fulfilment Cer SID#: Suwanee, GA 30024								Bill of Lading Number: 000000000045812							
			8H	IP TO						RRIER N	IAME			-	
Name: US - Intercompany Address: Atlanta Distribution (Location #:				Trailer number:						
3200 Shawnee Ind				ndustrial					Seal number(s):						
City/State/Zip: SUWANEE, GA 30 CID#:				30024					SCAC: Pro number: Pronumbertest						
GID#.							FOB:	-	PI	onumbe	91. P1	ronumbertest			
Name: NCR SYSTEMEDI Address: C/O DATA2LOGIS 975 FLORIDA CEN				DIA IISTICS ENTRAL	TICS				t (9012K) Pronumberlest						
City/Sta	te/Zip:	US	NOOD, F	L 32750					Fre	eight Ch less mark	harge	Terms: (freight herwise)	t charges are	prepaid	
SPECIA	L INSTR	RUCTION	NS:							e-paid: 🗵		Collect:	D 8	Party: 🗖	
							t			Master Bill of L		Master Bill of La underlying Bills	sding: with attached of Lading		
							ER ORDER		22.6	TICH	9				
CUST	TOMER O	RDER N	UMBER	#1	# PKGS		WEIGHT		ALLET/SLIP DIROLE ONE)			ADDITIONAL SHIPPER INFO			
6625	6625						7			N					
				_				Y	_	N	<u> </u>				
							Y	-	N						
				-				Ý							
GRAND	TOTAL			0			7		1888		00000				
						CA	RRIER INFO								
HANDLING PACKAGE									MODITY DESCRIPTION				ONLY		
ΩΤΥ	TYPE	QTY TYPE WE		WEIG	HT	H.M. (X)	Control dates requiring special or additional care or most be so marked and paintaged as to make safe Bee Souther 200 of AMPC 1			en denta an denta PC den a	ton in handling or dowing sofation with artimaty same. me	NMFC #	CLASS		
						<u> </u>									
						<u> </u>									
-+													<u> </u>	+	
								0	GRAND TOTAL			L			
Where the /s value of the	tie is depend procedy as f	ent os value, i clipes:	hippens are ri	equired to stat	e specifica	ily in with	o the agreed or	declared		COD An	noun	t\$			
	d or declared	value of the p	property is spe		ity the ch	ipperto be	nat exceeding			Fe		ms: Collect: tomer check a			
NOTE L	lability L	Imitation	for loss o	or damag	e in thi	e chipr	ient may b	e appl	loab	ie. See 4		8.C. § 14708(o)(1			
RECEIVED, the carrier at by the carrier	subject to in ad shipper, if r and are ava	Svidually deter applicable, sit flable to the st	mined tales o berwise to the hipper, on req	r contracts th rates, classifi sect, and to a	at have be attions and applicable	en agreed d rules that is state and	upon in writing t have been ethi federal regulation	bliched ons.				ot make delivery of the mawful charges.	is shipment wit	hout payment of	
										Shipper S	-			-	
SHIPPER SIGNATURE / DATE This is to carry the the above random strength any paperly data field detailed, paragraph, marked and tabled, and are in paper contract for there obtain a source of the carry strength and the carry of the table of the strength and a source of the carry					Trailer Loaded: Freicht Count By Shipper By Shipper By Driver By Driver() contain			Cartier admostinges receipt of packages a certifies entergency response information w certifies the title LTD Cort average receipt response to certification of the title LTD Cort average response to certification of the title LTD Cort average receipt of the certification of the title LTD Cort average receipt of the certification of the title LTD Cort average receipt of the certification of the title LTD Cort average receipt of the certification of certification			of contractor and sta-	stational factor			
							Ву	DiverPl	leces			Property described above (a mention for good	avier, encepties mais	



DELL Inc. Dell

Business Requirements

- Generate Customer Facing Output
- Multiple Data Sources
- Translation support
- Multiple Delivery Channels
- High Volume ~20000 docs/hr
- Keep database load to a minimum

Implementation

- RTF Templates
- Delivery Manager
- Watermarking support
- BI Publisher on separate server

