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Take your Mobile Field Service and Scheduling implementations to the next level with EBS Release 12

John Olszewski Senior Director EBS Service Product Management 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.

Agenda

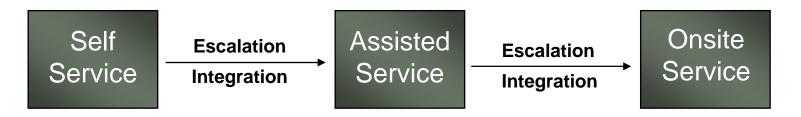
- EBS Field Service Product Overview
- EBS Field Service Recent Implementations
- Field Service 12.0
- Field Service 12.1
- Q&A



EBS Field Service Overview



Oracle EBS Service Footprint



EBS Comprehensive Customer Service Solution

- iSupport
- Knowledge Management
- Remote (M to M)
- PreventiveMaintenance Engine

- Teleservice & Telesales
 - Contact Center
 - Work Flow/Notifications
 - Charges and Billing
- Interaction Center
 - Adv Inbound & Outbound Telephony, Email, Scripting

- Field Service
 - Mobile Field Service
 - Advanced Scheduler
 - Spares Mgmt
- Depot Repair

Service: Service Contracts, Knowledge Mgmt, Installed Base, DBI

CRM: Customer Mgmt, CRM Foundation

E-Business Suite: HR, Financials, OM, Inventory, Shipping, Logistics, APS

EBS Field Service Product Suite

- Core Field Service
 - Debrief, FSTP, FSAP,
 - Dispatch Center, Preventive Maintenance
- Mobile Field Service
 - Store and Forward PPC and Laptop
 - Wireless PPC and Laptop
 - Voice/IVR
- Advanced Scheduler
 - Interactive and Batch
 - Street Level Routing
 - Spares Integration
- Spares Management
 - Logistics (interface to SCM)
 - Planning and Replenishment

EBS Field Service Product Suite Dependencies and Integrations

- EBS CRM Foundation
 - Tasks, Notes, Resources, Territories
 - Knowledge Management, Calendar, Notes
- TCA (Customers and Addresses)
- Item Master and Installed Base
- Contracts (SLA and Coverage/Discounts)
- Inventory and Logistics
- TeleService (Customer Service)

EBS Field Service Customer Implementations



Significant Go-Lives CY06

Customer	Product & Version	Techs	SI	Notes
Telefonica *	Field Service, MFS-Pocket PC, Scheduler (11i9)	5000	Accenture	Final ramp up to 15,000 by end of 2007
Hitachi Densa* (Japan)	Field Service, Spares, MFS-Tech Portal (11i10)	4,000	Densa	Live as of Dec 1, 2006
Canon EMEA*	Field Service, Contracts, MFS- Laptop (11i8)	3,000	ATOS, OCS	Live in 14 countries
Beckman Coulter*	Field Service, Contracts, MFS- Pocket PC (11i10)	300	Internal	Ramp up to 2,000 by end of January 2007
EMC Corporation*	Field Service, Contracts, Depot Repair, MFS-Tech Portal (11i10)	5,000	Accenture	Live on October 27 2006 Complete cut over from Clarify
Siemens Water*	Field Service, Contracts (11i10)	1,000	Internal, OCS	Adding Pocket PC and Advanced Scheduler
Life Fitness*	Field Service, MFS-Tech Portal (11i10)	350	Internal	Large partner service business
Orange Business Services	Field Service, MFS-Pocket PC (11i10)	300	ocs	France Telecom Division
@Road Inc.	Field Service (11i10)	250	Internal	

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Significant Go-Lives CY07

Customer	Product & Version	Techs	SI	Notes
Saudi Telecom	11i9 Field Service, MFS (Wireless), Scheduler	2,000	ROYAH, ТАТА	LIVE!!!
Itochu Technoscience (Japan)	11i10 Field Service, MFS (Wireless)	2,000 Densa		
RAC Windscreens (UK)	11i10 Field Service, MFS (Pocket PC), Scheduler	2,000	Tata	
BSM Group (UK)	11i10 Field Service, MFS (Pocket PC), Scheduler	2,000	Tata	Driving School in UK
Sun Microsystems	11i10 Field Service, Contracts, Repair	5,000	ocs	23,000 total EBS Service Users
Eaton Electrical	11i10 Field Service, MFS (Laptop), Spares, Scheduler, Service Contracts	700	Tata	Click Replacement; Projects → Service Integration
Hanover Compressor*	R12 Field Service, MFS (Pocket PC)	700	Internal	Integrated CS/FS and EAM
Casema NV	R12 Field Service, Advanced Scheduler, MFS (Wireless)	2,000	TBD	Benelux Spatial Data



Upgrades and Expansions CY07

Customer	Product & Version	Techs	SI
Wincor Nixdorf*	R12 Upgrade Add MFS (Pocket PC)	2,000	ocs
Beckman Coulter	11i10 Field Service, MFS (Pocket PC) and Scheduler	2,000	Internal
Canon USA	11i9 (Add MFS (Laptop))	2,000	Bearingpoint
Telefonica	11i9 Rollout in Brazil	15,000	Accenture
BAE Systems	11i10 Field Service	500	Bearingpoint
Siemens Water USA	11i10 add on MFS (Pocket PC) and Scheduler	1,000	Internal
Emerson Electric	11i10 add on MFS (Wireless)	1,000	Internal
GE Healthcare	11i10 add on Service Contracts	2,000	GECIS

