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Oracle E-Business Suite: Strategy and Roadmap

E-Business Suite Enabling New Business Models

Cliff Godwin
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Applications Development
Oracle

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Program Agenda

1. Strategy Overview
2. EBS Cloud Strategy
    - EBS on Oracle Cloud
    - SaaS on PaaS Applications for EBS
    - Coexistence with Cloud HCM, ERP, CX SaaS Applications
3. EBS Strategic Investments
4. Build Your EBS Roadmap
5. Customer Engagement

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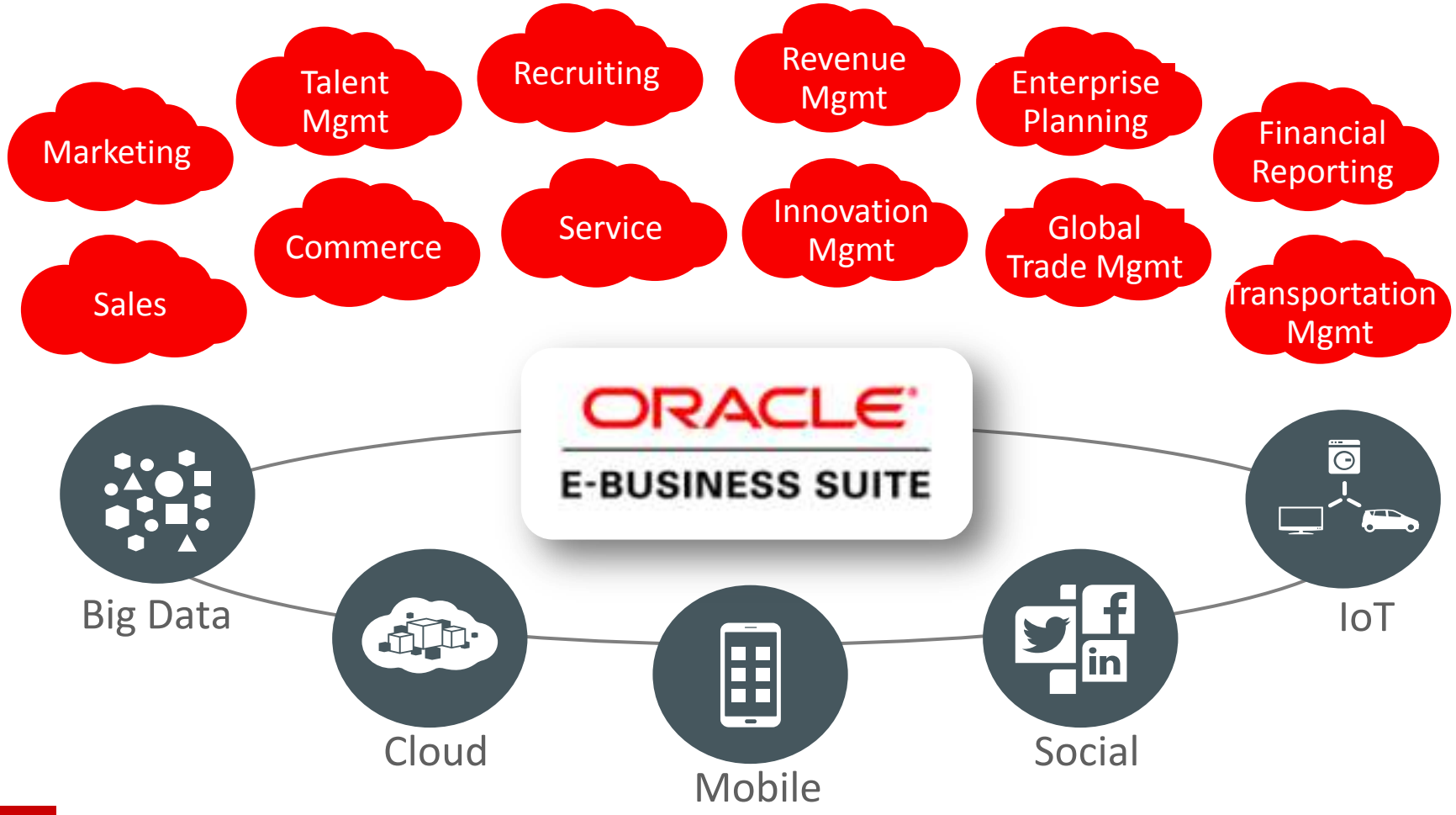
Oracle E-Business Suite in the Digital World



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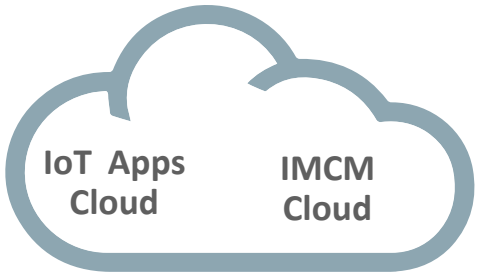
Oracle E-Business Suite Cloud Strategy

Practical Paths to Oracle Cloud – Leveraging your EBS Investments

EBS on Oracle Cloud

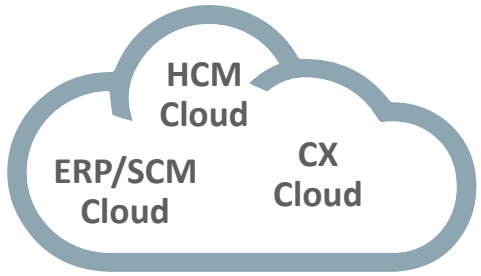
- Scale your infrastructure to support your growth
- Benefit from ongoing EBS innovation to enable business agility
- Reduce costs and risks

SaaS on PaaS Apps for EBS



- IoT Applications Cloud Service
  - Manufacturing
  - Asset Maintenance
  - Logistics & Service
- In-Memory Cost Management (IMCM) Cloud Service

Hybrid with Cloud Apps



- Practical coexistence scenarios
- With EBS running on Oracle Cloud or on-premises

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Strategic Investments In EBS Products

Building Upon the Strengths of EBS Integrated Global Suite

Functional Innovation	Modern User Experience and Mobility	Operational Efficiency
Rich functional flows for modern business in integrated global suite	*Simple and actionable user experience for operational roles*	*Lower effort and cost to operate and optimize EBS system*
• The Subscription Economy • Outcome-Driven Procurement • Customer-Driven Enhancements • Globalization and Localization	• Smartphone Applications • EBS Information Discovery • User Experience Modernization	• Online Patching • Applications Management • Automated Testing

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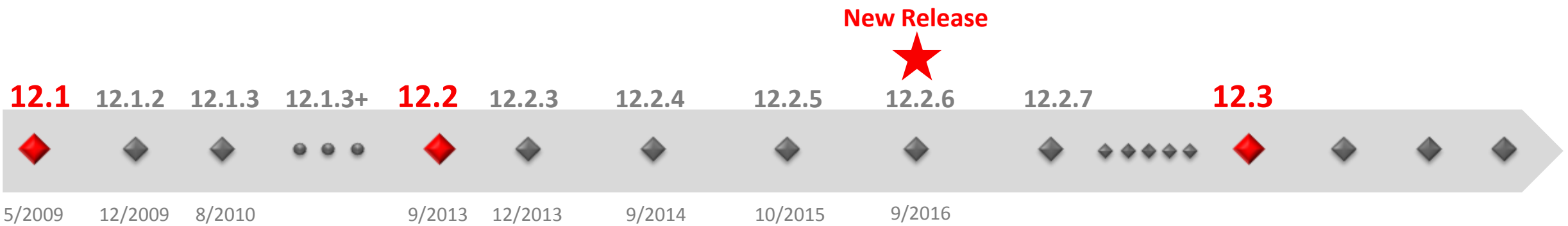
Oracle E-Business Suite Release Roadmap

Part of Continued Investment on EBS Release Roadmap



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EBS 12.2.6 Release Announcement and Video Highlights

Generally Available Sept 15, 2016

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September 15, 2016

New Oracle E-Business Suite Release Helps Organizations Further Optimize Business Processes and Reduce Costs While Enabling a Modern User Experience

Oracle E-Business Suite Release 12.2.6 Includes Enhancements Across All Functional Areas, a Richer, More Modern User Experience, and Increased Operational Efficiency

To help organizations keep pace with a rapidly-changing global business environment, Oracle has released Oracle E-Business Suite 12.2.6. This latest release continues a pattern of ongoing functional and technical innovation, providing new functional capabilities across the suite, a modern user experience and mobility, and increased operational efficiency.

- Announcing E-Business Suite 12.2.6 (PDF)
- Oracle E-Business Suite Release 12.2.6 Highlights (Video)

EBS Learning Subscription: education.oracle.com/subscriptions/ebs

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E-Business Suite 12.2 - Single Instance Customer Examples

- **US Centers for Medicare and Medicaid Services** processes 4.5M claim transactions and issues $1.58B in payments daily
- **Dell** processes more than 22M orders worldwide annually
- **GE Healthcare** manages their operations for medical devices with more than 12K users across 75 plants worldwide in the largest ERP single instance at General Electric

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E-Business Suite now available on Oracle Cloud

Learn More

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Oracle Cloud Strategy

Software-as-a-Service (SaaS)

Platform-as-a-Service (PaaS)

Infrastructure-as-a-Service (IaaS)

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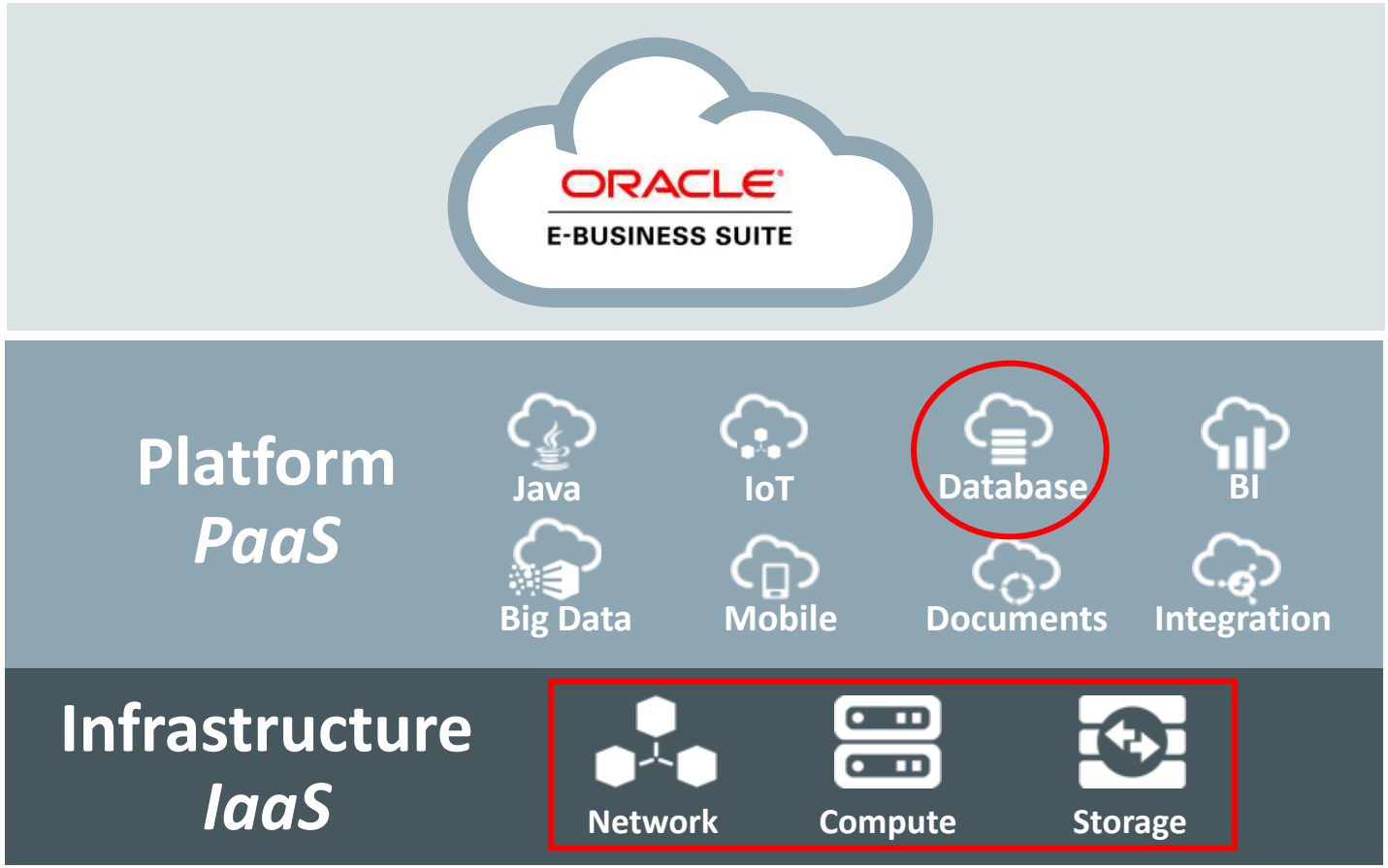
Oracle E-Business Suite on Oracle Cloud

Run EBS on IaaS and PaaS Platform



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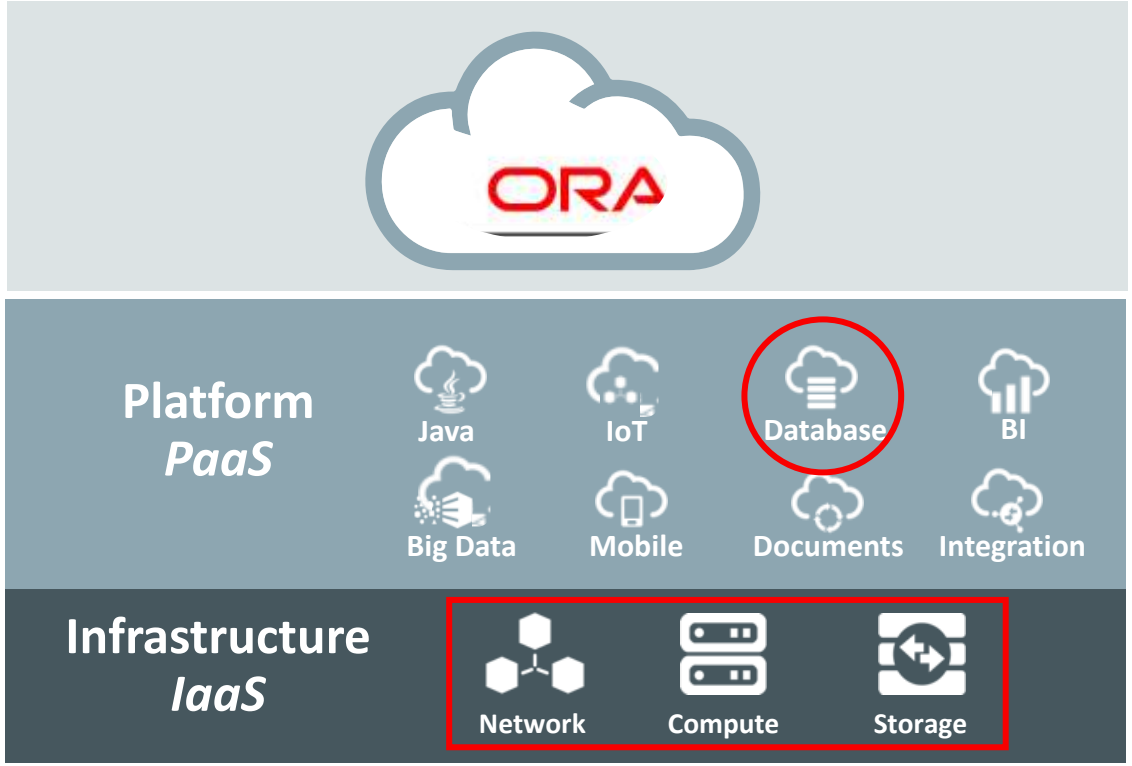
Oracle E-Business Suite on Oracle Cloud

Benefits

- Elastic Scaling
  - Usage-based pricing
  - Ability to scale to support changes in workload, e.g. peak seasons
- High Availability
  - Fault tolerance in event of failures
- Reducing Cost and Risk
  - Automation reduces chance of error
  - IT resources can focus on higher-value business projects
- Faster Delivery of EBS Projects
  - Upgrade more easily
  - Deploy for new countries, new users, new modules
  - Rapid dev, test and deployment of projects in the Cloud



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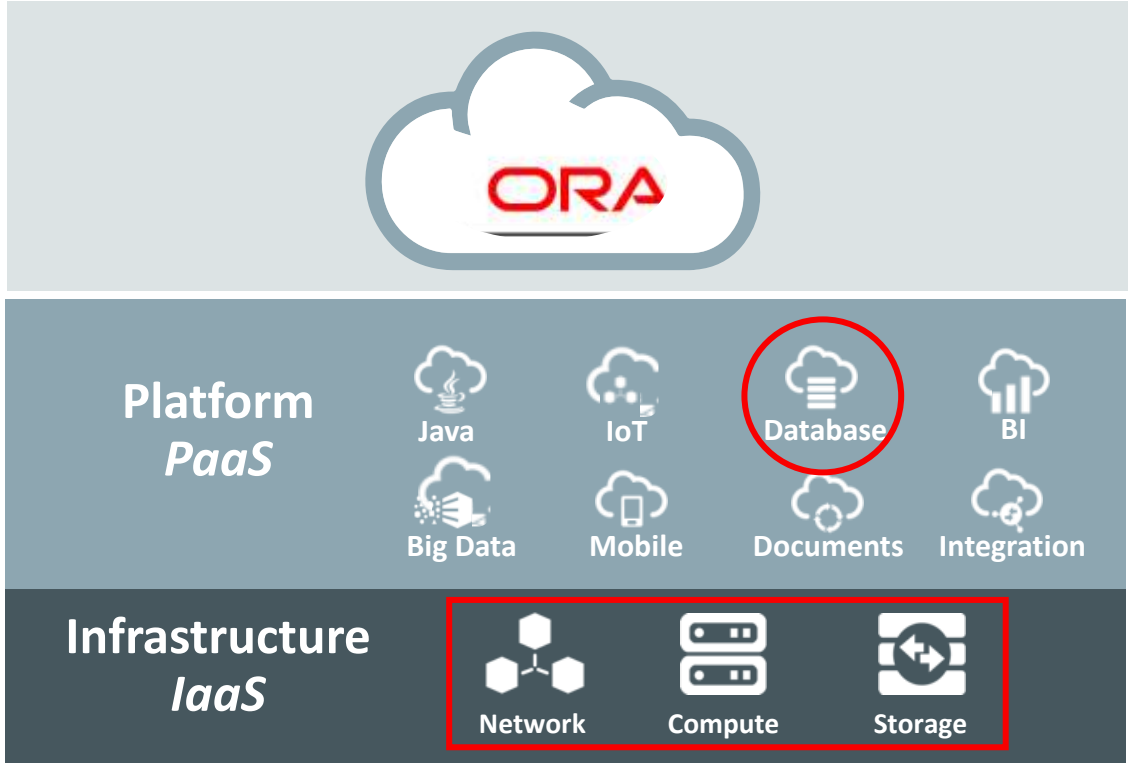
Oracle E-Business Suite on Oracle Cloud

Key Use Cases

- Infrastructure Modernization & Datacenter Retirement
  - Move from CapEx to OpEx model
  - Easily remain current on the latest infrastructure
- Backup and Restore
  - Create backup from on-premises or cloud environment, and restore to cloud
- Disaster Recovery (DR)
  - Use automation to easily create DR environment in the cloud
  - Primary can be on-premises or in the cloud
  - Switch over to the DR environment in case of catastrophic event
- Fast Cloning
  - Leverage fast clone capabilities such as SnapClone (ExaData) and Snapshot (Compute) to clone EBS without having to reconfigure
  - Cuts the cloning time from hours to matter of minutes
- Historical Reporting
  - After reimplementation or consolidation, run historical instance in the cloud to support historical reporting



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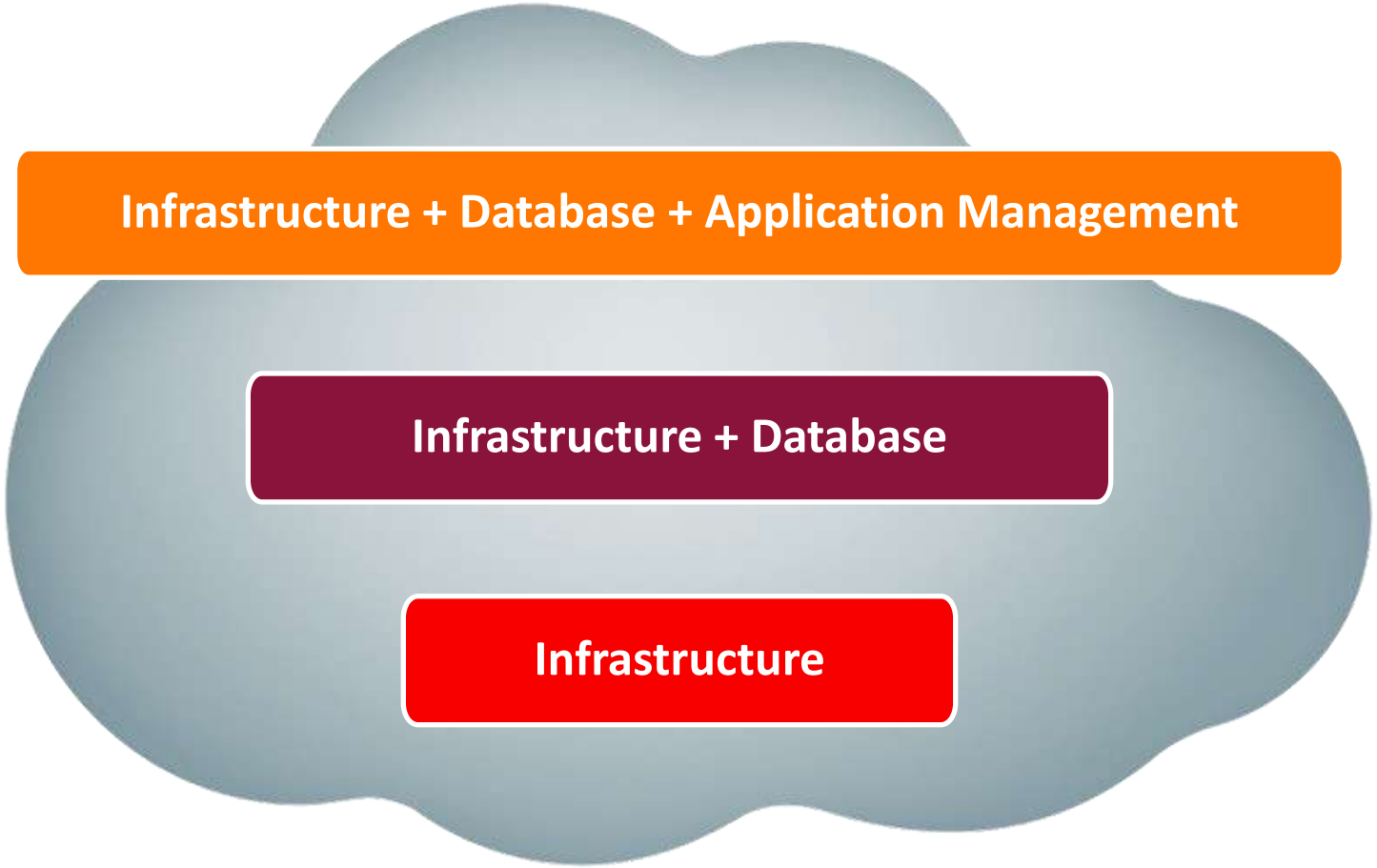
Oracle E-Business Suite on Oracle Cloud

Choose Your Oracle Cloud Deployment Option and Service Level



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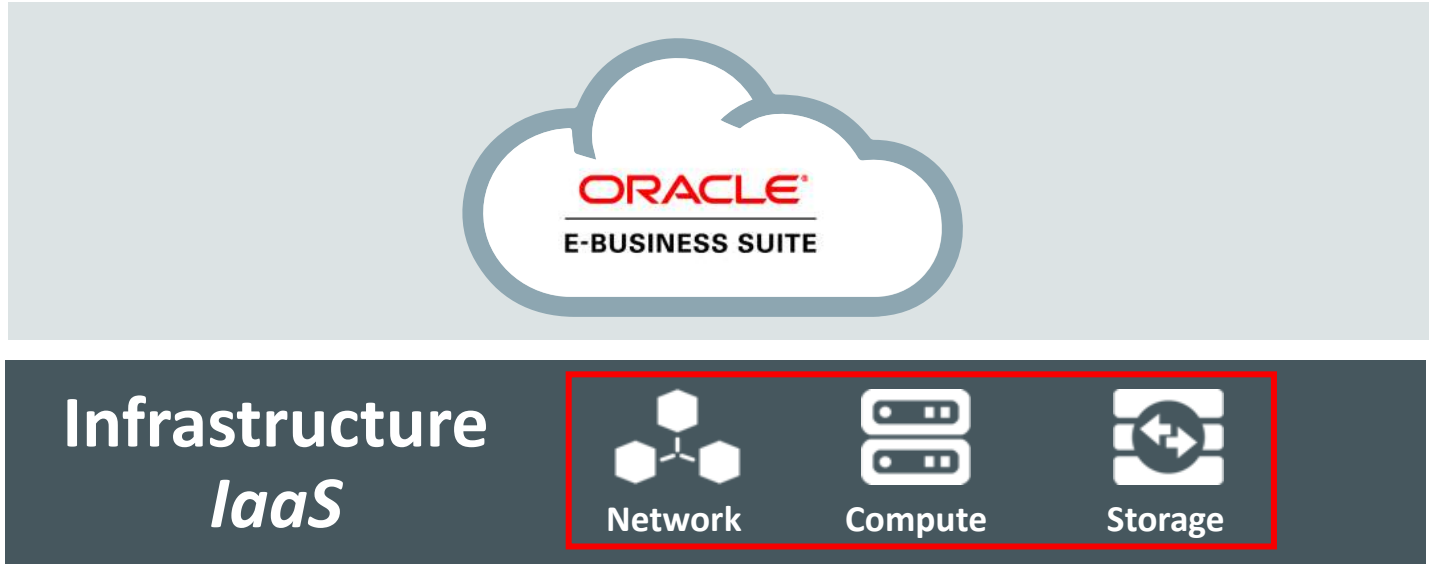
Oracle E-Business Suite on Oracle Cloud

Run EBS on IaaS ONLY



Infrastructure

- Run EBS on Oracle's Infrastructure as a Service (Oracle Compute Cloud)
- You continue to do EBS database and application administration

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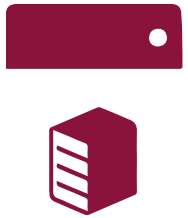
Oracle Compute Cloud Services

Bare Metal

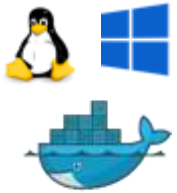
Docker Containers

Multiple Hypervisors

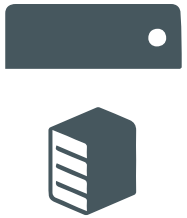
Multiple OS



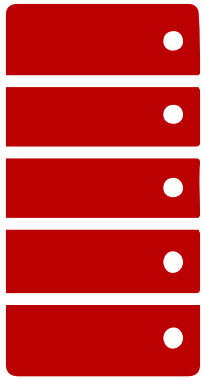
General Purpose Compute



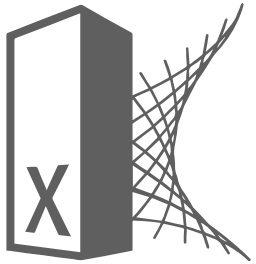
Compute



Dedicated Compute



Engineered Systems IaaS



Container Service (Docker)

Ravello

On-Premise

Public Cloud

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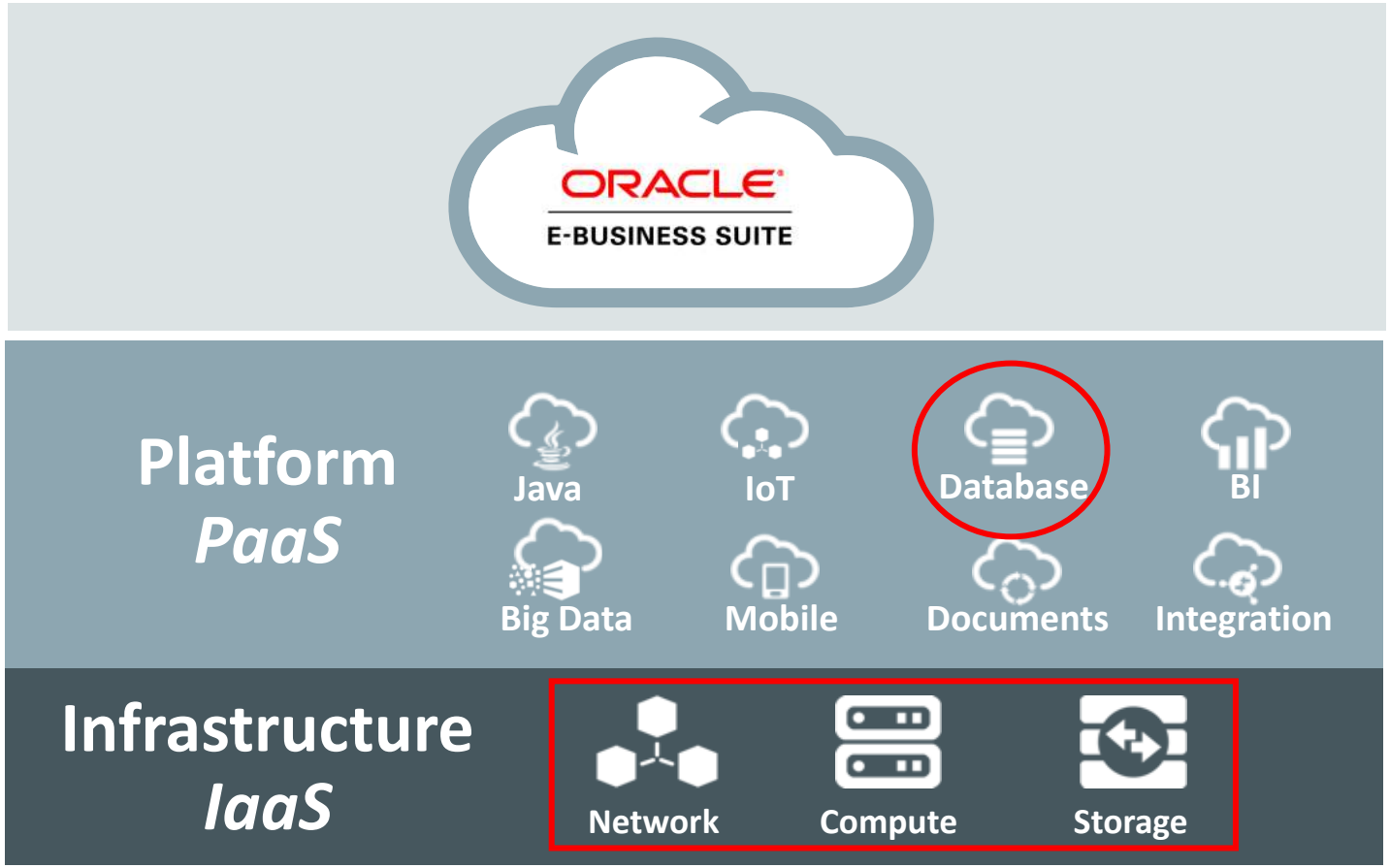
Oracle E-Business Suite on Oracle Cloud

Run EBS on IaaS and PaaS Platform



Infrastructure + Platform

- Run EBS middle tiers on Oracle Compute Cloud
- Run EBS database in Oracle Database Cloud Service (DBCS)
- You continue to do EBS application administration

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Database - Typical Use Cases

Oracle Database and Infrastructure Provisioning and Automation

- Database Provisioning
- Database Backup
- Disaster Recovery (DR)
- High Availability – RAC
- Database Patching

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Create Oracle Database Cloud Service Instance

Previous | Cancel

Subscription | Release | Edition | **Details** | Confirmation

Next

Service Details

Provide details for this Oracle Database Cloud Service instance.