Dell	Dell Products PO Box 147 Dept 500 Millionke House Waterne Road Barschnell Barkahtre HO12 IRD	Main telaphone: (879 947 4600 Main faz: (870 947 4606 www.dall.co.uk	Invoi	
Invoice To:		Deliver To:		
5645 Main Street Jacksonville FL 32209 US		115 INDUSTRIAL BLVD. SAN MATEO CA 94401 US		
Invoice No: 10102	21-12 Customer No: 10	05 Dell Order No	109416	Page 1 of 2
Your RefiPO No. Involce Date Despatch Date Payment Terms Despatch Note No.	9-11013810 11-MAR-04 12-MAR-04 30 Net AE-242988	Booking Reference: Account Manager Account Manager Tel Account Manager Fax Account Manager Email	1188 Able, Ms. Mars	iha
ltern No.	Description	c	uantity Unit Price	N
1 2 3 4 5 VAT Summary	Colour Carlidge Cartildge Carlier B/W Carlidge Carlier B/W Carlidge 2GB DIMM	1	00 100.99 0 25.78 0 34.45 00 74.5 435	257. 344 1490
VAT Rate % USD Total Ne	USD VAT £ 2,537.65			
with the US Export Admini	o control if exported cutside the European Istration Regulations. Diversion contrary to against all claims, liability, and obligation w lies across rational boundaries without on	b U.S. law prohibited. The purchaser ag inatsoever (including, but not limited to, oper government licenses and authoriz)	rees to indemnify the se reasonable attorneys' fe	fler and hold the es) arising out of the fer without prior

.01344 373176



Business Requirements

- 60 Reports
- 23 Invoice variants
- Barcodes
- Graphics
- Electronic banking

Implementation

- Implemented in 3 Months
- Business Analysts create Templates
- RTF Templates
- eText Templates
- 23 AR Invoice variations with 1 MS Word-based template