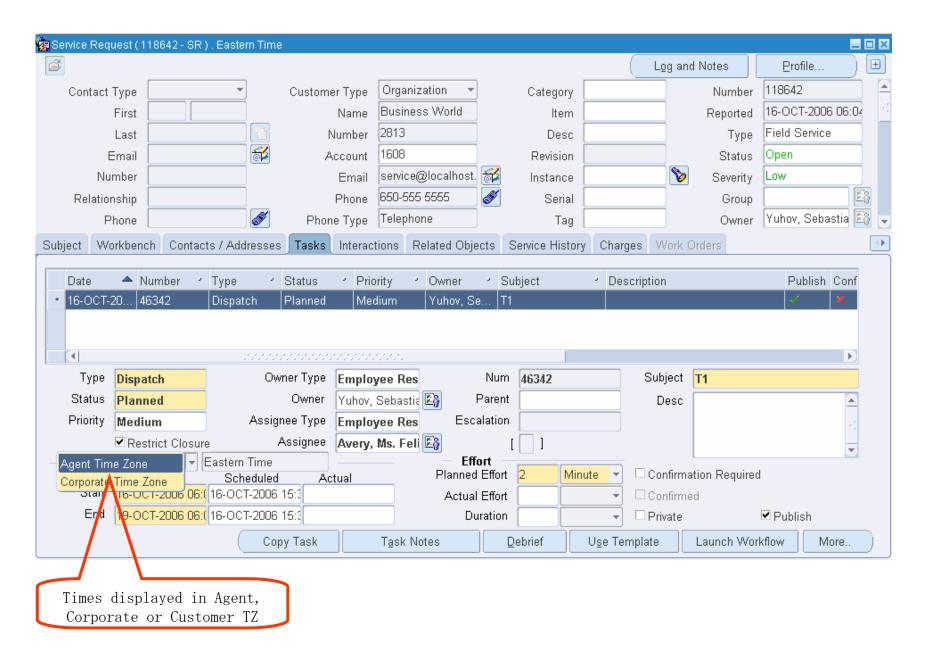
EBS Field Service Release 12.0



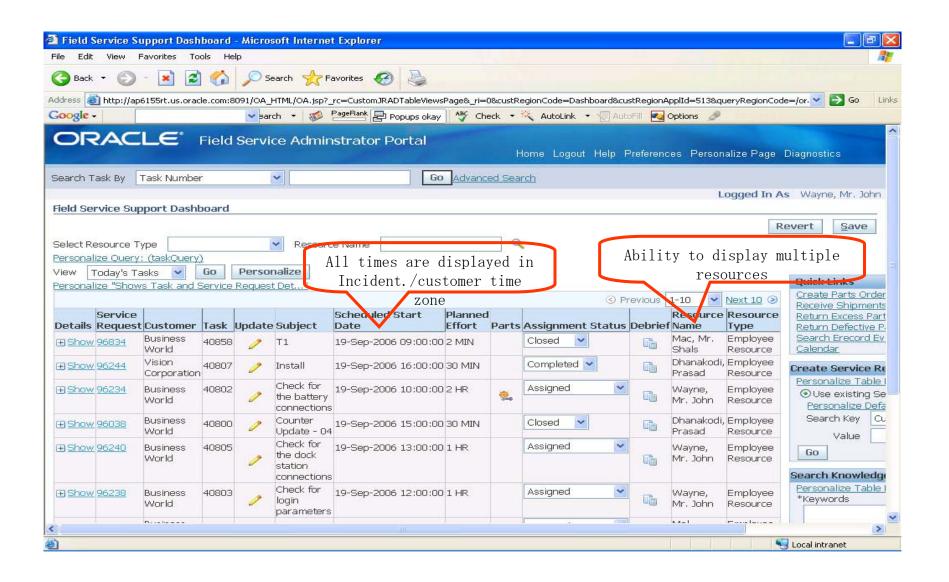
R12 Field Service Core

Market Need	Solution	Benefit			
Support FS Admin and 3erd Party Debrief and Charges	Administrator Portal	 ✓ Reduced debrief entry errors ✓ Improve Administrator – Field Technician communication ✓ Also supports Debrief/Chargtes review process 			
Service geographically dispersed, mobile, and product based assets	Open SRs and debrief against assets tracked in IB	✓ Single process for FS Technicians servicing both products and assets			
Communicate dates and times with customers and technicians in their Time Zones	Location Timezone support in Call Cntr, Dispatch Cntr, and Admin Portal	 ✓ Reduced scheduling and data entry mistakes ✓ Improved customer experience 			
Compliance with federal regulations for work approval and sign-off	Electronic Signature Approvals	✓ Compliance with CFR Part 11✓ Authenticates work			