Service Configuration

* Service Name: EBS-12.2-DB
Description: EBS-12.2-DB OOW-2016
* Shape: OC4 - 2 OCPU, 15 GB RAM
* Timezone: (UTC) Coordinated Universa
* SSH Public Key: ssh-rsa AAAAB3NzaC1yc2EAA Edit

Database Configuration

* Usable Database Storage (GB): 25
Total Data File Storage (GB): 88.5
* Administration Password: ••••••
* Confirm Password: ••••••
* DB Name (SID): ORCL
* PDB Name: PDB1

Backup and Recovery Configuration

* Backup Destination: Both Cloud Storage and Local Storage
* Cloud Storage Container: Storage-myid/myContainer
* Cloud Storage User Name: storage.user@gmail.com
* Cloud Storage Password: ••••••
Create Cloud Storage Container
Total Estimated Monthly Storage (GB): 140

* Create Instance from Existing Backup: No
* Character Set: AL32UTF8 / Unicode Un
* National Character Set: AL16UT 16 - Unicode U
Database Clustering with RAC
Standby Database with Data Guard
Enable Oracle GoldenGate

One Click to setup an Oracle RAC

What If You Cannot Consume Public Cloud Services ?

Genuine constraints prevent the consumption of public cloud

Latency

- Connect with back-end mainframes, databases, ERPs, etc. with near zero latency
- Dedicated infrastructure offers lower latency

Data Sovereignty

- Comply with regulatory, legal and privacy requirements
- Sensitive data on premises
- Custom security standards

Control

- Keep 100% control over business-critical systems
- Use your own firewalls, load balancers, hardware VPNs, etc.
- Extremely high SLAs

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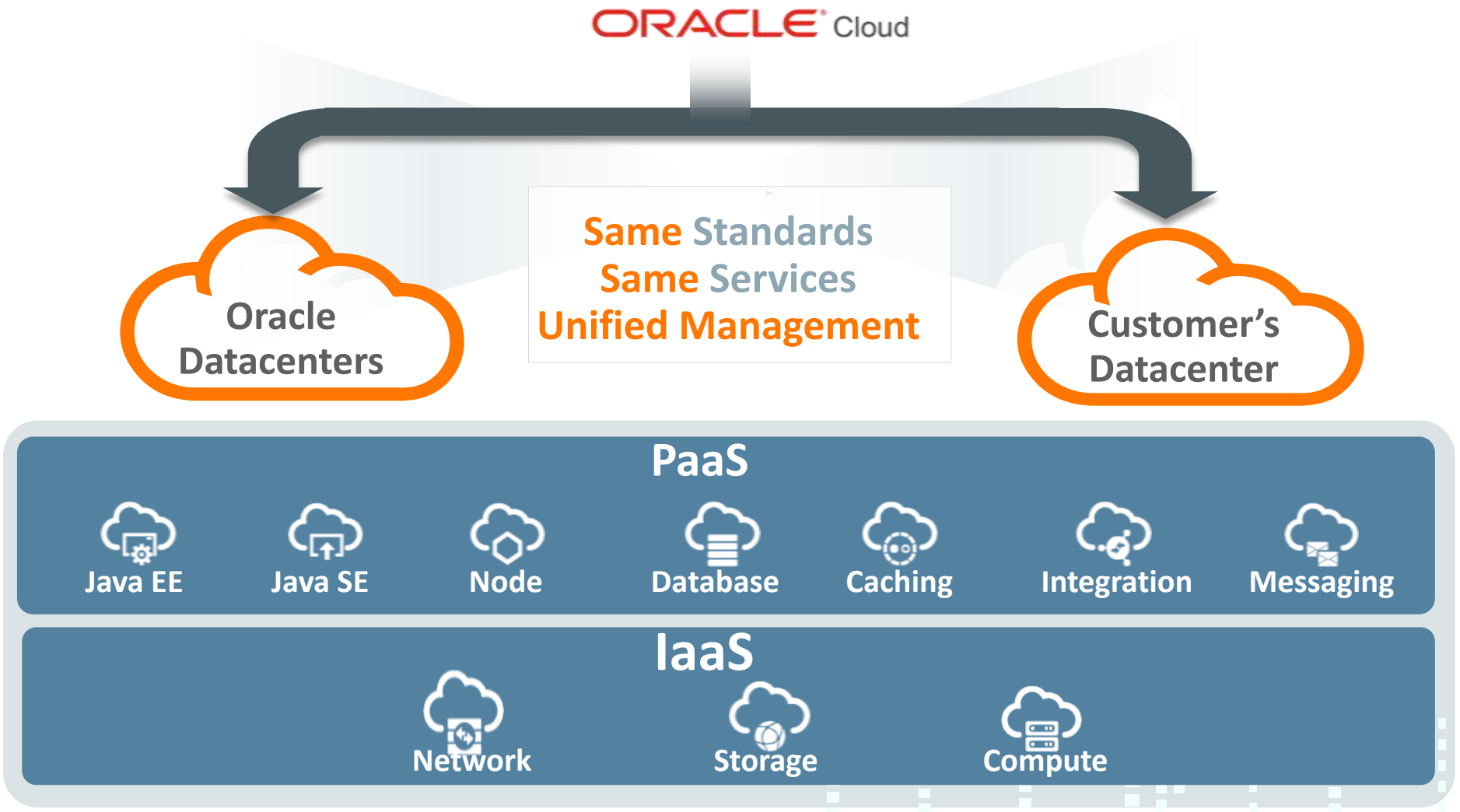
Oracle Cloud Machine



- Oracle Cloud operated and delivered as a service behind your firewall
- Same PaaS and IaaS software, same updates as Oracle Cloud
- Same cost-effective subscription pricing model as Oracle Cloud
- Conforms to regulatory, privacy, legal, and business requirements

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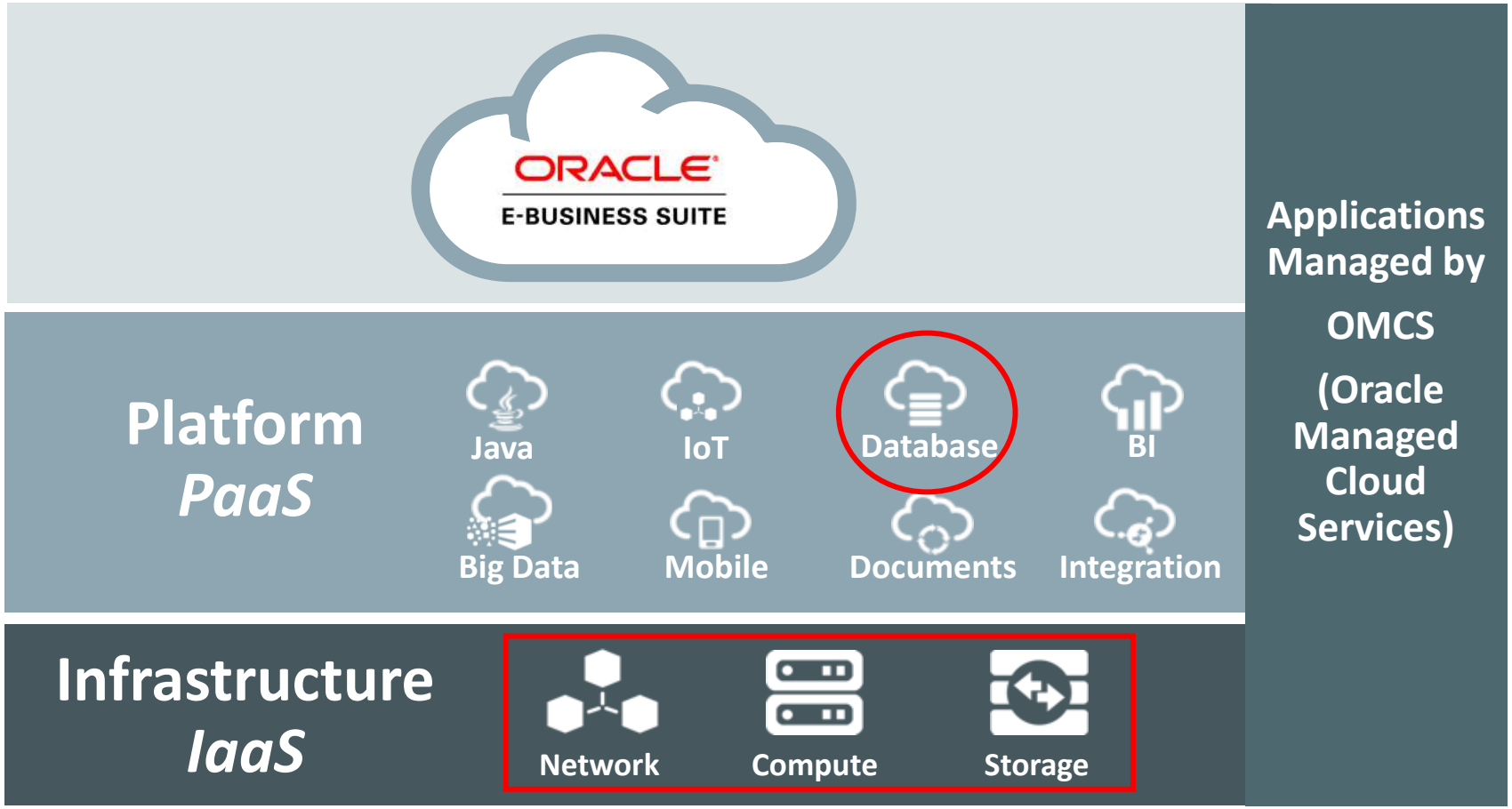
Oracle E-Business Suite on Oracle Cloud

Run EBS on IaaS + PaaS Platform + Application Management



Infrastructure + Platform + Application Management

- Faster solution with faster go-lives and prepackaged prices
- Application HA and expertise drawn from 15 years managing hundreds of customer environments
- Faster provisioning of environments within hours/days
- Service Delivery Manager for greater accountability

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Oracle E-Business Suite on Oracle Cloud

EBS Application Administration by Partners

ORACLE E-BUSINESS SUITE

Platform *PaaS*

Java | IoT | Database | BI | Big Data | Mobile | Documents | Integration

Infrastructure *IaaS*

Network | Compute | Storage

Applications Managed by Partners

Application Management

- Development and management of customizations
- Development and testing of complex integrations
- Functional and technical upgrade services

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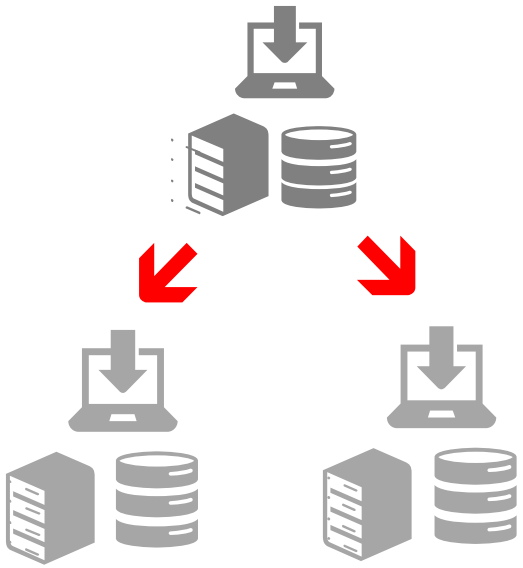
What is Oracle's Solution?

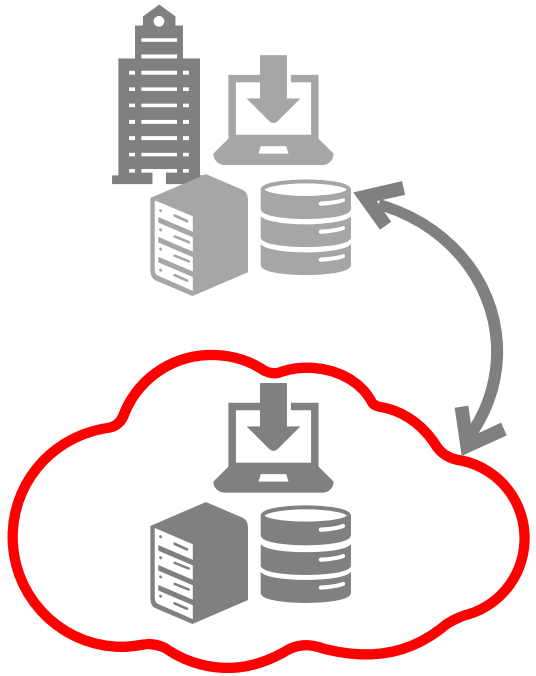
Automation for E-Business Suite on Oracle Cloud

Rapid Provisioning



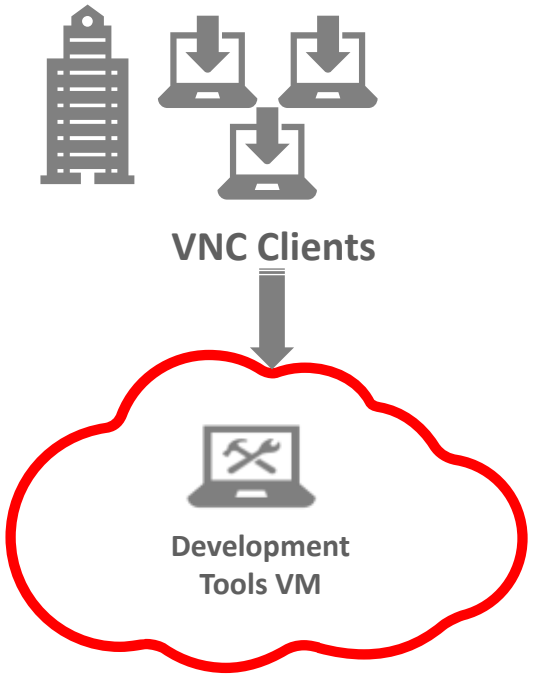
Quickly create multiple environments, as needed

Migration Tools



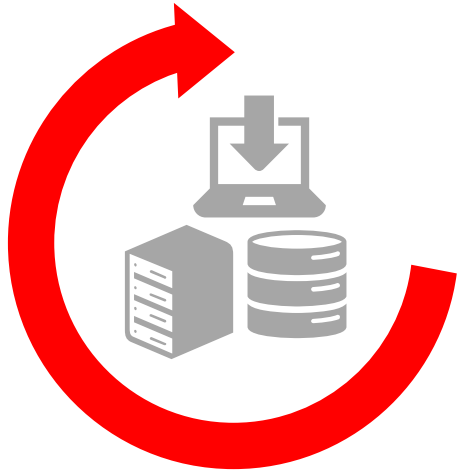
Migrate on-prem EBS Instances to Oracle Cloud

Development in the Cloud



Customizing or extending EBS in the Oracle Cloud

Hybrid Cloud Management



Lifecyle management and runtime monitoring of EBS instances on-prem and on Oracle cloud.

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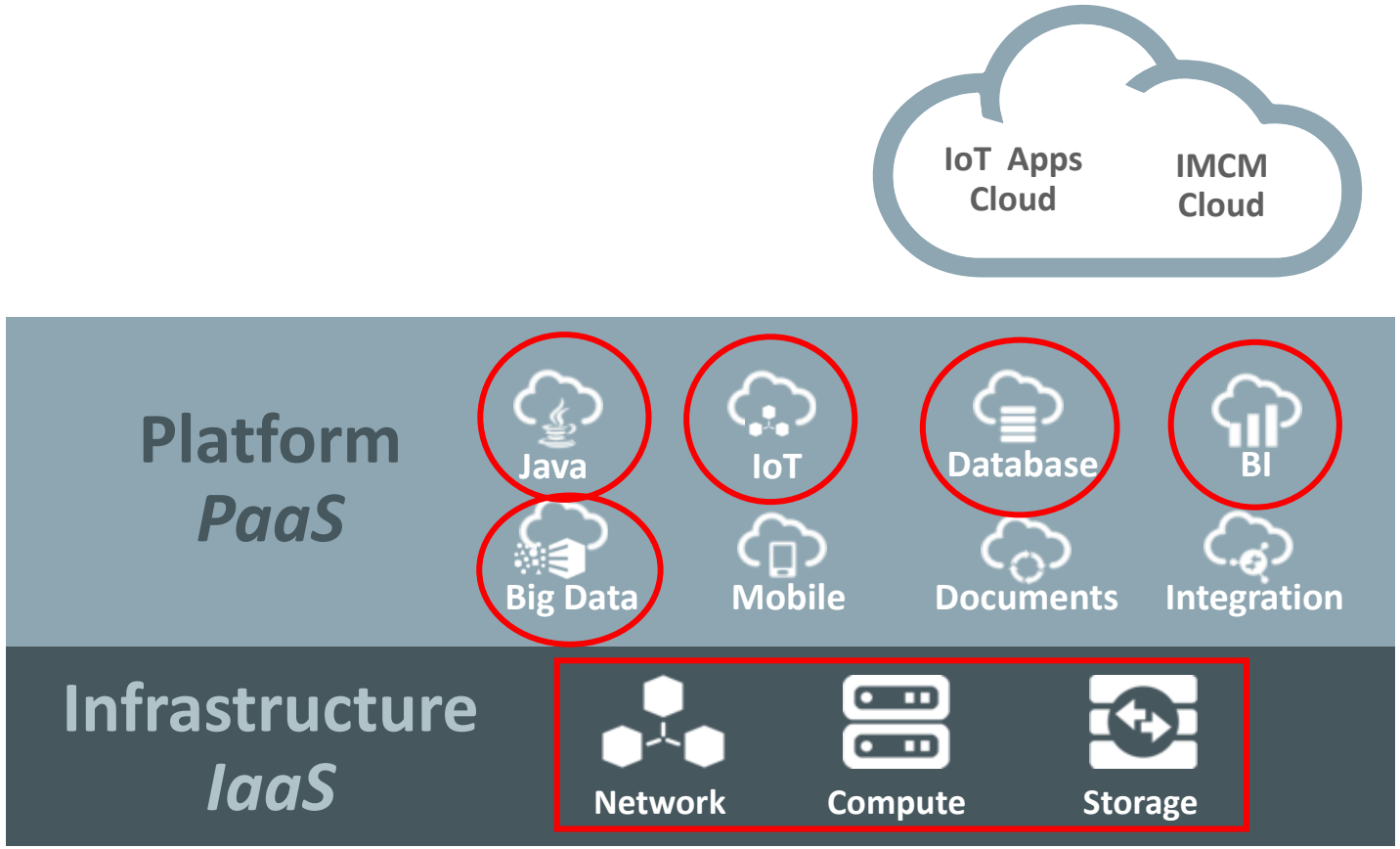
New: SaaS on PaaS Applications for EBS

New SaaS Applications Designed to Leverage your EBS Investment



- IoT Applications Cloud Service
  - Manufacturing
  - Asset Maintenance
  - Logistics & Service
- In-Memory Cost Management (IMCM) Cloud Service for:
  - Discrete Manufacturing
  - Process Manufacturing

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IoT Applications Cloud Service

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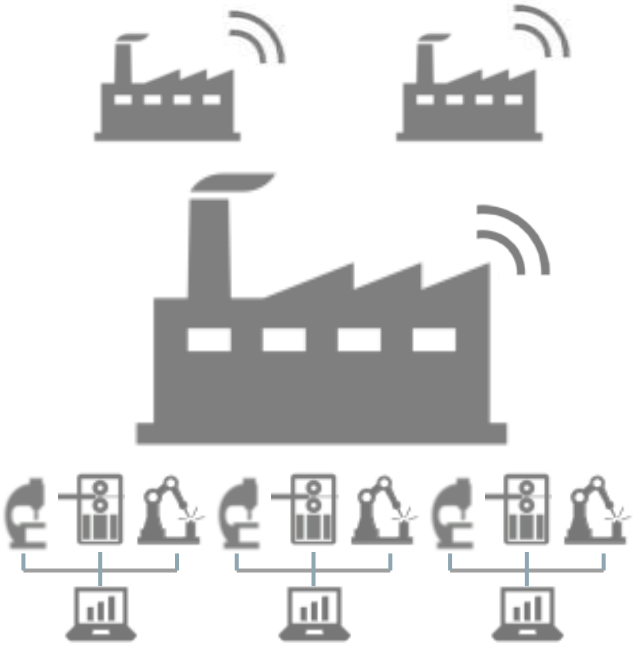
Internet of Things (IoT)

Factory of the Future and Sensor-enabled Assets & Products

“Digital Assets” such as Linear/Infrastructure, Mobile and Real Estate & IT



Multiple “Digital Lines” form the “Factory of the Future”

“Digital Products”

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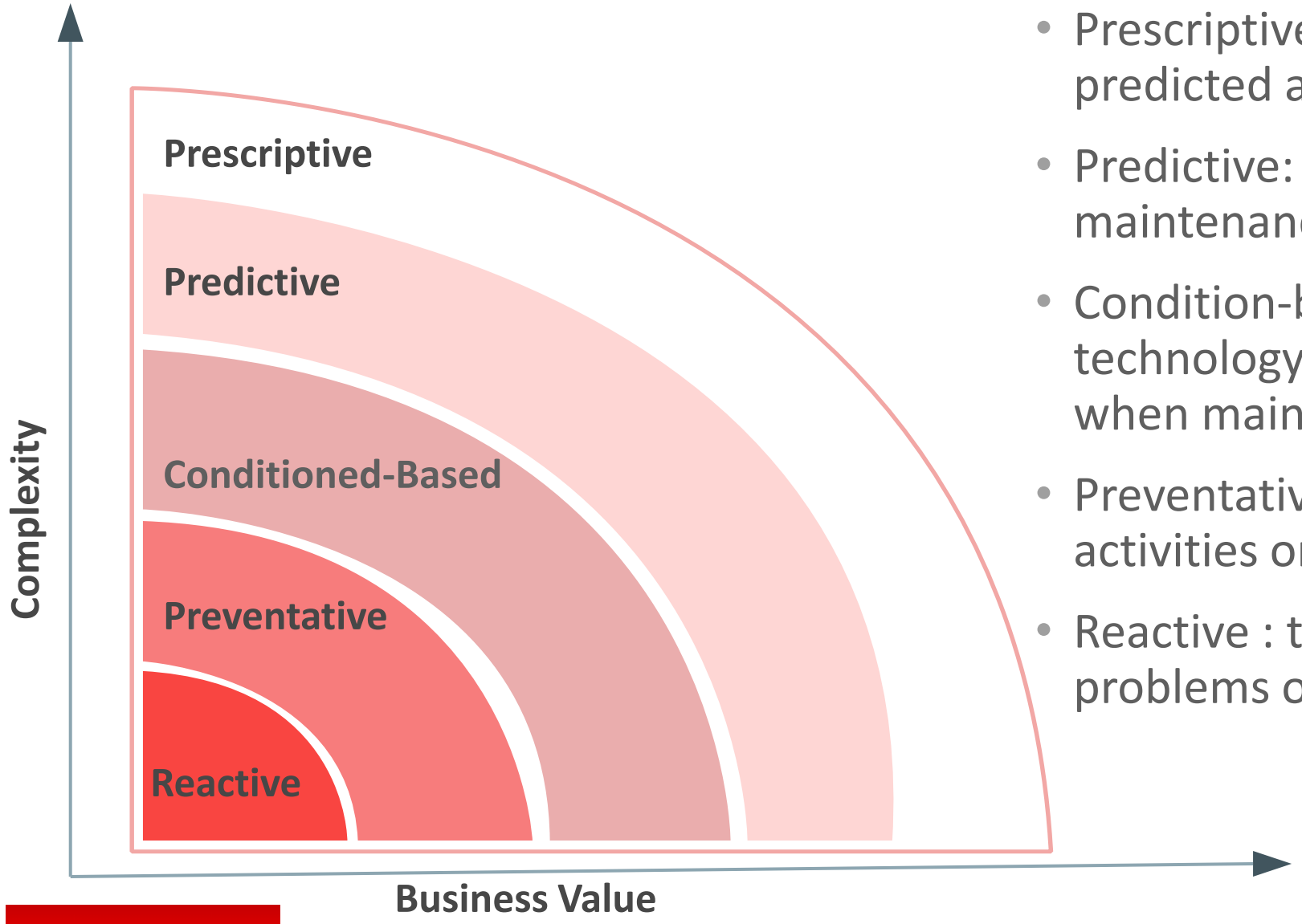
Maintenance Maturity Model



- Prescriptive : required maintenance is predicted and immediate action is taken
- Predictive: anticipating when maintenance is required
- Condition-based: monitoring assets using technology (e.g. sensors) to determine when maintenance is needed
- Preventative: planning maintenance activities on a regularly scheduled basis
- Reactive : taking corrective action when problems occur

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IoT Opportunities in Manufacturing

Get Answers You've Never Had

- Are there patterns of events that cause the equipment to fail?
- Is there a correlation between machine parameters and product quality?
- What are the top factors / influencers that affect product yield?
- Can we predict the likelihood of certain product defects?
- What's the downstream impact of yield change or defective parts?

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Digital Ready Platform – IoT and Big Data

The 3 voices that need to be heard…

IoT & Big Data Collection

Voice of the Customer

- Social + Web (Forums, Surveys, etc.)
- Technical Assistance Center
- Sales and Service Teams, Partners

Voice of the Factory

- Production and Operations

Voice of the Product

- Connected In-Service Products

- Likes
- Dislikes
- Sentiment
- Complaints
- Claims

- Process
- Quality

- Diagnostic Codes
- Parameters

Big Data Prediction Analysis

1. Data Aggregation & Correlation
2. Early Detection Analytics
3. Root Cause & Containment Analytics

Recommended Actions

Resolution & Audit Workflows

- Engineering
- Supply Chain
- Manufacturing

Robust and Scalable Technology Foundation

In-Memory, Big Data, IoT Technologies

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Platform Requirements – Need to "Contextualize"

Contextualize: Need an IoT platform to store & manage sensor streams (high volume of data) for extended periods in a cost effective and optimized manner. Contextualizing "Big Data" streams of sensor readings with Integrated ERP data allows a new class of applications

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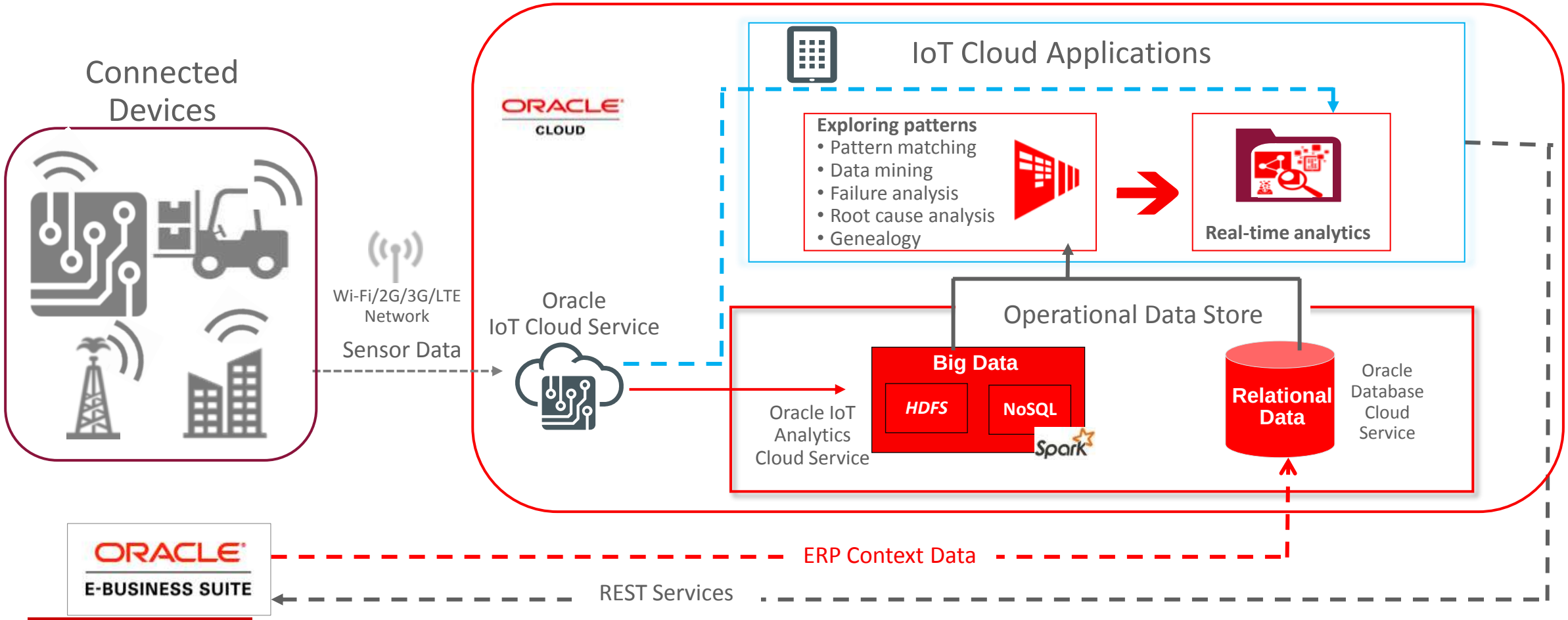
Roadmap

IoT Applications Cloud Service

SaaS on PaaS Applications



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In-Memory Cost Management (IMCM) Cloud Service

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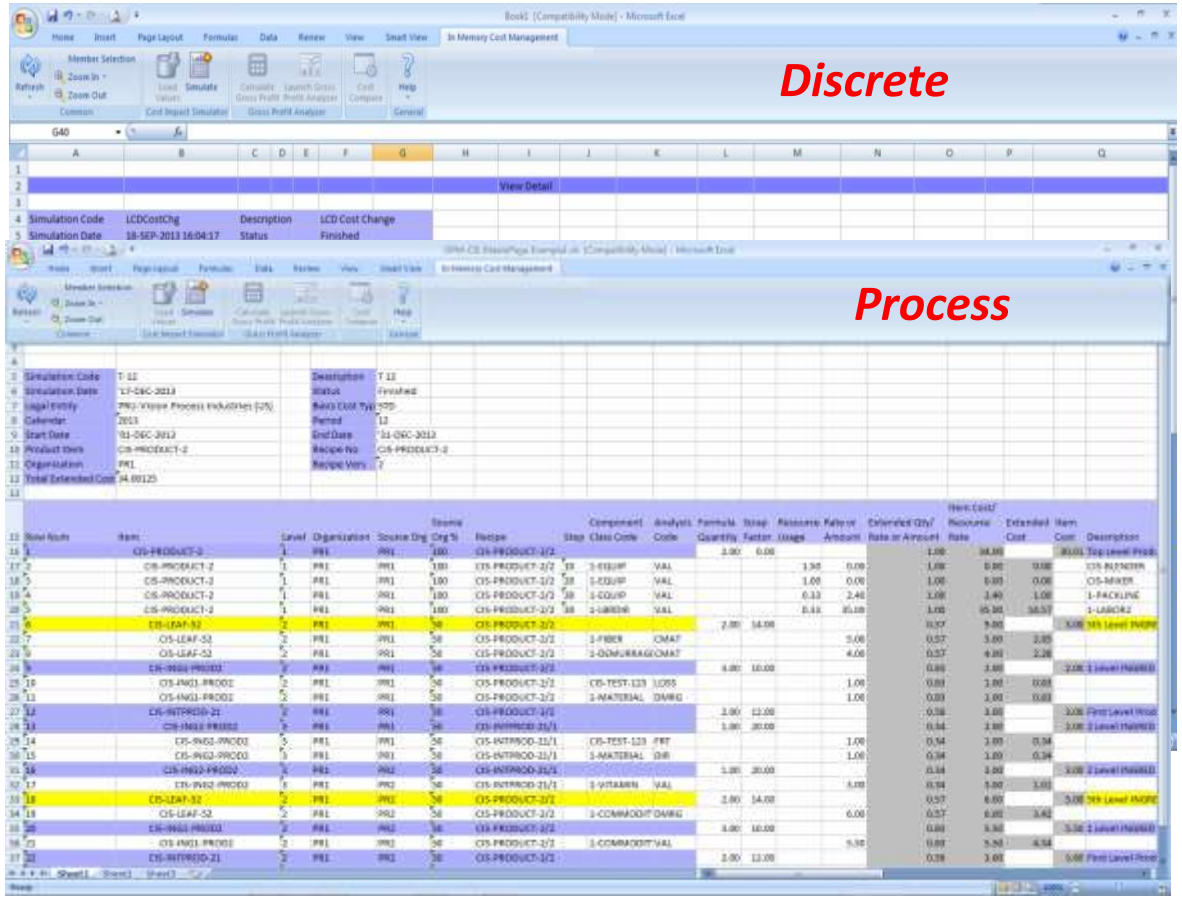
Roadmap

