Fusion Update

Marketing Hype for Tomorrow or Reality for Today

Debra Lilley UKOUG

Fusion Update

25 years of serving the Oracle Community

Marketing Hype for Tomorrow or Reality for Today?

Debra Lilley

www.ukoug.org

Debra Lilley

- **Principal Consultant Fujitsu Services EMEA**
  - Oracle ACE
  - Oracle OCP Applications
  - Oracle Master
  - 12 years experience with applications since 9.4.2 !

- **Deputy Chair of UKOUG Board of Directors**
  - Chartered Director
  - Chair of the Product Development Committee IOUC

Fusion Update

- Whistle Stop Evolution of Fusion
- Roadmap Wizard
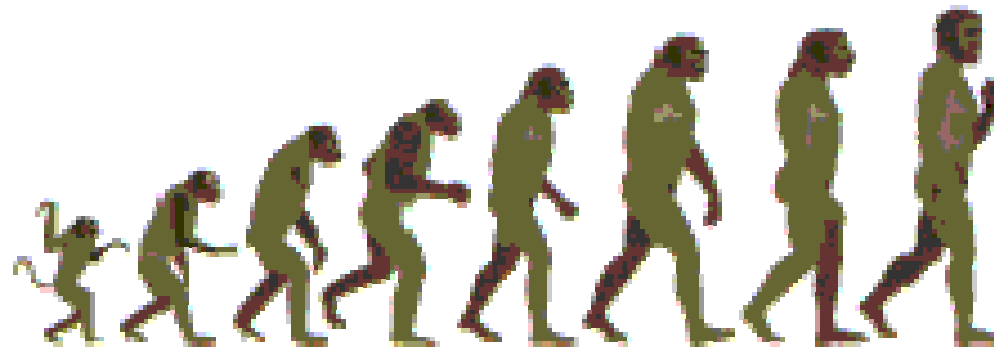- Where to get more Information

The Fusion Message

- Fusion is mentioned all the time
- But does everyone get the right message?

The Evolution of Fusion

The Story So far

- Project Fusion
- Lifetime Support
- Applications Unlimited
- Fusion Applications
- Fusion Middleware
- Fusion of Best Practice
- OOW Announcements

Project Fusion

Soon after acquiring PoepleSoft, Oracle announced Project Fusion, the journey to the next generation of Oracle Applications and Architecture.

The application will evolve from the existing Oracle eBusiness suite, PeopleSoft Enterprise, JD Edwards EnterpriseOne and JD Edwards World products, taking the best from each and then enhancing it.
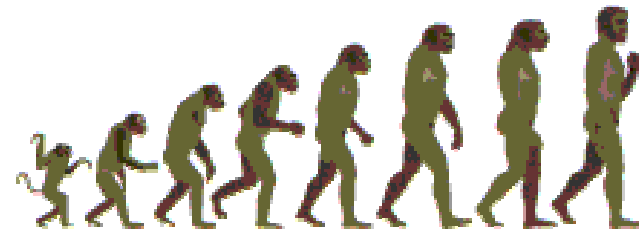
Lifetime Support

- Some users said we don't want to go to Fusion we want to stay where we are

- So Oracle announced Lifetime Support

    - You don't have to upgrade ever again!

    - Yes there are rules and starting points but no more simple upgrades based on Desupport matrix

    - There is also a cost in Oracle Support

Lifetime Support 11i

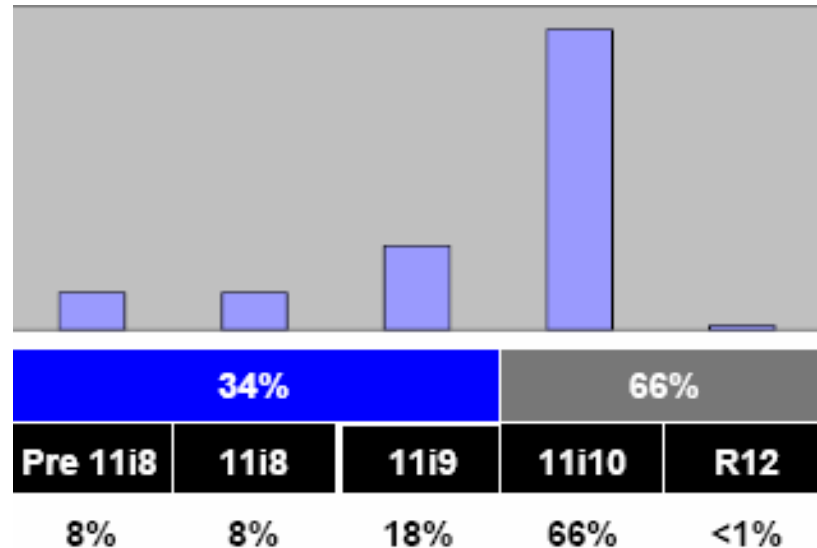| Release	GA Date	Premier Support Until...	Extended Support Until...	Sustaining Support Until...
11.0.3	May 1999	Feb 2007	Not Offered	Jan 2009
11i1	May 2000	Jul 2006	Not Offered	Jul 2007
11i2	Oct 2000	Jul 2006	Not Offered	Jul 2007
11i3	Jan 2001	Jul 2006	Not Offered	Jul 2007
11i4	Jun 2001	Jul 2006	Not Offered	Jul 2007
11i5	Sep 2001	Jul 2006	Not Offered	Jul 2007
11i6	Jan 2002	Jul 2006	Not Offered	Jul 2007
11i7	May 2002	May 2007	Not Offered	Indefinite
11i8	Nov 2002	Nov 2007	Not Offered	Indefinite
11i9	Jun 2003	Jun 2008	Not Offered	Indefinite
11i10	Nov 2004	Nov 2009	Nov 2012	Indefinite
12	Jan 2007	Jan 2012	Jan 2015	Indefinite

