



Introduction to 11.5.10 and Self Service Modules

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Agenda

- **Ebusiness Suite Footprint**
- **General Enhancements**
- **Self Service Modules**
- **New Products in Release 11.5.10**
- **Release 11.5.10 Product Enhancements**



Announcing Release 11i.10

Includes Over 2100 New Capabilities

- **50% Industry Specific Capabilities**
- **50% Cross-Industry Capabilities**
 - **Sales & Marketing**
 - **Finance**
 - **Human Resources**
 - **Projects**
 - **Contracts**
 - **Order Management**
 - **Configurator**
 - **Planning**
 - **Procurement**
 - **Manufacturing**
 - **Logistics**
 - **Service**
 - **Maintenance**
 - **Product Lifecycle Mgmt**

EBS Footprint: Differentiate with Breadth

Order Management

- Order Management
- Receivables
- Configurator
- Advanced Pricing
- iStore
- TeleSales
- Quoting & Proposals
- Trade Management
- Release Management
- Sales Contracts

Supply Chain Planning

- Demand Planning
- Advanced Supply Planning
- Constraint Optimization
- Global Order Promising
- Manufacturing Scheduling
- Inventory Optimization
- Collaborative Planning
- Transportation Planning

Procurement

- Purchasing
- Payables
- iProcurement
- Sourcing
- iSupplier Portal
- Procurement Contracts
- Services Procurement

Manufacturing

- Discrete Manufacturing
 - Project Manufacturing
 - Flow Manufacturing
 - Project Contracts
 - Shop Floor Management
- Process Manufacturing

Logistics

- Inventory Management
- Mobile Supply Chain Apps
- Warehouse Management
- Transportation Execution

Service

- TeleService
- iSupport
- Service Contracts
- Depot Repair
- Field Service
 - Spares Management
 - Advanced Scheduler
 - Mobile Field Service

Maintenance Mgmt

- Enterprise Asset Mgmt
- Self-Service Work Requests
- Property Manager

Product Lifecycle Mgmt

- Advanced Product Catalog
- CADView-3D
- Project Mgmt / Collab Suite
- UCCNet Trading Connector

Finance

Financials

- General Ledger
- Receivables
- Credit Management
- Payables / iPayment
- Cash Management
- Assets
- Property Manager
- Bill Presentment Arch.

Internet Expenses

iAssets

iReceivables

Advanced Collections

Treasury

Lease Management

Internal Controls Manager

Activity Based Management

Customer Data Mgmt

Customer Hub

Customer Spoke

Customer Data Librarian

Human Resources

Human Resources

Self-Service HR

Payroll

Advanced Benefits

Time & Labor

Training Administration

iLearning

iRecruitment

Projects

Project Management

Project Collaboration

Project Resource Mgmt

Project Costing

- Project Billing

Project Contracts

Portfolio Planning (11i.10+)

Marketing & Sales

Marketing

Trade Management

Partner Management

Advanced Pricing

TeleSales

Field Sales

Quoting

Proposals

Incentive Compensation

Sales Contracts

Interaction Center

Advanced Inbound

Advanced Outbound

Scripting

eMail Center

Intelligence

E-Business Intelligence

Balanced Scorecard

Financials & Sales Analyzers

Enterprise Planning & Budgeting

General Enhancements in 11.5.10

User Interface

Forms Applications

- **Enhanced Navigation**
- **Customization**

OAF^[1] Applications

- **OAF Adoption**
- **Improved Personalization**
- **Extension and Customization**

[1] OAF: Oracle Application Framework

Forms Applications: Enhance Navigation

Invoice Workbench: OLD

The screenshot displays the Oracle Invoice Workbench application with multiple overlapping windows. The active window is titled "Scheduled Payments (Vision Operations: USD) - AND050504, Advanced Network Devices". It features a "Supplier" tab and a "Payment Overview" section with the following fields:

- Payment Currency: **USD**
- Amount Paid: **115,690.00**
- Invoice Amount: **115,690.00**
- Gross Amount Total: **115,690.00**

Below the overview section is a tabbed interface with four tabs: "Due Date", "Second Discount", "Third Discount", and "Remit-To Bank Account". The "Due Date" tab is selected, showing a table of scheduled payments.

Hold	Due Date	Gross Amount	Payment Priority	Payment Method	Discount Date	Discount Amount
<input checked="" type="checkbox"/>	04 JUN 2004	115,690.00	1	Check		
<input type="checkbox"/>						
<input type="checkbox"/>						
<input type="checkbox"/>						
<input type="checkbox"/>						
<input type="checkbox"/>						

At the bottom of the window, there are two summary fields:

- Amount Remaining: **0.00**
- Discount Amount Remaining: **0.00**

The bottom of the window contains four buttons: "Holds", "Payments", "Split Schedule", and "Pay... 1".

Forms Applications: Enhance Navigation

Invoice Workbench: NEW

Invoices (Vision Operations: USD)

Batch Control Total Actual Total

Type	Supplier	Supplier Num	Site	Invoice Date	Invoice Num	Invoice Curr	Invoice Amount	Withheld Amount	Prepaid Amount
Prepayment	Advanced Network De	1013	FRESNO	05-MAY-2004	P800	USD	10,000.00	2,000.00	
Prepayment	Advanced Network De	1013	FRESNO	05-MAY-2004	P801	USD	10,000.00		
Standard	Advanced Network De	1013	FRESNO	05-MAY-2004	P802	USD	15,000.00		5

1 General 2 Holds 3 Payments 4 Scheduled Payments 5 Prepayment Applications

Amount Applied	GL Date	Number	Dist	Tax Code	Supplier	Site
5000	05-MAY-2004	P800	2		Advanced Network De	FRESNO

Description
Account

PO Num
Receipt Num

Actions... 1 Overview Distributions Purchase Order Match

Printing and Reporting

[illegible]