In-Memory Cost Management (IMCM) Cloud Service

Instantly Visualize Impact of Cost Fluctuations to your Business

- Cost and Profitability analysis in Real-time
- What-if simulation using spreadsheet UI to analyze the impact of cost changes to the business (material, labor, transportation, currency)
- In-memory technology to process large volumes of cost data in real-time
- Customers in both Process and Discrete industries



High Performance In-Memory Cost Management Applications

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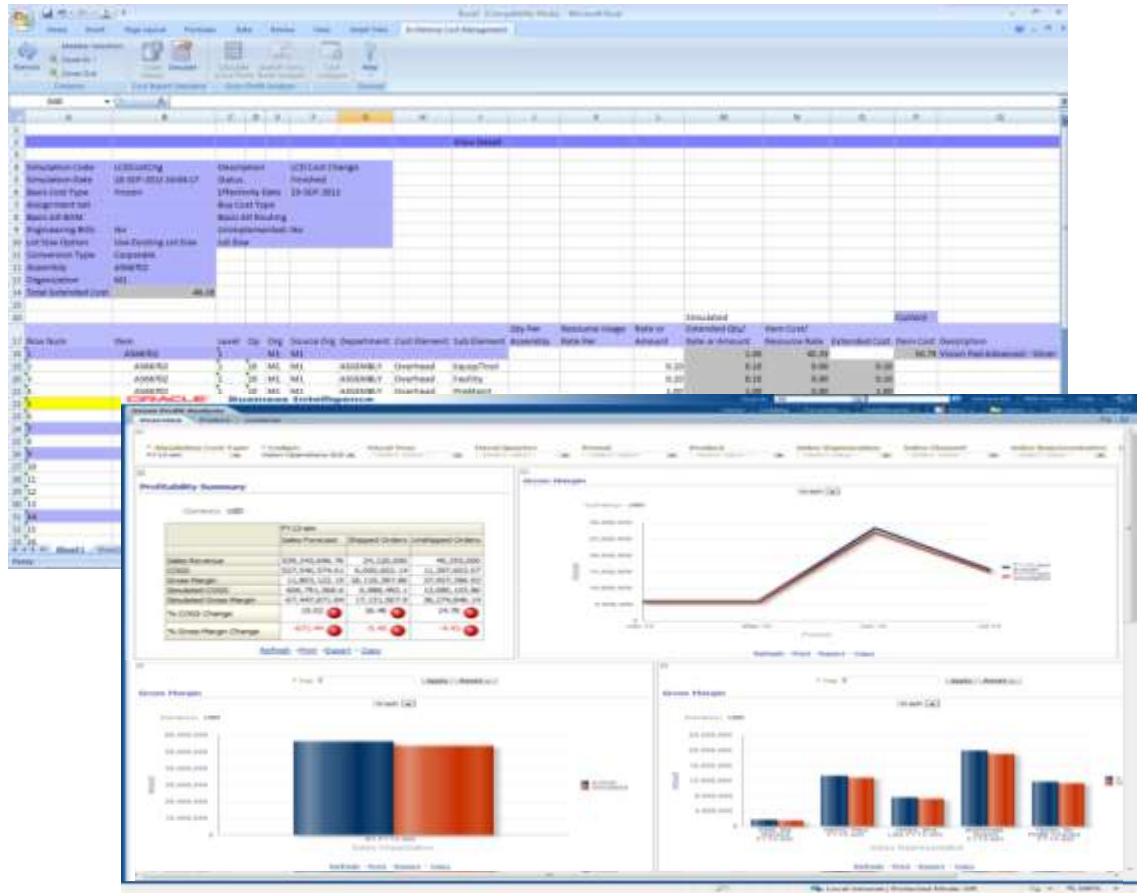
Roadmap

In-Memory Cost Management (IMCM) Cloud Service

Real-time Cost Management for Discrete and Process Industries

- Cost Impact Simulator and Gross Profit Analyzer
  - Obtain the most profitable product mix
  - Timely analyses of impact of cost changes
  - Accurately simulate inventory valuations, and impact to margins and profits
  - Identify optimal pricing for finished goods
- Cost Comparison Tool
  - Process and visualize large volumes of data in near real-time
  - Identify the most profitable cost structures
  - Propagate savings across the enterprise
  - Simulate enterprise-wide impact of cost changes



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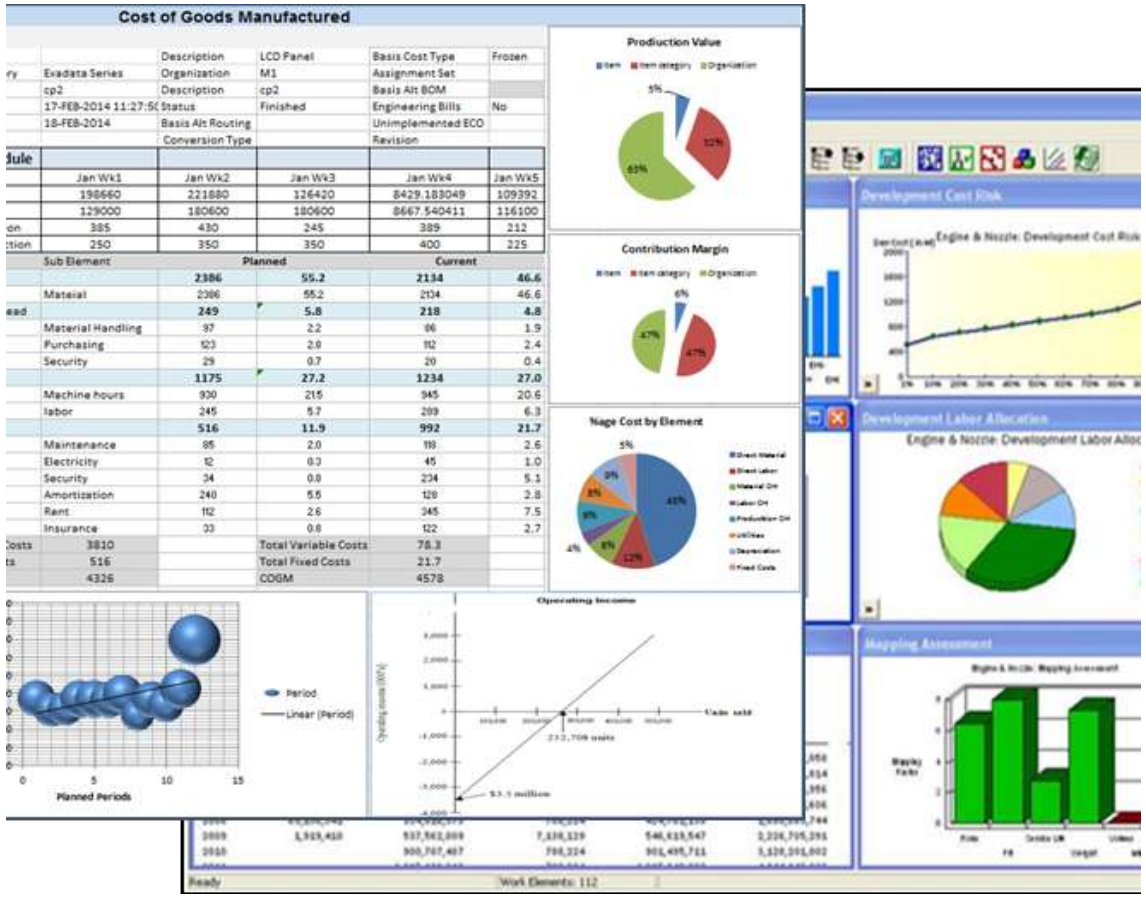
Roadmap

IMCM Cloud Service- Cost Planning

Cost Analysis Tools for Global Manufacturers

- Cost Allocator
  - Empower manufacturers with a flexible tool to set up and derive accurate product costs
  - Forecast component and finished goods costs based on historical trends and external parameters
- Cost Formulator
  - Create and compare alternate COGM models based on diverse business scenarios
  - What–If simulations for planning costs across multiple manufacturing locations, processes, contract manufacturers
- Cost Analyzer
  - Cost-volume-profit analysis to assist global manufacturers
  - Breakeven point analysis to enable manufacturing and sourcing decisions



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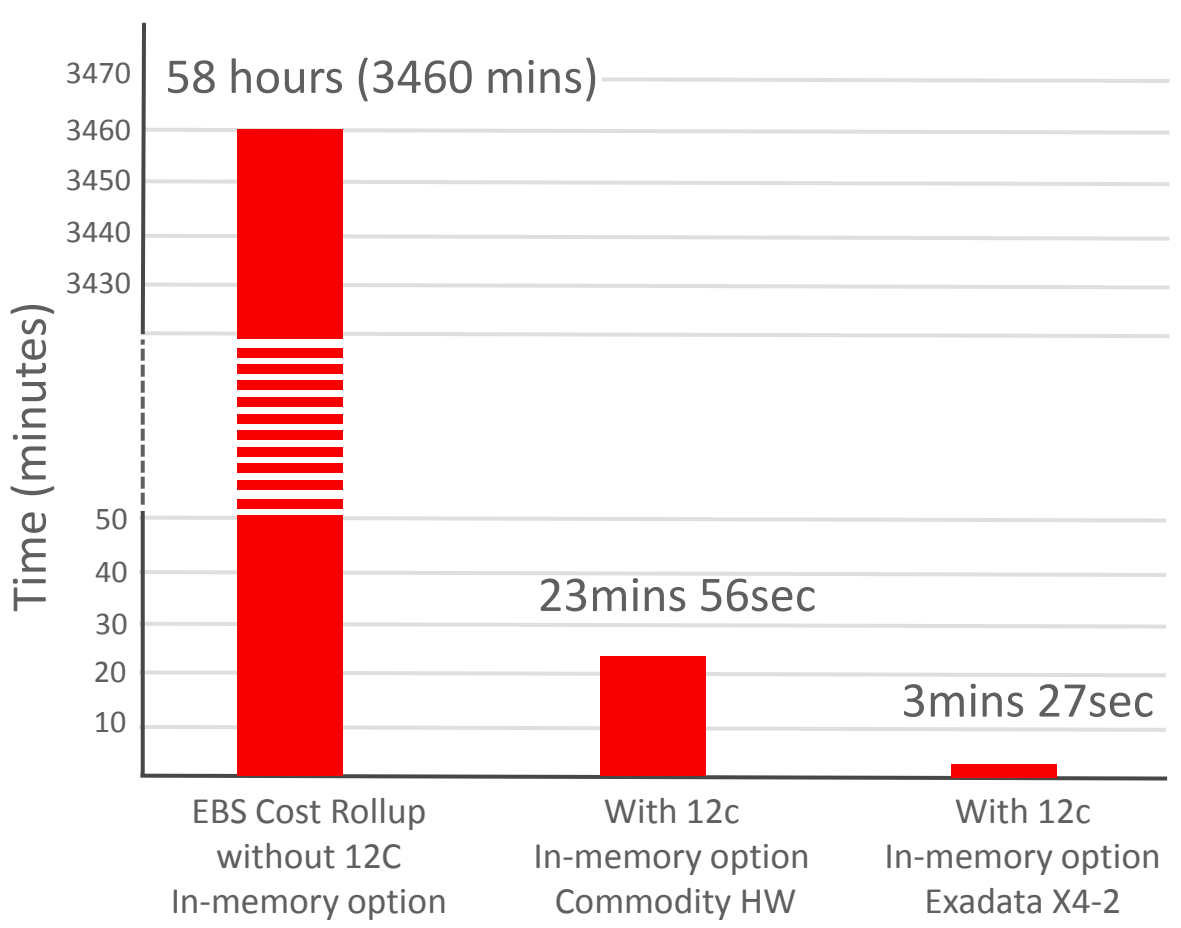
Roadmap

In-Memory Cost Management (IMCM) Cloud Service

Performance Benchmarks

- Significant performance gains with Oracle 12c Database In-Memory option
- Achieved 145x faster performance with 12c Database In-Memory option on commodity hardware
- Achieved over 1003x faster performance with 12c Database In-Memory option on Exadata X4-2

From 58hrs to 3mins 27sec



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Program Agenda

1. Strategy Overview
2. EBS Cloud Strategy
   - EBS on Oracle Cloud
   - SaaS on PaaS Applications for EBS
   - Coexistence with Cloud HCM, ERP, CX SaaS Applications
3. EBS Strategic Investments
4. Build Your EBS Roadmap
5. Customer Engagement

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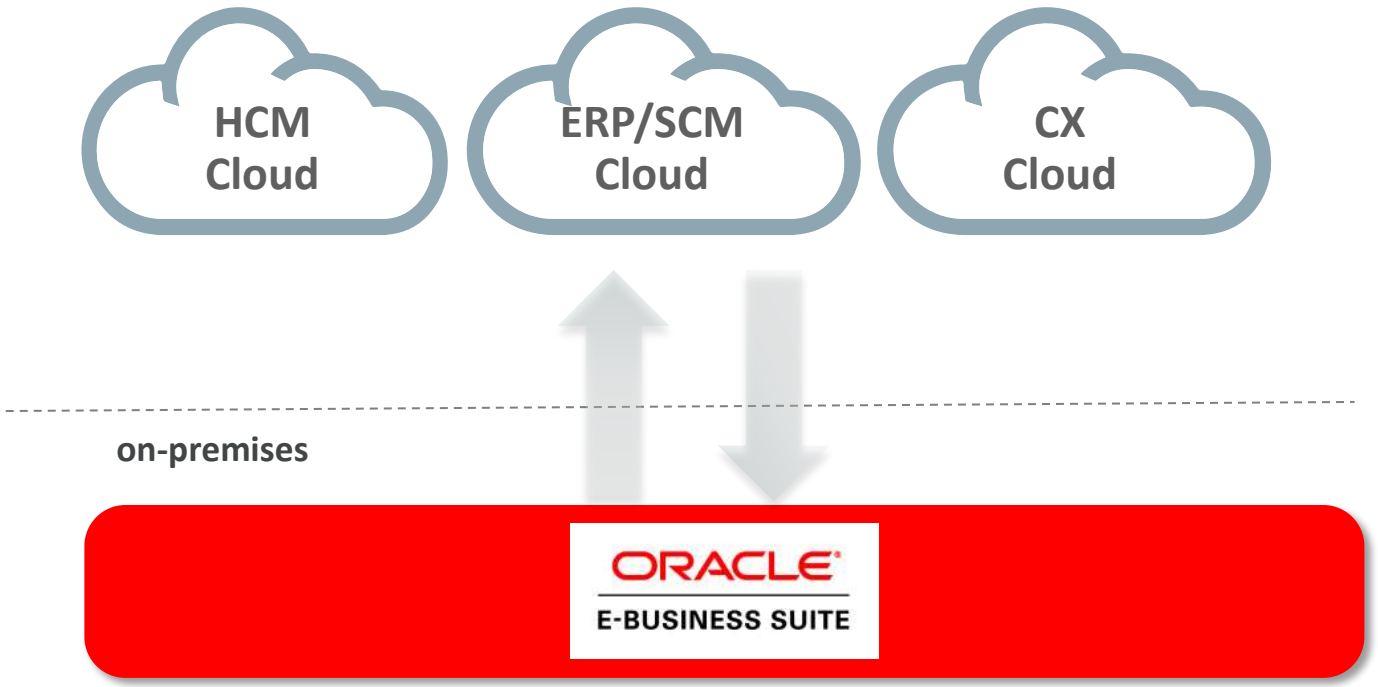
Practical Coexistence with Cloud ERP, HCM, CX SaaS

Hybrid of EBS and Cloud ERP/HCM/CX is New Normal



- Pillar Deployment:
  - EBS HCM to HCM Cloud
  - EBS ERP/SCM to HCM Cloud
  - EBS ERP/SCM to CX Cloud
- Oracle Acquired Products or 3rd Party Products (niche solutions):
  - HCM: Taleo
  - ERP: Hyperion Planning/Budgeting, Primavera Project Mgmt, OTM/GTM
  - CX: RightNow, TOA, CPQ etc…
- Architecturally Straightforward Integrations:
  - HCM: EBS Payroll with Oracle HCM Cloud,
  - ERP/SCM: FAHRCS., Contracts/Sourcing etc…
  - CX: Sales Cloud, OM Cloud

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Oracle E-Business Suite and Practical Coexistence Scenarios

Hybrid with SaaS Applications is the New Normal

E-Business Suite and HCM Cloud	E-Business Suite and ERP/SCM Cloud	E-Business Suite and CX Cloud
1. EBS HCM to Oracle Taleo Cloud Service 2. EBS HCM to Oracle Talent Management Cloud 3. EBS Payroll with Oracle HCM Cloud 4. EBS ERP to Oracle HCM Cloud	Financials: 1. Accounting Hub Reporting Cloud Service for EBS 2. Planning & Budgeting Cloud Service for EBS 3. Revenue Management Cloud Service for EBS 4. Expense Cloud Service to EBS Projects: 5. Primavera Project Mgmt to EBS Projects 6. Project Portfolio Management Cloud to EBS Procurement: 7. Procurement /Sourcing Cloud for EBS 8. Procure-to-Pay Cloud Service to EBS (Indirect Proc) Logistics: 9. Transportation Management (OTM) Cloud to EBS 10. Global Trade Management (GTM) Cloud to EBS Manufacturing: 11. PLM Cloud to EBS Item Master	1. Sales Cloud with EBS Quoting 2. Order Management Cloud to EBS Order Fulfillment 3. CPQ Cloud to EBS Order Fulfillment 4. Service Cloud (RightNow) to EBS Field Service 5. Field Service Management (TOA) Cloud Service to EBS 6. EBS ERP to Oracle CX Cloud

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Strategic Investments In EBS Products

Building Upon the Strengths of EBS Integrated Global Suite

Functional Innovation	Modern User Experience and Mobility	Operational Efficiency
Rich functional flows for modern business in integrated global suite	*Simple and actionable user experience for operational roles*	*Lower effort and cost to operate and optimize EBS system*
• The Subscription Economy • Outcome-Driven Procurement • Customer-Driven Enhancements • Globalization and Localization	• Smartphone Applications • EBS Information Discovery • User Experience Modernization	• Online Patching • Applications Management • Automated Testing

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The Subscription Economy

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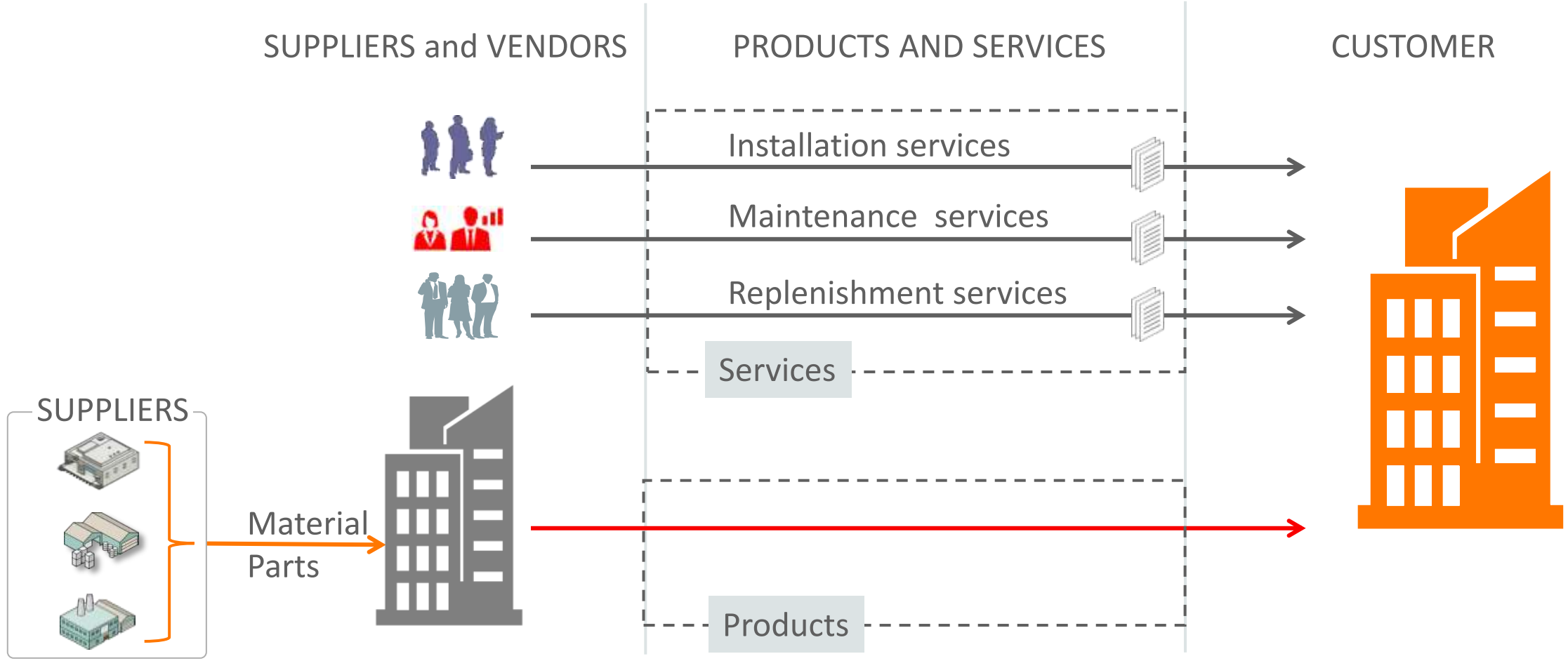
Subscription Economy



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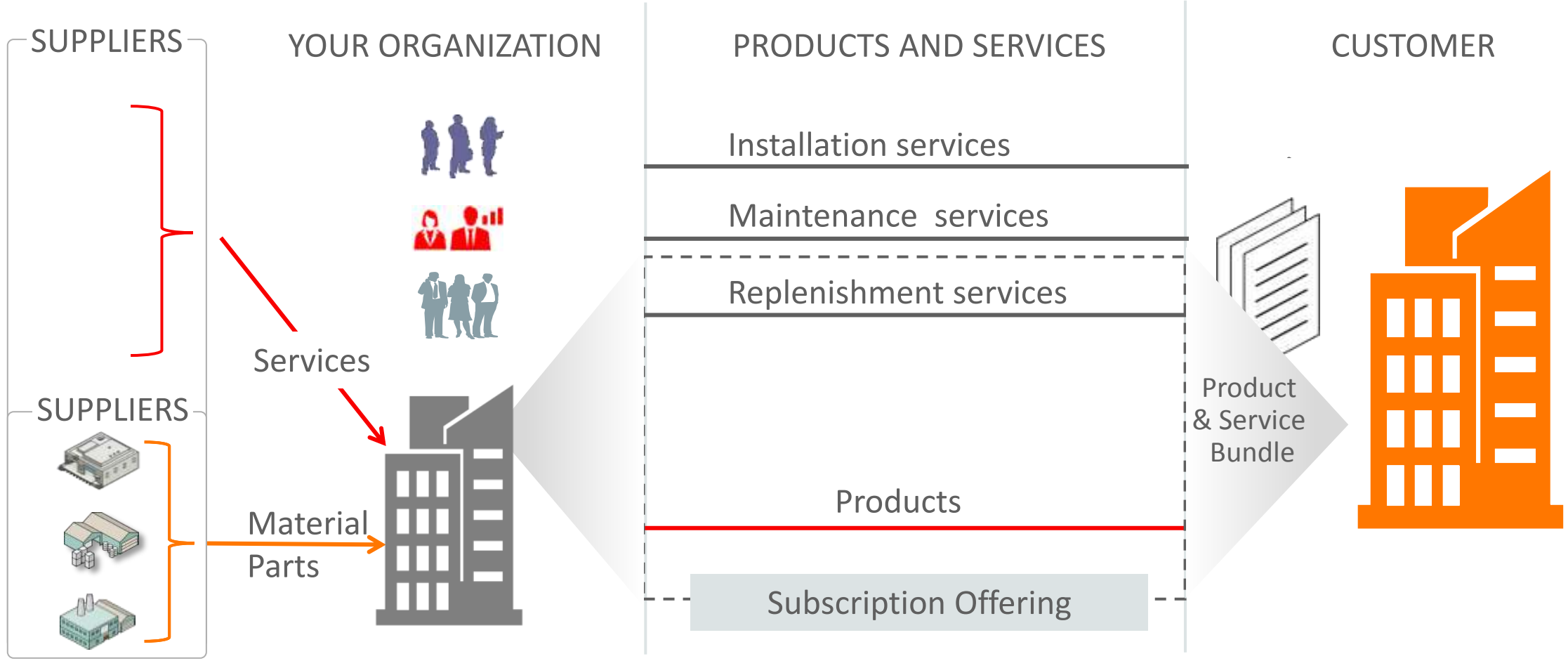
Subscription Economy



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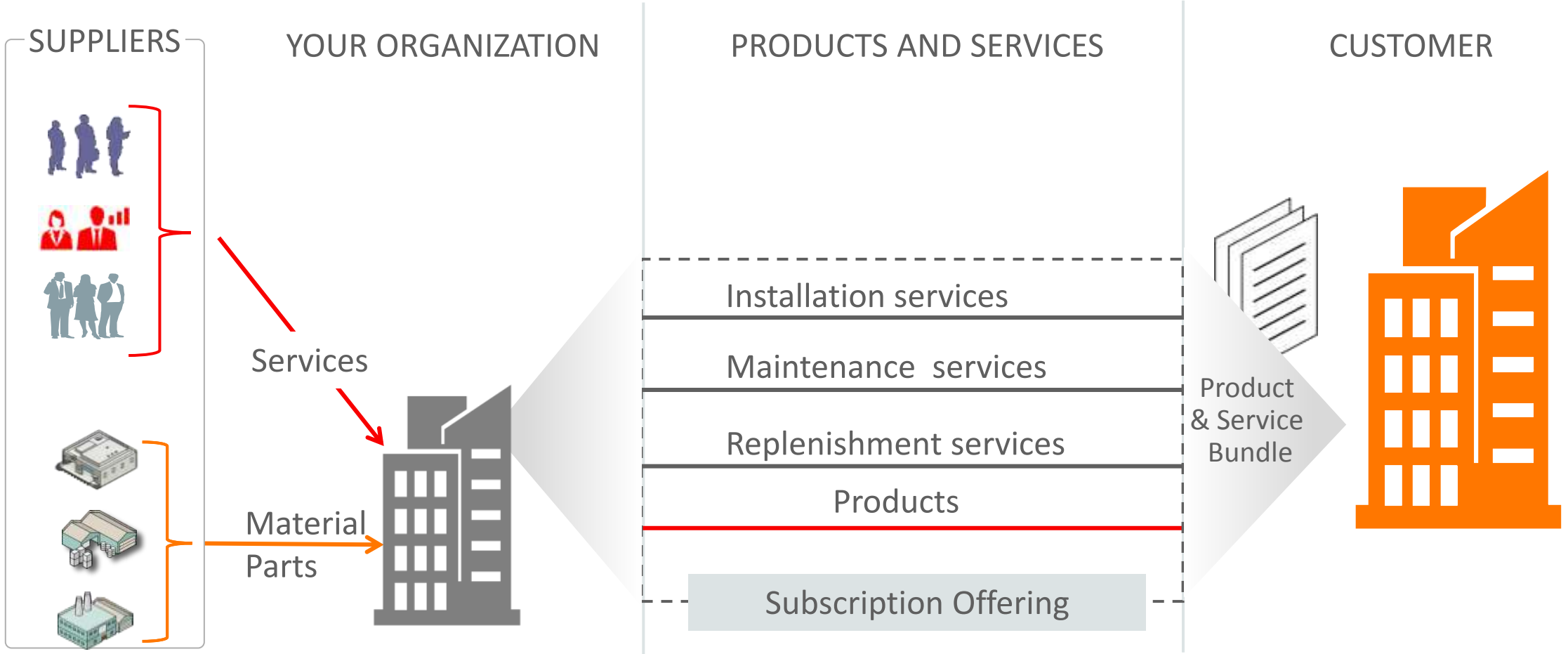
Subscription Economy



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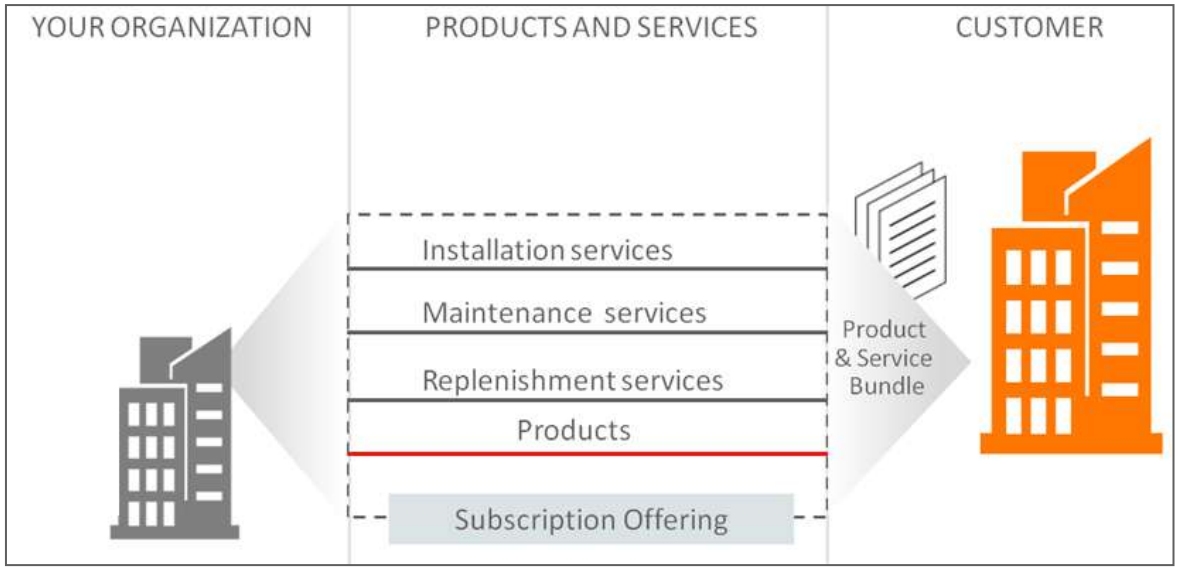
New in 12.2

Order Mgt and Billing in the Subscription Economy

Flexible Ordering for Combination of Products, Services, Subscriptions, and Warranties

- Subscription Ordering
  - Subscription Related Attributes in OM
  - Bundles of Products, Subscriptions, & Services
  - Promotional Items of Subscriptions & Services
- Flexible Billing in OM & Service Contracts
- Renewals & Terminations
- Recurring Billing in Order Mgt (12.2.6)