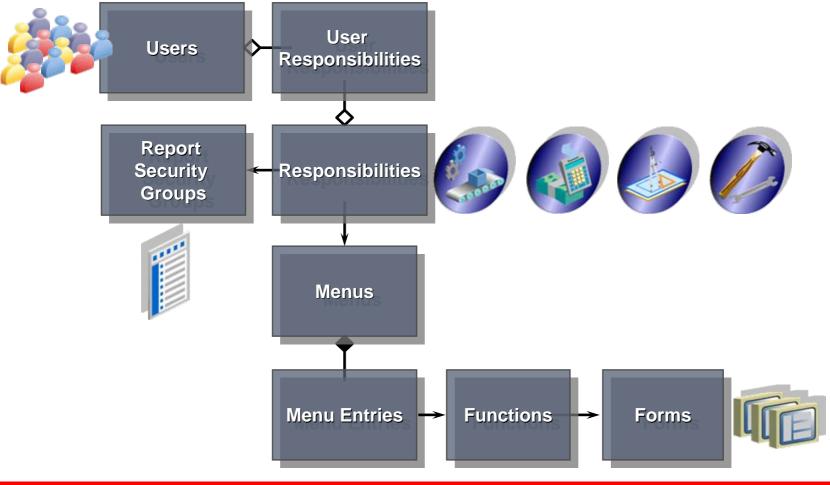
				O IIALCOMM			nvoice	
		A 62 - # 746		Υ	Number: Invoice Date:	230000560 17-MAY-05	Order Number: Packslip Number:	900000221 PS10235
BS SAN DIEGO	Pi	ck Slip# 746		-	Payment Terms:	NET 30	Ship Method:	FEDEX EXP
BS SAIN DIEGO				8	Due Date:	16-JUN-05	Ship Date:	20-MAY-05
Grouping Ru	ile: QC Release Sequence	Requestor: LRAHIE	8	brow	Due Date.	10-1014-05	Ship Date.	20-MAT-00
Custom		Sales Person: No Sales		DIEW				
	Microsoft Excel - MaterialAccountDistDtB							
Ship 7	S Ele Edit Yew Insert Format Jook							
	and a second		The second	BILL TO:		eur	P TO:	
	0.0000000000000000000000000000000000000			JOE"S TRUCKING, INC.			STRUCKING, INC.	
	「「「「「「」」」」」」」」」」」」」」」」」」」」」」」」」」」」」」」」	H Rechy with Chinor	L. Epd Review	2740 North Mayfair			0 North Mayfair	
,	F4 + A Source			Springfield MO 65803			ingfield MO 65803	
	A 1 Material Account Distribution Detail	R	C	opringitera mo oscor			inginera mo osoco	
	2 Report Date:	7/9/2005						
		QWBS SAILDIEGO						
		Txn Date Item				Invoice		
ine# Item# 10-J1010-7	5 11012100000000000000000000000000000000	13-May-05 BE_TE 31-May-05 ORDER			Number:	230000560		
10.21010.2	7 11012101110000000000000000000000000000	31-May-05 UNDER 31-Mar-05 10-300	Cna	Track	Customer ID:	1067		
Pick From		31-Mar-05 10-300	BI DIC	pTrack	Purchase Order:		Un	it Price
INVENTO	9 11012101110000000000000000000000000000	8-Apr-05 BE_ITE			Invoice Date:	17-MAY-05		000.000
	111 11012101110000000000000000000000000	2-May-05 FOR #		COMM Company	Payment Terms: Due Date:	NET 30 16-JUN-05	1	,990.00
ch_control.rtf - Mic	11 110140000000000000000000000000000000	31-Mar-05 10-300 31-Mar-05 10-300			Order Number:	900000221		100.00
Edit Yew Inse		31-Mar-05 10-300			Packslip Number:	P\$10235		
	14 1110020000000000000000000000000000000	8-Apr-05 85-307			Ship Method:	FEDEX EXP		
The second s	15 2101250000000000000000000000000000000	31-Mar-05 10-300			Ship Date:	20-MAY-05		
	16 21270504412000000000000000000000000000000000	16-Mar-05 BE ITE			Waybill Number:	0		
Care and second	17 21270504412000000000000000000000000000000000	21-Mar-05 BE ITE 21 Mar-05 BE ITE						
0	19 21270504412000000000000000000000000000000000	23-Mar-05 800-12		TO:	SHIP TO:			
	20 21270504412000000000000000000000000000000000	24-Mor-05 10-857	5-41 JOE					
	21 21270504412000000000000000000000000000000000	24-Mar-05 65-307				Unimumian	Deserved Deserved	
	22 21270504412000000000000000000000000000000000	20-Mar-05 10-337 28-Mar-05 10-857				Uninvoice	d Receipts Repo	<u>rt</u>
	23 21270504412000000000000000000000000000000000	28-Mar-05 65-307	o1-2 Sprin					
	25 21270504412000000000000000000000000000000000	28-Mar-05 BEITEI						
	26 21270504412000000000000000000000000000000000	29-Mar-05 10-337						
	27 21270504412000000000000000000000000000000000	29-Mar-05 65-307	/1-1	PO - Release: 200000013	Item	: 65-30701-2		Ven
	29 21270504412000000000000000000000000000000000	29-Mar-05 BE ITE 30-Mar-05 BE ITE						Ve
	30 21270504412000000000000000000000000000000000	30-Mar-05 BE ITE	line comment		Category			Accru