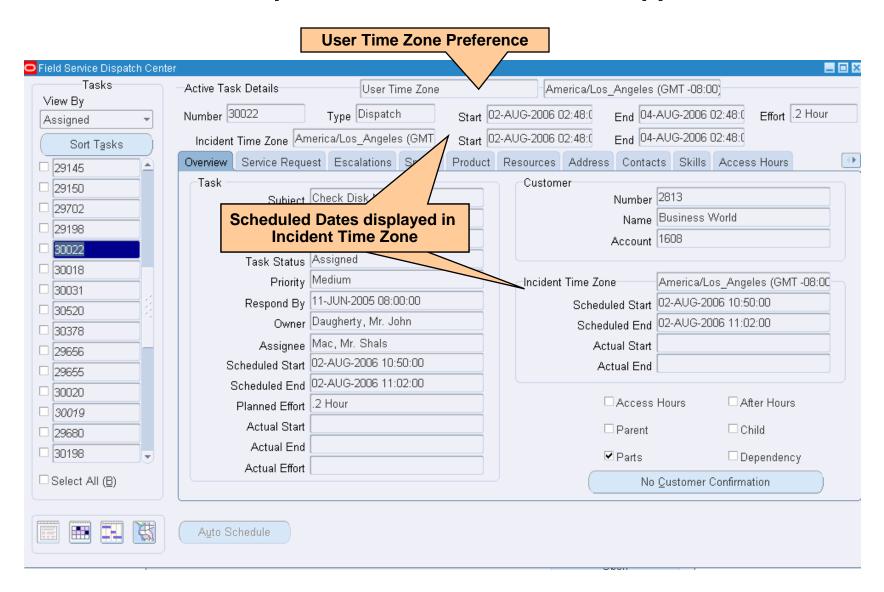
Service Request UI – Time Zone Support



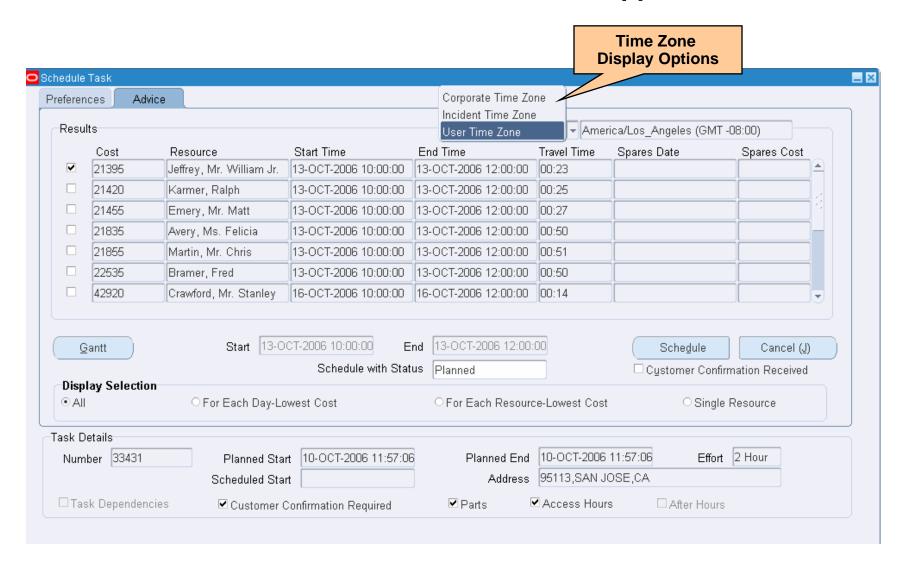
Field Service Administrators Portal



Dispatch Center – Time Zone Support



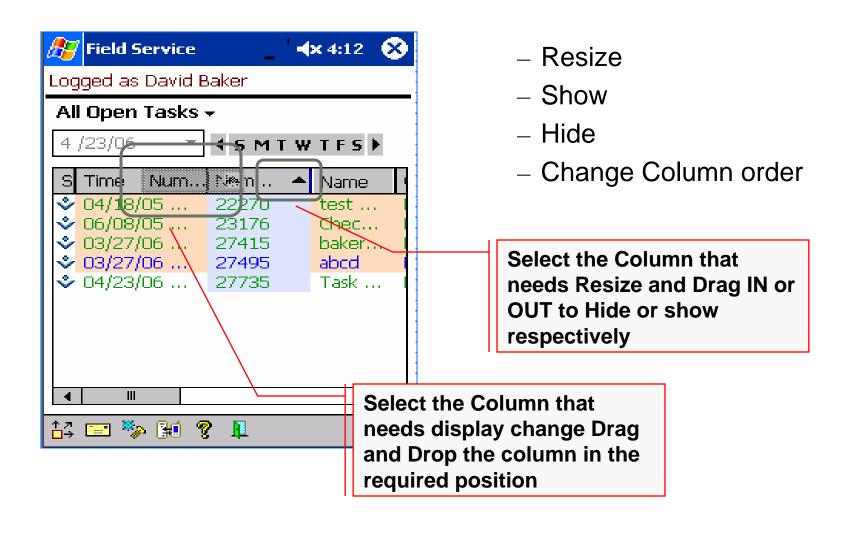
FS Scheduler – Time Zone Support



R12 Mobile Field Service

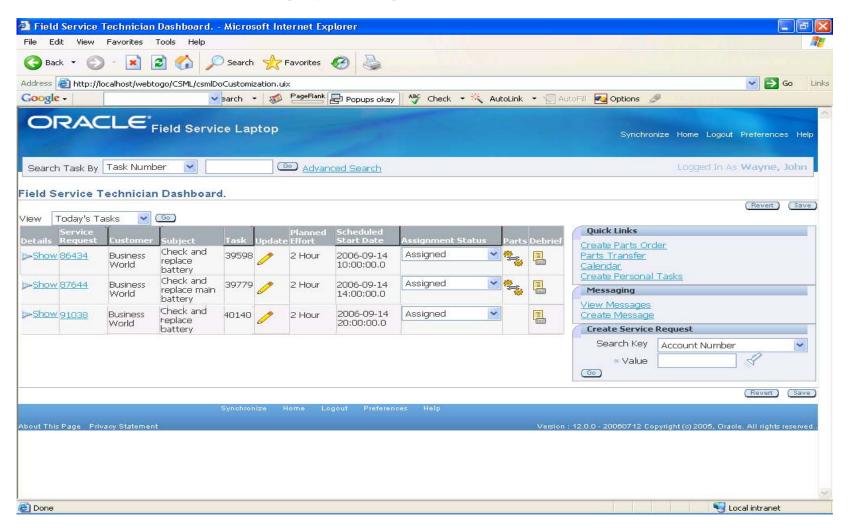
Market Need	Solution	Benefit
Highly configurable Mobile UIs	New Laptop Application and additional PPC configurability • Show/hide data fields and regions • Reorder data fields and regions • Prompt label changes	 ✓ Increased field tech productivity and easier training ✓ Reduced customization costs (lower TCO)
Capture photos and data files when servicing high tech equipment	Attachment Uploading	✓ Better service and equipment quality
Schedule follow-up tasks while at customer site	Follow-up Task Scheduling	✓ Better customer service
Software upgrade rollout flexibility	Controlled Upgrade	✓ Better process change control management

PPC Personalization

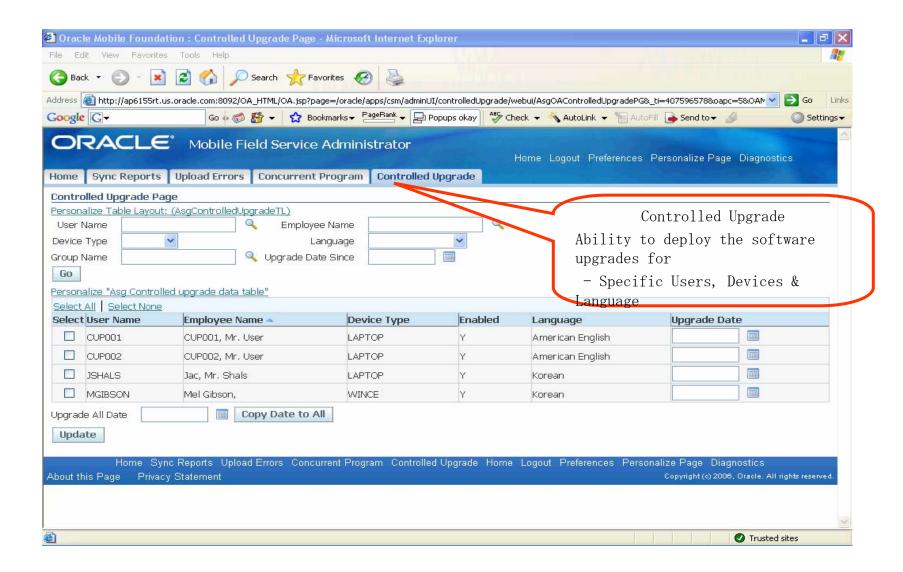


New S&F Laptop Application

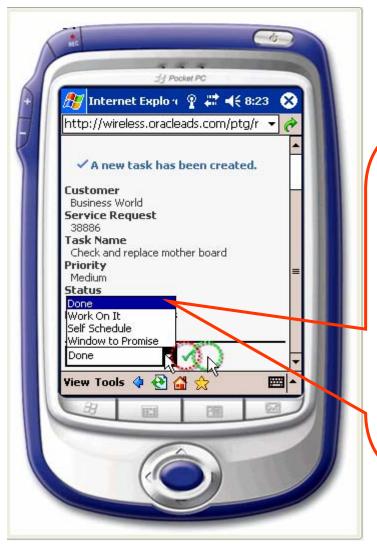
Highly Configurable, UIX based



New MFS Administration Uls



Follow-up Task Scheduling



Technician has the following options for scheduling follow-up tasks

- Done: To be scheduled by dispatcher
- Work on it: Tech
 works on it right away
- Self Schedule: Tech schedules to themselves for a latter time
- Window to Promise: Customer chooses from tlist of available options (any tech)