XML Publisher

New reporting system for Oracle Applications

User-created templates

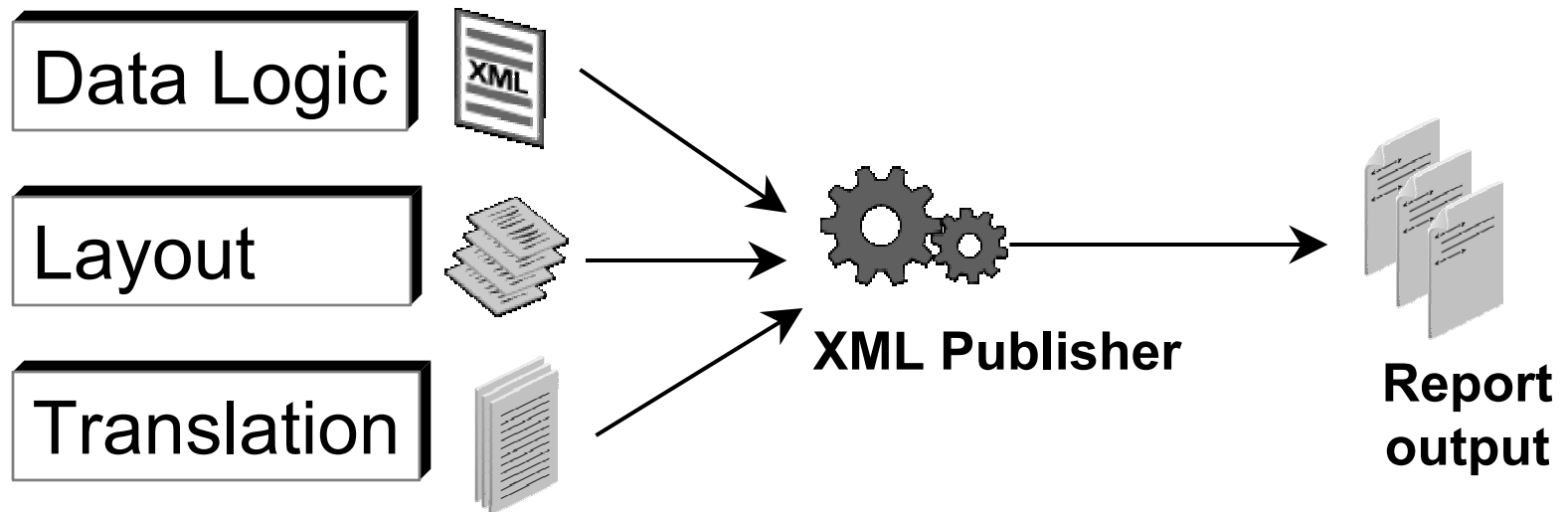
Reduces dependency on third party reporting tools.

Separates data/layout/translations

Send report to email, fax, printer, ecommerce

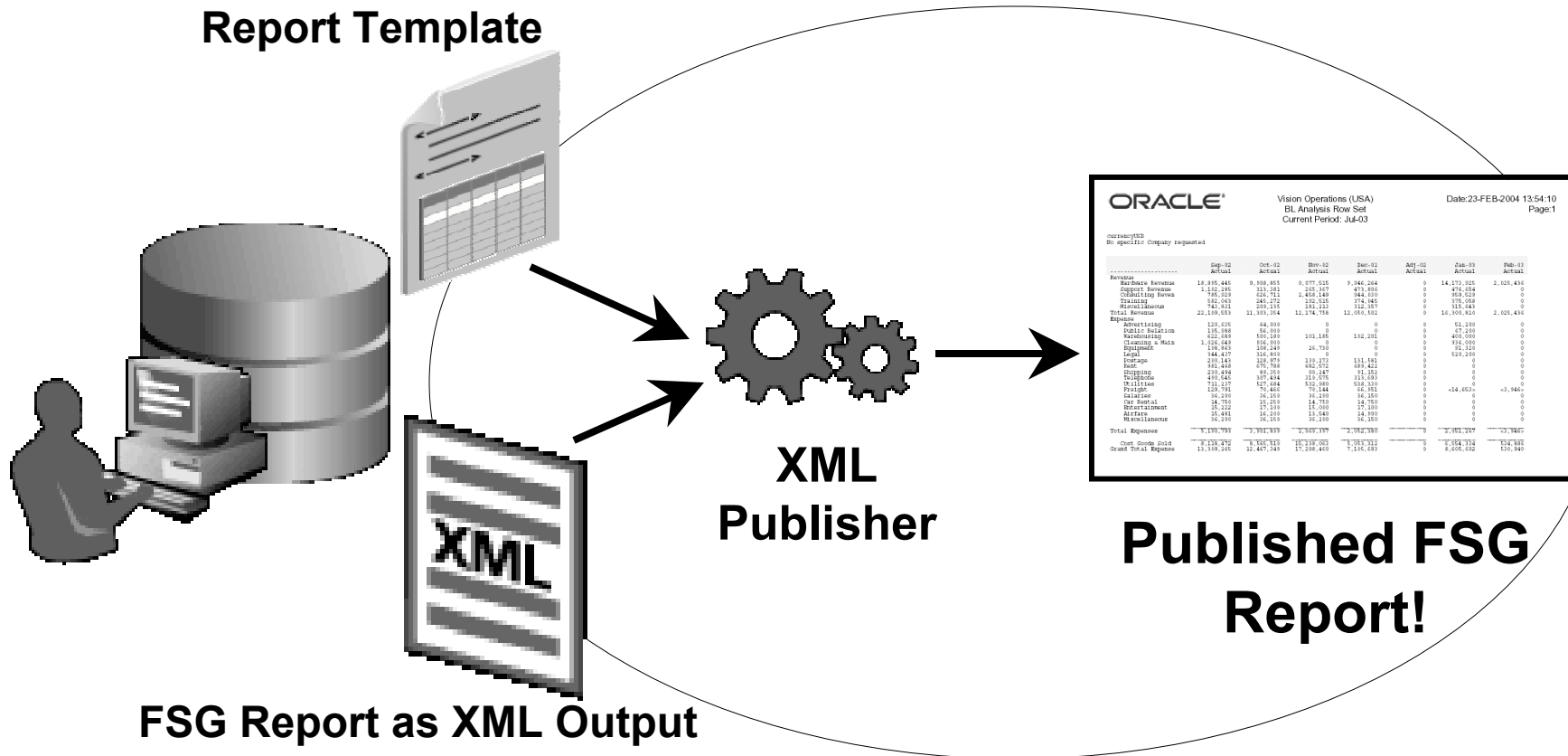
XML Publisher Concept

Separate data / layout / translation



- ✓ More flexibility
- ✓ Reduced maintenance

Presentation Quality FSG Reports Using XML Publisher



Apps Products Utilizing XML Publisher

HRMS

DBI/PMV

Purchasing

Contracts

Sourcing

Quoting

FSG

eRecords

Loans

Order Management

iStore

Project Contracts

Marketing

Student Services

Discrete Manufacturing

Process Manufacturing

Bill Presentment

Internal Controls Manager

Teams planning to utilize it in future releases:

Financials

Healthcare

Oracle User Management (UMX)

New product for 11i.10

Advanced user and role management

- **Ad-hoc administration**
 - Full management of user and roles
 - Restricted/delegated administration
 - Uses data security to restrict admin scope**
- **Policy-driven administration**
 - Users request accounts and roles in **Self Service**
 - Approval and implementation policies automated through **Oracle Workflow and Business Events**

Oracle User Management (UMX)

"Forgot password" Self Service reset

Self service account request

System status / announcement display

Oracle User Management (UMX)

Login - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://qapache.us.oracle.com:8503/OA_HTML/Ap Go