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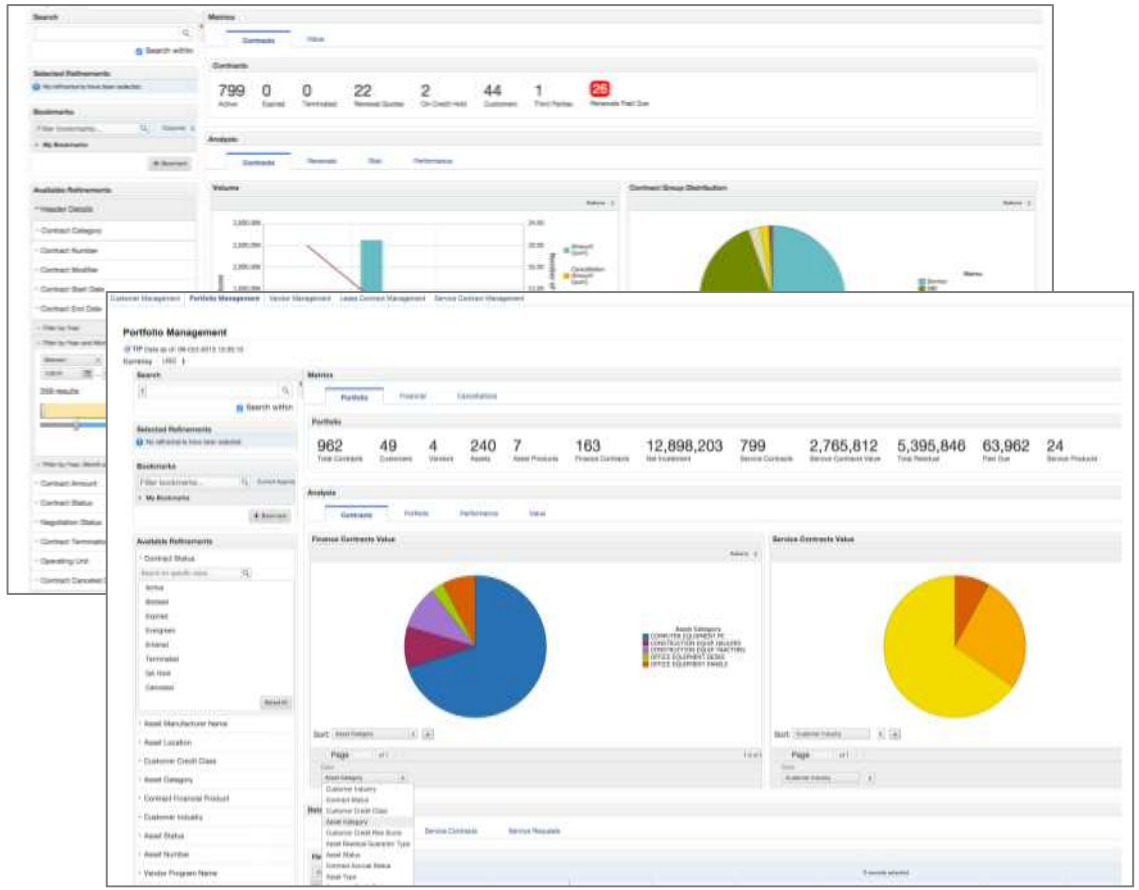
New Product
12.1.3 & 12.2

Contract Renewal Command Center

Improved Visibility into Service and Lease Renewals for Higher Loyalty and Business

- Customer Retention
  - Customer Loyalty: Repeat Business
- Increase Share of Customer
  - Increase share of customer for you and partners with additional products and services
- Return on Investment
  - Ensure returns on portfolio and assets
- Exponential Operational Efficiency
  - Manage all your customers, all your contracts, and all your assets



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Outcome-Driven Procurement

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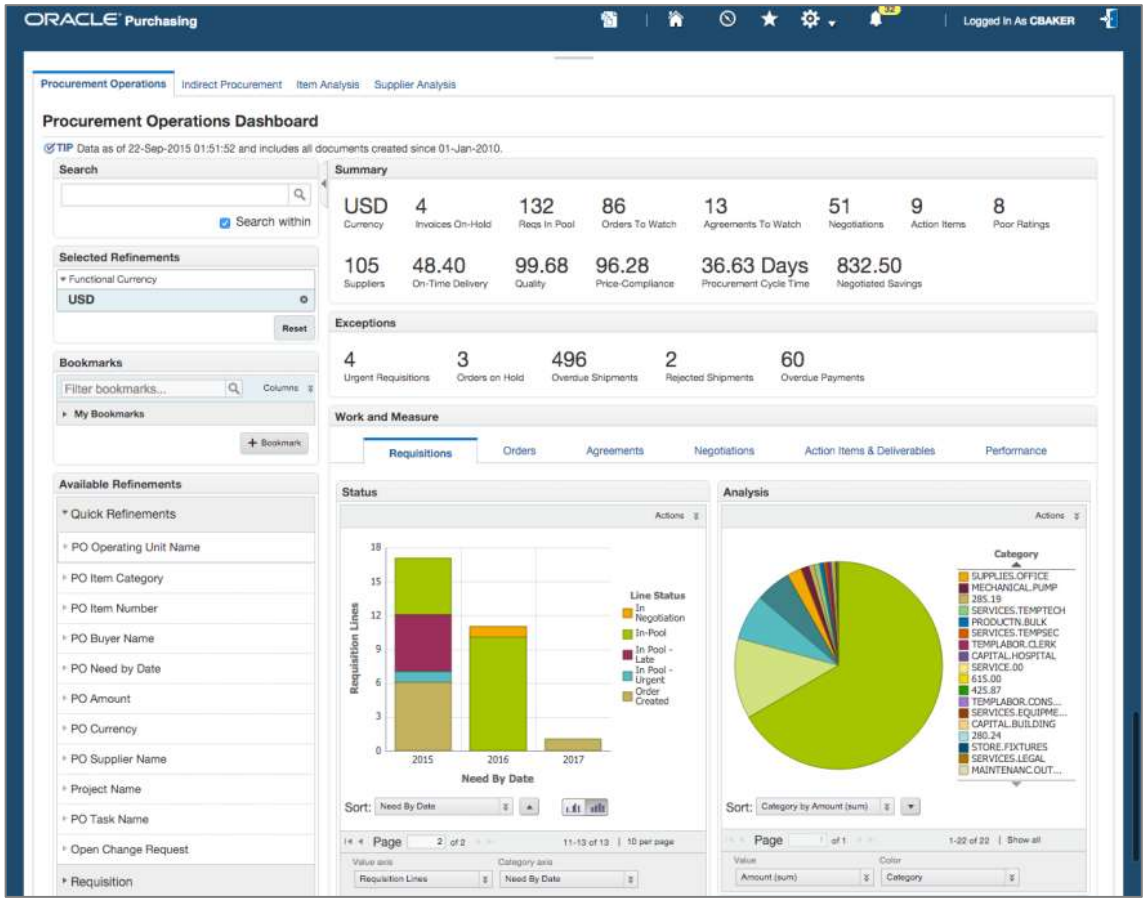
New Product
12.1.3 & 12.2

Procurement Command Center

An Integrated Command Center for Procurement Professionals

- Deliver Customer Value Through Procurement and Strategic Sourcing
  - Redefine the Procurement and supplier relationship strategies to be builders of core competencies and a differentiator for your organization
- Transform Buyers into Business Partners
  - Engage all stakeholders accountable for the outcomes necessary to ensure an agile response to supplier disruptions
- Exponential Operational Efficiencies
  - Drive effective cycle times across the required processes to improve operational efficiencies



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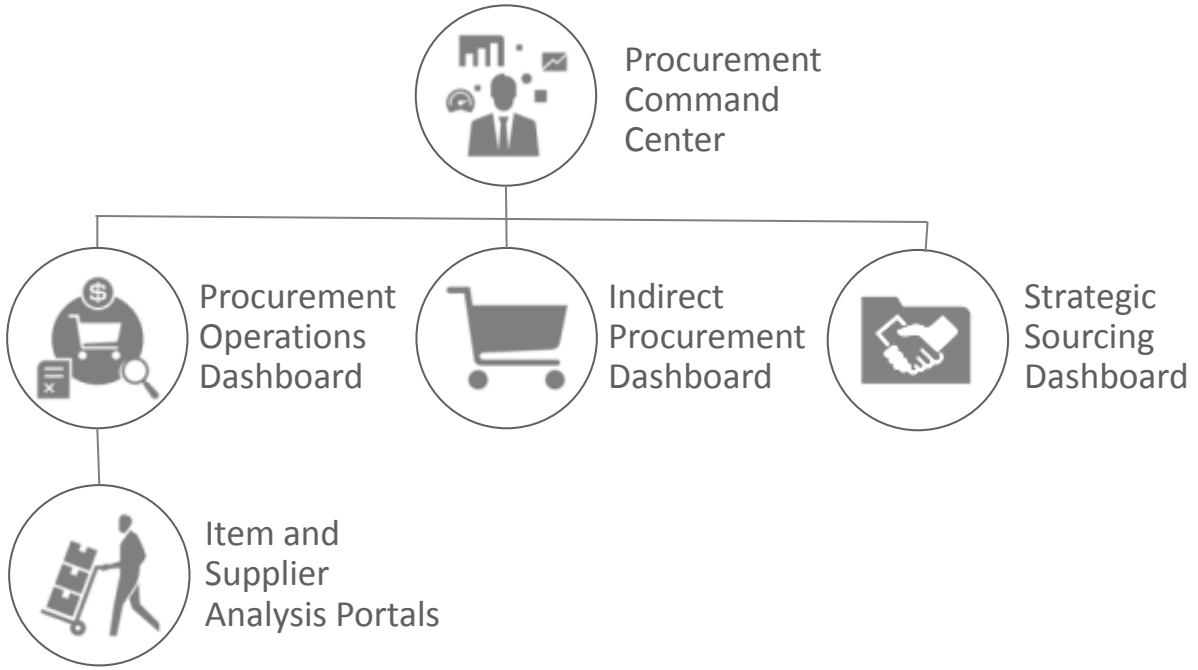
New Product
12.1.3 & 12.2
New in 12.2.5
Enhanced in 12.2.6

Procurement Command Center

An Integrated Command Center for Procurement Professionals

- Deliver customer value through procurement and strategic sourcing
- Transform buyers into business partners
- Exponential operational efficiencies

- Enhanced in 12.2.6
  - New Strategic Sourcing Dashboard for view of objectives, initiatives, tasks, and negotiations
  - Enhanced Supplier Performance View with employee reviews and supplier evaluations
  - Bulk update of documents with WebADI
  - Enhanced buyer notes to track forecast, planned, and actual dates



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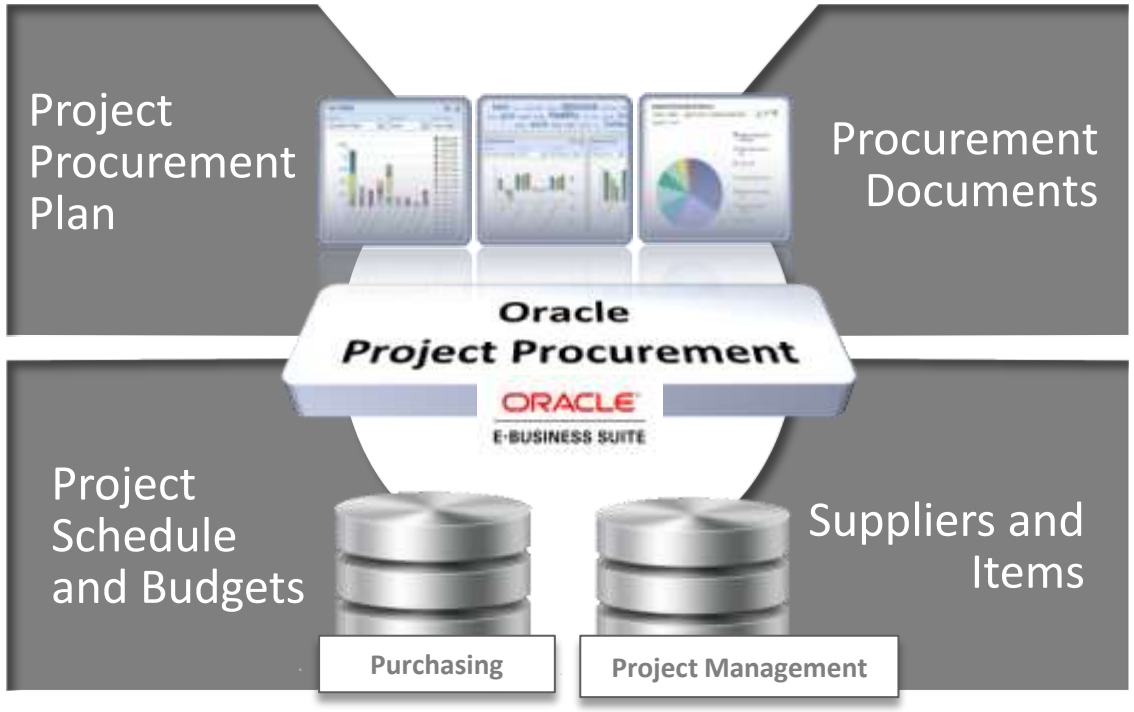
New Product
12.1.3 & 12.2

Project Procurement

Collaborative Planning, Integrated Execution & Strategic Alignment

- Align acquisition strategy for project success
  - Shared procurement plan unifies the stakeholders
  - Shared execution strategy on budget, product specification, quality and schedule drives consistent decisions
- Make the right decisions to realign
  - Quickly find the best suppliers, materials and services
  - Align procurement decisions to shared critical success factors for the project
- Deliver your projects according to plan
  - Sync up material specification, quality, budget, need by date requirements to delivery
  - Sync up project schedule to material availability – and track supplier performance on the fly
- Enhanced in 12.2.6
  - Revisioning of procurement plan line



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Customer-Driven Enhancements

New Functionality in 12.2.6 Across the Suite

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E-Business Suite Release 12.2.6 Highlights (GA 9/2016)

Delivers To EBS Strategic Investment Themes

Functional Innovation	**Supporting Subscription Economy, Outcome-Driven Procurement, and Customer-Driven Enhancements** • **Order Mgt:** OM: Recurring Billing; Quoting: Document Approvals using Electronic Signatures • **Logistics:** WMS: Inbound Task Mgt & Interleaving; Inv: Material Classification; Yard: Distributed Yard • **Procurement**: iProc: Spot Buy, Preferred Items; Contract Relationships; PCC: Sourcing; Proj Proc: Revisions • **Projects:** Acctg Adjustment Options; SOV & ARR Effort Coefficient; Consolidated Invoice UI; Grants Enhs • **Manufacturing:** Process Mfg: Yield Mgt; Project Mfg: LCM Support; MES: Serialized Mfg Enhancements • **Value Chain Planning:** Inventory Policy Planning; Enhanced UIs • **Asset Mgt:** Linear Assets Enh WO Creation; Calendar Based Preventive Maintenance; WO Package Printing • **Service:** Multiple Products on SR; Task Status by Task Type; GPS Based Emergency Scheduling; Depot: Claims • **Financials:** Adv Collections: Related Accounts, Actionable Work Items; CHRM: Period Mgt, Enh AutoPay • **Human Capital Mgt:** Pay: Enhanced Retropay Analysis; OTL: Overtime as Absence Accrual, Calendar UI
Modern User Experience and Mobility	• **New HTML User Interfaces:** Logistics: Detailed Receiving, Shipping, Reservations; EAM; AOL • **Improved HTML UX:** OAF: More Modern User Interactions, More Developer Controls • **Information Discovery:** OM: Order 360 View; Financials: Asset Reconciliation, Additions Pipeline
Operational Efficiency	• **Online Patching:** Improved Performance for Seed Data and File Handling During Patching Operations • **Applications Technology:** Storage Options for Conc Mgr Files; External/Internal Authentication with DMZ • **Internationalization:** Improved Patching for MLS Environments with Both Full and Lightweight Modes

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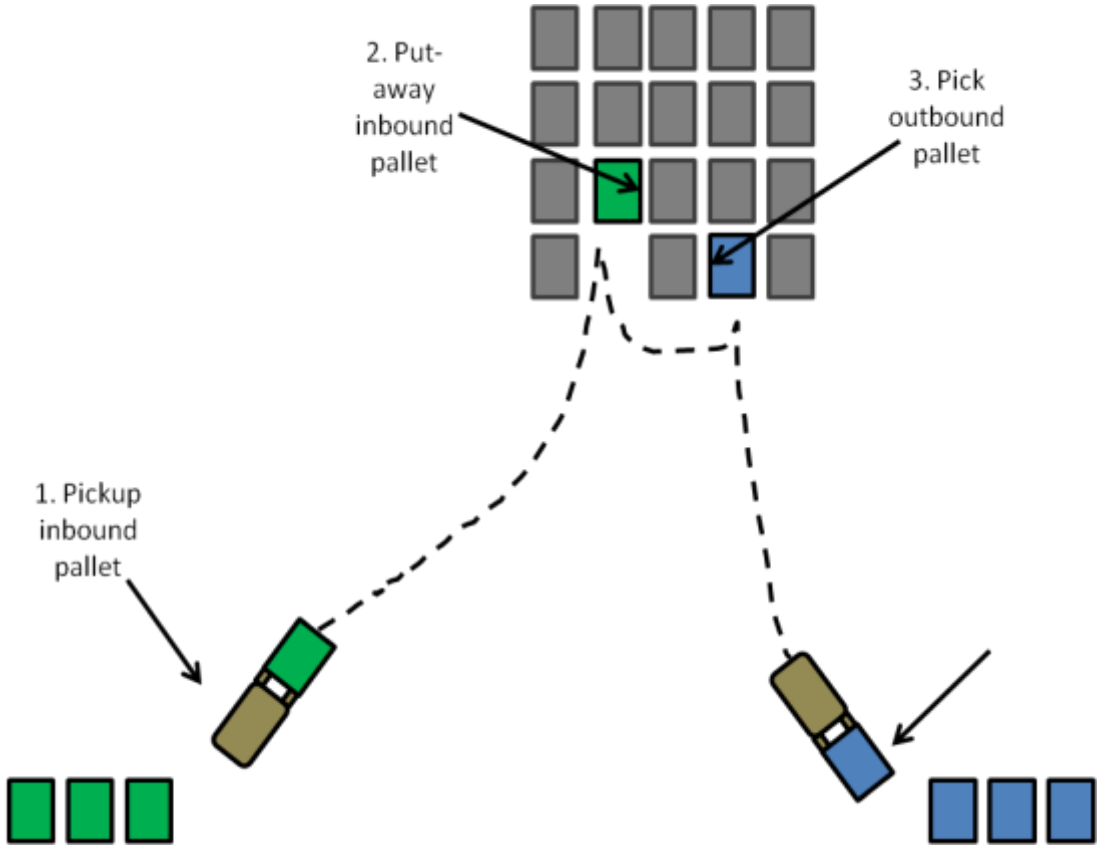
12.2.6

Warehouse Mgt: Inbound Task Dispatching and Interleaving

Increase Warehouse Productivity

- Dispatch of putaway tasks based on
  - Eligibility
  - Priority
  - Proximity
- Interleave inbound and outbound tasks to reduce deadheading



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12.2.6

Inventory: Material Classification

Flexible Capture of Classification Code for Printing on Outbound Shipment

- Capture classification code during
  - Picking
  - Shipping
- Print classification code
  - Packing slips
  - Shipping labels
- Setup classification types for an item

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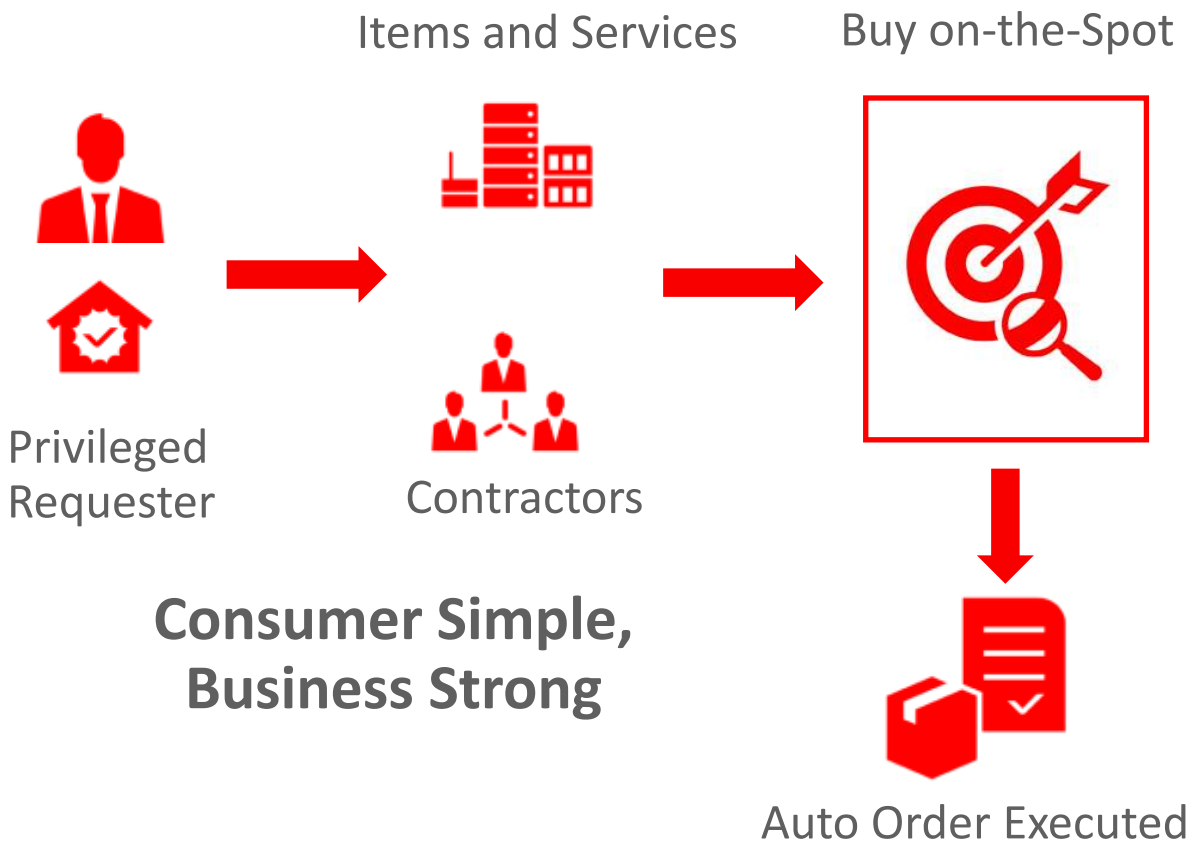
12.2.6

iProcurement: Spot Buy for Privileged Requesters

Reduce Buyer Workload Where Procurement Team Adds Limited Value

- Privileged requesters to create order documents directly
  - Specify supplier/quote price and convert the requisition into a purchase order automatically
  - Document multiple supplier quotes, assign ranks to quotes, and award to a specific supplier
  - Eligible requisition lines can be converted into a purchase order automatically



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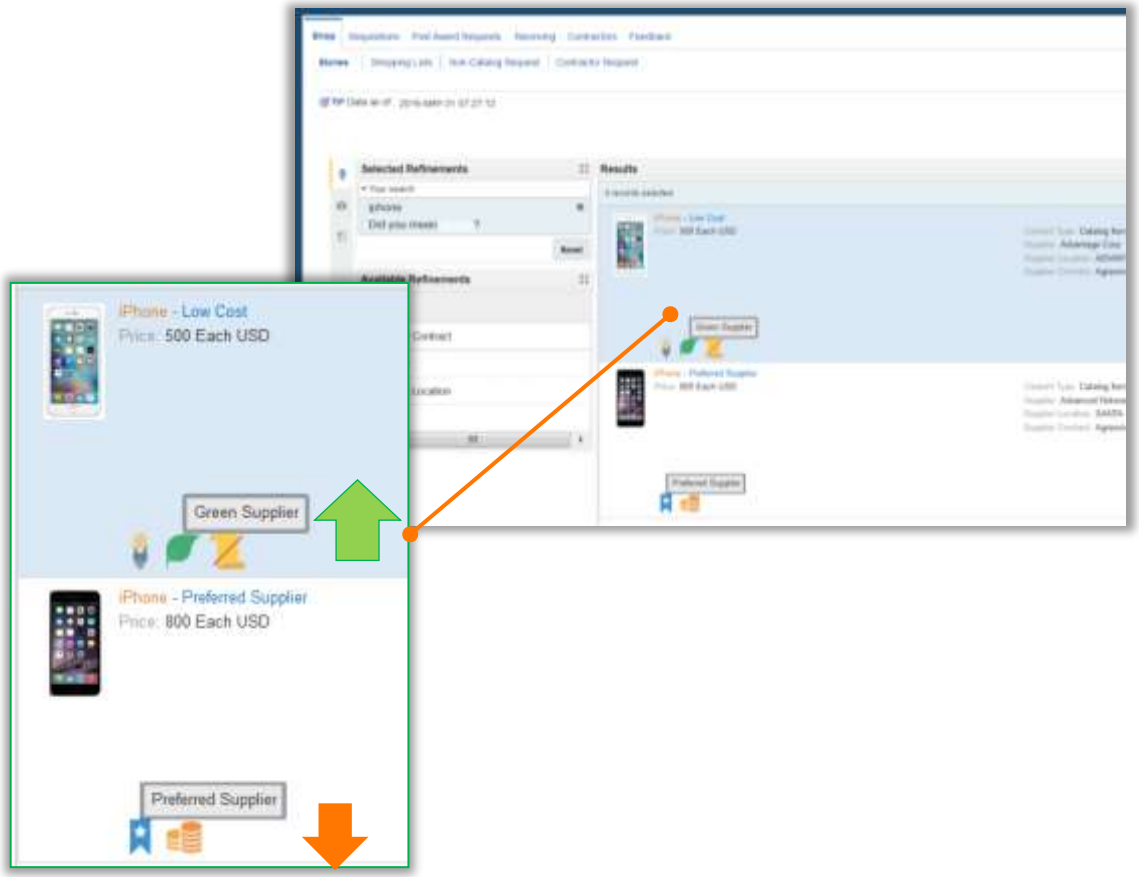
12.2.6

iProcurement Info Discovery: Preferred Items, Search Rank

Guided Buying to Preferred Suppliers and Items

- Buyers can adjust relevance ranking of items & suppliers
  - Key attributes can be used to increase relevance in requester search results
  - Enables Procurement team to influence user choices when shopping
- Improved home page
  - Simple view for casual requesters
  - Advanced view for experienced requesters
- Show buyer activity and metrics
  - Show buyer notes to requester
  - Show order processing times



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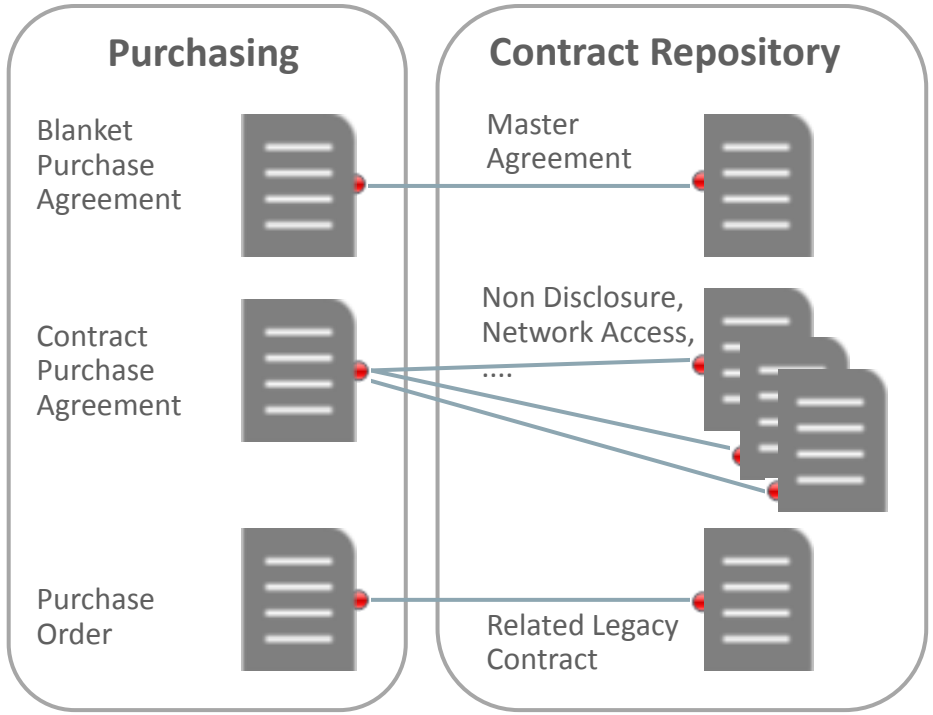
12.2.6

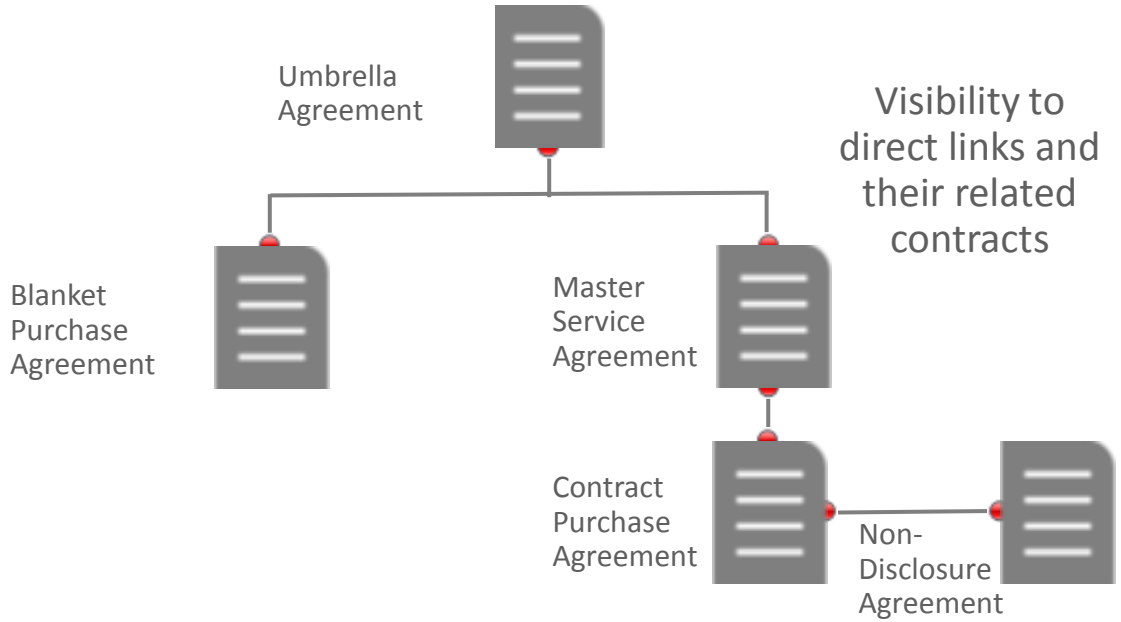
Procurement Contract Relationships

More Complete View of Related Procurement Documents and Contracts

- Relate Procurement Documents and Repository Contracts



- Define Contract Hierarchy to Understand Term Landscape



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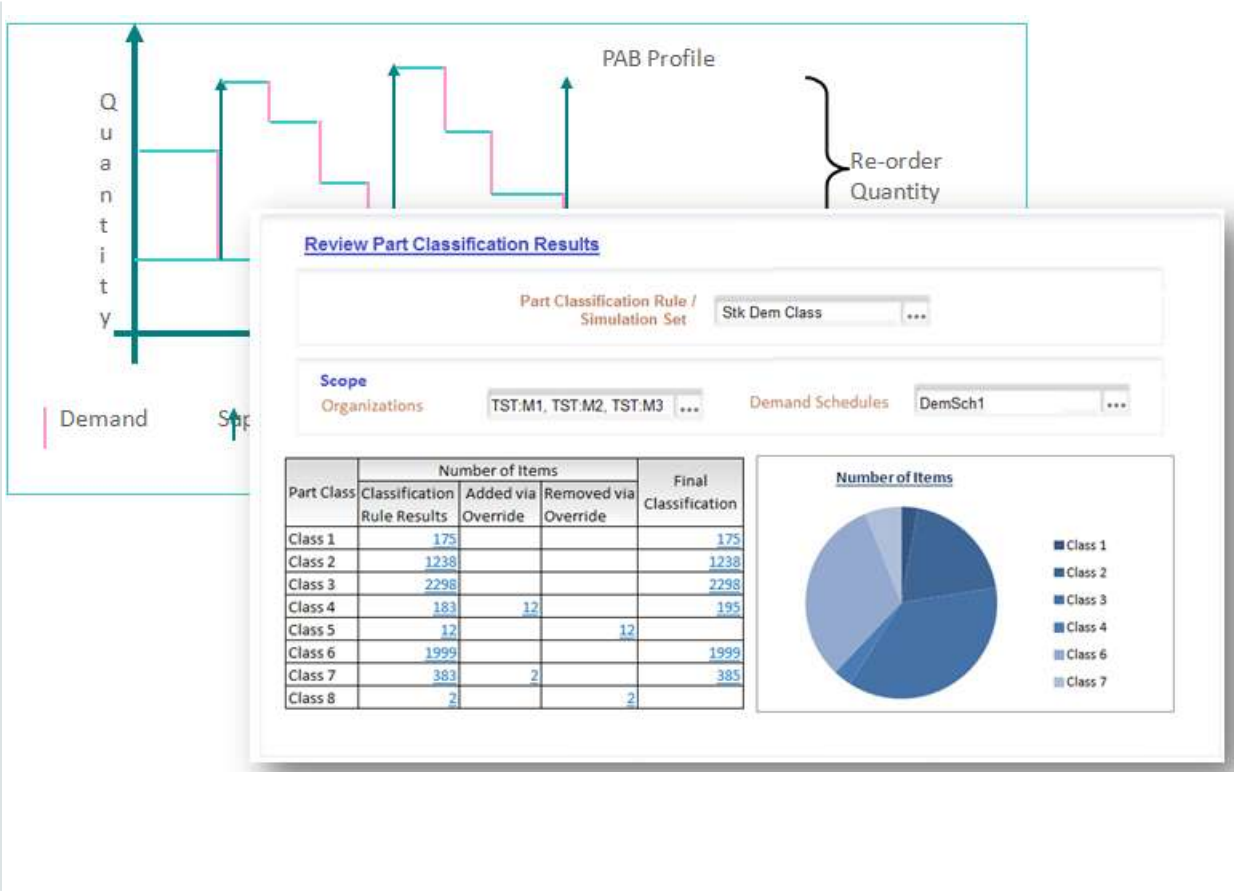
12.2.6