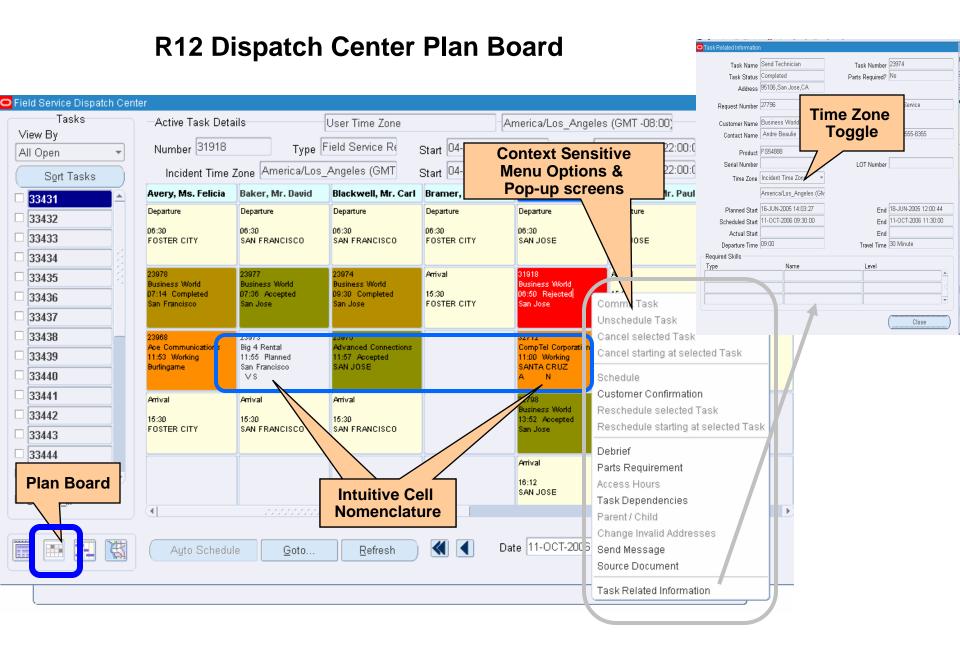
Window to Promise Option



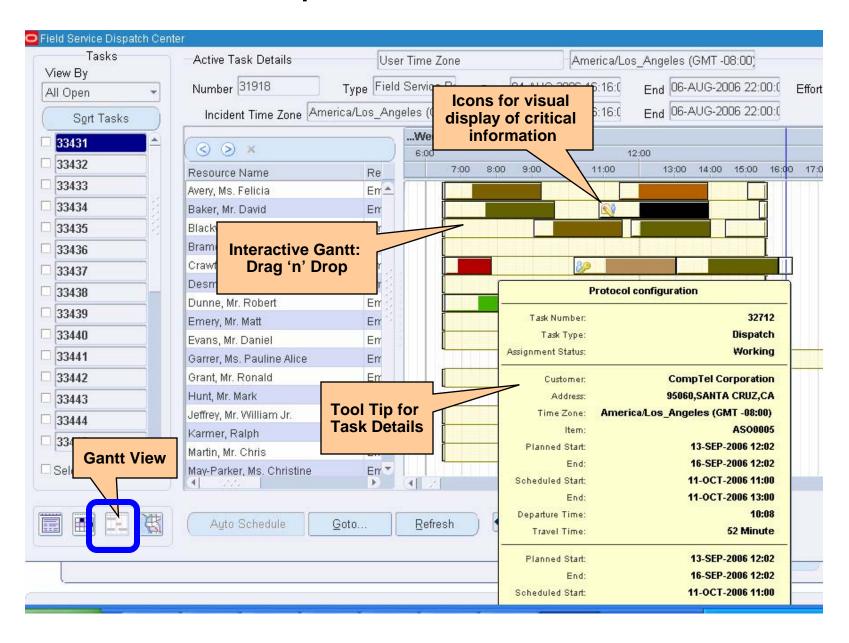


R12 Dispatch Center and Advanced Scheduler

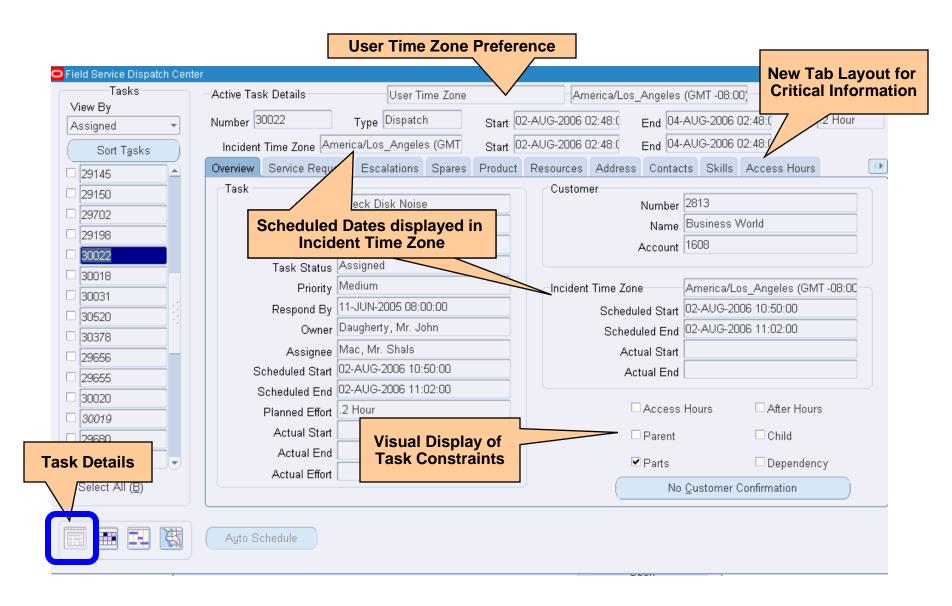
Market Need	Solution	Benefit
Automated Scheduling of Complex Planned Work	Inspection Scheduling • multi-day tasks • site access hours • task dependencies	 ✓ Increased Productivity ✓ Improved Customer Satisfaction ✓ Improved Usability
Fool proof customer confirmation process	Customer Confirmation • automated for PMs • release/commit control	✓ Fewer customer refuses service✓ Better customer service
Route optimization	Street-Level Routing North America UK and Western Euro World Markets	✓ Reduced Travel Time and Distance✓ Higher Tech productivity