ORACLE®
Oracle E-Business Suite

Welcome to Oracle E-Business Suite

Enter your username and password to login
*Indicates Required Field

* Username

* Password

Login

✓ TIP Did you forget your password?
[New user, click here to Register](#)

العربية • 한국어 • English

Self-Service Access Request

Users browse available access roles by category

Shopping cart metaphor makes it easy

The screenshot displays the Oracle Self-Service Access Request web application. At the top, the Oracle logo is on the left, and navigation links for Home, Logout, and Preferences are on the right. A dark banner contains the text 'Access Requests'. Below this, a progress indicator shows three steps: 'Select Roles' (active, filled circle), 'Provide Justification' (empty circle), and 'Review' (empty circle). On the left, a sidebar menu has 'General' (with sub-links 'Display' and 'Preferences') and 'Access Requests' (highlighted). The main content area is titled 'Request Access: Select Roles' and includes the instruction 'Browse the role categories. Request roles by adding them to cart.' with 'Cancel' and 'Next' buttons. Below this is a section 'Browse Role Categories' with a list of roles: 'Morale Improvement', 'Research & Development', 'Sales & Marketing' (circled in red), and 'Security Administration'. On the right, a 'Selected Roles' box shows 'Added to Cart' with a count of '0' and a 'View Cart' button. At the bottom, there are 'Cancel', 'Step 1 of 3', and 'Next' buttons, followed by 'Home | Logout | Preferences' links. The footer contains 'Copyright 2003 Oracle Corporation. All rights reserved.' and a 'Privacy Statement' link.

ORACLE

Home Logout Preferences

Access Requests

- General
 - Display
 - Preferences
- Access Requests

Select Roles Provide Justification Review

Request Access: Select Roles

Browse the role categories. Request roles by adding them to cart. [Cancel](#) Step 1 of 3 [Next](#)

Browse Role Categories

- [Morale Improvement](#)
- [Research & Development](#)
- [Sales & Marketing](#)
- [Security Administration](#)

Selected Roles

Added to Cart 0

[View Cart](#)

[Cancel](#) Step 1 of 3 [Next](#)

[Home](#) | [Logout](#) | [Preferences](#)

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Self-Service Access Request

Access Requests



Request Access: Select Roles

Browse the role categories. Apply for roles by adding them to the list of selected roles.

[Cancel](#) Step 1 of 3 [Next](#)

[Browse Role Categories](#)

Security Administration

Roles which provide access to features related to Security Administration

Select Object: [Add To List](#)

[Select All](#) | [Select None](#)

Select	Role	Description
<input checked="" type="checkbox"/>	Customer Administrator	Manages user accounts / access for people in their own organization
<input type="checkbox"/>	Partner Administrator	Manages user accounts and access for people in their own as well as partner organizations.

Selected Roles

Roles Added 1

- Sales Representative

[Remove Roles](#)

[Cancel](#) Step 1 of 3 [Next](#)

[Diagnostics](#) | [Home](#) | [Logout](#) | [Preferences](#) | [Help](#)

Self Service Modules

Oracle iAssets

Manage Assets with Self-Service

Make Better Decisions with Real-Time Information

- **Asset inquiry and detail view**

Maintain Control of Enterprise Assets and Data

- **Restricted data access**
- **Approval workflow for on-line asset transfers**
 - **Cost center-based approval**
 - **Management hierarchy-based approval**
 - **Delegated authority**

Use Self-Service to Improve Process Efficiencies

- **New on-line transfer functionality**
 - **Multi-way request generation**

Highlight: Oracle Procurement

The Best Procurement System in the Marketplace

Services Procurement

Control and automate your services spend

- Single point of entry for services requests using Smart Forms
- Enforce usage of preferred suppliers, pre-negotiated rates, job skills
- Employees confirm services rendered / approve contractor timecards and can track to budget
- Self-billing to reduce invoicing costs

Complete supplier collaboration from negotiation through payment

Maintain contractor performance repository

Procurement Contracts

Embedded in procurement processes

- Sourcing: negotiate best prices based on documented T's and C's
- Purchasing: require contract signatures prior to PO execution
- Access contract details from sourcing and purchasing documents

Standardization and compliance

- Simplified templates with pre-approved articles and standardized language
- Automated revision control and workflow-driven approvals
- Monitor buyer and supplier deliverables

Create Service Request

ORACLE[®] iProcurement 1A

Stores Categories Shopping Lists Non-Catalog Request Shop Requisition

Legal Services

* Indicates a required field.

Request Type

Item Type

* Item Description

* Category

* Quantity

* Unit of Measure

* Rate per Unit

* Currency

☐ New Supplier

Supplier Name

Site

Contact Name

Phone

Supplier Item

Applicant Information

* Name

* Date of Birth

* Place of Birth

Last Convicted

Passport Details

Passport No.

Issued by

Issued on

Clear All Add to Cart Add to Favorites

Shop | [Requisitions](#) | [Receiving](#) | [My Profile](#) | [Return to Portal](#) | [Shopping Cart](#) | [Help](#)

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A store may include one or more templates

These fields change dynamically based on the type of service

Configurable Templates:

- Smart Forms
- Info Templates

Supplier Bank Detail – How to Use this Feature

Suppliers able to view all bank accounts set up for company

Bank Accounts - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites Media

ORACLE®
iSupplier Portal

Home Logout Preferences Help Personalize Page Diagnostics

Home Orders Shipments Planning Account Product Admin

Profile Management

[Supplier Details](#)
[Address Book](#)
[Contact Directory](#)
[Business Classifications](#)
[Products and Services](#)
Bank Accounts
[User Accounts](#)

Bank Accounts

You have established the following bank accounts for your company. These details are used by Vision Enterprise for invoice payments and must be kept up to date at all times. [Learn more...](#)

You can add new bank accounts, edit existing account details, update address assignments and obsolete the bank accounts that are no longer in use.