Applications Unlimited

- Others said - Actually we really want to stay where we are but we need to keep up with legislation, technology and a few enhancements

- So there is no all apps merge into
  - Well not yet

- Users will have a choice
  - Next version your application
  - Fusion - upgrade path available

- Underpinned by
  - General Managers & Strategy Executives

Continued Product Releases

Customer Driven Roadmaps

Dedicated Development Teams

No Forced Upgrades

EBS Customer Population by Release ' Jan 08

R12 Statistics

- 3,300customers downloaded/ordered software

- 900+customers actively engaging with Support

- 200+early adopters working closely with Development

- 50+ Live as at Jan
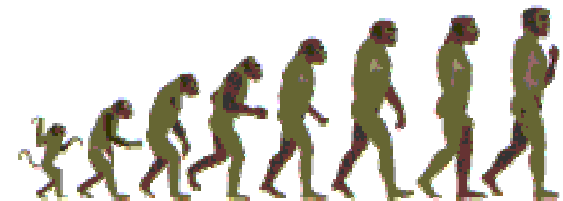
Fusion Applications

- No longer a product first release promised this year
- Responsible for Fusion Content
  - Jesper Andersen
- Responsible for Fusion Development
  - Steve Miranda
- How to get there?
  - New Appointment Cliff Godwin
    - Migration
    - Education
    - Documentation

Fusion Middleware

- Fusion Applications needs to be written in best technology
  - On any open standard database (works best on Oracle)

- This is Oracle 11g Application Server
  - SOA
  - BPEL
  - Identity Management
  - BI Publisher
  - OBIEE
  - AIA
  - Etc, etc

Fusion of Best Practice

- ## The Acquisitions have taught Oracle things
  - What goes into application – Strategy
  - Test BEFORE release
  - Managed Release Program
  - Partner Readiness Programs
  - Fusion Champion Program
  - Listen
  - Educate

Fusion - Infusion

- Latest Stage of Evolution

- Fusion Technology & functionality made available to current applications
  - XML publisher
  - OBIA
  - AIA