	31 21270504412000000000000000000000000000000000	30-Mar-05 CV90-		Line: 1 Shipment Qtv/Amt Received		: KIT,EDU HOLSTER	I,TRUCK MAIL hit Price Functional Uni	Accru
	32 21270504412000000000000000000000000000000000	30-Mar-05 CV90-		1 15				0.9600
	33 212705044120000000000000000000000000 34 21270504412000000000000000000000000000000000	30-Mar-05 CV90- 30-Mar-05 CV90-			-			
	4 4 > H 1120933114512out /	20-1108-502-5-120-5	4990		ipt Line Receipt		Oty Received	City Billed
	Ready			1000028 1 1000033 1	04-APR- 05-APR-		5	0
Batch Date :	Batch Date	Control Total :	0.00	1000033 1	06-APR	-05 N/A	3	0
Control Count :	Control Count	Amount Difference :	\$0.00	1000035 1	06-APR		6	0
Actual Count :	Actural_Count	Control Difference :	ŭ	Dist Line Dist Sto	Unit Price Charge Ac	an unit		Annual Annual
E						10-04412-00000-00000-1	00000-00000-00000	Accrual Account 00002-20200-0130
VOUCHER HE	ADER INFORMATION			PO - Release: 200000014		65-30701-2		Ven
Invoice Type :	Invoice Type	Supplier Name :	Vendor Name					V
	Creation Date Voucher Num	Address :	Address1 In Address2	Line Type: STD	Category			Accru
Creation Date :	Source		Address3	Line: 1 Shipment Qty/Amt Received	Description Oty/Amt Billed		I, TRUCK MAIL hit Price Functional Uni	Acon.
Voucher Source			Address4	1 1	O C			0.9600
Voucher Source Invoice Status	Invoice Status							
Voucher Source Invoice Status Post Status	Post Status	City : State :	City State	1				Gtv Billed
Voucher Source Invoice Status Post Status Match Status Pay Group	Post Status Match Status Pay Group	State :	State		ipt Line Receipt		Oty Received	
Voucher Source Invoice Status Post Status Match Status Pay Group Pay Proceity	Post Status Match Status Pay Ozoup Payment Priority	State : Zip : Country :	State Zip Country	Receipt No. Rece 1000045 1	Ipt Line Receipt 28-APR-		Oty Received 1	0
Voucher Source Invoice Status Post Status Match Status Pay Group	Post Status Match Status Pay Oroup Payment Priority Pay Alone Flag	State :	State Zip Country Payment Method	1000046 1	28-APR			
Voucher Source Invoice Status Post Status Match Status Pay Oroup Pay Priority Pay Aloue Flag	Post Status Match Status Pay Ozoup Payment Priority	State : Zip : Country : Pay Method : Pay Currency : Pay Rate Type :	State Zip Country Payment Method Payment Currency Payment Rate Type		28-APR			
Voucher Source Source Post Status Post Status Match Status Pay Oroup Pay Phonty Pay Alone Flag Hold Count	Post Status Match Status Pay Oroup Payment Priority Pay Alone Hag Hold, Count	State : Zip : Country : Pay Method : Pay Currency : Pay Rate Type :	State Zip Country Psyment Method Psyment Currency	1000046 1	28-APR			
Voucher Source Invoice Status Poot Status Match Status Pay Oroup Pay Priority Pay Alone Flag Hold Count	Post Status Match Status Pay Oroup Payment Priority Pay Alone Flag	State : Zip : Country : Pay Method : Pay Currency : Pay Rate Type :	State Zip Country Payment Method Payment Currency Payment Rate Type	1000046 1	28-APR			