[Add New](#)

Details	Bank Account Number	Currency	Bank Account Name	Bank Name	Bank Number	Branch Name	Branch Number	Status	Edit/Remove
Show	10271-7621	USD - US dollar	HQ - Main	Bank of America	163281189	Milwaukee	7361982740	Approved	Edit Remove
Show	10782-68839	USD - US dollar	West Region - San Francisco	Bank of America	163281189	San Francisco	8001982841	Approved	Edit Remove
Show	677229	USD - US dollar	East Region - BWI	Wells Fargo	12104282	Baltimore	7760048	Approved	Edit Remove
Show	90822010	USD - US dollar	East Region - New York	Citibank	993993	New York	909082	Approved	Edit Remove

[Home](#) | [Orders](#) | [Shipments](#) | [Planning](#) | [Account](#) | [Product](#) | [Admin](#) | [Home](#) | [Logout](#) | [Preferences](#) | [Help](#) | [Personalize Page](#) | [Diagnostics](#)

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Done Local intranet

- View which company locations use each account
- Check account status
- Edit account details
- Create new accounts as necessary

Procure-to-Pay Lifecycle Tracking

Self-service access empowers requesters & frees up buyers' time

Requisition

Item Description **Toshiba ASX100 DVD Player**
Status Approved
Change History Yes

Current Approver
Approver Telephone
Date Sent to Approver

► [Show Additional Information](#)

Order

Order 30000
Status **Approved**
Buyer Stock, Mr. Pat
Buyer Telephone **(650) 506-8934**

Supplier **Bestbuy Inc. (Redwood City)**
Supplier Contact Smith, Ms. Sonia
Contact Telephone **(650) 506-8934**
Date Sent to Supplier **20-MAR-2002**

Shipment

Shipment	Shipment Date	Expected Receipt Date	Freight Carrier	Tracking Number	Track Shipment
<u>33000</u>	25-MAR-2002	30-MAR-2002	United Parcel Service (UPS)	1Z1RST345167883SX10P48	
<u>35000</u>	30-MAR-2002	05-APR-2002	Federal Express	QD1954HDO53678DHKL19	

Receipt

Receipt	Transaction Date	Net Quantity Received	Received By	Received By Telephone	Items Returned
<u>3300</u>	04-APR-2002		10 <u>Glenn, Mr. Tony</u>	(650) 506-1200	No
<u>3400</u>	10-APR-2002		15 <u>Green, Ms. Rachel</u>	(650) 506-1200	Yes

Invoice

Details	Invoice	Description	Payment Status	Creation Date	On Hold Status	Invoice Amount (USD)	Amount Due (USD)	Due Date
► Show	<u>3300</u>	Invoice for PO 30000	Paid	14-APR-2002	On Hold	1000.00	200.00	31-MAR-2003

☑ TIP Invoice amounts shown may include items other than the requested item.

Payment

Payment	Status	Payment Date	Payment Amount (USD)	Cleared Date	Payment Method	Bank
<u>3000</u>	Stop Initiated	14-APR-2002	800.00	05-APR-2003	Check	Bank of America

☑ TIP Payment amounts shown may include items other than the requested item.

- View approval status
- View PO and associated status
- View receipt history and associated exceptions
- View invoice and payment information

Confirm Receipt of Services

ORACLE® iProcurement Shopping Cart Home Logout Preferences Help Personalize Page

2A

Shop Requisitions **Receiving** Contractors

● Select Items ○ Receipt Information ○ Review & Submit

Receive Items: Select Items

Cancel Clear Changes Express Receive Step 1 of 3 Next

Requester

☐ Include employees from all organizations

Requisition Number

Supplier

Order Number

Shipment Number

Items Due

(Enter at least one additional search criterion when selecting Items Due Any Time)

Select All | Select None

Select	Requisition	Description	Need-By	Receipt Quantity	Unit	Ordered	Received	Supplier	Order Type	Order Number	Shipment Number	Requester	Supplier Site
<input checked="" type="checkbox"/>	12239	Visa for business travel	24-Apr-2004 01:00:00	800	USD	800	0	Smith, Viner, Carly	Purchase	13741		Walton, Ms. Meredith	SAN FRANCISCO

☒ TIP Use the Previous/Next navigation tool to make selections across multiple pages

Cancel Clear Changes Express Receive Step 1 of 3 Next

Shop | Requisitions | Receiving | Contractors | Shopping Cart | Home | Logout | Preferences | Help | Personalize Page

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Privacy Statement

- Fully receive or partially receive the amount of service that is complete

Create Contractor Request

2A

Shop Requisitions Contractors

Stores Categories Shopping Lists Non-Catalog Request **Contractor Request**

Create Contractor Request

[Cancel](#) [Continue](#)

Enter the information below to describe the position the candidate will be filling. Use the Job Details field to capture position requirements, responsibilities, or other information

* Indicates a required field

Request Information	
* Type	Rate based temp labor
* Job	ADMIN.RECEPTIONIST
Category	MISC.ADMIN
* Job description	Receptionist
<input type="checkbox"/> Require Candidate Screening	
* Start Date	14-JUN-2003
End Date	14-DEC-2003
Requester	Green, Mr. Terry
Location	100 HQ
Enter one-time location	
Job Details	Basic Word and Excel skills, a strong ability to multi-task, excellent attention to detail and follow-through, must be self-motivated, organized, and possess a fun, friendly, yet professional demeanor. Your job duties will include: Sort and distribute faxes Filing and photocopying, distribute incoming mail Miscellaneous administrative projects, and general staff support
* Contact Information	Please email all responses to Terry Green, Terry.Green@company.com

[Cancel](#) [Continue](#)

Optionally flag for interview

- Request information including job details and schedule will be included in the email sent to supplier

Oracle iReceivables

Expedite Customer Payments with Self-Service

Give Your Customers Self-Service Account Management

- **Export transaction data to spreadsheet (FP.E)**
- **Attach documents to transactions (FP.E)**

Manage Payments and Ensure Data Security

- **Duplicate dispute warning (FP.F)**
- **One-time credit card payment (FP.E)**
- **Configurable service charges (FP.E)**
- **Customizable transaction search (FP.E)**

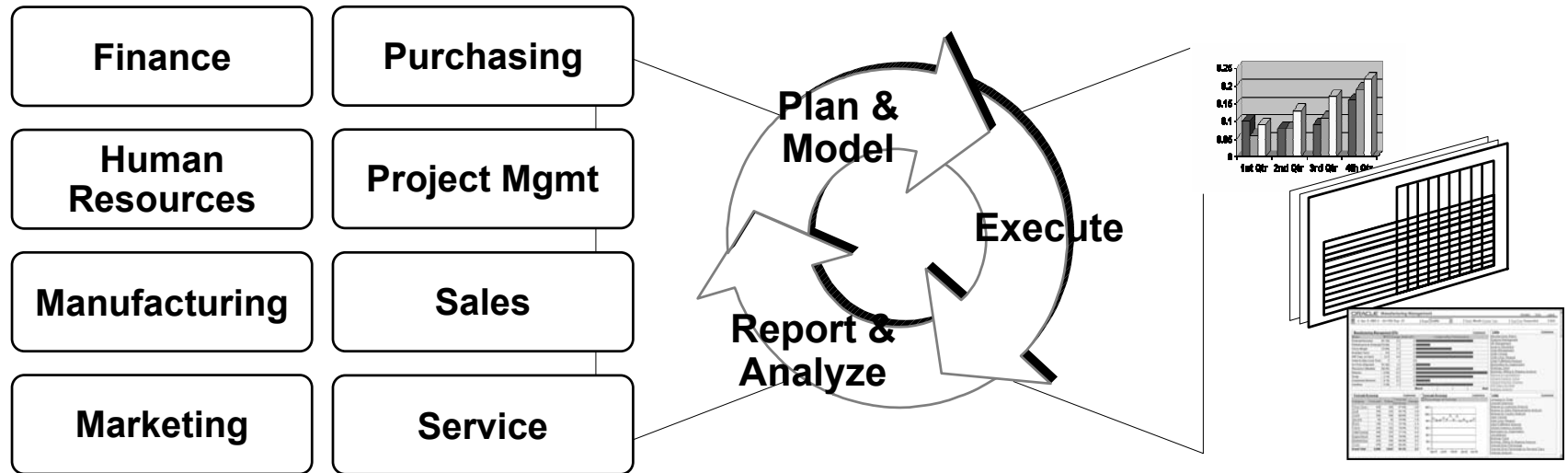
Simplify the Payment and Dispute Processes