Messages from Oracle Open World
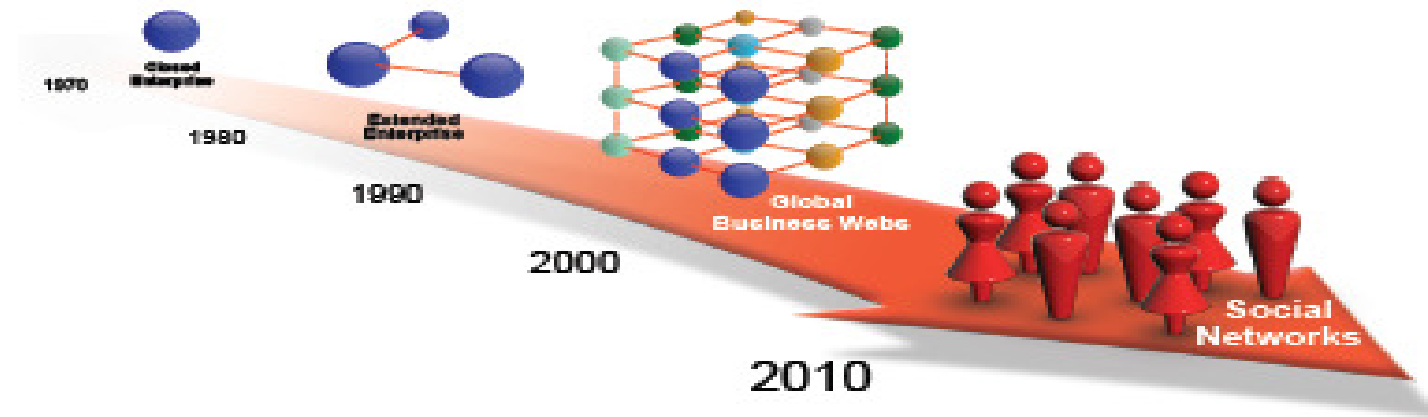
Unique, customer focused strategy
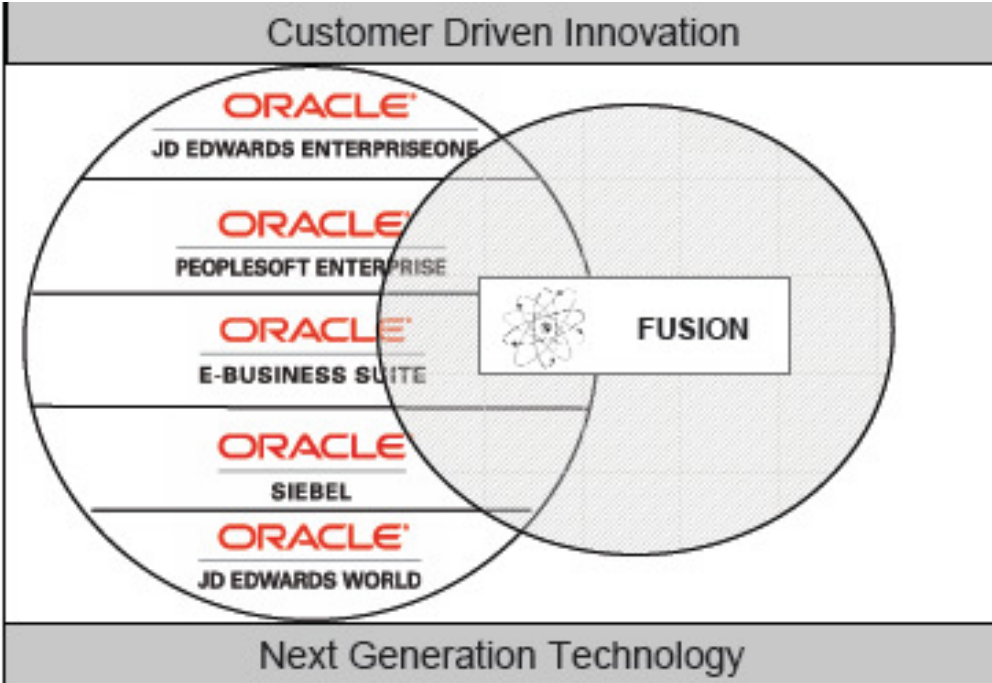
More Information
www.oracle.com/fusion

Fusion – The Best of the Best

- ## The BEST it not always what they have
  - So they buy it (40+ acquisitions in 4 years)
  - Or they develop it

- ## The BEST is defined by the customer
  - YOU may be best placed to stay where they are

Fusion Roadmap Recap

TECHNOLOGY DRIVERS		
Corporate Culture	Historically have you made early investments in technology - suite or best of breed?
Application Functionality	Does your current application portfolio meet your functional needs today and in the future?
Information Management	Are integration, reporting, or data consolidation high on your list of challenges?
Software Footprint	Are your releases out of date, highly customized? Do you have shelf-ware? Niche Vendors?
Support Requirements	Are support windows concerning from a platform or application perspective?
IT Initiatives	Several initiatives are driven from IT such as business continuity, reducing complexity, etc?

Main Concepts

- Available to ALL
- Think about your company
- Educates about products & offerings
- Assists in Roadmap Planning
- Opportunity for Oracle assistance at end
- PDF report (emails NOT SHARED even internally)
- Valuable data on responses (NOT WHO) for Oracle