Value Chain Planning: Inventory Policy Planning

Reduced Inventory and Policy-Based Replenishment Automation for Service Parts

- Plan:
  - Dynamically classify service parts by user-defined business criteria
  - Manage policies by part classification
  - Calculate policy parameters for single and multi-echelon supply chains
  - Estimate policy performance
- Do: Execute policy-based replenishments
- Check: Monitor achieved fill rates
- Act: Revise policies for underperforming items



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12.2.6

Service: Multiple Products in One Service Request

More Efficient Processing and Tracking of Service Work

- **Capture** multiple products located at the same customer site on a single service request (SR)
- **Communicate** SR products to Support and Field Engineers
- **Debrief** services performed and parts installed and recovered for each SR product
- **Calculate** SR charges using each product's warranty/contract

Example use cases

- **Break Fix:** Customer calls with problems on multiple pieces of equipment and only wants to track 1 SR and get 1 invoice
- **Preventative Maintenance & Field Change Orders:** Perform maintenance and/or field changes of all equipment at a single location on 1 SR
- **Moves**: Move many pieces of equipment from one location to another on 1 SR
- **Installation:** Track installation of multiple products that were sold/shipped on a single SO on 1 SR

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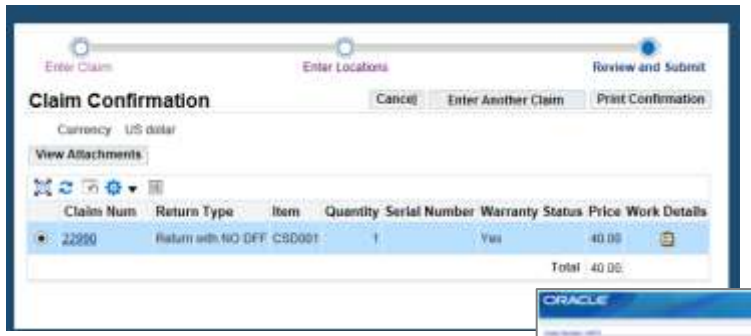
12.2.6

Depot Repair: eClaims Web Portal

Enable Partners to Request Approval and Submit Claims for Outsourced Repair Work

- Authorized service partners can check warranty status and entitlements via Web Portal
- Partners can submit requests for work authorization and claims for reimbursement
- Claims can be reviewed, adjudicated and updated via the Depot Repair app
- Partners can view and annotate claims online



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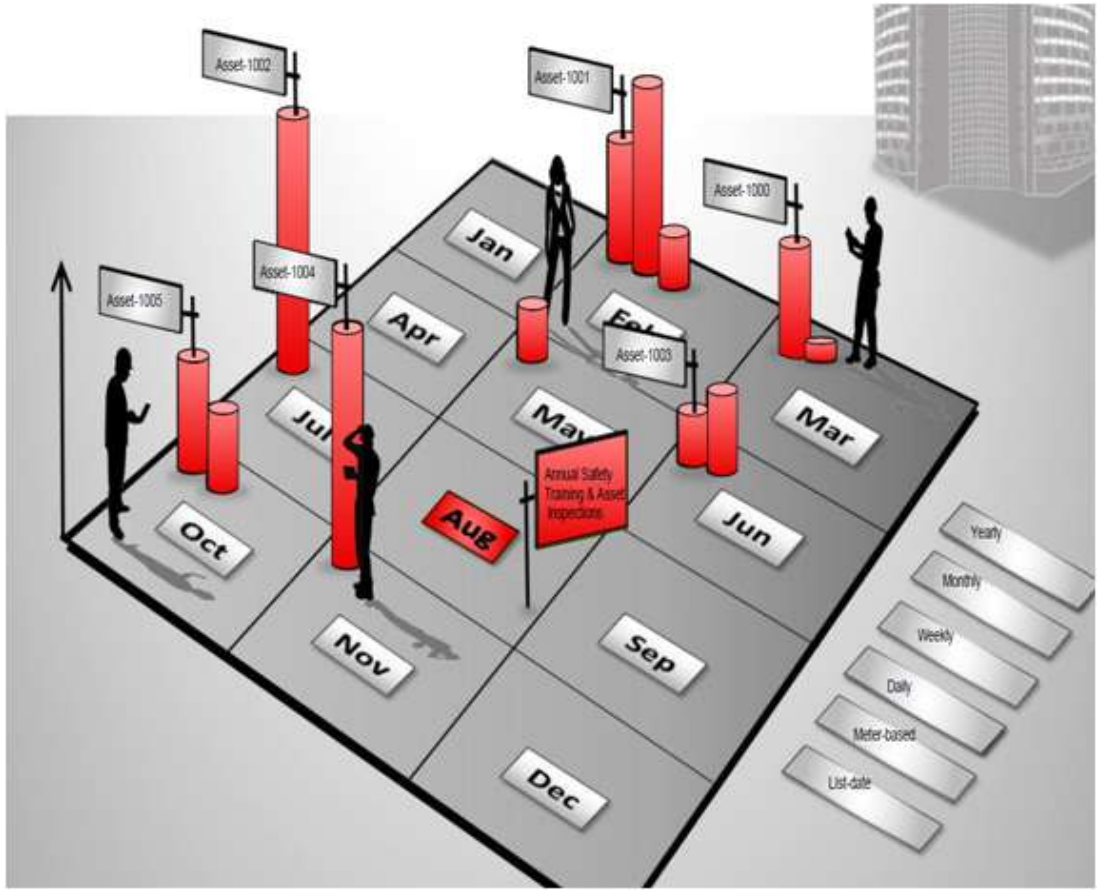
12.2.6

EAM: Calendar Based Preventive Maintenance Schedules

More Flexibility to Schedule Preventive Maintenance

- Schedule preventive maintenance based on calendar based rules
  - Expands existing scheduling options based on Meter Rules, Day Interval Rules, and List Dates
- Example use case
  - Belt replacement activity should occur once in 2 months on the last Monday of the month



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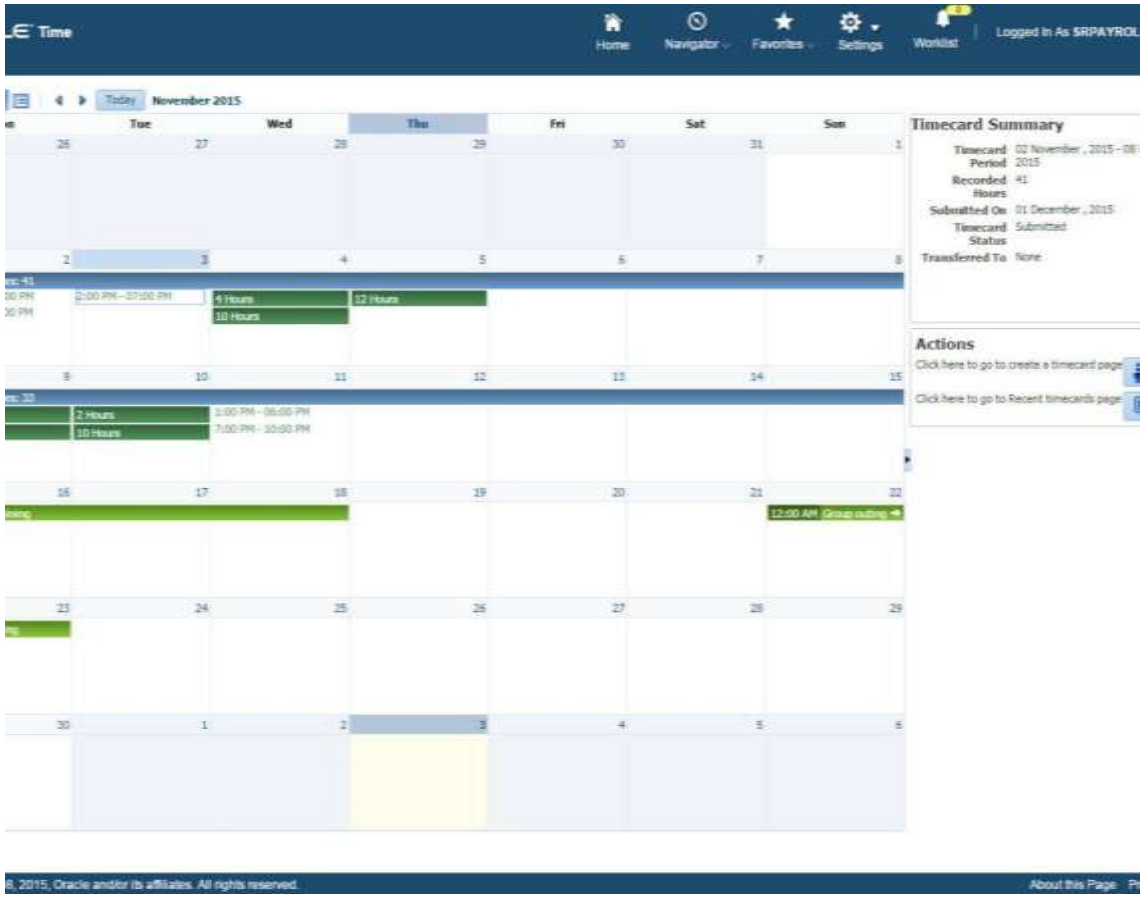
12.2.6

Time & Labor (OTL): Calendar UI for Timecards

Visual View of Time Entered in Calendar Views

- Employees can view time entered and holidays in calendar views



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Globalization and Localization

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Applications Globalization

Internationalization

- The process of designing one product with the flexibility to function worldwide
- Product is designed to allow for a choice of locales (MLS) and the ability to handle language data and locale specific format (NLS)

Translation

- Changing product UI strings and help from English into another language
- All products requiring translation must first undergo translatability testing to ensure files meet translation standards

Localization

- The process of developing specific functionality designated to certain regions or countries
- Localization is handled by each development group based on their working model, and market requirement

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Electronic Invoice and Electronic VAT Audit

Mandated

Not Mandated

Electronic invoicing increasingly mandated

14%

Of VAT not collected in European Union

160 billion € per year loss

18% to 37%

Of VAT not collected in LATM

European Union

30 countries moving to electronic B2G invoicing by end of 2019

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Fiscal Electronic Audit

Progressive adoption

- Country standards
- Emerging global standards

$240 billion

Corporate income tax lost worldwide each year

- 100 country BEPS initiative to address

30%

Adoption rate in top 20 countries as of 2015

(only 15% five years ago)

Cross-country challenges of tax base erosion and profit shifting (BEPS)

Potential for cross-country reporting requirements

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India Goods and Services Tax

- Government of India
  - Constitutional amendment and the required states ratification completed
  - Government has yet to finalize GST specifications
  - Legal compliance date is targeted for April 2017
- Oracle E-Business Suite
  - Significant early development investment in preparation for transition to India GST
  - Phased development work to accelerate delivery and customer access

For more information, see EBS Financials Legislative Updates Center (MOS Doc 871204.1) including the India GST document (MOS Doc 2170500.1)

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Strategic Investments In EBS Products

Building Upon the Strengths of EBS Integrated Global Suite

Functional Innovation

Rich functional flows for modern business in integrated global suite

- The Subscription Economy
- Outcome-Driven Procurement
- Customer-Driven Enhancements
- Globalization and Localization

Modern User Experience and Mobility

Simple and actionable user experience for operational roles

- Smartphone Applications
- EBS Information Discovery
- User Experience Modernization

Operational Efficiency

Lower effort and cost to operate and optimize EBS system

- Online Patching
- Applications Management
- Automated Testing

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Smartphone Applications

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Oracle E-Business Suite Smartphone Applications

Be Informed and Take Action on the Go

Smartphone Applications (22)

Horizontal Apps – for most employees

- Approvals
- Expenses
- Timecards
- iProcurement
- Self-Service Human Resources
- Learning
- Person Directory

Line of Business Apps

- Sales Orders
- Product Information
- Inventory
- Procurement
- Project Manager
- Project Manufacturing
- Service Manager
- Field Service
- Maintenance
- Mobile Supply Chain Apps (MSCA)
- Discrete Production Supervisor
- Process Production Supervisor
- Discrete Quality Manager
- Process Quality Manager
- Yard

Delivery Strategy

- EBS 12.1.3 and 12.2
- iOS and Android
- No additional costs for licensed users of base products
- Built with Oracle Mobile Application Framework (MAF)

Download on the App Store GET IT ON Google play

For latest app availability, check EBS Mobile Apps MOS Note 1641772.1 or search 'Oracle EBS America' on app store

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Self-Service Employee Flows

Smartphone Applications

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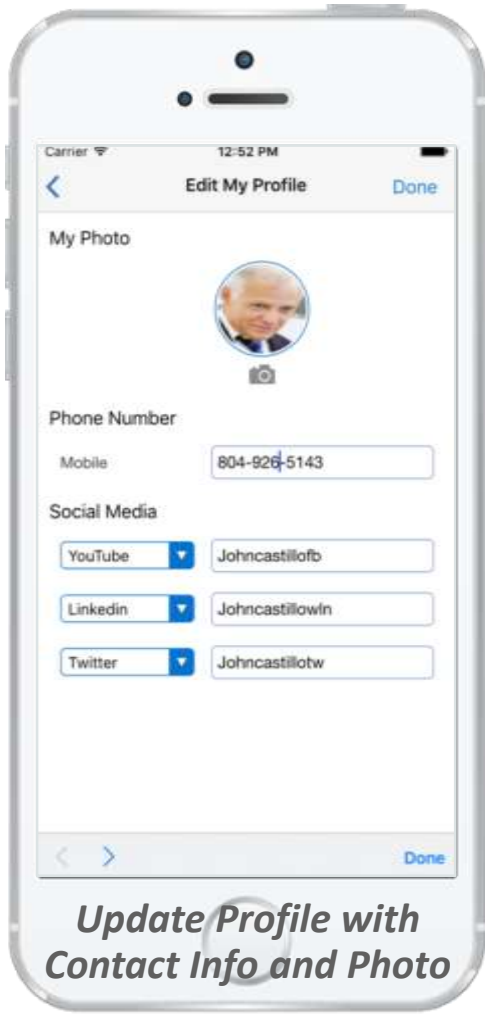
Employees Can Maintain Contact and Social Info

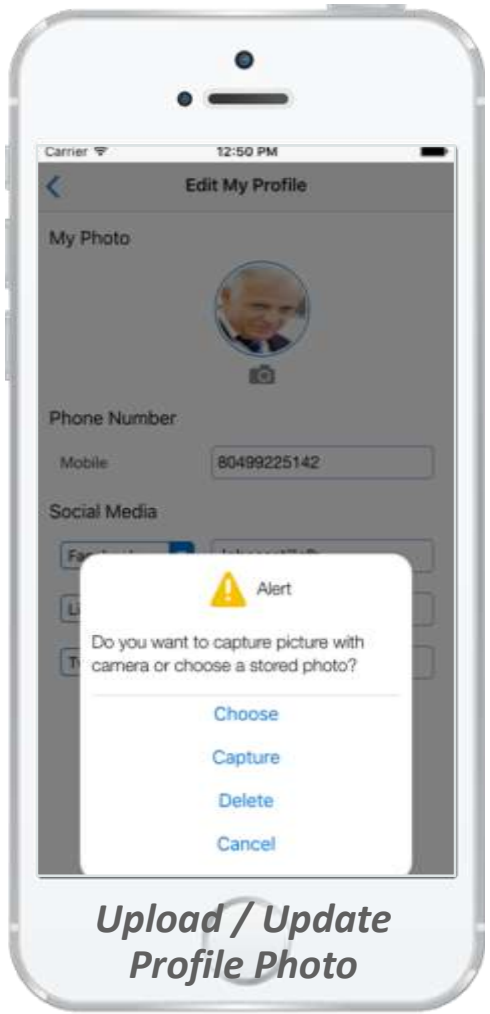
Mobile Self-Service Human Resources Smartphone Application

View My Information



Update Profile with Contact Info and Photo

Update Social Media Info



Upload / Update Profile Photo

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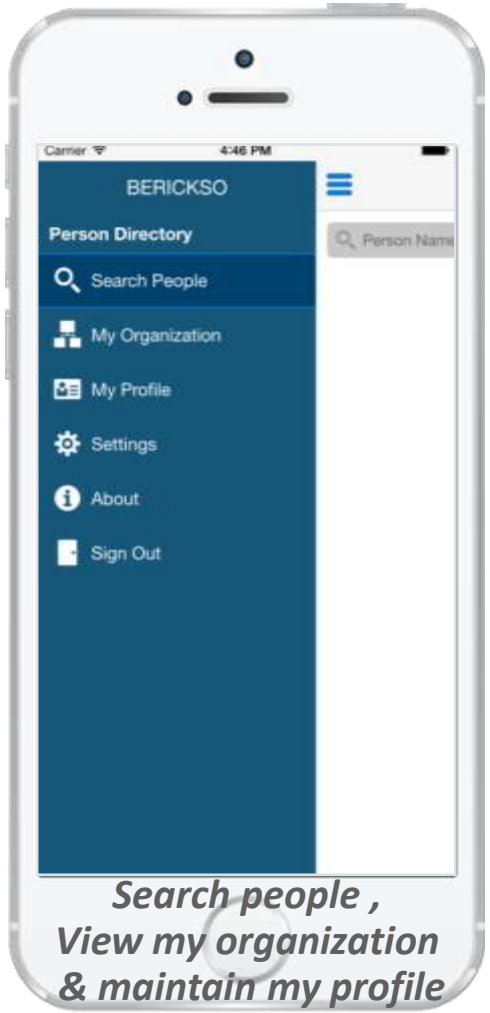
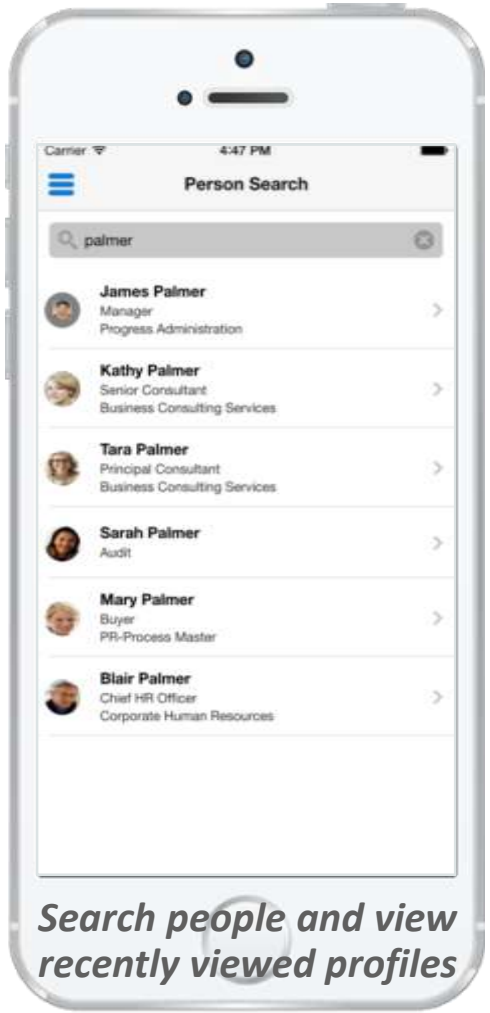
Employees Can Search and View Person Profiles

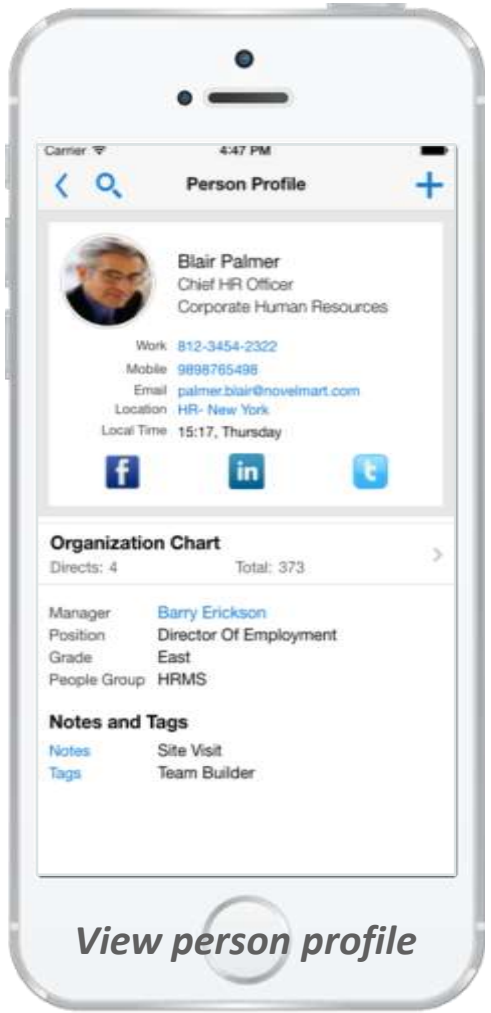
Mobile Person Directory Smartphone Application



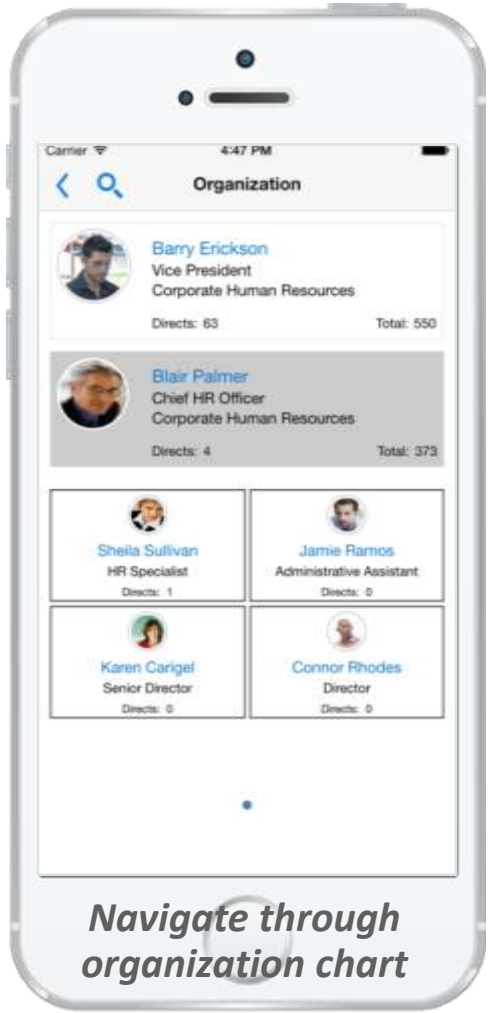
Search people , View my organization & maintain my profile



Search people and view recently viewed profiles



View person profile



Navigate through organization chart

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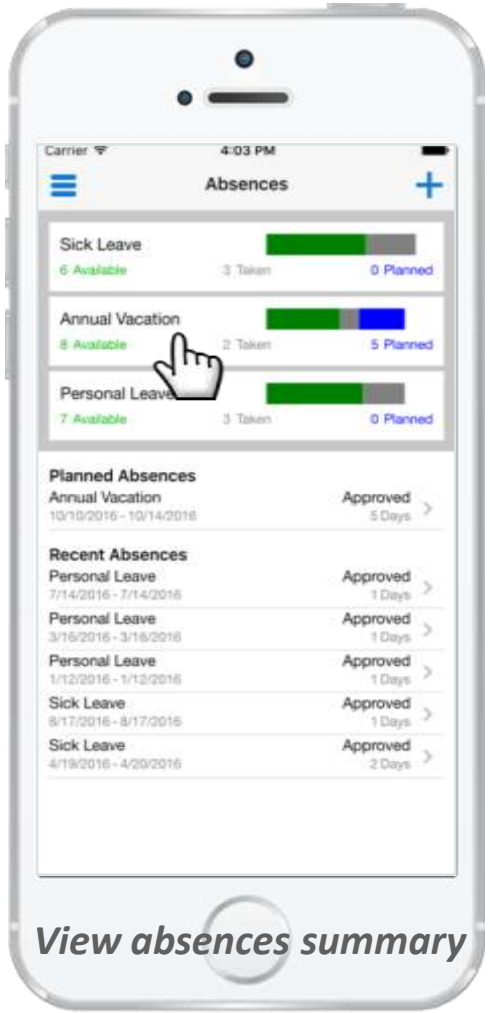
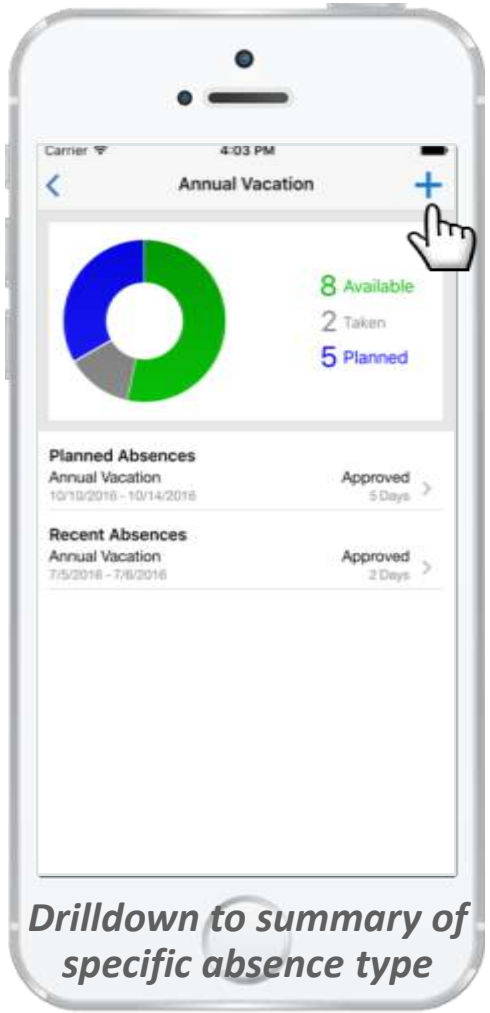
Employees Can View and Maintain Absences

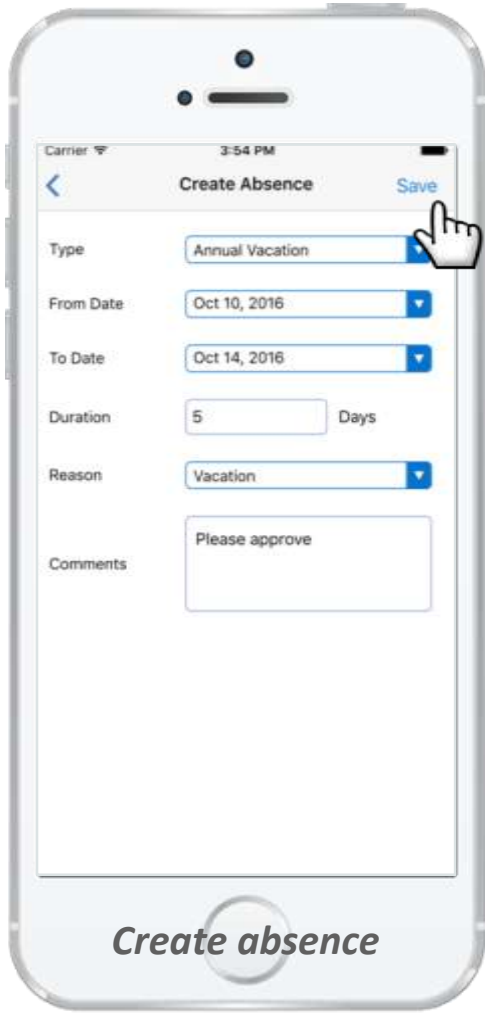
Mobile Self-Service Human Resources Smartphone Application



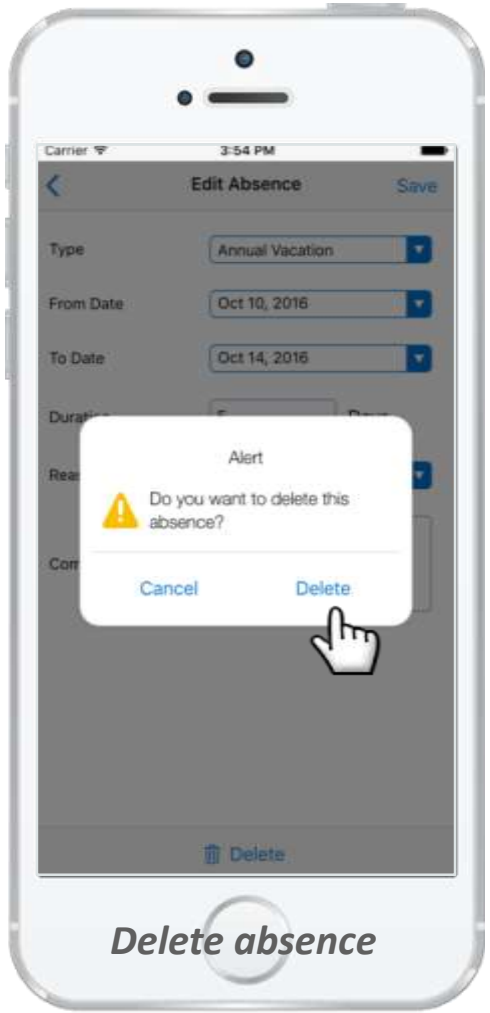
View absences summary



Drilldown to summary of specific absence type



Create absence



Delete absence

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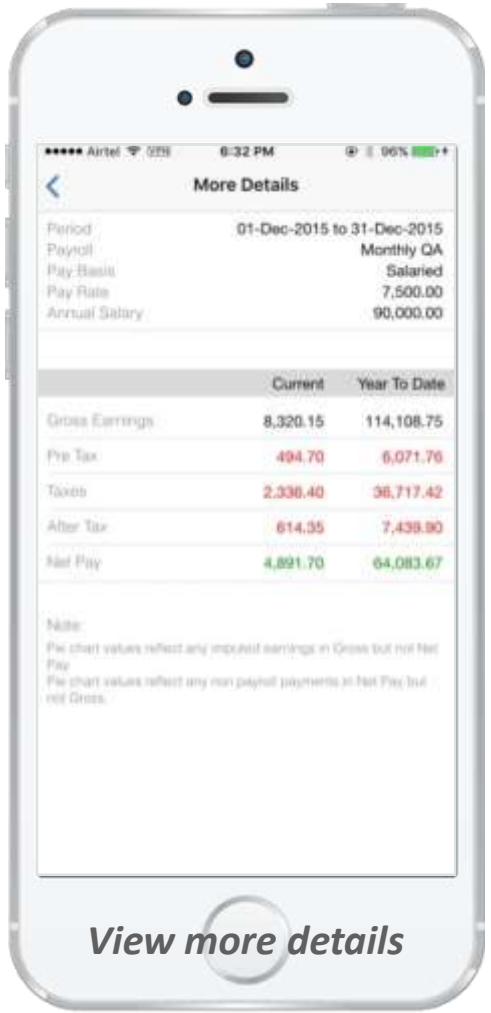
Employees Can View Payslips