- **Anonymous user login (FP.E)**
- **Multi-pay and multi-print (FP.E)**

11.5.10 New Products

Corporate Performance Management

Plan, Execute, Manage



**Provide Planning, Execution, and Reporting Capabilities
to Optimize Business Performance**

Oracle Enterprise Planning & Budgeting

Analyze, Plan, Budget & Report

Understand the Business Better

- **Dashboard, KPIs, drilldowns support decision making**
- **Simple query and reporting tools empower planners**
- **Single data model provides one view**

Control the Planning Process

- **Business process administrator makes plans transparent and repeatable**
- **Workflow facilitates automated interaction**
- **Functional security ensures control**

Tune Plans to Improve Results

- **Collaborative tools provide agility and accountability**
- **Multi-dimensional modeling supports complex analysis**

Focus: Daily Business Intelligence

Pre-Built Management Reporting Solution

Conventional Wisdom...

**Separate data warehouse
from transaction system**

**Move subset of detail rows to
warehouse for summary
limit**

Therefore Oracle Delivered...

**State of the art on
separate DB from transaction
DB**

- **Very powerful, very flexible**

Successfully implemented by large custs

But, too expensive for the broad adoption

Turn Conventional Wisdom Upside Down

Simplification: Unify Transactions & Summaries

Put the summary data in the primary 11i transaction DB

Performance breakthrough enables unified system

- **9iR2 materialized views offer fast incremental refresh**
- **9iR2 RAC can segregate warehouse load on 2nd computer within transaction DB**

It's ONE database – all detail rows are present – so drilldowns are straightforward

Daily Business Intelligence New Features

See the Big Picture and Drilldown to the Details

New Content

Email Overview Pages and Reports

Export to Reports to PDF (in addition to Excel)

Drill & Pivot enhanced to navigate to related reports

Customize DBI Overview Pages

- **Disable KPIs**
- **Hide and rearrange content on Overview Pages**

Focus: Daily Business Intelligence

Role-Based Intelligence Dashboards

ORACLE® Manufacturing Management

[Navigator](#) [Home](#) [Logout](#)

Q3 FY02 Day -30 Period Type Comparison Organization Currency

Manufacturing Management KPI's

Name			
Production to Plan	77.6%		
Manufacturing Cost Variance	1.2%		
Material Usage Variance	7.3%		
Resource Utilization	91.9%	0.4	
Resource Variance	6.1%	0.4	
Scrap	1.6%	0.3	

Daily Results,
Flexible Periods

Flexible Comparisons

Links

[Operations Management](#)
[Customer Fulfillment Management](#)
[Shipping Management](#)
[Plan Management](#)
[Expense Management](#)
[HR Management](#)

Multiple
Currencies

Production to Plan

Inventory Category	Standard	Actual	Production To Plan	Change	Actual Value	Change
Desktops			72.1%	0.4	35,782	4.8%
Printers	25,460	18,713	73.5%	0.5	19,553	3.4%
Laptops	18,970	14,190	74.8%	None	10,434	4.7%
Handhelds	14,290	10,732	75.1%	-0.3	8,688	2.5%
Monitors	12,030	9,251	76.9%	None	10,045	1.3%
Productivity	9,470	7,728	81.6%	0.7	6,515	9.5%
Modems	9,350	7,845	83.9%	-0.2	7,929	7.6%
Memory	6,170	5,220	84.6%	0.3	4,479	4.8%
Storage	6,120	5,490	89.7%	0.3	3,984	3.5%
Components	4,220	3,866	91.6%	-0.1	3,144	2.1%
Grand Total	152,310	110,554	77.6%	0.4	110,554	7.6%

Amounts in thousands

Performance
Measures

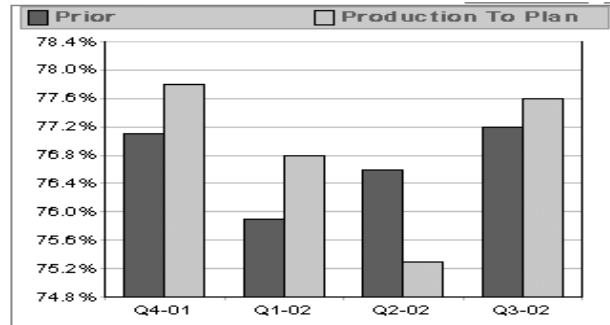
Links

[Past Due Scheduled Lines Summary](#)