Fusion Roadmapping
Original Timeline
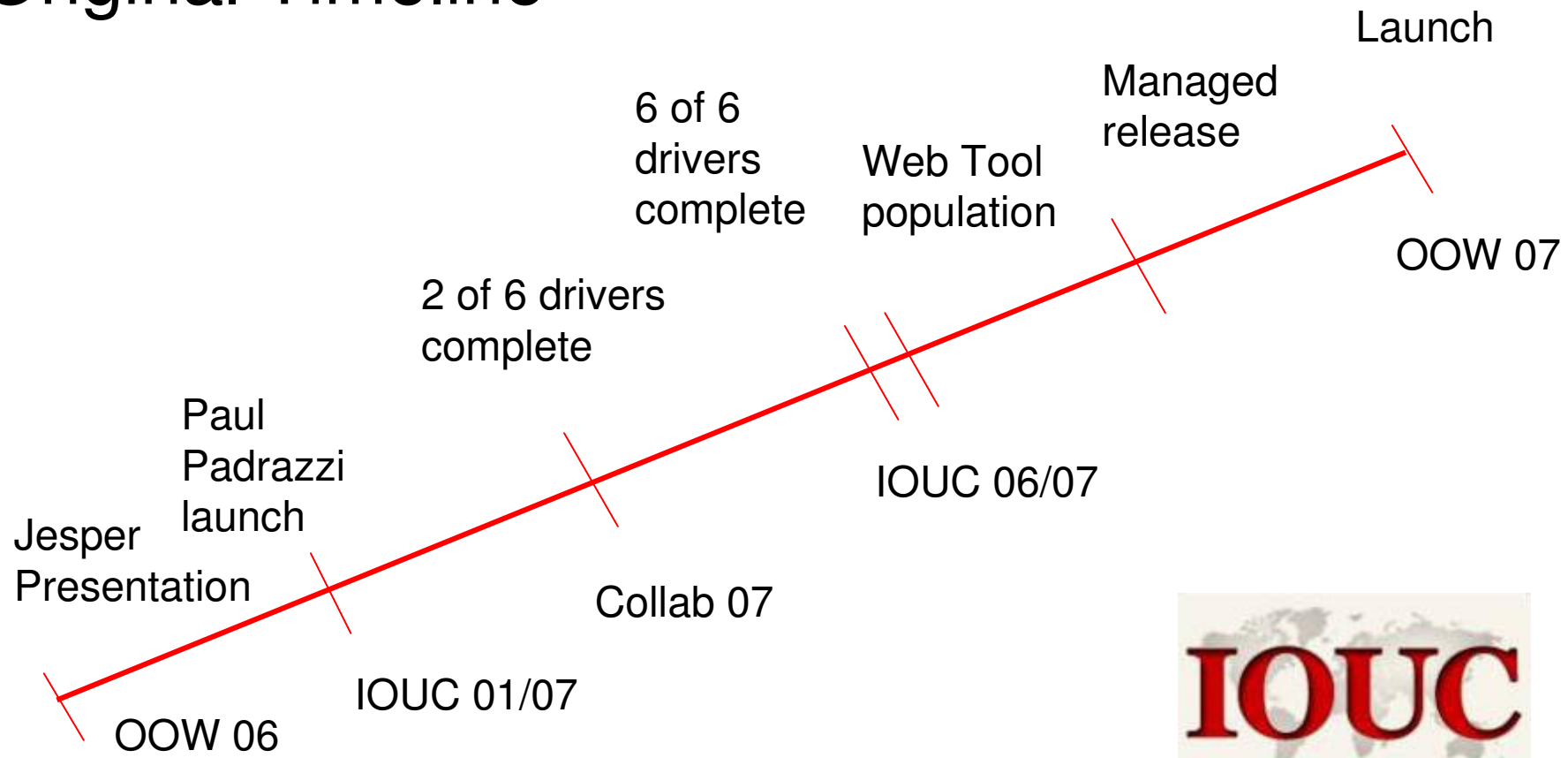
Launch

Managed
release

6 of 6
drivers
complete

Web Tool
population

OOW 07

2 of 6 drivers
complete

IOUC 06/07

Paul
Padrazzi
launch

Jesper
Presentation

Collab 07

IOUC 01/07

OOW 06

Questions

Summary

IT Initiatives

Summary

Total Score: **90**

You have completed the survey portion of the Oracle Roadmap Wizard – IT Initiatives.

Based upon your score you are in the Manageable category for preparation for Fusion Applications. You are in a very good position to take advantage of Fusion Applications when they become available. Oracle recommends that you review the following collateral in preparation for Fusion Applications:

- Review the Oracle Fusion Architecture

- Understanding what you can do today to prepare for Fusion Applications

- Understanding the role of that an Oracle Insight in preparing for Fusion Applications

Explanation of Scoring

Prev ◀   Results Page 1 of 2   ▶ Next

Next Steps

- Try out the tool.
    - **http://www.oracle.com/applications/oracle-roadmap-wizard.html**

- Share it with others in your organization.

- Provide feedback.
    - Join the roadmap wizard group in **https://mix.oracle.com**

Announcements from OOW

Fusion 2G Sales Force Automation Demo

- Sales Prospector
  - Integrated with ERP for Customer Purchase Data
  - Integrated with 1G SFA for Opportunity Management

- Sales References
  - Integrated with ERP for Customer Data
  - Integrated with 1G SFA for Sales Campaigns

- Sales Tools
  - Presentation Library maintained via Social Network

Oracle's FUSION Strategy is about Choice

- You need to understand what your business needs
- You need to understand the choices available
- Make decisions that are right for you

OUG can help you understand part of the equation

Questions?

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