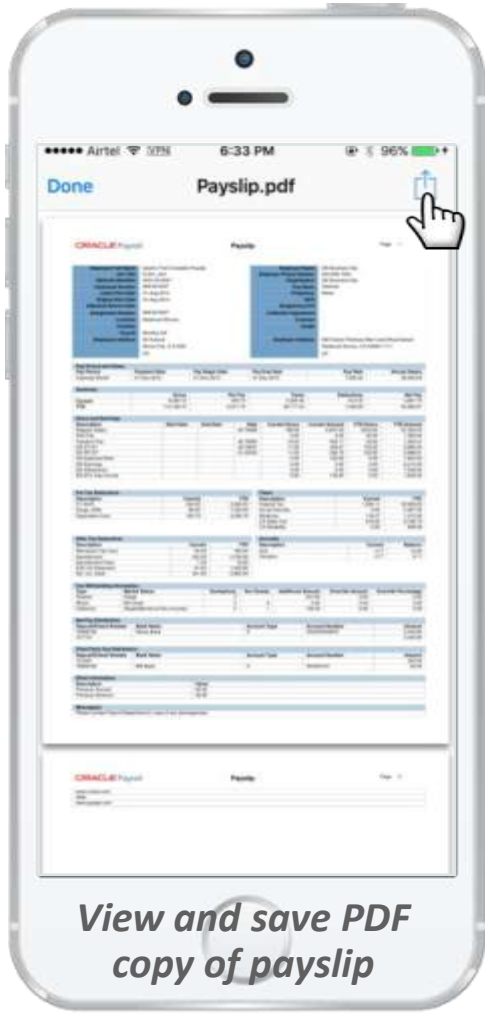
Mobile Self-Service Human Resources Smartphone Application

View payslips from last 12 months

View payslip summary



View more details



View and save PDF copy of payslip

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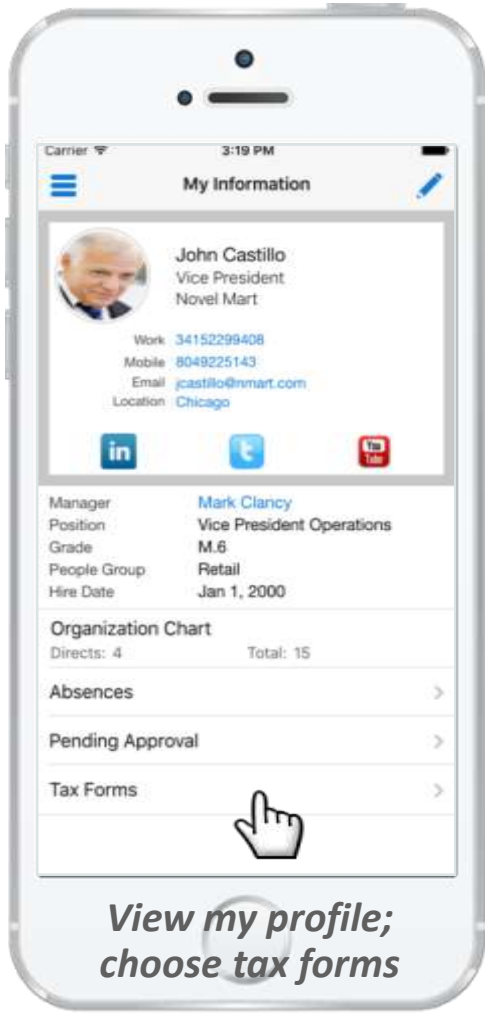
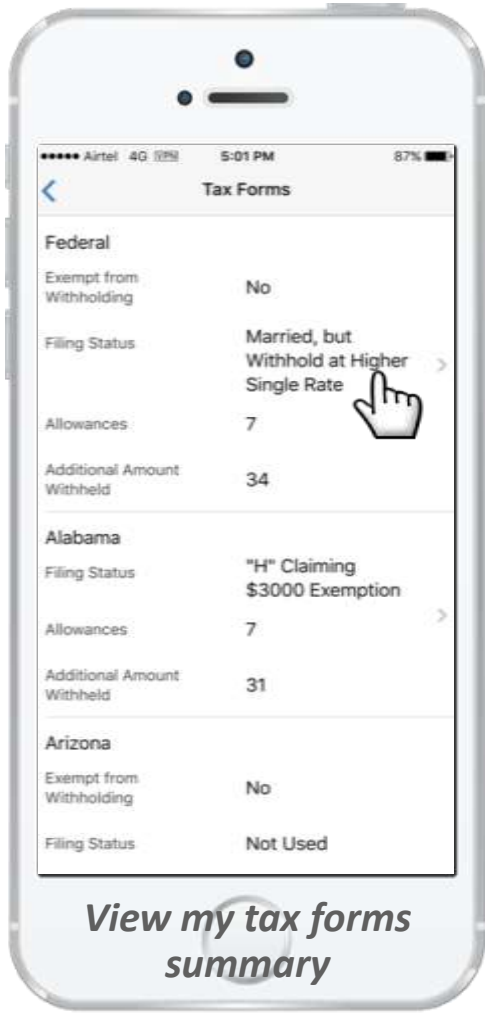
Employees in United States Can Update Tax Forms

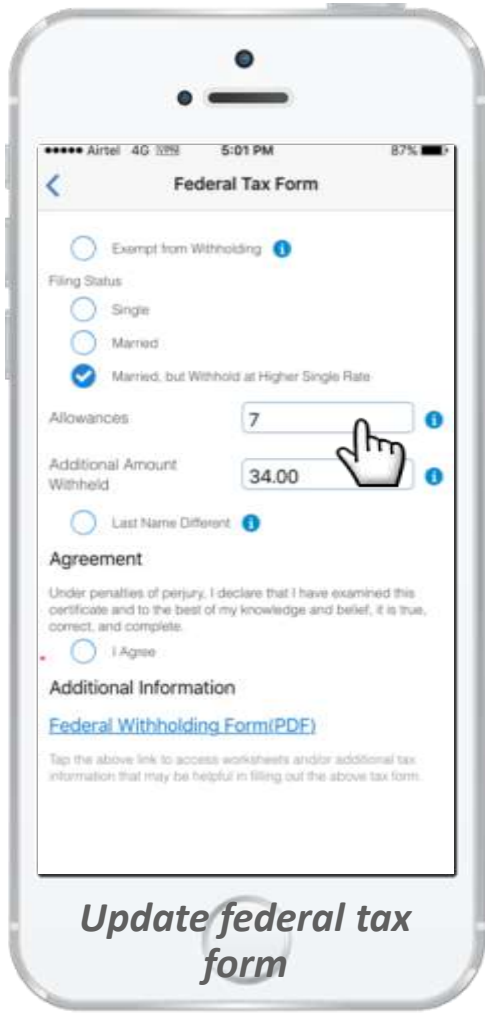
Mobile Self-Service Human Resources Smartphone Application



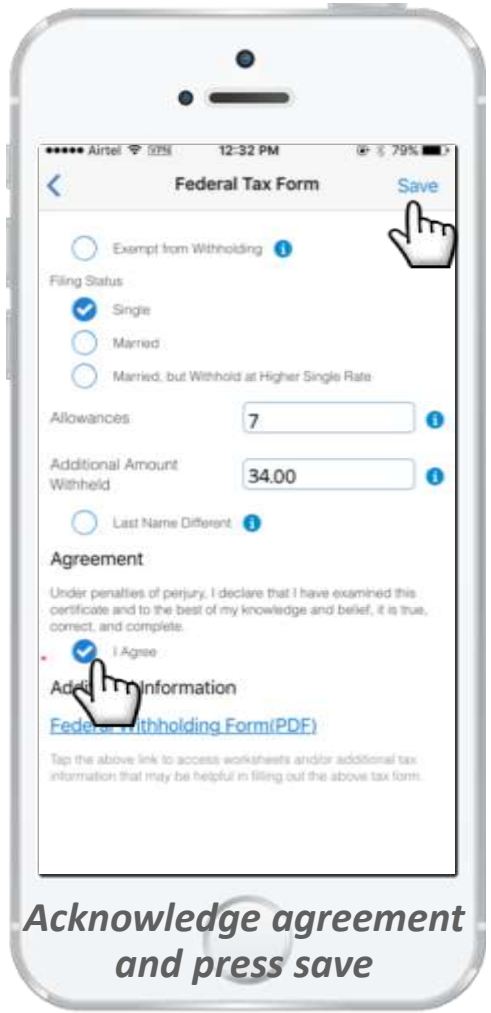
View my profile; choose tax forms



View my tax forms summary



Update federal tax form



Acknowledge agreement and press save

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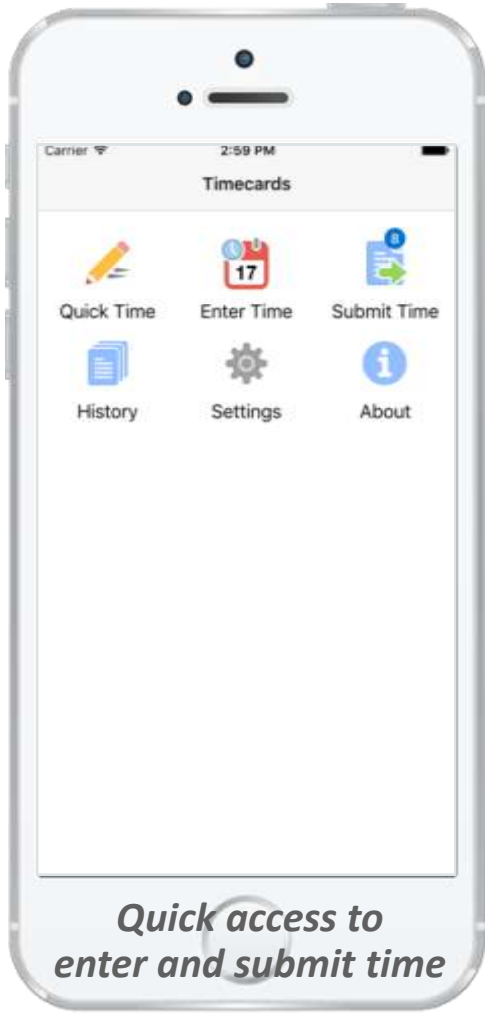
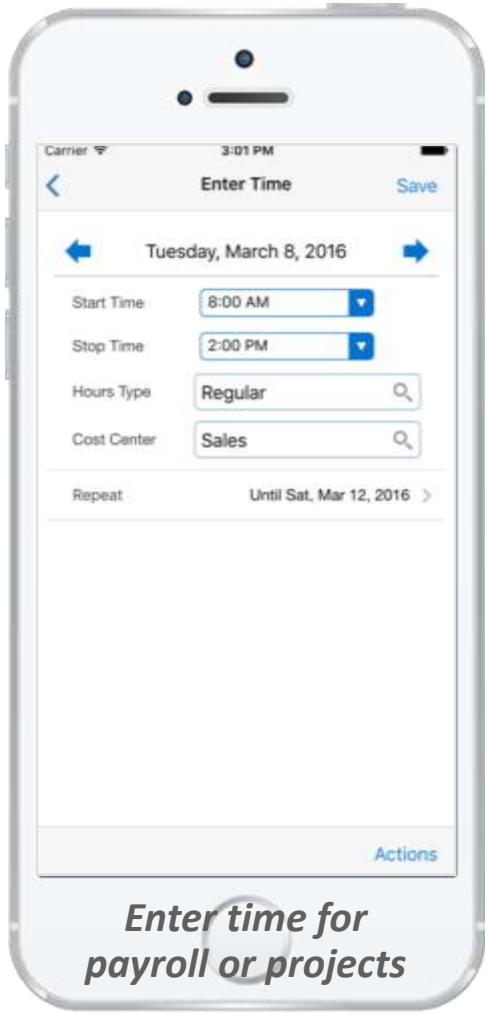
Employees Can Record Time on the Go

Mobile Timecards Smartphone Application

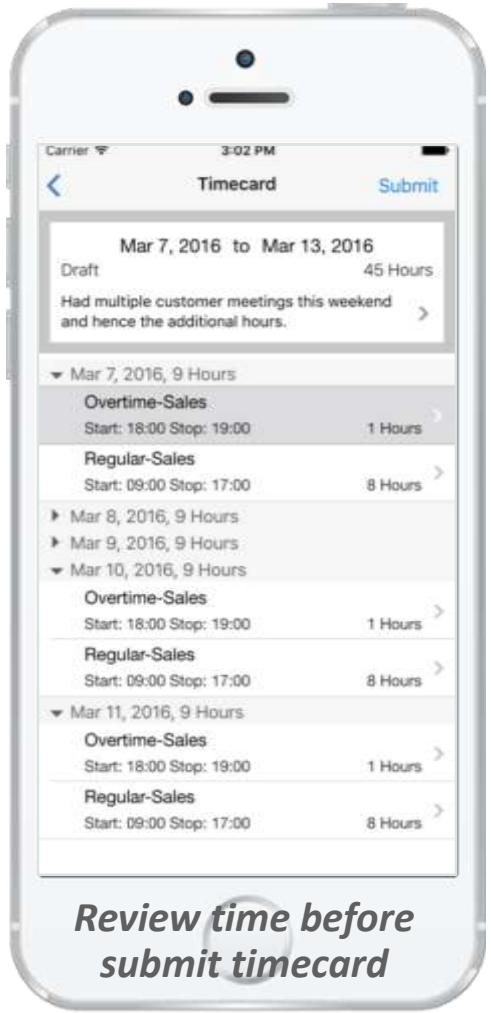


Quick access to enter and submit time

View and create time using calendar



Enter time for payroll or projects



Review time before submit timecard

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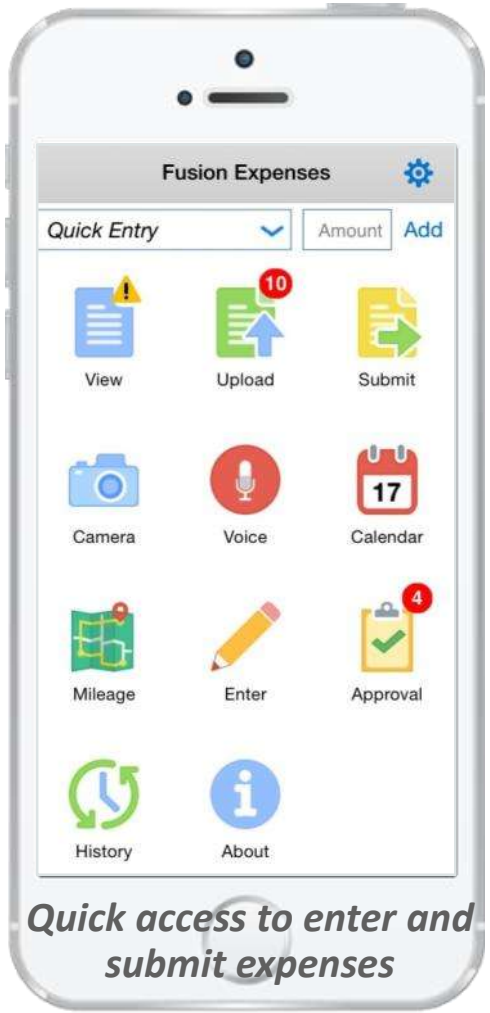
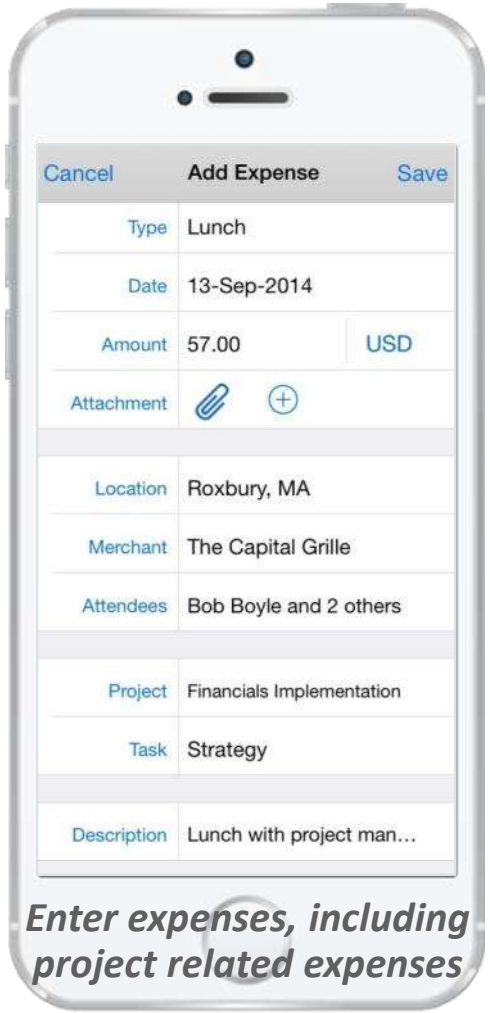
Employees Can Capture Expenses On the Go

Mobile Expenses Smartphone Application

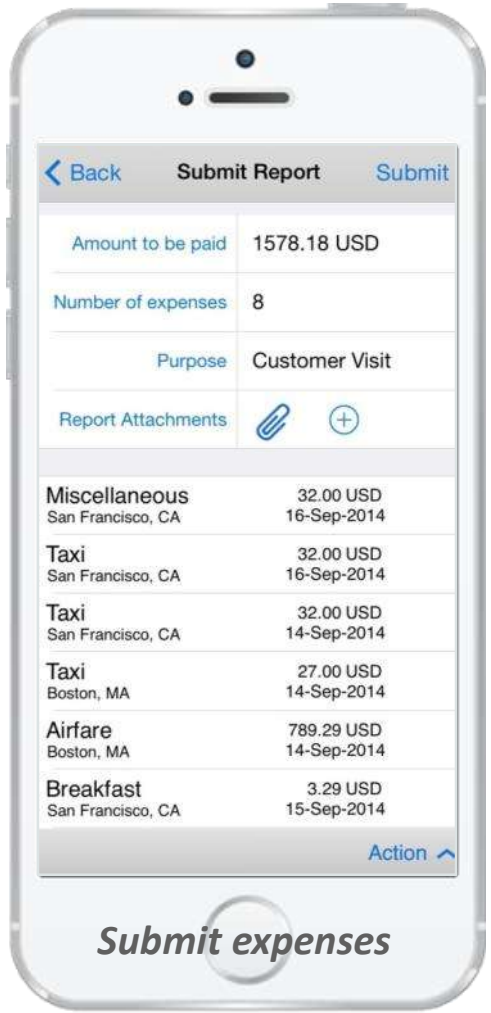


Quick access to enter and submit expenses



Enter expenses, including project related expenses

Attach photo of receipt



Submit expenses

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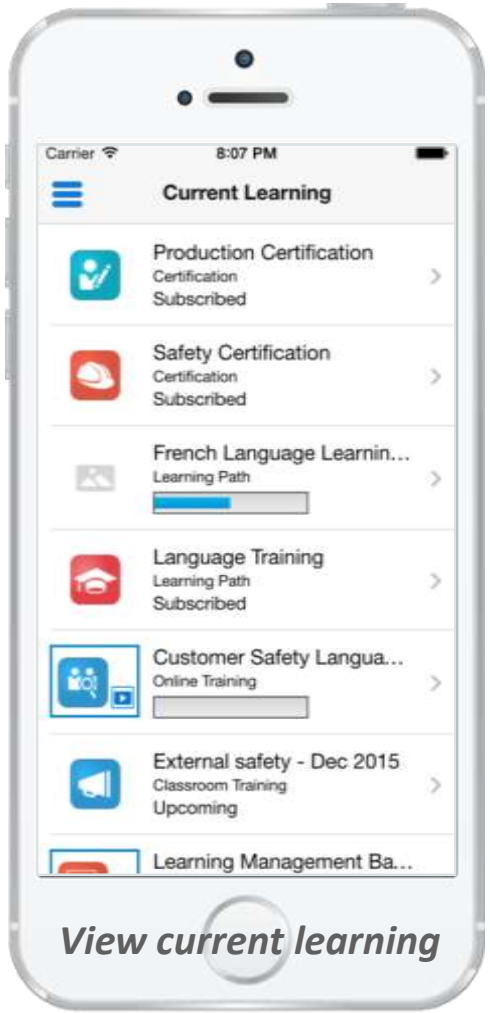
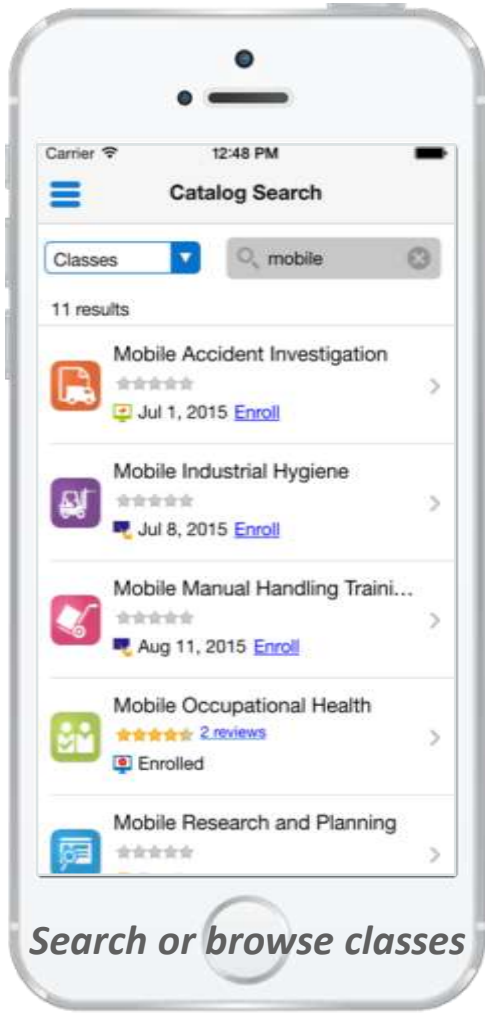
Employees Can Search, Enroll and Play Courses on the Go

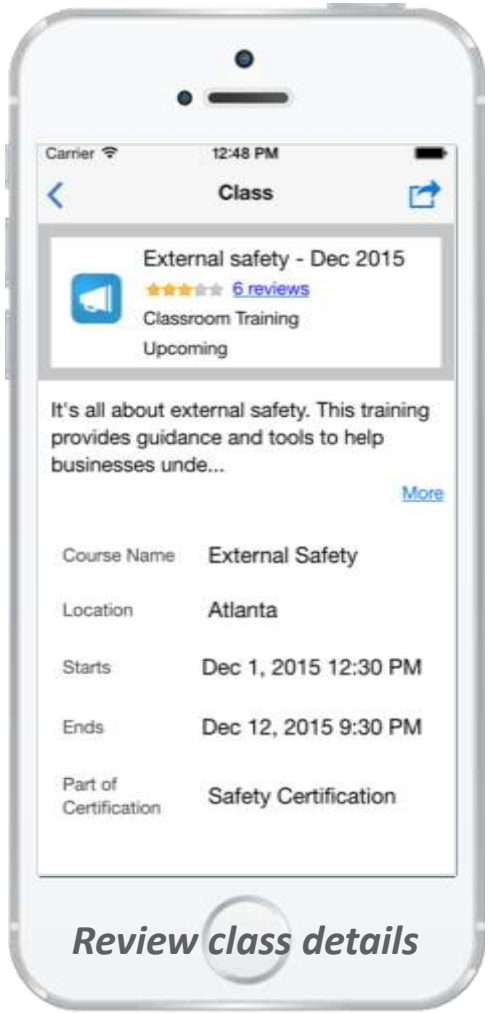
Mobile Learning Smartphone Application



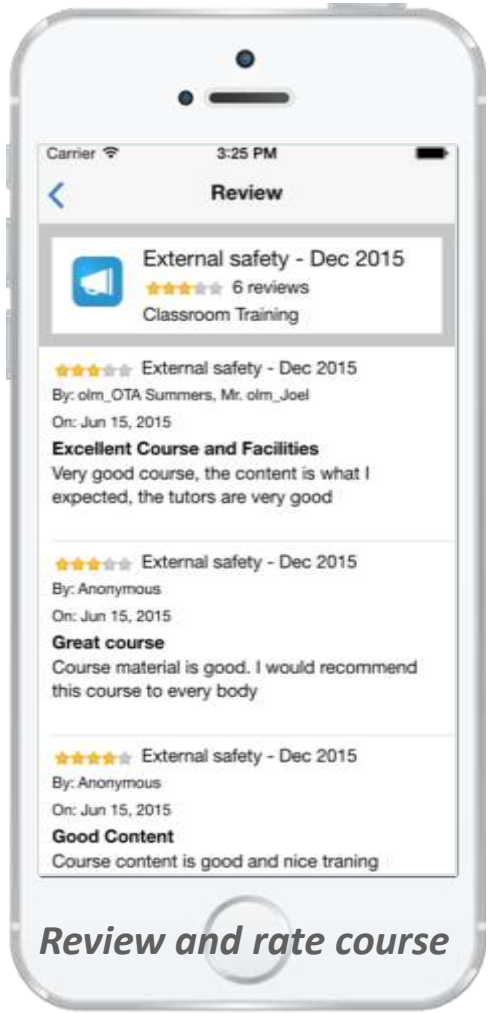
View current learning



Search or browse classes



Review class details



Review and rate course

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Self-Service Manager Flows

Smartphone Applications

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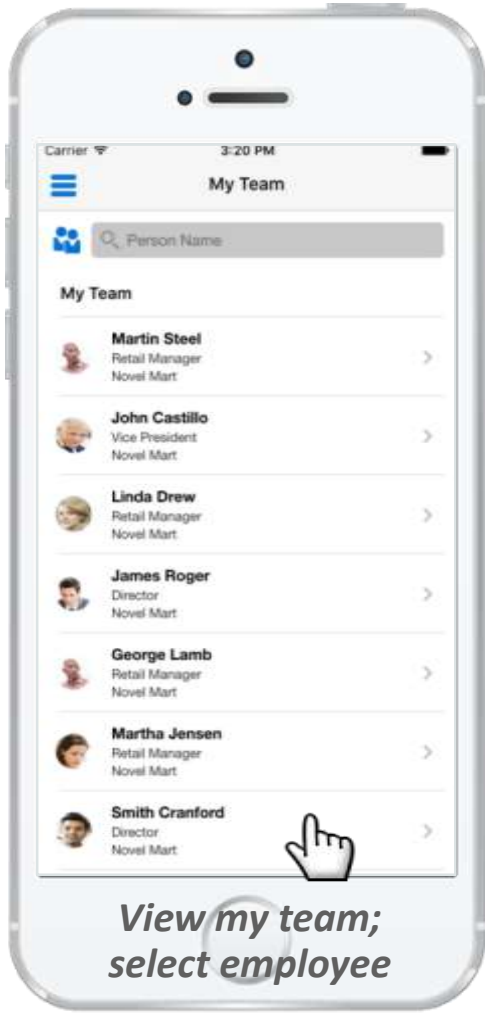
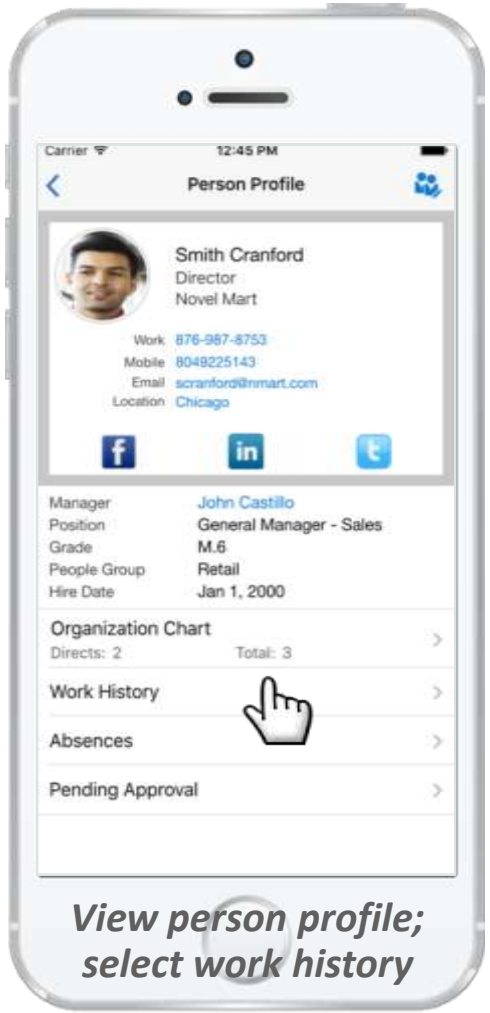
Managers Can View Employee Details and Work History

Mobile Self-Service Human Resources Smartphone Application



View my team; select employee



View person profile; select work history

View employment history

View salary history

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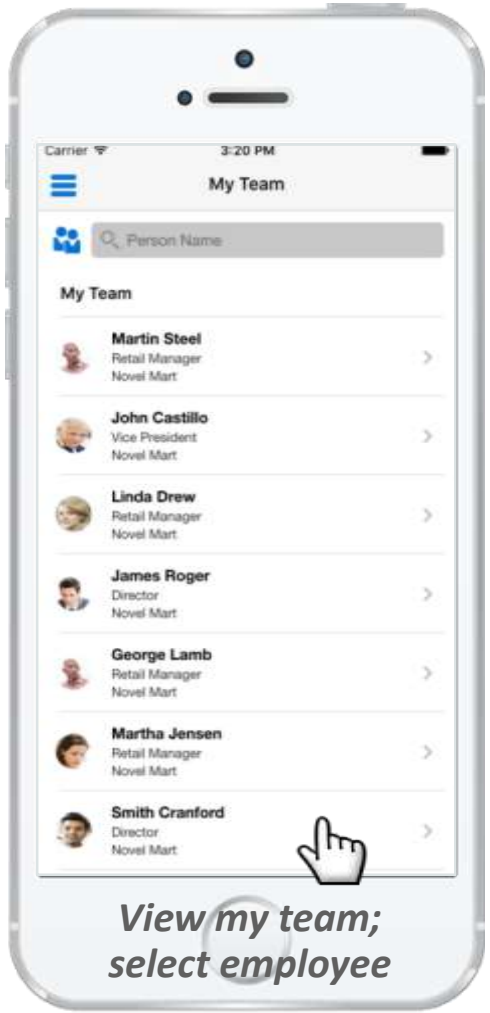
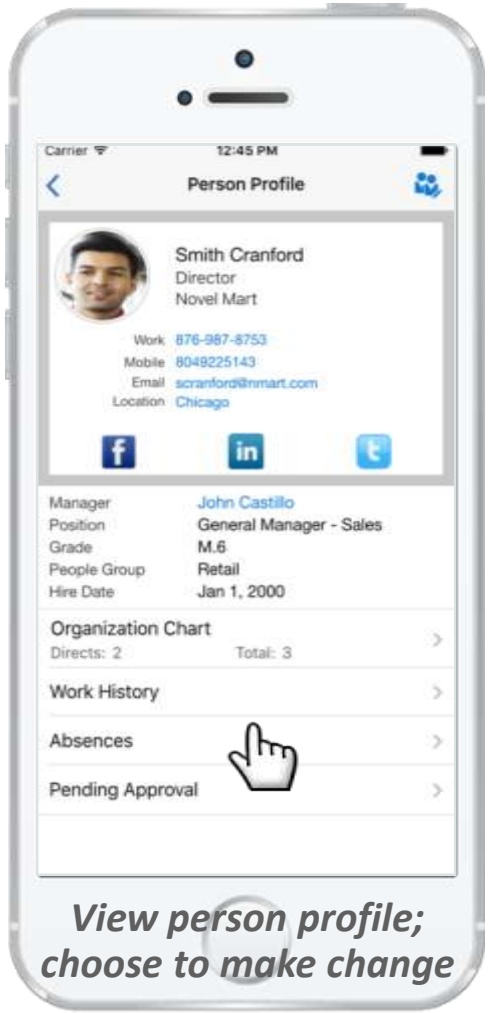
Managers Can View Employee Absences