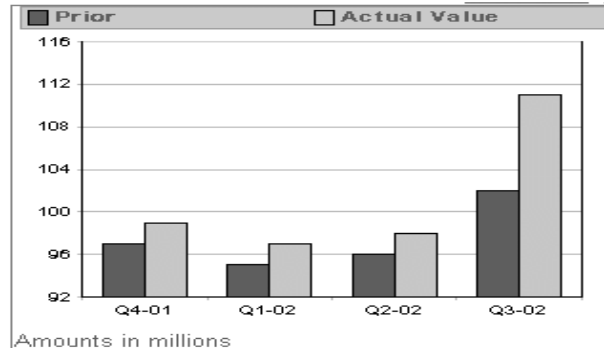
Reports

Links

Production to Plan Trend

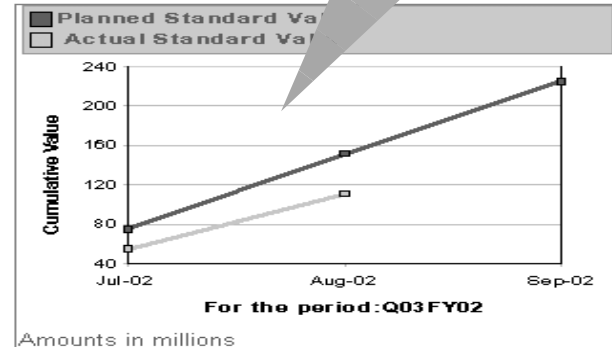


Production Value Trend



Amounts in millions

Cumulative Production Trend



Amounts in millions

Graphs /
Trends

For the period: Q03 FY02

Evolution of Oracle Daily Business Intelligence

	<i>DBI v5 (11i.8)</i>	<i>DBI v6 (11i.9)</i>	<i>DBI v7 (11i.10)</i>
KPIs	104	166	254
Intelligence Reports	153	319	581
Business Function	<ul style="list-style-type: none"> • Customer Fulfillment Mgmt • Operations Mgmt • Procurement Mgmt • Procure-to-Pay Mgmt • Service Contracts Mgmt • Profit and Loss • Expense Mgmt • Project Profitability Mgmt • Human Resources Mgmt • Marketing Mgmt • Email Center Mgmt • Opportunity Mgmt • Quote Mgmt • Sales Mgmt 	<ul style="list-style-type: none"> • Shipping Mgmt • Manufacturing Mgmt • Plan Mgmt • Commodity Spend /Supplier Mgmt • Service Renewals Mgmt • Product Mgmt • Payables Mgmt • Capital Projects • Contract Projects 	<ul style="list-style-type: none"> • Customer Support • Inventory Mgmt • Revenue Pipeline Mgmt • Inbound Telephony Mgmt • Supported Install Base • Maintenance Mgmt (v7.1) • Purchasing Performance Mgmt (v7.1) • Transportation Mgmt (v7.1) • Warehouse Mgmt (v7.1)

Q4 FY03 Day -0


Period Type

Compare To

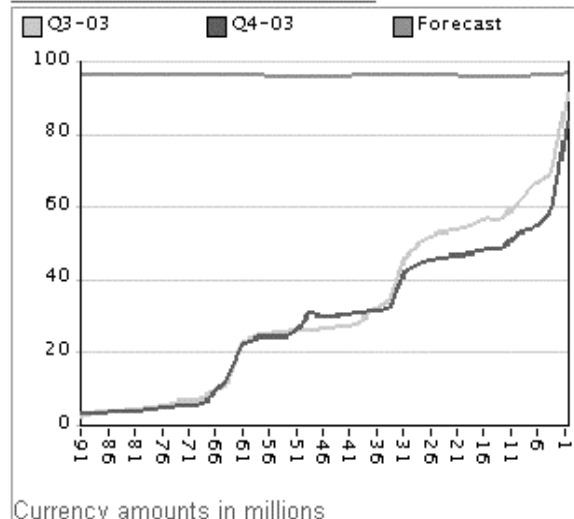
Manager

Currency

Profit and Loss KPIs

Name	QTD	Change
Revenue	87M	-7.3%
Expenses	27M	35.4%
Operating Margin	22M	-31.3%
Operating Margin %	25.5%	-8.9

Cumulative Revenue Trend

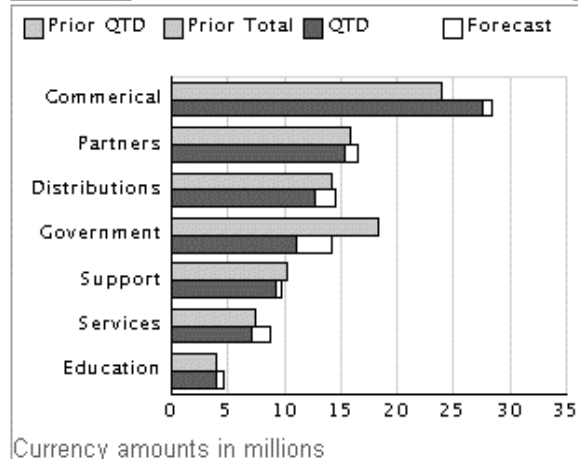


Links

[Personalize](#)

[Expense Management](#)
[HR Management](#)
[Profit and Loss by Manager](#)

Revenue



Revenue

Line of Business	QTD	Change	Forecast	Change
Commerical	28	15.3%	29	-4.8%
Partners	15	-3.2%	16	16.8%
Distributions	13	-10.3%	15	-3.0%
Government	11	-40.0%	14	-5.1%
Support	9	-9.9%	10	-10.8%
Services	7	-3.8%	8	-36.0%
Education	4	2.4%	5	-2.8%
Grand Total	87	-7.3%	97	-5.8%

Currency amounts in millions

Links

[Personalize](#)

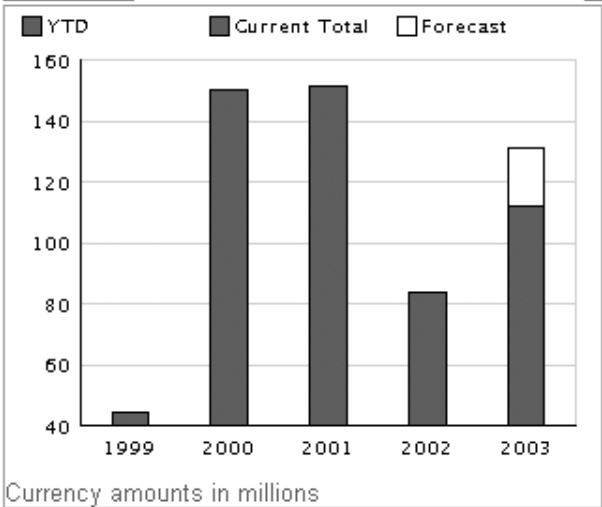
[Revenue by Manager](#)
[Revenue Trend](#)
[Revenue by Line of Business](#)
[Revenue by Sales Channel](#)
[Revenue by Product](#)
[Revenue by Cost Center](#)

Q4 FY03 Day -0 31-Dec-2003 Period Type Year Compare To Prior Year Manager -W. Tucker Currency USD at Corporate

Expense Management KPIs

Name	YTD	Change
Expenses	112M	33.4%
% of Forecast	85.2%	N/A
Forecast vs. Budget	-2.2%	N/A
Current Expenses per Head	7,551	N/A
Current T&E per Head	249	N/A
Current Headcount	589	N/A

Expenses



Links

- HR Management
- Profit and Loss
- Profit and Loss by Manager

Expenses

Manager	YTD	Prior YTD	Change	% of Forecast	Forecast	Budget	Forecast vs. Budget
P. Müller	31	23	31.1%	92.9%	33	31	7.2%
J. Jansen	22	17	32.1%	96.3%	23	23	.8%
P. Apt	19	18	2.6%	86.6%	22	27	-19.6%
C. Brown	16	11	43.8%	76.1%	21	21	.0%
C. Marsh	14	10	44.7%	67.1%	21	21	.0%
S. Bailey	4	0	858.2%	103.7%	4	4	.0%
S. Bogini	3	1	88.5%	74.7%	3	3	.0%
S. Katzberg	2	1	32.8%	83.1%	2	2	.0%
P. McGwire	1	1	7.3%	70.9%	2	2	.0%
W. Tucker (Direct)	0	0	56.9%	N/A	0	0	N/A
Grand Total	112	84	33.4%	85.2%	131	134	-2.2%