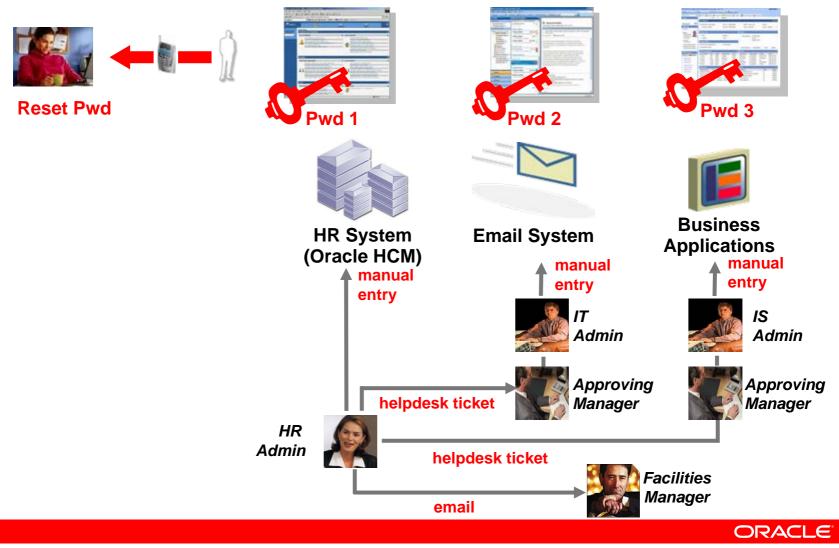
Secure your Global Enterprise

Leverage Next Generation Technology Today

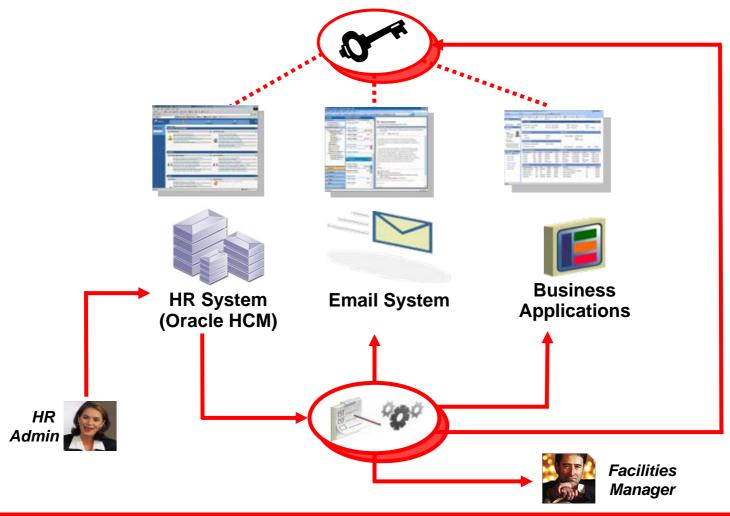
Secure your Global Enterprise E-Business Suite Security Data Model



Secure your Global Enterprise Typical Scenario



Secure your Global Enterprise Recommendation for Compliance & Risk Mgmt.





Oracle Identity Management Customer Success



<u>Network Storage Vendor</u>

- Provisioning for PeopleSoft, E-Business Suite, Siebel & SAP
- "Who-has-access-to-what" reporting without escalating costs



Global Temp Staffing Leader

- Runs E-Business Suite and PeopleSoft
- Oracle Identity Mgr. & Access Mgr. for SOX Compliance



<u>#1 Aeronautical Engineering University</u>
• Campus wide E-Business Suite deployment
• IAM Suite for provisioning/access in diverse environment



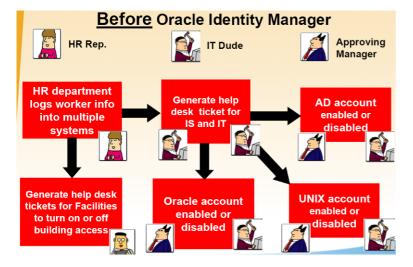
3rd largest global defense company

- E-Business Suite Financials
- IAM Suite for employee provisioning, SOA Suite for integration

Identity Management Customer Success

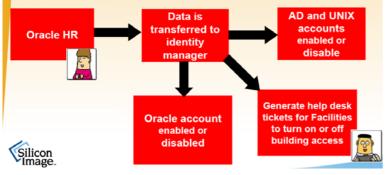


ORACLE



After Oracle Identity Manager

HR has one system to work with and no longer has to create multiple helpdesk tickets
 IT get requests that have been pre-approved by the BPO recorded in the workflow
 SOX auditors are happy because controls are very tight and de-provisioning is fast.



Business Issue:

- Lack of automated processes for on-/off-boarding employees
- Provisioning of key accounts for SOX auditing

With FMW

- HR has one system to work with
- IT get requests that have been preapproved
- SOX auditors are happy controls are very tight and de-provisioning is fast.



Stay Current on the Latest Oracle Applications by Tuning in to AppCasts - Live with Cliff

Fusion Updates ~ Customer Interviews

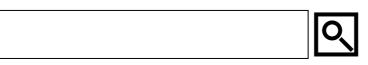
Product News ~ Partner Highlights

at <u>www.oracle.com/appcasts</u> or via iTunes



For More Information

http://search.oracle.com



or

http://www.oracle.com/