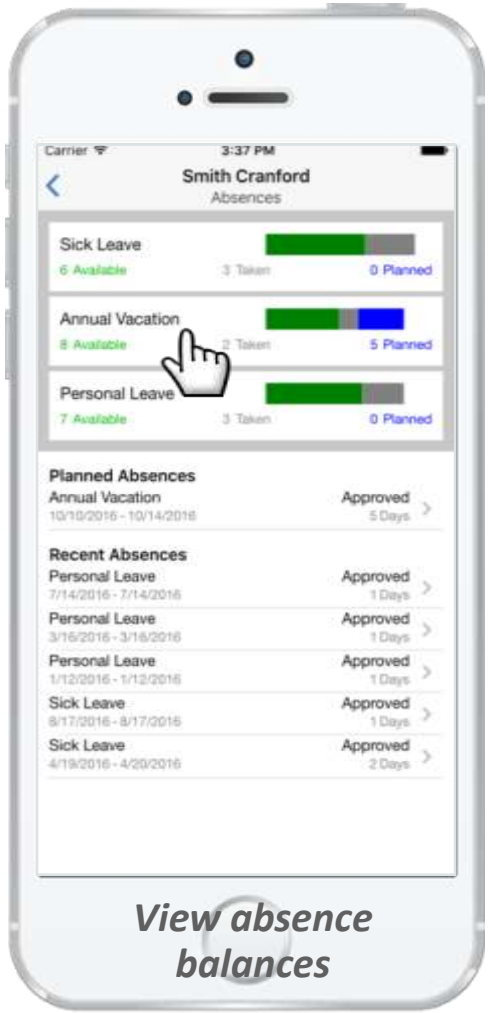
Mobile Self-Service Human Resources Smartphone Application



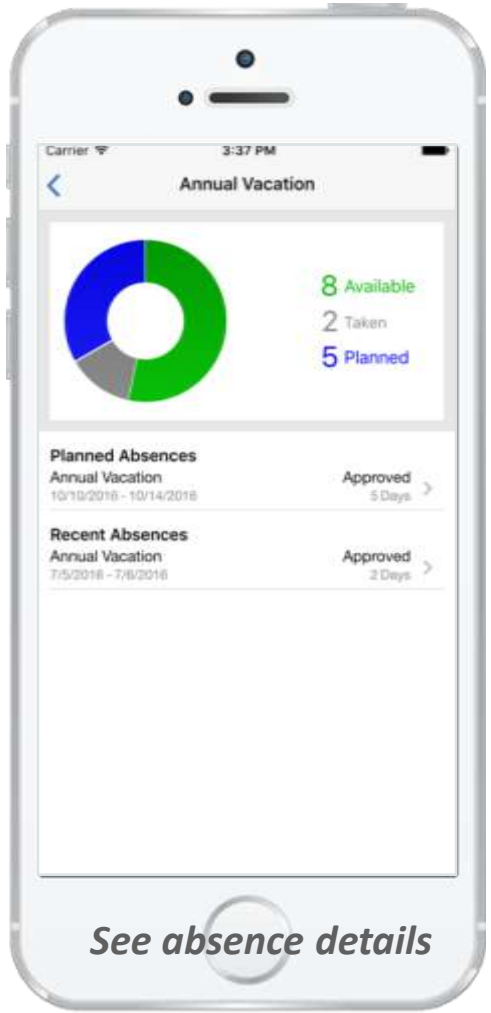
View my team; select employee



View person profile; choose to make change



View absence balances



See absence details

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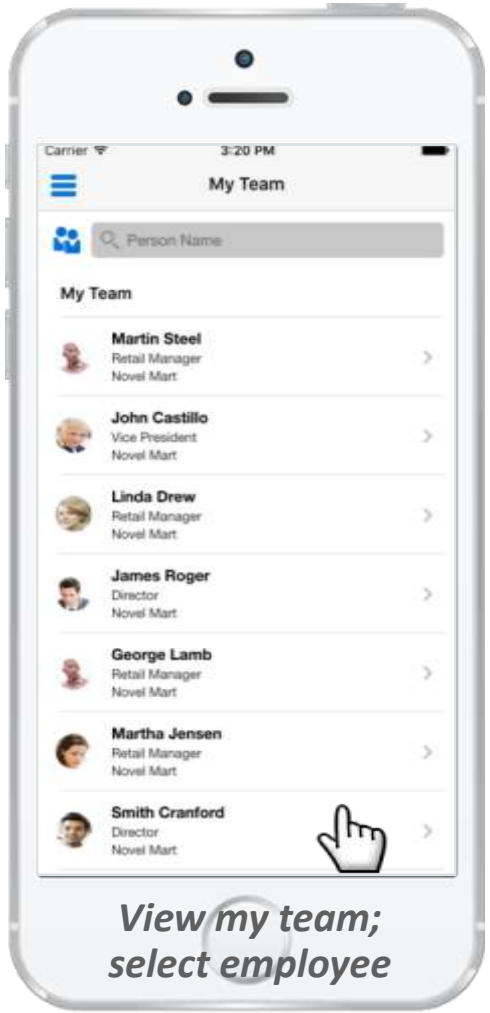
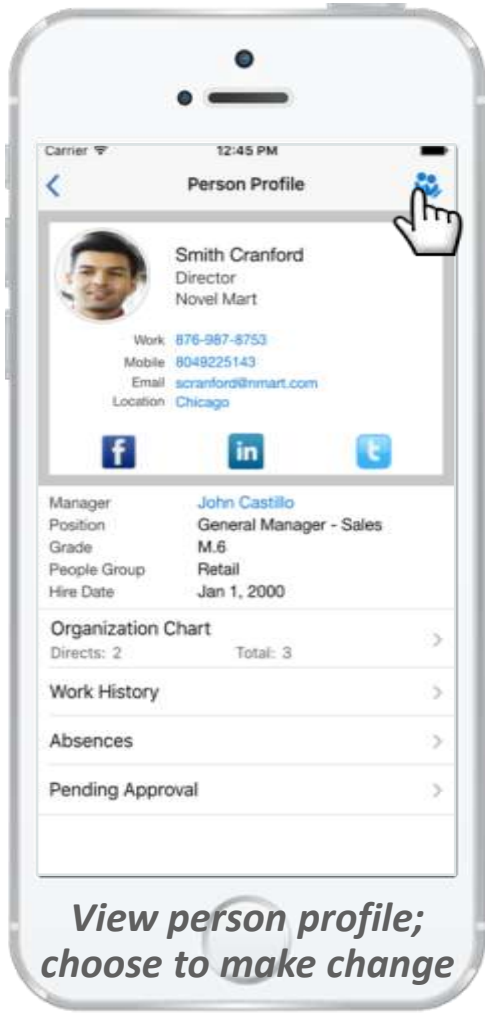
Managers Can Initiate Employee Assignment Updates

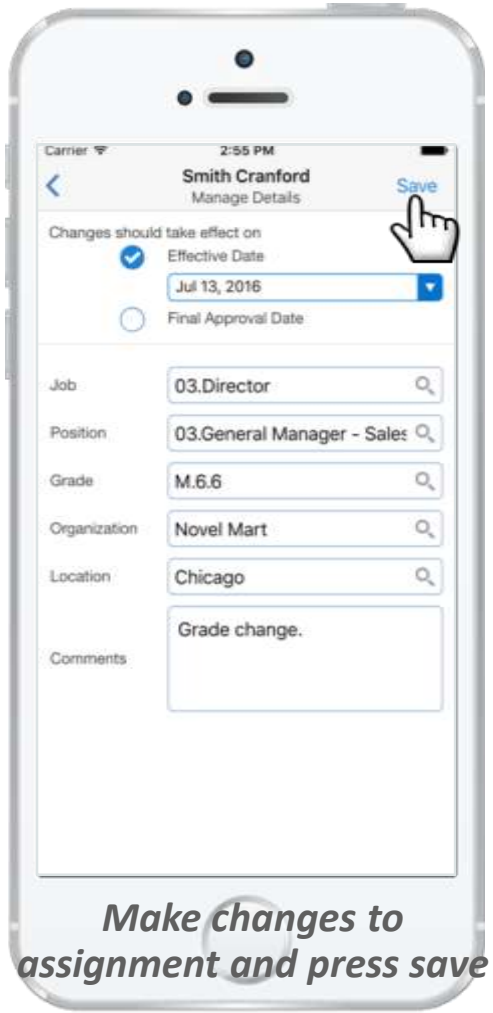
Mobile Self-Service Human Resources Smartphone Application



View my team; select employee



View person profile; choose to make change



Make changes to assignment and press save

Confirm change; Workflow is submitted

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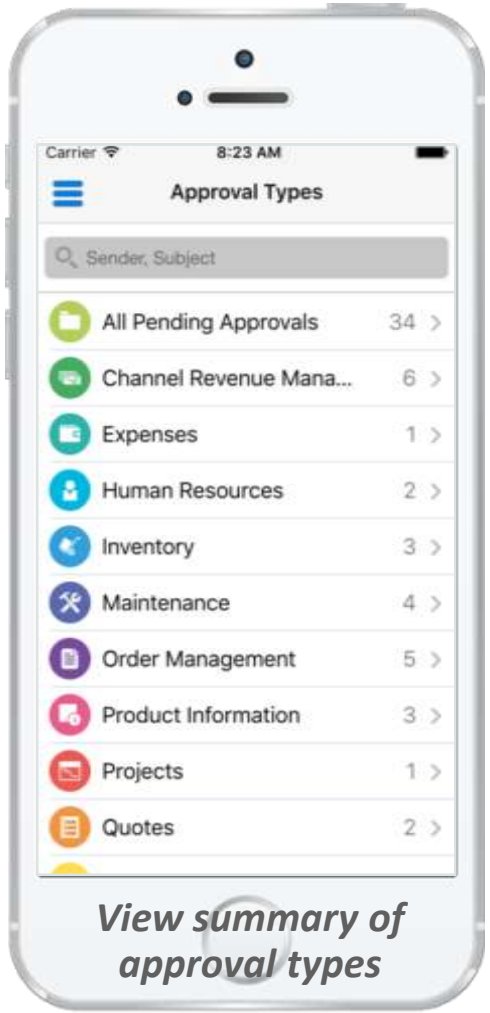
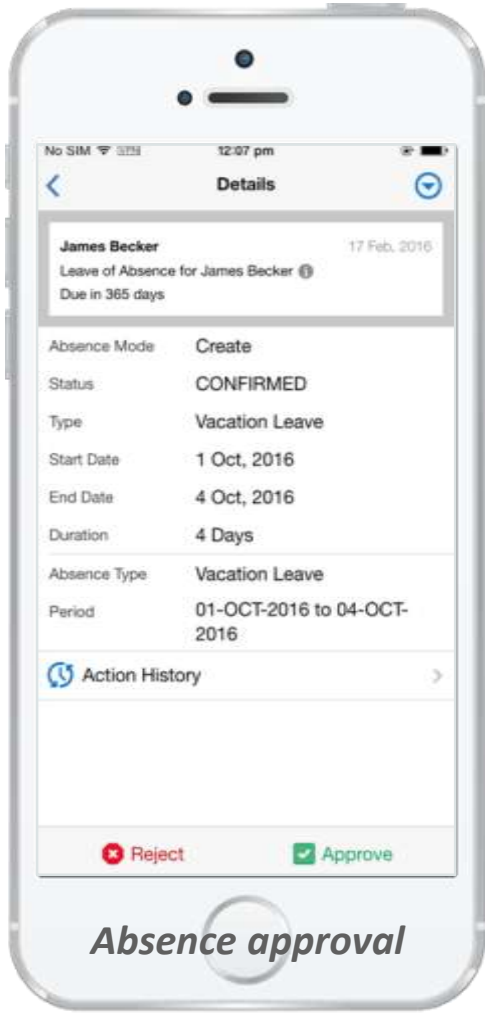
Managers Can Approve HR Txns, Expenses, and Timecards

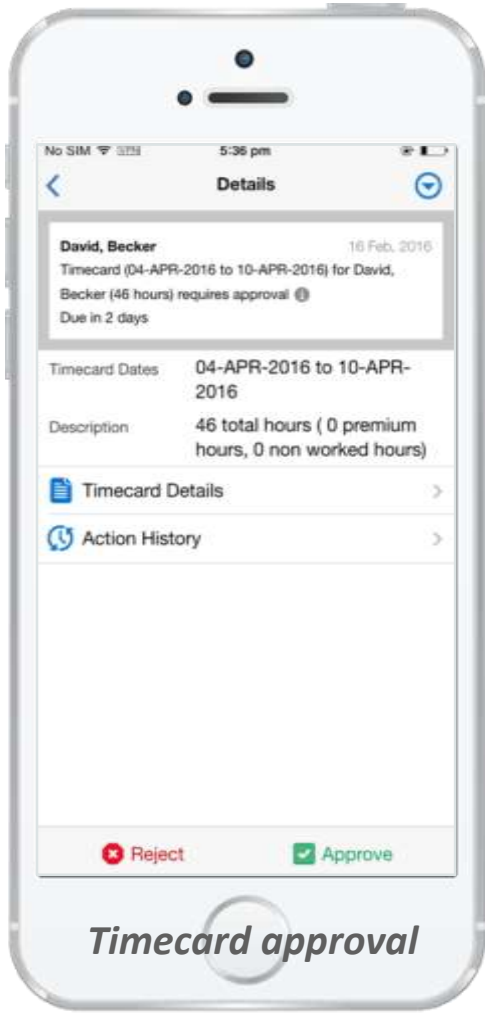
Mobile Approvals Smartphone Application



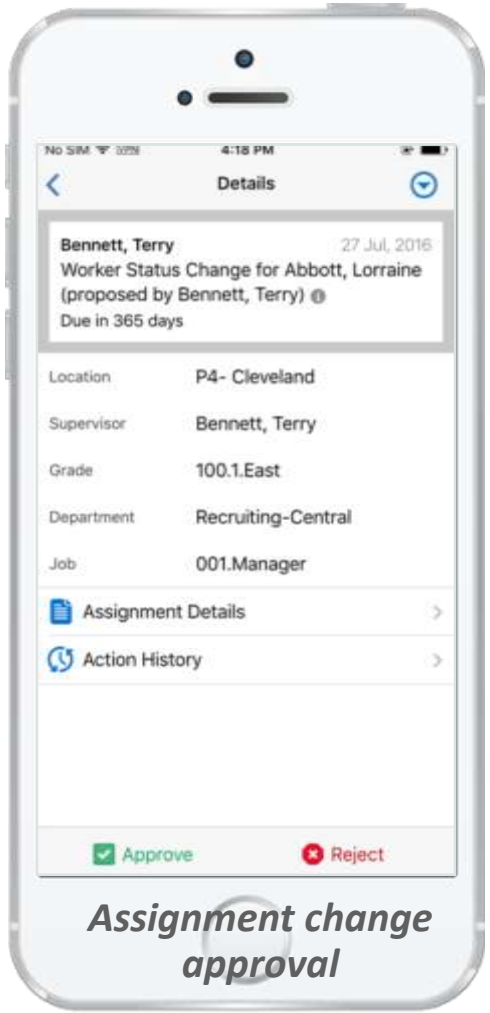
View summary of approval types



Absence approval



Timecard approval



Assignment change approval

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Access to Enterprise Information

Smartphone Applications

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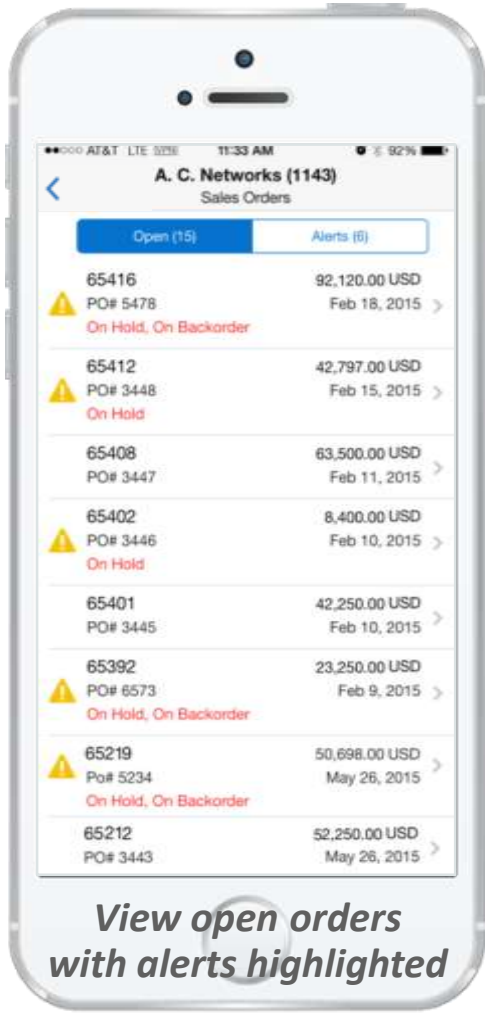
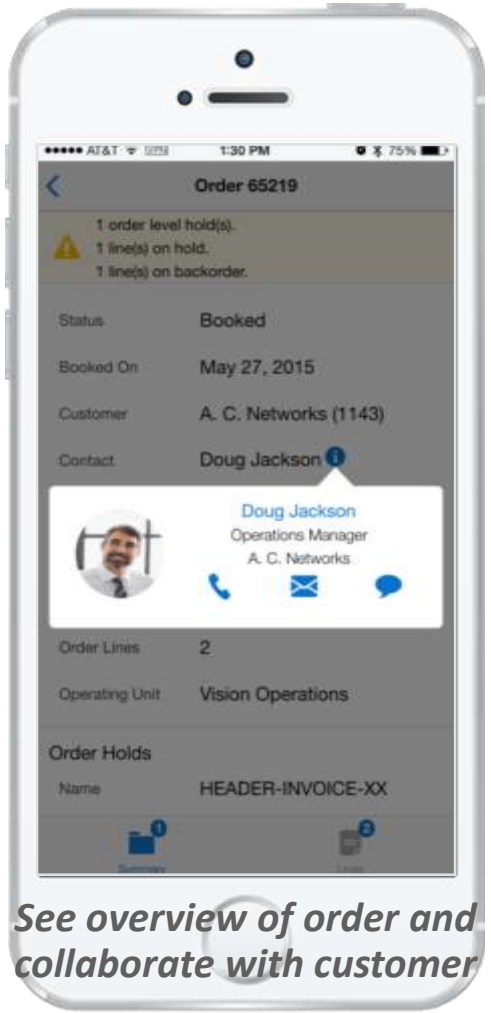
Mobile Sales Orders

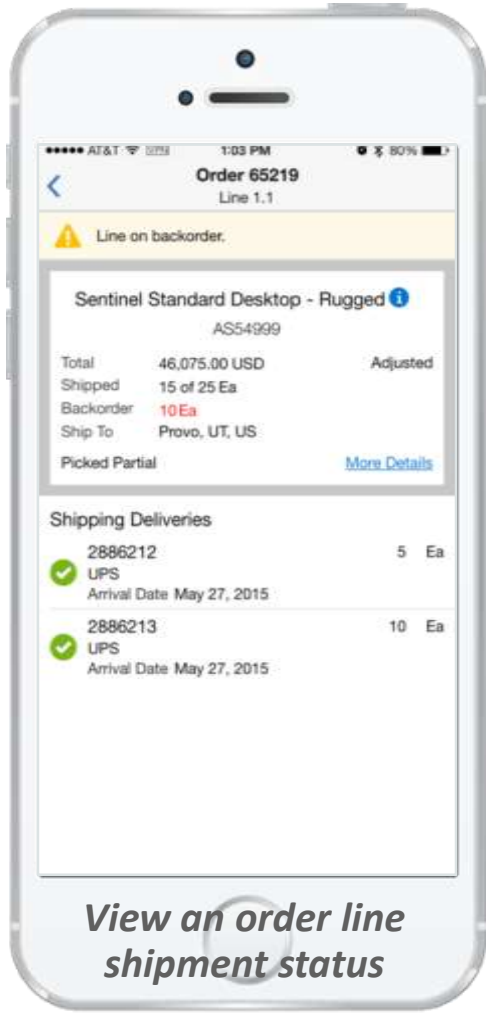
Easily find orders for my customers



View open orders with alerts highlighted



See overview of order and collaborate with customer



View an order line shipment status

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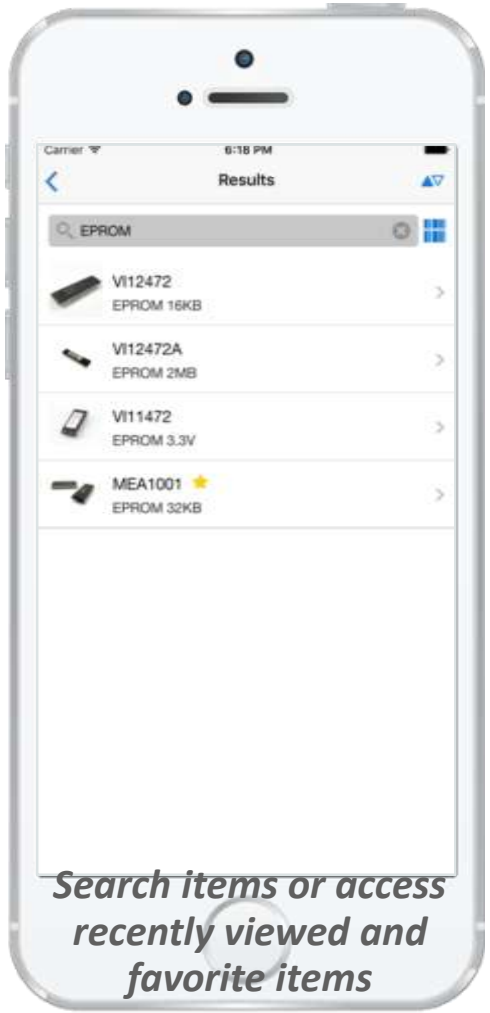
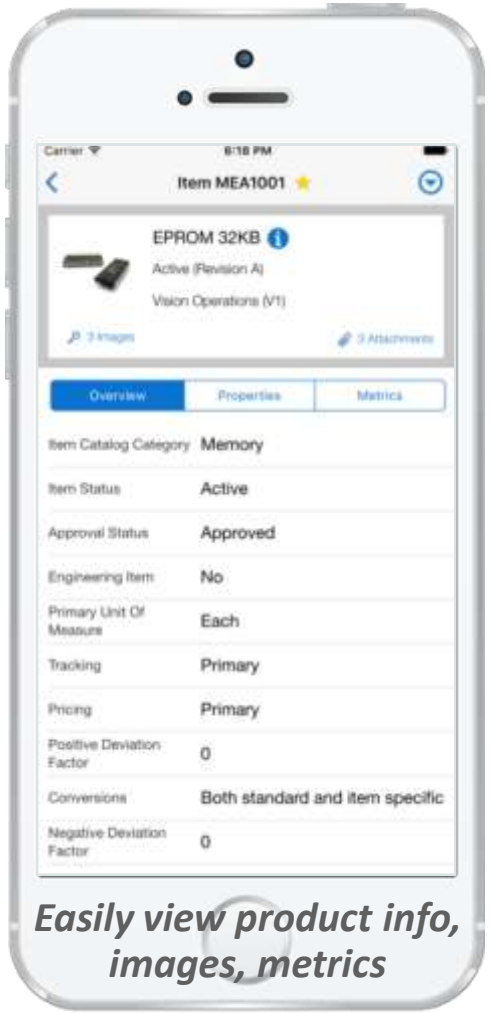
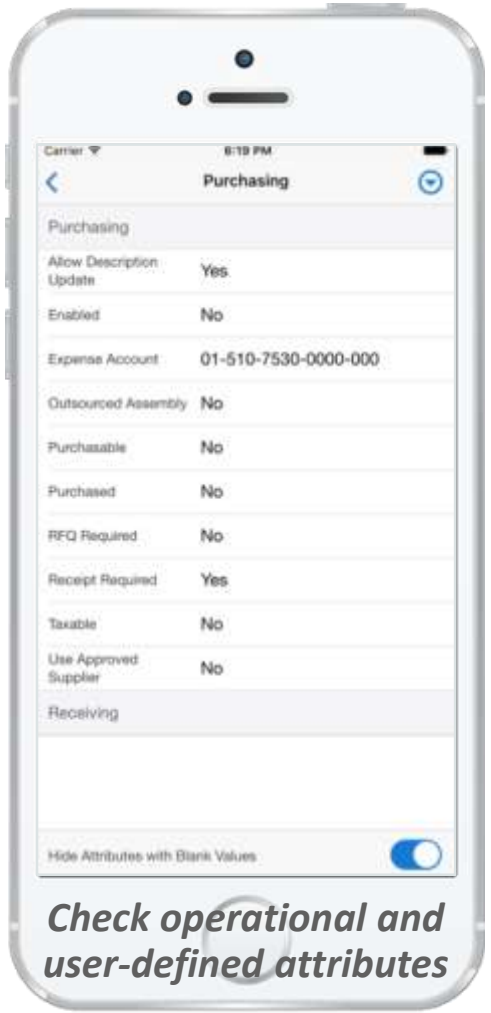
Mobile Product Information



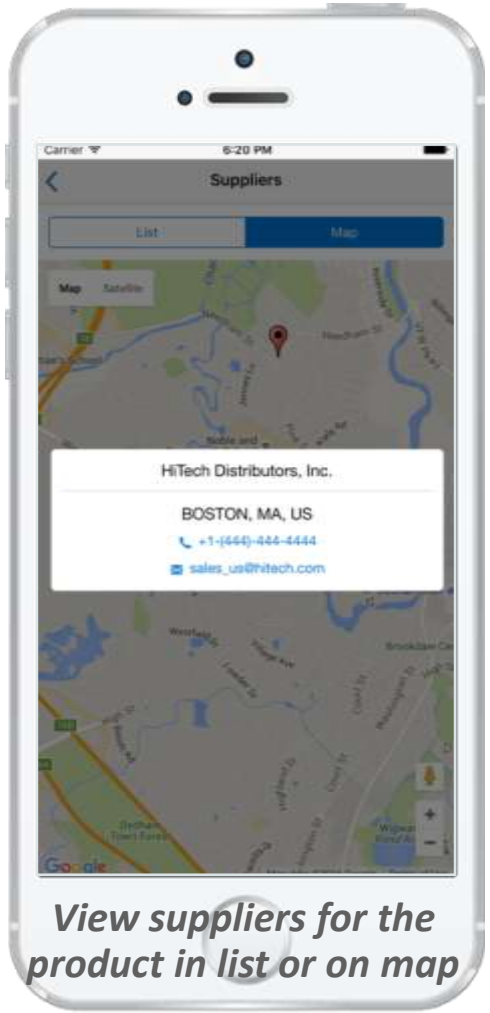
Search items or access recently viewed and favorite items



Easily view product info, images, metrics



Check operational and user-defined attributes



View suppliers for the product in list or on map

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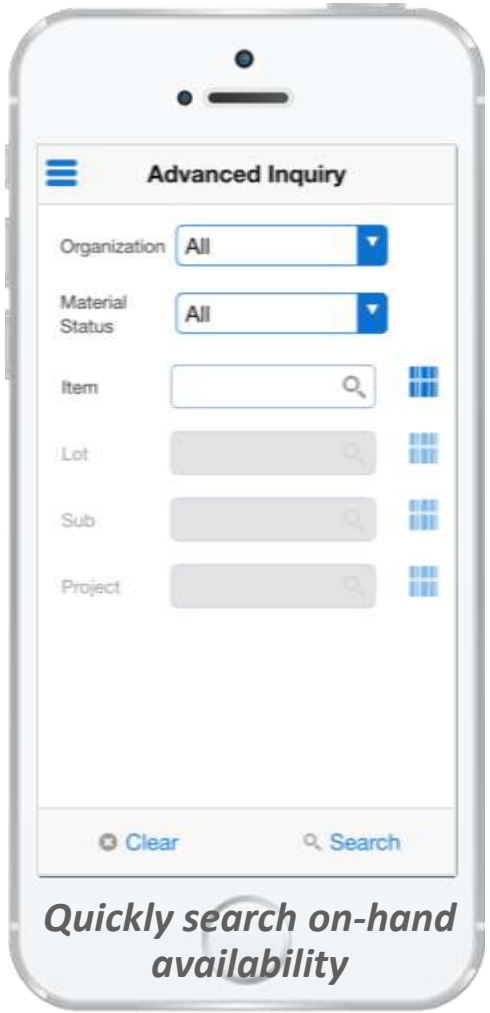
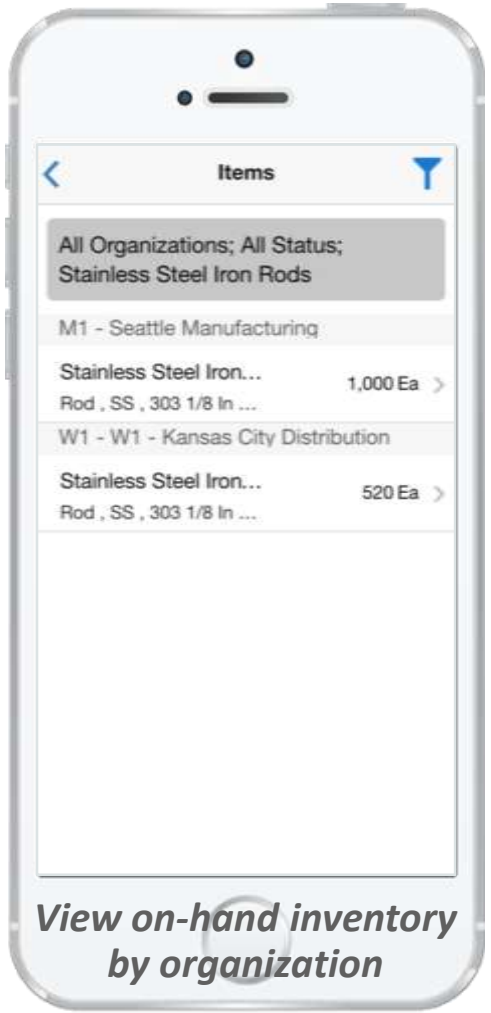
Mobile Inventory



Quickly search on-hand availability

Barcode scan item, lot, and subinventory



View on-hand inventory by organization

Drilldown into on-hand details

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Core Line of Business Applications