Currency amounts in millions

Links

- Expenses by Manager
- Expenses Trend
- Expenses by Line of Business
- Expenses by Cost Center
- Expenses by Category

Expenses by Category

☐ Prior YTD ☐ Prior Total ☒ YTD ☐ Forecast

Expenses by Category

	% of	Forecast vs.
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ORACLE Expense Summary

[Email](#) [Navigator](#) [Home](#) [Logout](#) [Help](#)

Q4 FY03 Day-0

Period Type

Compare To

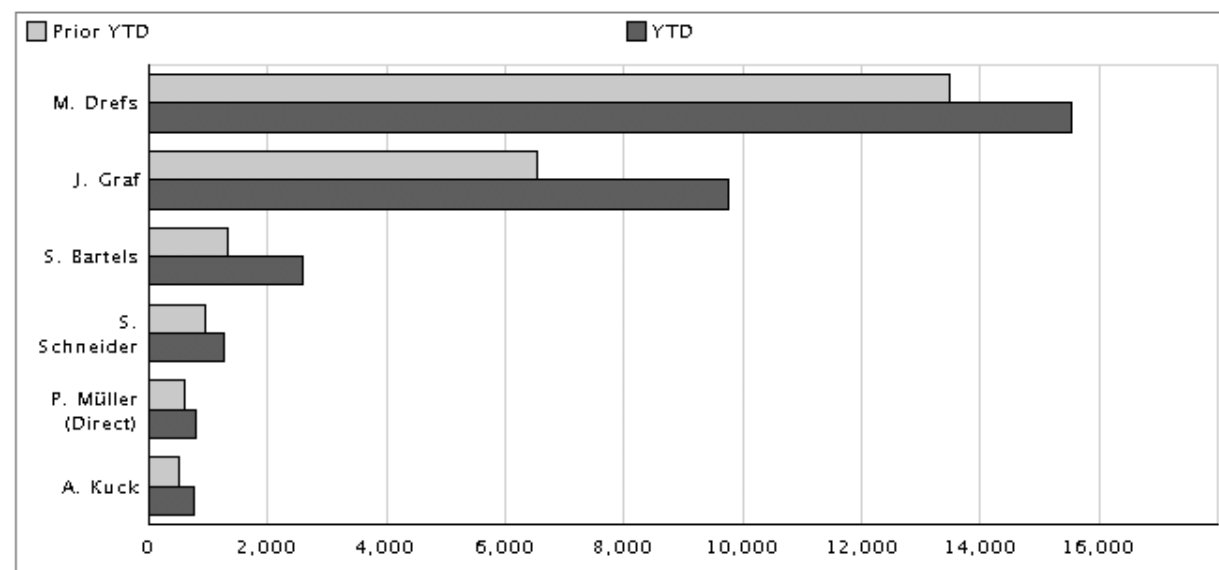
Manager

Currency

Category

Line of Business

View By



Manager	YTD	Prior YTD	Change	% of Forecast	Forecast	Change	Budget	Forecast vs. Budget
✧ M. Drefs	15,531	13,496	15.1%	91.3%	17,020	26.1%	15,602	9.1%
✧ Drill / Pivot				94.7%	10,315	57.6%	10,078	2.3%
✧ Category				93.9%	2,740	106.5%	2,276	20.4%
✧ Line of Business				95.6%	1,318	40.3%	1,178	11.9%
✧ Cost Center				95.5%	828	34.6%	864	-4.1%
✧ Drill to Another Report				95.6%	802	62.7%	805	-3%
✧ Expenses Trend				92.9%	33,023	41.0%	30,802	7.2%
✧ T&E Expenses by Line of Business								
✧ T&E Expenses by Cost Center								
✧ Current Expenses per Head by Manager								

Cu
Da

e for display.

Links

[Expenses Trend](#)

[T&E Expenses by Line of Business](#)

Cash and Treasury Management

- **Enhanced Daily Cash Positioning**
 - Shared by CM and Treasury
 - OAF UI
 - Treasury user can initiate bank transactions
- **Enhanced Cash Forecasting**
 - OAF UI
 - Drill down to transactions
- **Treasury rate integration from GL**
- **Hedging activities support (FAS 133/IAS 39)**

Cash Position Results: Bank Account View

[Return to Top](#)

To view detailed transactions for each transaction source, click on the amount in the corresponding column.

[View Balance Gapping](#)[Initiate Funds Transfer](#)[Export](#)

Source Description	USD Concentration Acct (USD)	123456789 (USD)	45678-098 (CAD)	66765-345345 (GBP)	EUR Concentration Acct (EUR)	USD Disbursement Acct (USD)
Opening Balance	300,000.00	200,000.00	120,000.00	8,000.00	400,600.00	75,600.00
Prior-Day Cash Flows	0.00	0.00	<1,722.22>	25,858,717.45	39,779.04	0.00
Customer Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Treasury Inflows	90,000.00	0.00	0.00	0.00	0.00	11,850,000.00
Supplier Payments	0.00	0.00	0.00	0.00	0.00	0.00
Treasury Outflows	0.00	0.00	0.00	0.00	<10,000,000.00>	<4,500,000.00>
Payroll Expenses	0.00	0.00	0.00	0.00	0.00	0.00
User-defined Inflows	0.00	0.00	0.00	0.00	1,000,000.00	0.00
Net Cash Flows	90,000.00	0.00	0.00	0.00	<9,000,000.00>	7,350,000.00
Intra-Day Activities	0.00	0.00	0.00	0.00	0.00	0.00
Closing Balance	390,000.00	200,000.00	118,277.78	25,866,717.45	<8,559,620.96>	7,425,600.00
Target Balance	150,000.00	0.00	0.00	0.00	100,000.00	50,000.00
Surplus/(Deficit)	240,000.00	200,000.00	118,277.78	25,866,717.45	<8,659,620.96>	7,375,600.00

[Export](#)

Available Liquidity

[Return to Top](#)

To view the details for each deal type, click on the amount in the Amount column of the corresponding row.