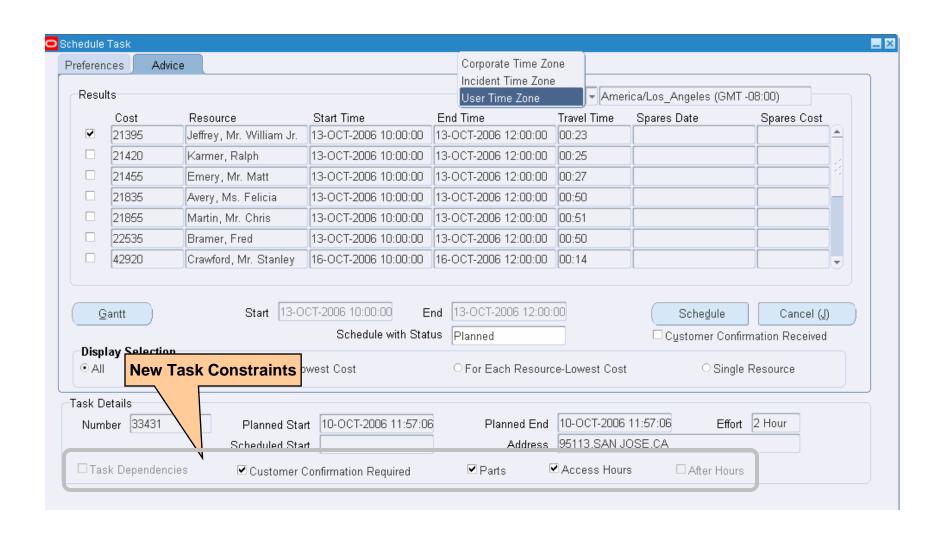
R12 Dispatch Center Gantt Chart



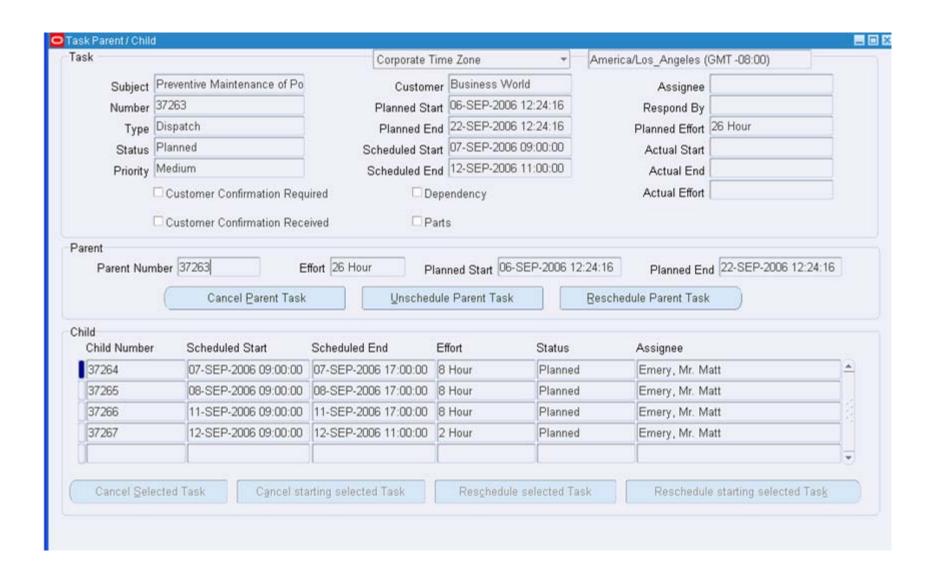
R12 Dispatch Center Task View



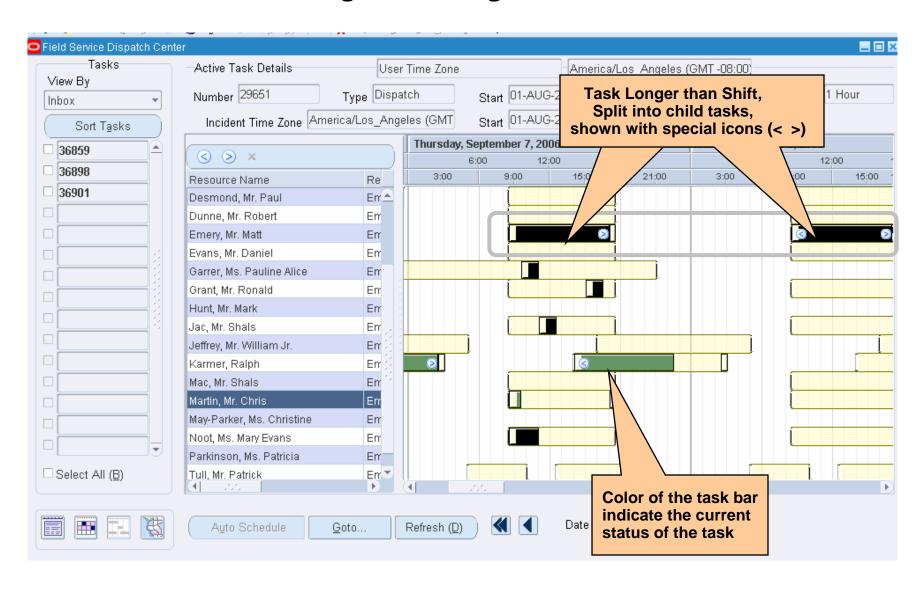
R12 Scheduler UI



Scheduling Tasks longer than Shift



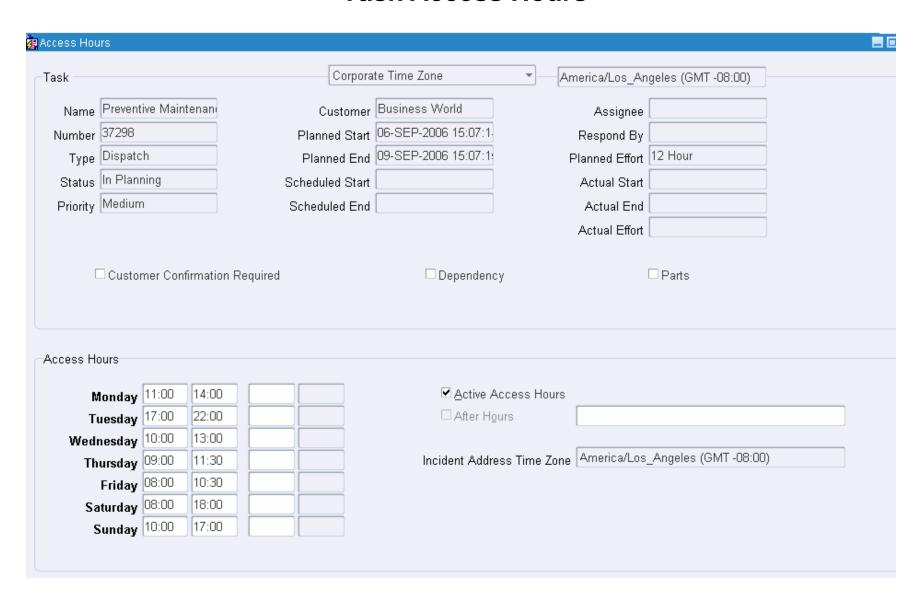
Viewing Tasks longer than Shift



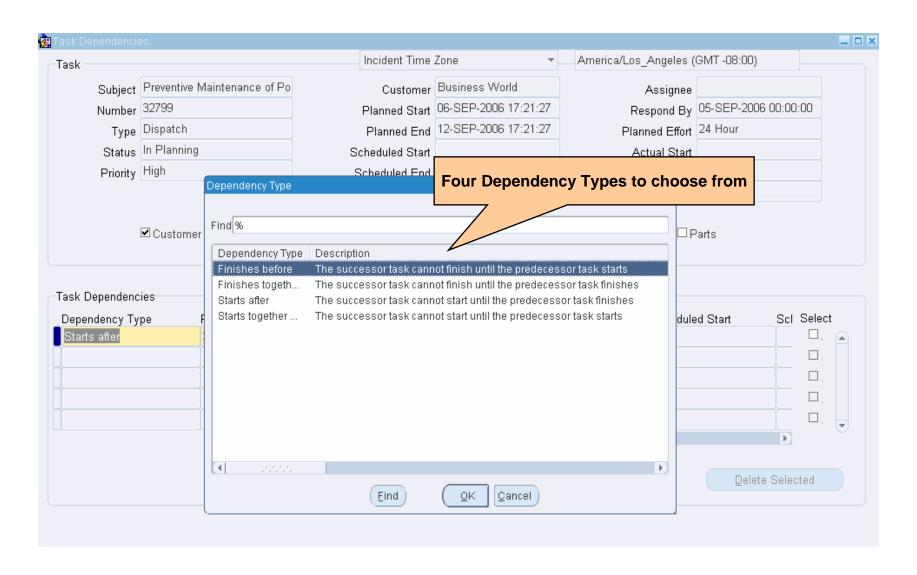
Customer Site Access Hours

Create Access Hours											
										Cance <u>l</u>	Apply
Customer	Atlanta Ma	nufacturir	ng 🔍					Access Hours			
Site			<u> </u>					O After Hours			
Location			•								
Access Hours TIP Please enter Access H	our values	in HH24:1	MI format (Example : 00:4	5, 12:	30, 23:45)					
	From	To	D	From		То					
Monday	11:00	- 1	4:00	16:00	-	18:00					
Tuesday	10:00	- 1	3:00		-						
Wednesday	12:00	- 1	6:00		-						
Thursday	10:00	- 1	2:00	14:00	-	16:00					
Friday	11:00	- 1	3:00		-						
Saturday	08:00	- 1	8:00		-						
Sunday	06:00	- 2	2:00		-						
After Hours											
Definition							_				
										Cancel	Apply
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About this Page Privacy St	tatement								Copyright (c)	2006, Oracle, All	rights reserve