Deal Type	Currency	Amount
Short Term Money	AUD	<3,000,000.00>
Short Term Money	EUR	2,375,915.96
Short Term Money	GBP	1,500,000.00
Short Term Money	USD	<4,860,041.67>
Discounted Securities	USD	<38,500,000.00>
Fixed Income Securities	EUR	<6,950,000.00>

Balanced Scorecard

- **Performance Management Designer**
 - **Define Measures, Dimensions, KPIs**
- **Added Custom View Designer to PMD module**
- **Advanced Summarization using Materialized Views**
- **Period-to-date calculation**
- **Use pre-built DBI KPIs in BSC**

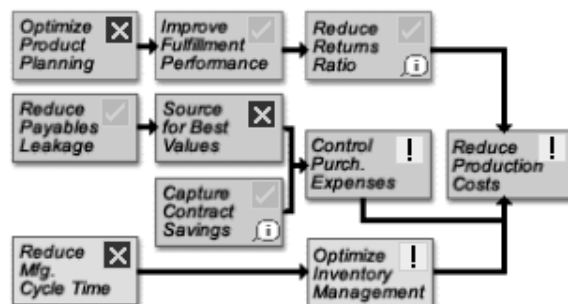
Portal Vision Enterprises

July 12, 2004

[Customize](#) [Account Info](#) [Logout](#)

Gross Profit Strategy

[Customize](#)



Top Priority Indicators

[Customize](#)

Vision Enterprises

	Actual	Plan	Variation	% of Plan
<input checked="" type="checkbox"/> Return on Equity	\$ 0	\$ 0	\$ 0	100.00%
<input checked="" type="checkbox"/> Increase Operating Margin	0.00%	0.00%	0.00%	100.00%
<input checked="" type="checkbox"/> Increase Average Sales per Customer	\$ 0	\$ 0	\$ 0	100.00%
<input checked="" type="checkbox"/> Improve Sales Productivity	0.00%	0.00%	0.00%	100.00%
<input checked="" type="checkbox"/> Optimize leads Generation	0.00%	0.00%	0.00%	100.00%

Booked Amount per Customer

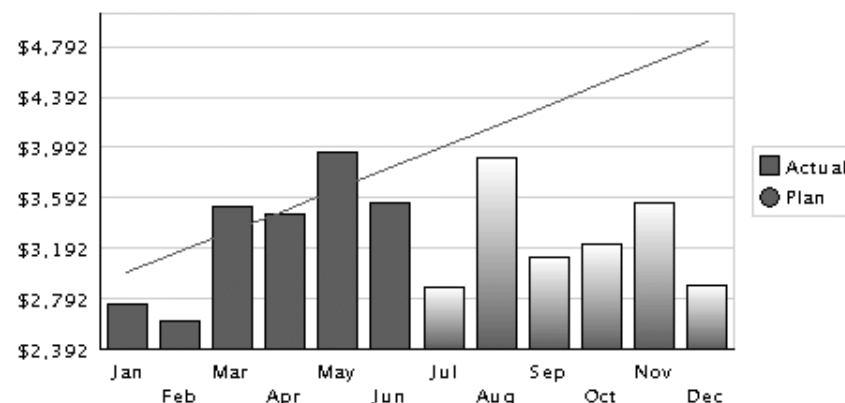
[Customize](#)

☒ Increase Average Sales per Customer

[Vision Enterprises](#)

Sales Group ALL Region ALL

Booked Amount per Customer, 2003



[View Graph](#)

Last Updated: 04-DEC-2003

Expenses by Manager

[Customize](#)

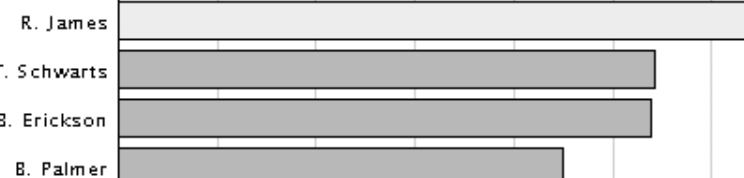
☒ Reduce Expenses

[Vision Enterprises](#)

Manager COMPARISON

Expenses by Manager, Jun 2003

Manager



11.5.10 Product Enhancement

EBS Footprint: Key Capabilities in 11i.10

Order Management

- Blanket sales agreements**
- Web-based multi-user Configurator**
- Quote mgmt. and version control**
- Scarce inventory allocation**
- Distributor orders**
- Drop shipments across legal entities**

Planning

- Increased planner productivity**
- Enhanced global forecasting**
- Inventory budget constraints**
- Customer consignment support**
- Forecasting and replenishment planning for CMRO**

Procurement

- Procurement Contracts (new prod)**
- Services Procurement (new prod)**
- Integration with Advanced Pricing**
- Bid analysis with subjective scoring and what-if analysis**
- Oracle Supplier Network Services**

Logistics

- Transportation Planning (new prod)**
- Inbound transportation logistics**
- Over picking and bulk picking**
- Freight payment and audit**
- Streamlined shipping UI's**
- Catch weight support**

EBS Footprint: Key Capabilities in 11i.10

Manufacturing

Electronic records and signatures for 21 CFR part 11

Option dependent sourcing for CTO

Improved ETO project management

Process: Graphical recipe designer, lot specific costing, enhanced customer quality spec matching

Service

Service parts planning

Mobile Field Service (wireless laptop & disconnected pocket PC)

Field Service to Depot Repair / refurbishment flow

Service contracts usage estimates, price break prorating, detailed billing

Maintenance

Wireless laptop maintenance engineer workbench

Property Management integration for facilities maintenance

Work order parent / child relationships

Supplier collaboration via iSupplier Portal billing

Product Lifecycle Mgmt

New item request, definition, and approval workflow

Attachment change order

Lifecycle phase change policies

Preferred & approved mfgs for item

Product analysis – change orders, part count, unit cost, leads, sales

EBS Footprint: Key Capabilities in 11i.10

Finance

- Enterprise Plng & Budgeting (new)**
- Corp Governance: Audit operations mgmt, compliance/certification mgmt, duty segregation**
- XBRL financial reporting**
- Cash positioning and forecasting**
- Financial web services**
- Enhanced credit, collections, and trade management flow**
- Enhanced bill presentment**
- Self-service asset management**
- Common area maintenance allocation, billing and collection**
- Investor agreements for leased assets & self-service lease mgmt**

Human Resources

- Contingent worker self-svc support**
- Integrated iLearning**
- Automated grade step progression**
- Rapid implementation workbench**
- Entry level processing for time entry**
- Training plans and talent management enhancements**
- Payroll process navigator**
- Combined candidate search**
- Ad hoc reporting layer in core products**
- Enhanced business intelligence and analysis**

EBS Footprint: Key Capabilities in 11i.10

Projects

Enhanced Project Management

- Integrated work management
- Enhanced budgeting and forecasting
- Streamlined change management
- Increased billing visibility
- Performance and exception management
- Program management
- Enhanced resource definition

Contingent worker support

Costing and billing operational enhancements

**Project Portfolio Planning (new product
11i.10+)(new product)**

Marketing & Sales

Marketing

Enhanced marketing analytics

**Role-based dashboards: channel mgrs, partners,
trade planning**

Sales

Sales Contracts (new product)

Sales campaign flow

Customer data quality management

Automatic sales credit allocation

Compensation calculator

**Improved named account mgmt & sales
methodology**

Enhanced personalization & analytics

Content manager integration

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