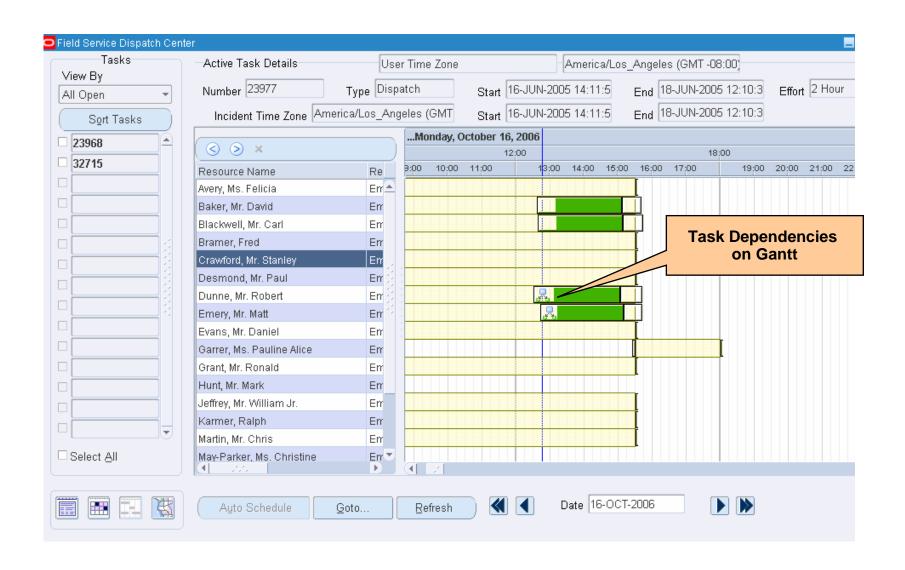
Task Access Hours



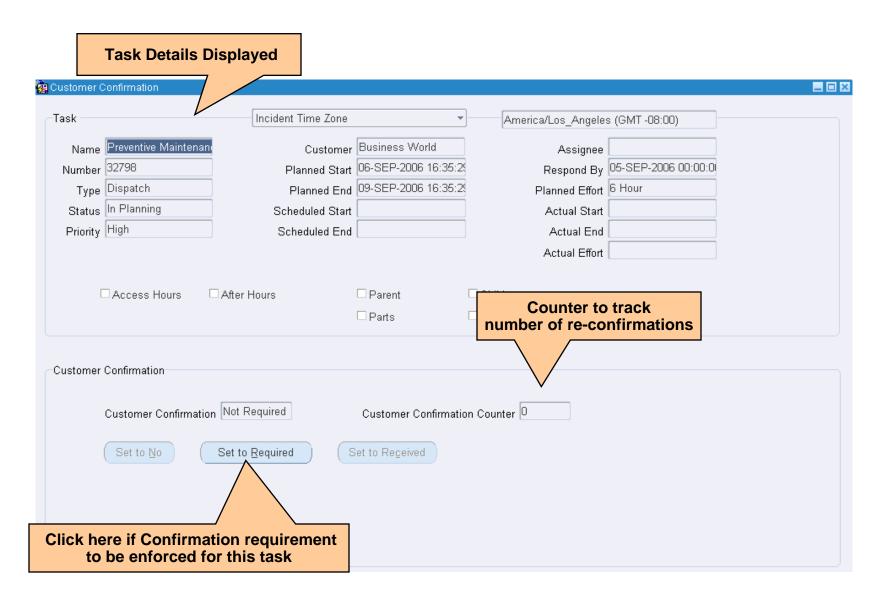
Enter Task Dependencies

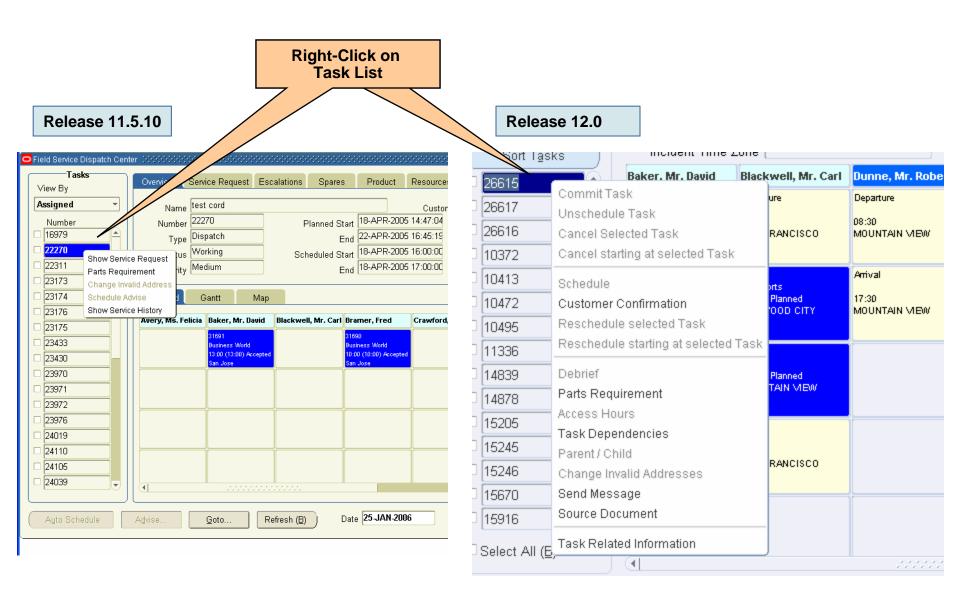


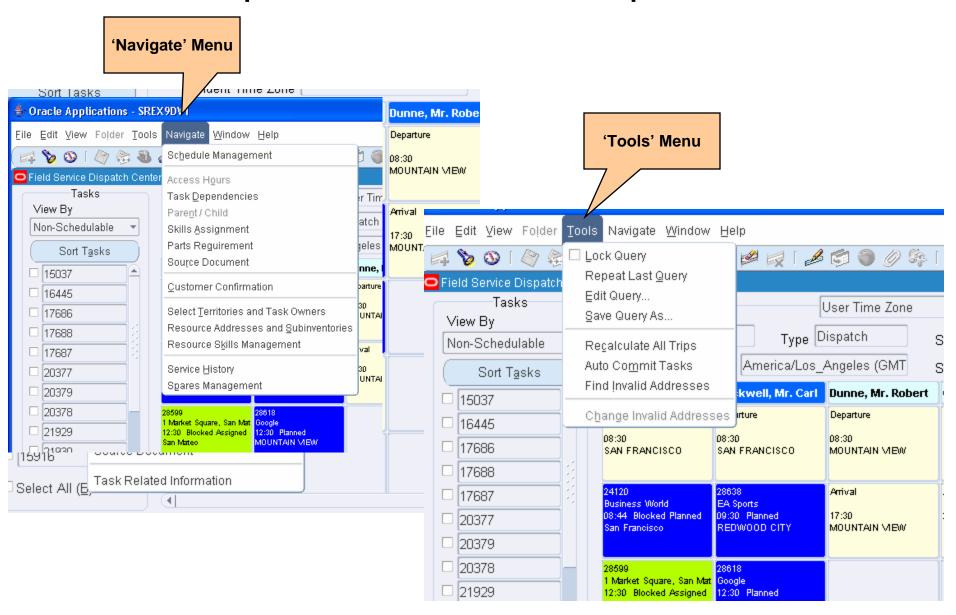
View Task Dependencies

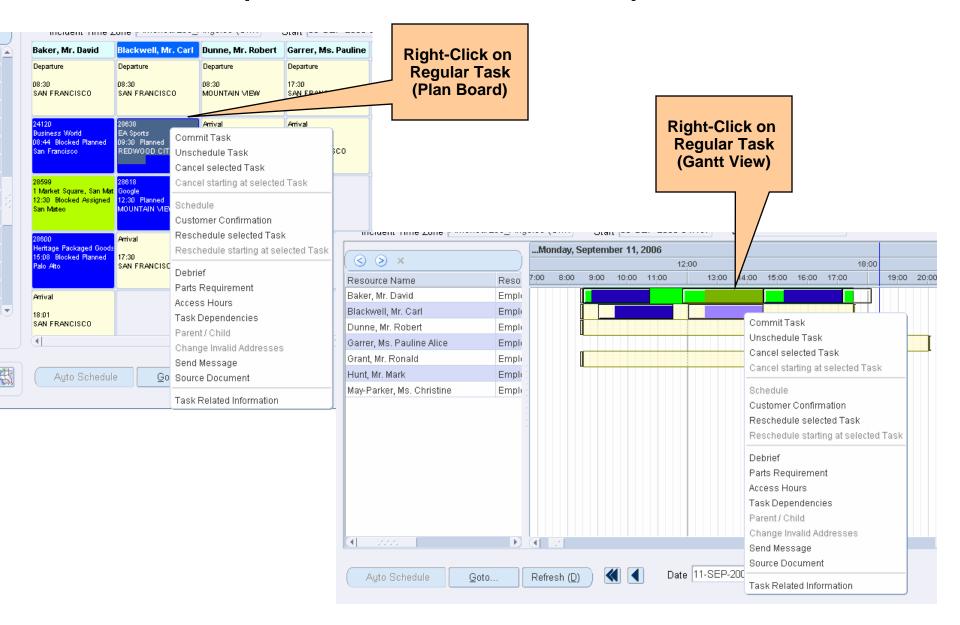


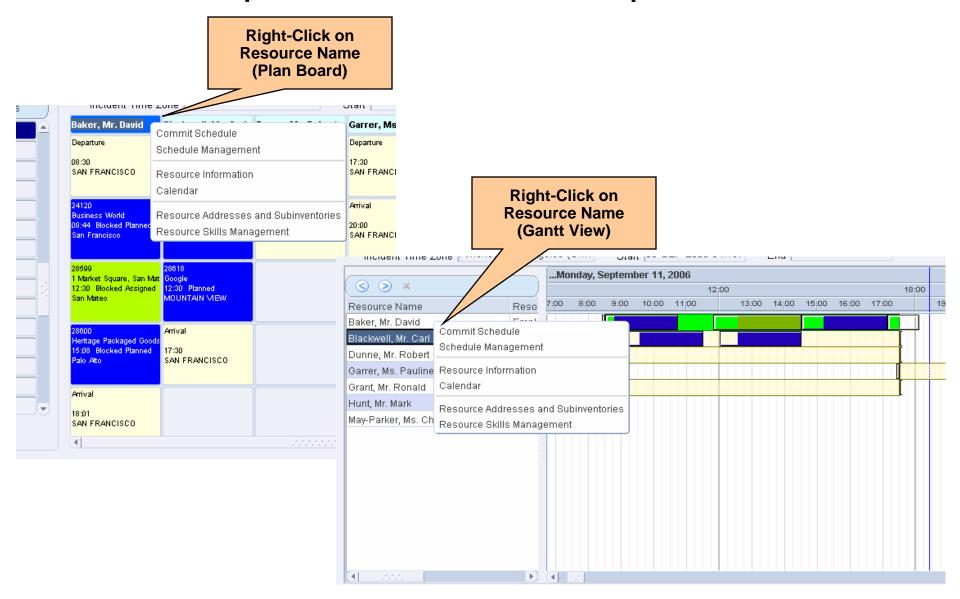
Customer Confirmation UI











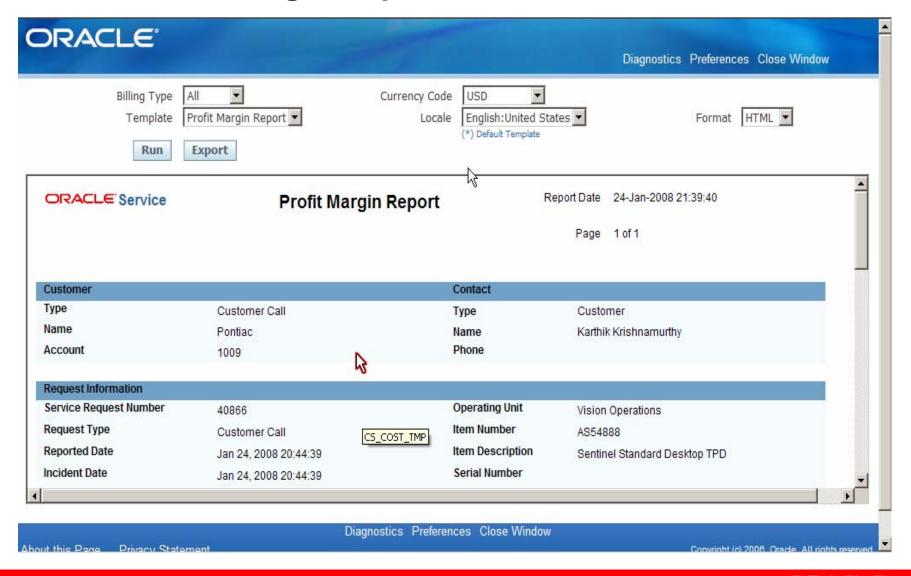
EBS Field Service Release 12.1



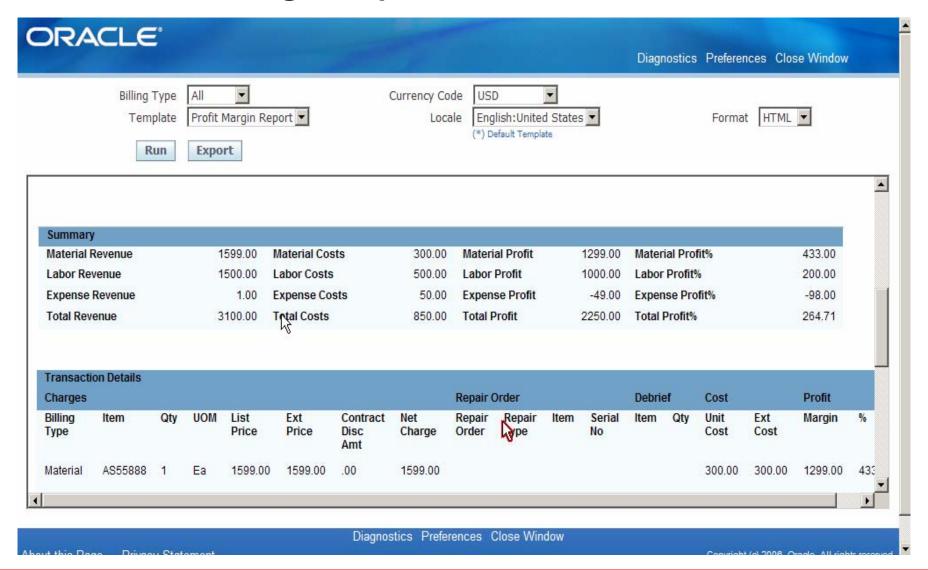
R12.1 Field Service Core

Market Need	Solution	Benefit
Service Request Profit Margin Reporting	Service Costing Phase 1 (cost capture and report)	 ✓ Profit Margin Visibility ✓ Foundation for G/L Interface in Phase 2
Agents need access to Field Service Parts and Skills Requirements	Add access to FS Task UIs from SR Form	✓ Call Center and Tech Support can record Task Part Requirements, Skill Requirements and Access Hours
Advanced Features in Tech Portal	Trunk Stock Visibility, Debrief Error Corrections, Task Scheduling	 ✓ Improved usage of parts ✓ Accurate Costs ✓ Better customer service

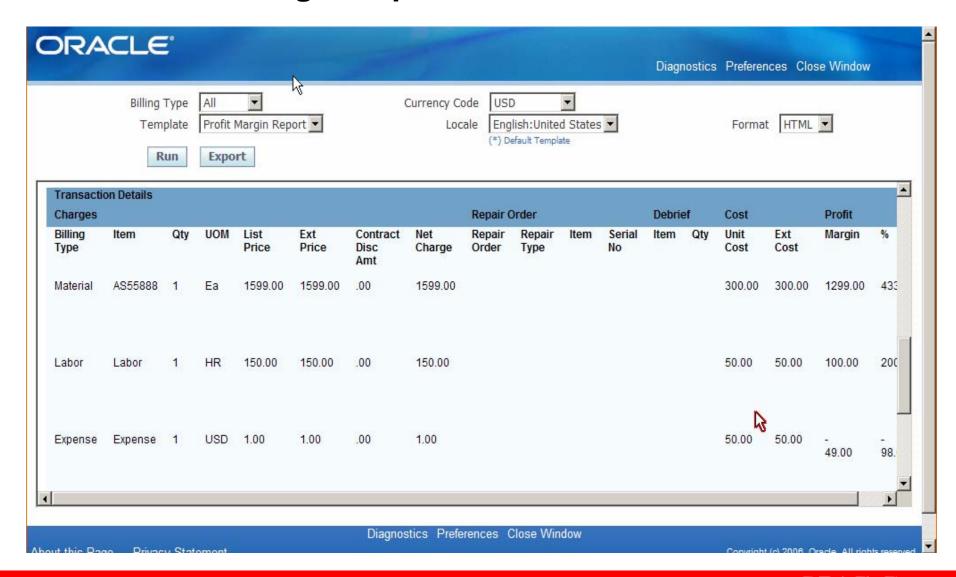
SR Profit Margin Report



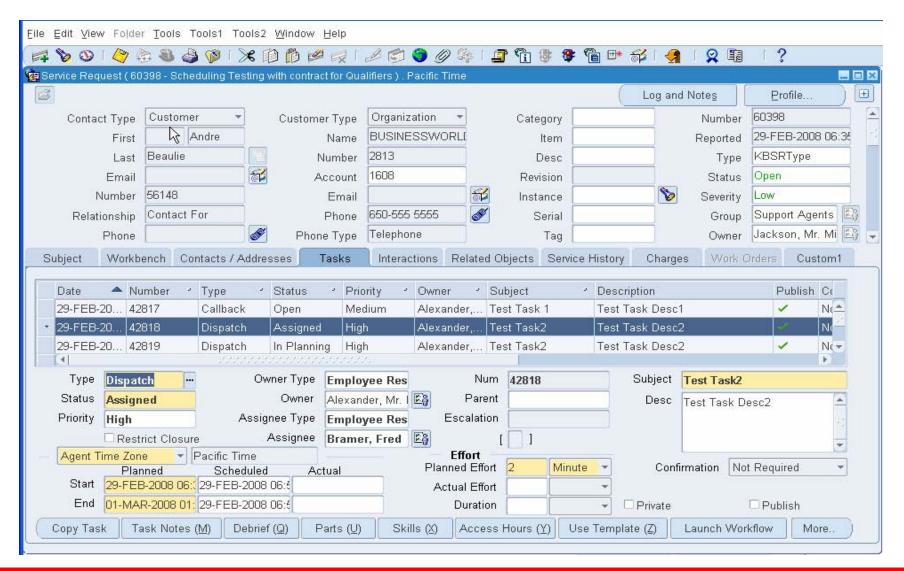
SR Profit Margin Report



SR Profit Margin Report



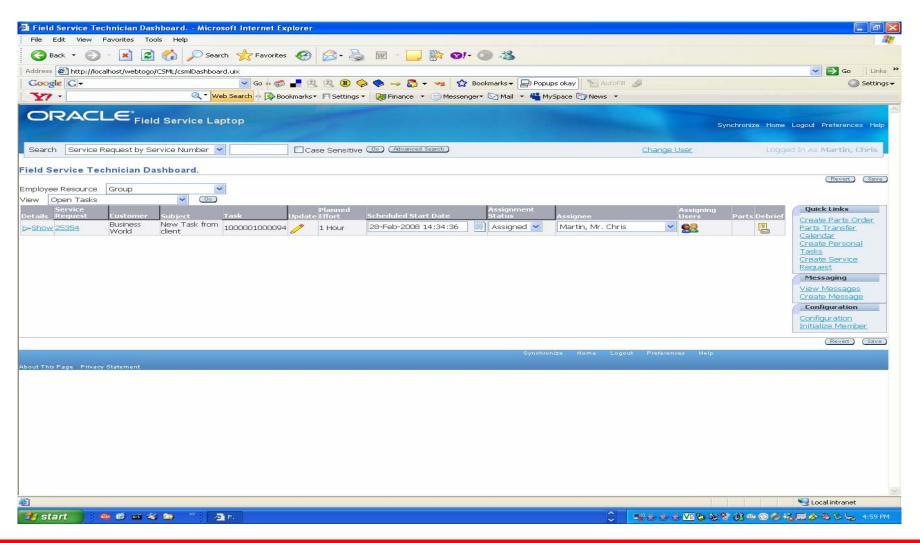
Enhanced SR Form – Access to FS Task Data



R12.1 Mobile Field Service

Market Need	Solution	Benefit
Support Mobile Work Teams that share a Laptop	Multi User support in O-Lite and S&F Laptop	✓ Leverage Hardware✓ USMC will deploy in combat
Open SR against any piece of equipment at the customer site	Download all IB Records for customers the Techs is responsible for	 ✓ Reduce tech and customer calls ✓ Quicker customer service
Team leads need to manage, monitor, and assign work in the field	New Mobile Managers UI	 ✓ Move Dispatching to the field ✓ Management of remote repair depots

MFS Mobile Manager/Administrator Dashboard



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