Smartphone Applications

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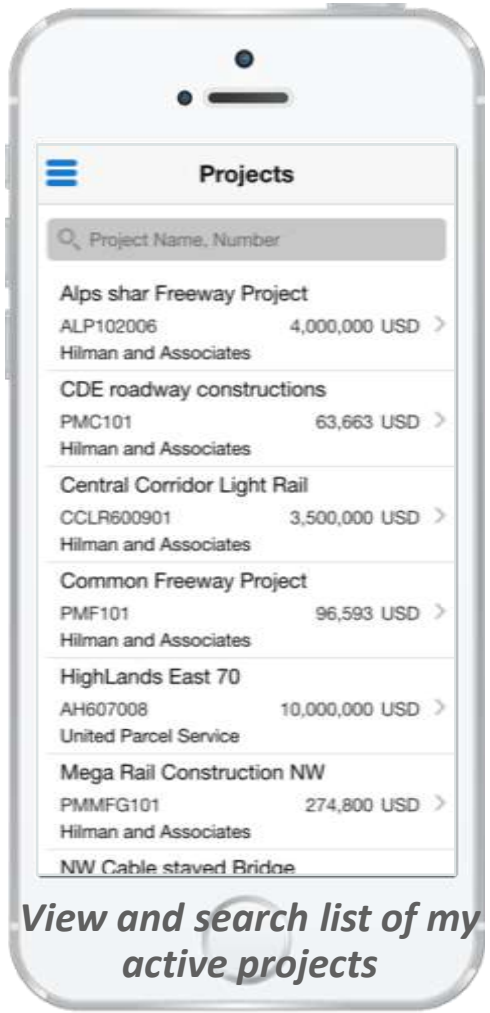
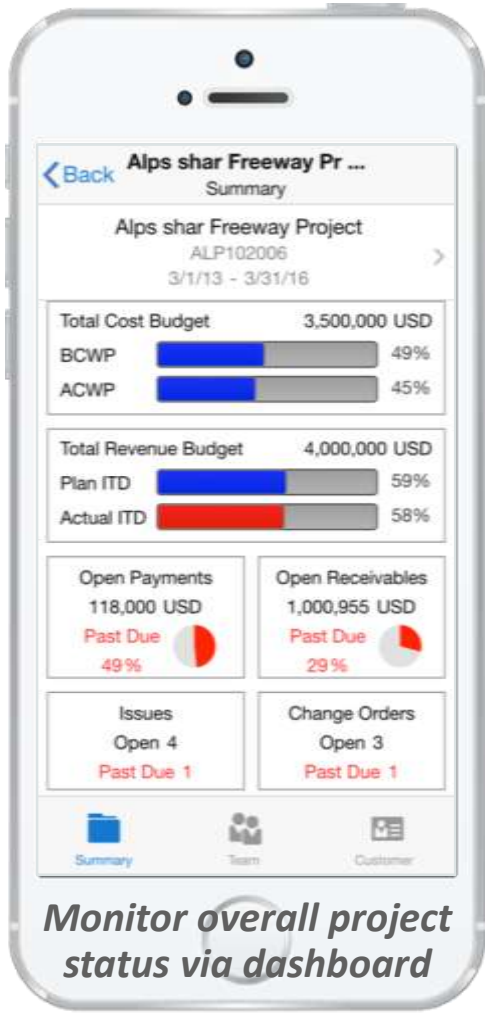
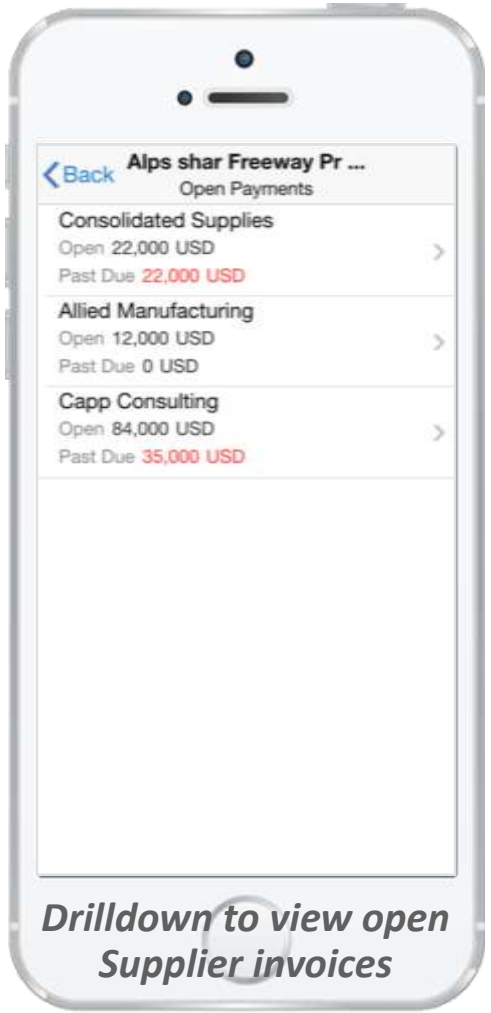
Mobile Project Manager



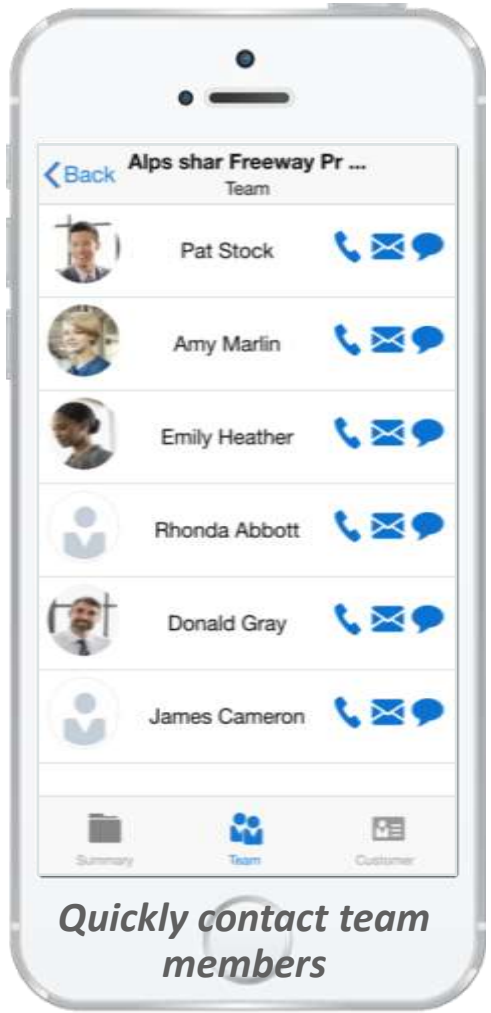
View and search list of my active projects



Monitor overall project status via dashboard



Drilldown to view open Supplier invoices



Quickly contact team members

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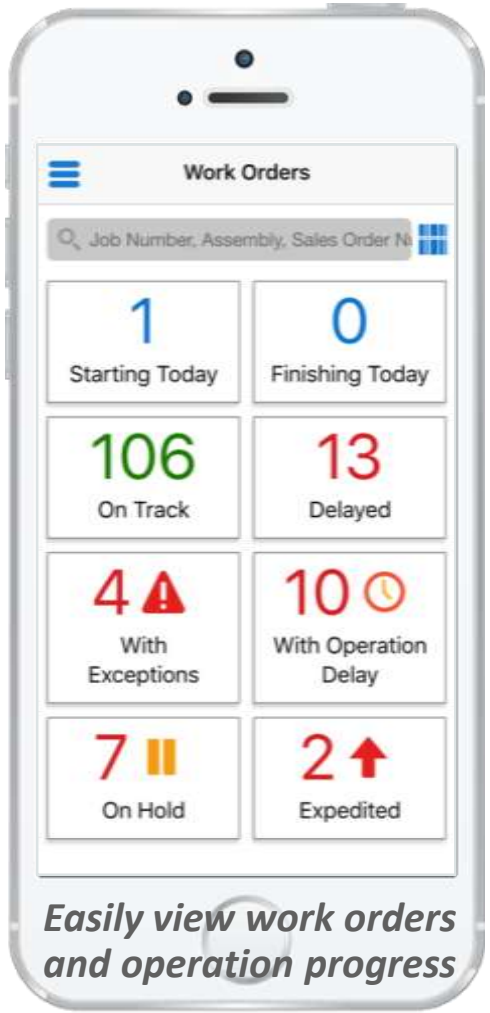
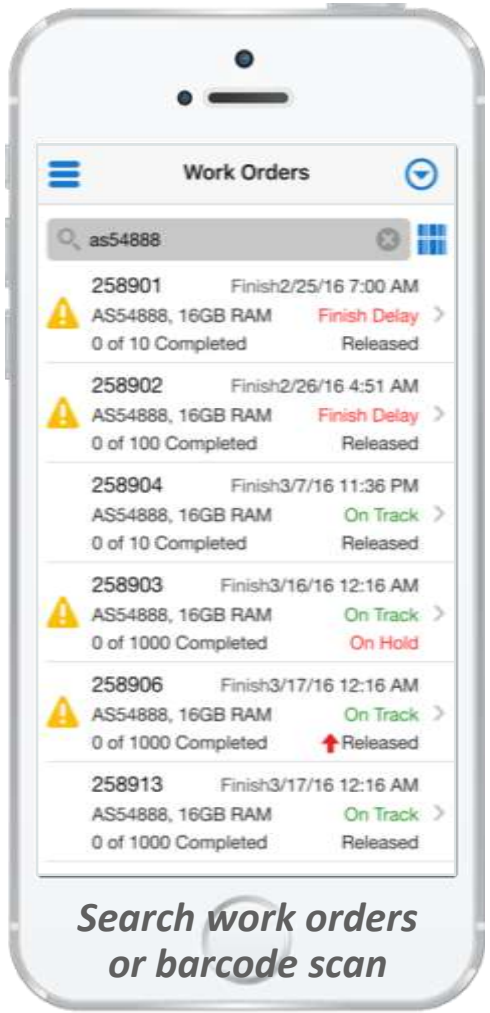
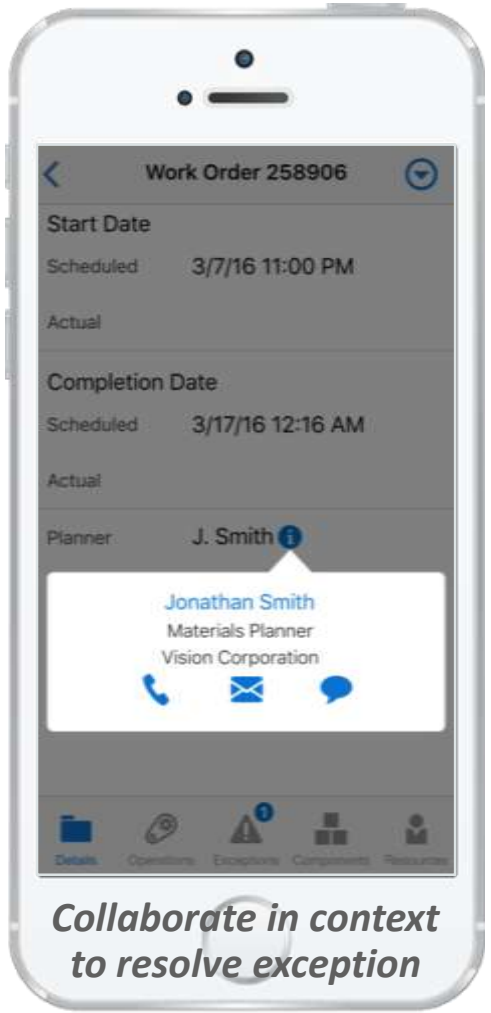
Mobile Discrete Production Supervisor



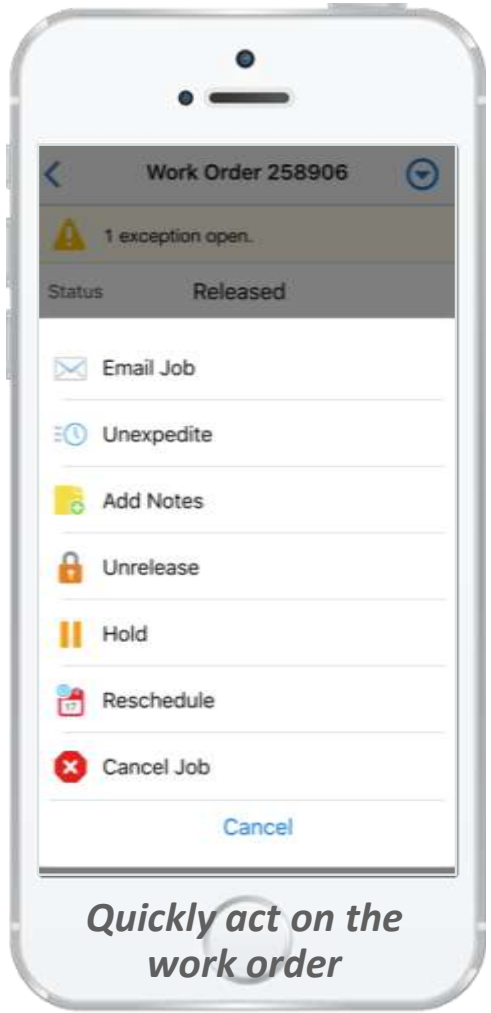
Easily view work orders and operation progress



Search work orders or barcode scan



Collaborate in context to resolve exception



Quickly act on the work order

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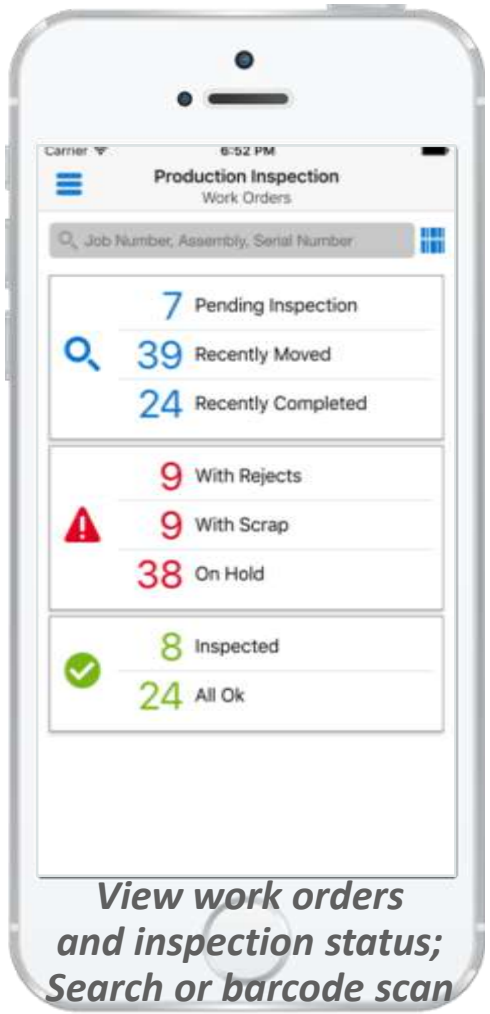
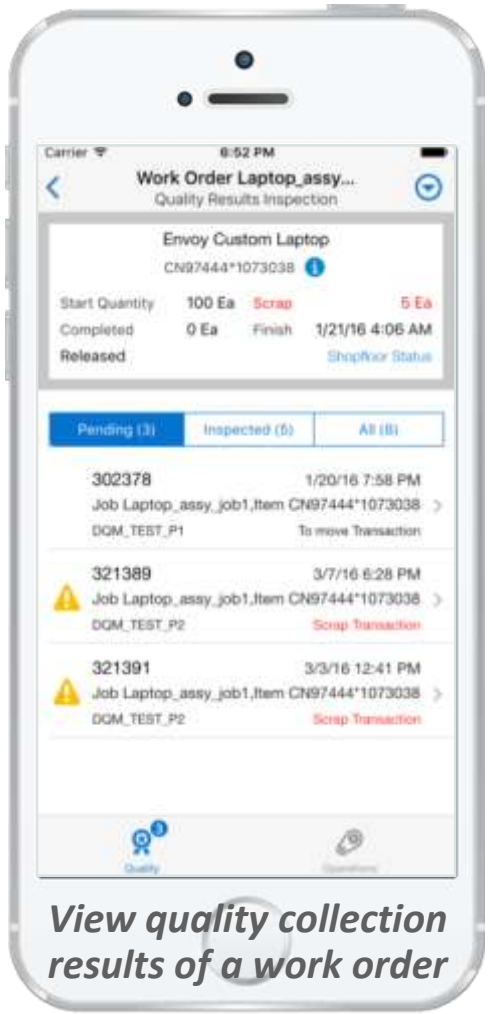
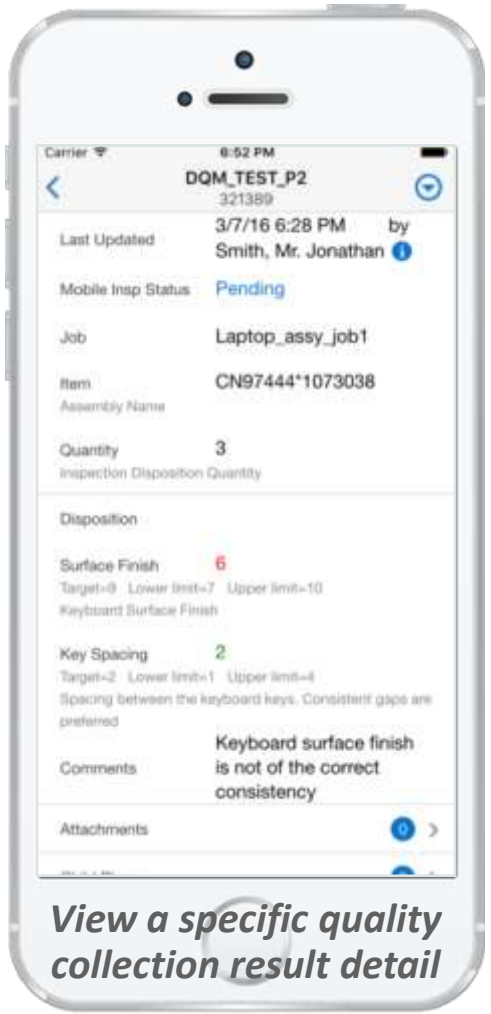
Mobile Discrete Quality Manager



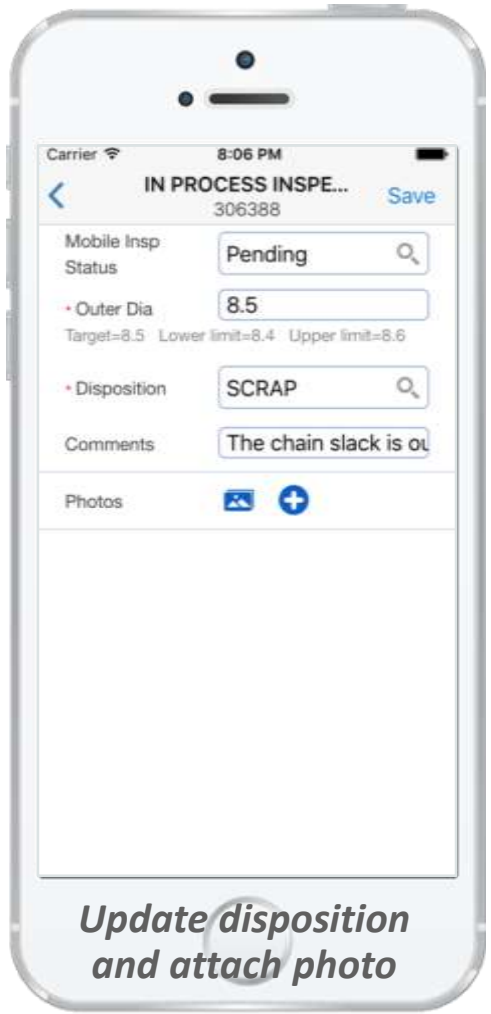
View work orders and inspection status; Search or barcode scan



View quality collection results of a work order



View a specific quality collection result detail



Update disposition and attach photo

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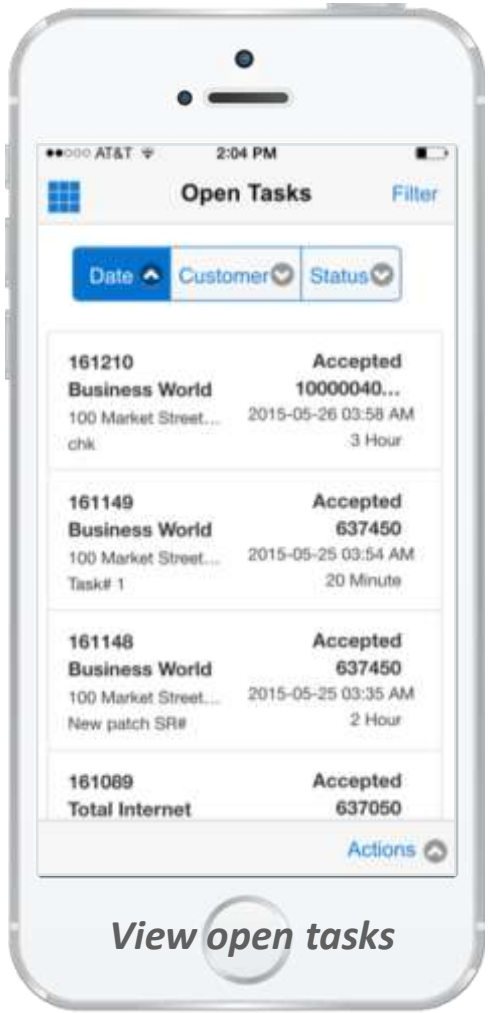
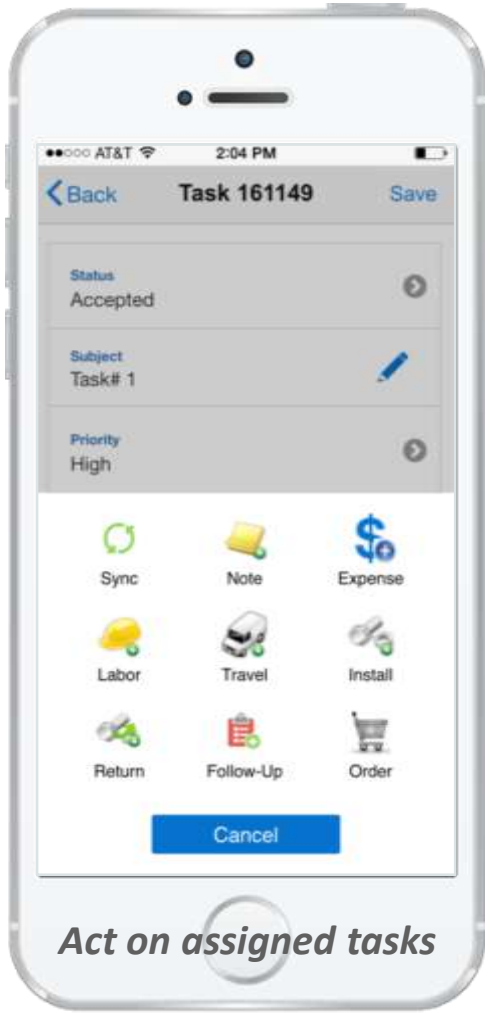
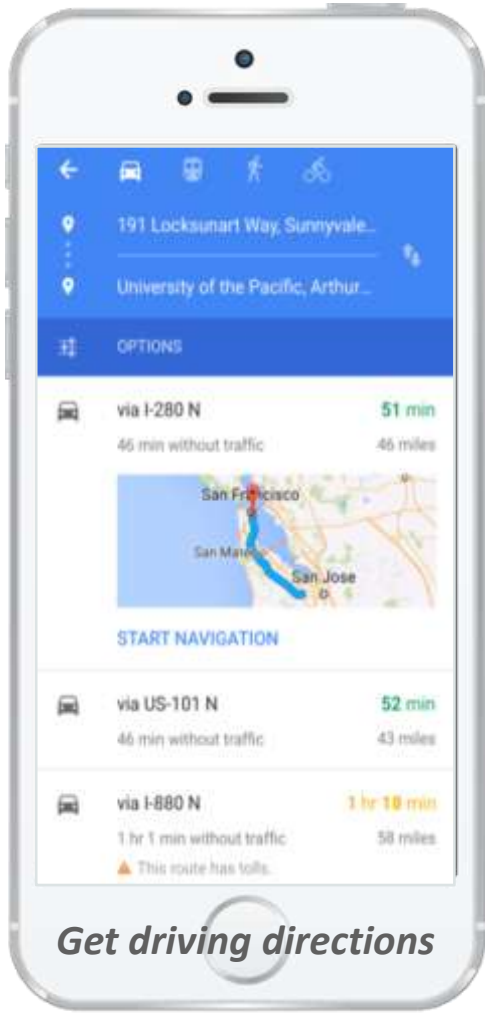
Mobile Field Service



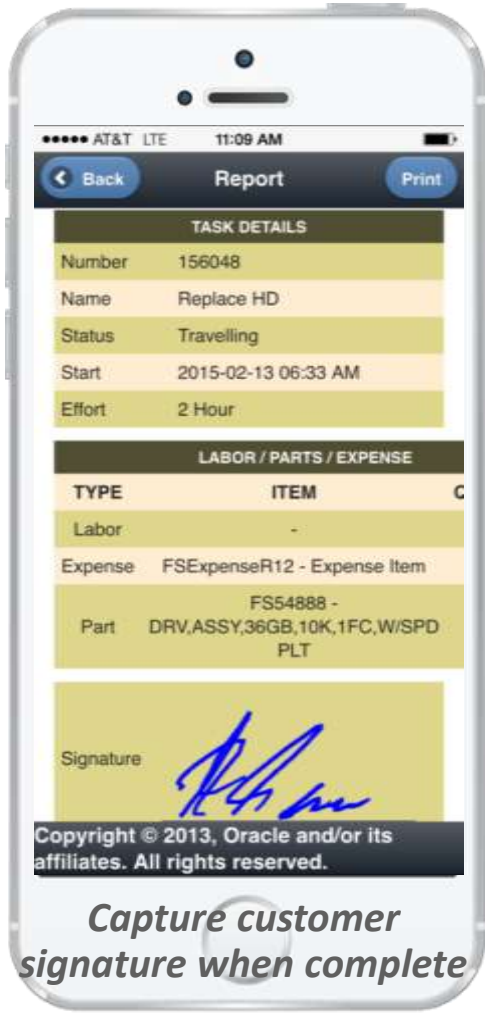
View open tasks



Act on assigned tasks



Get driving directions



Capture customer signature when complete

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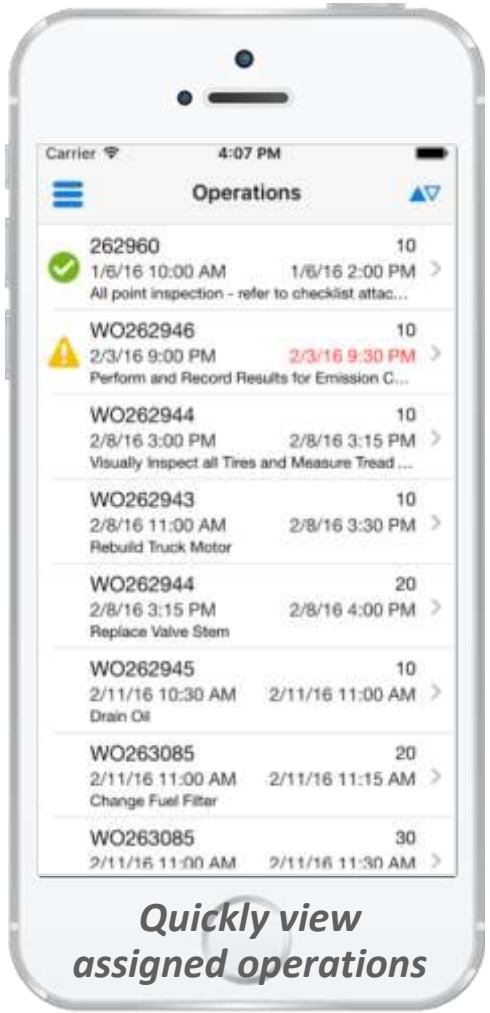
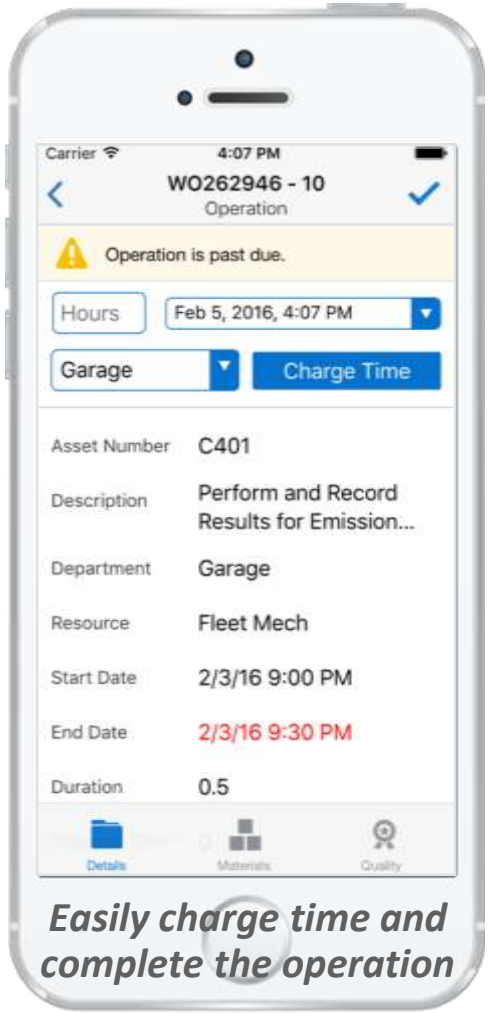
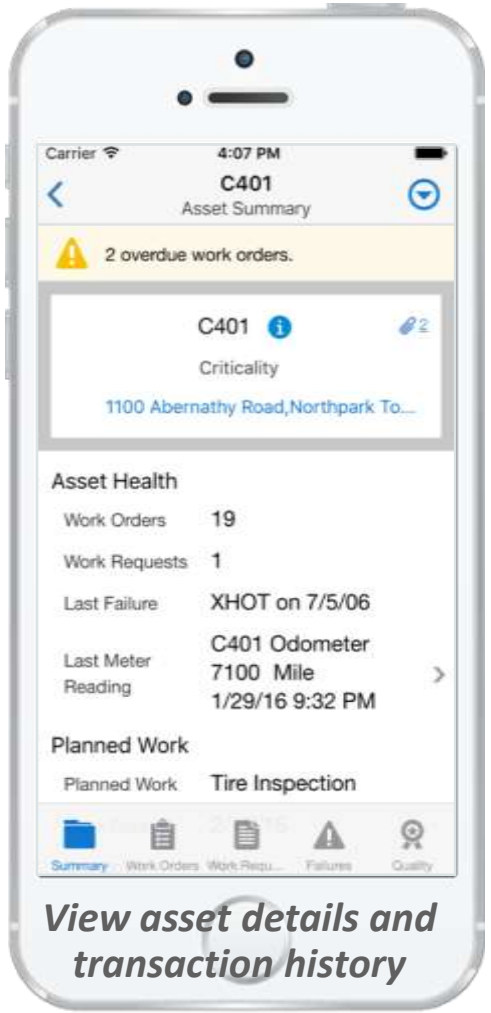
Mobile Maintenance



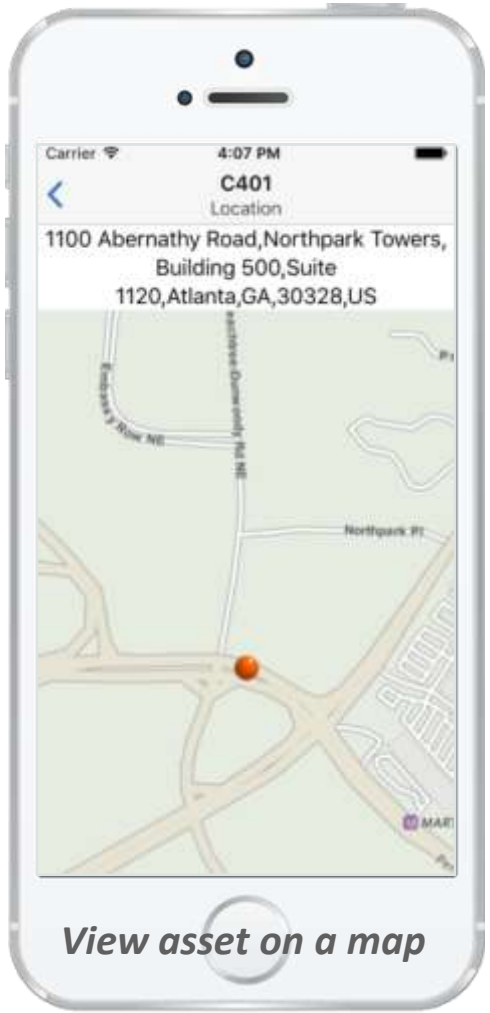
Quickly view assigned operations



Easily charge time and complete the operation



View asset details and transaction history



View asset on a map

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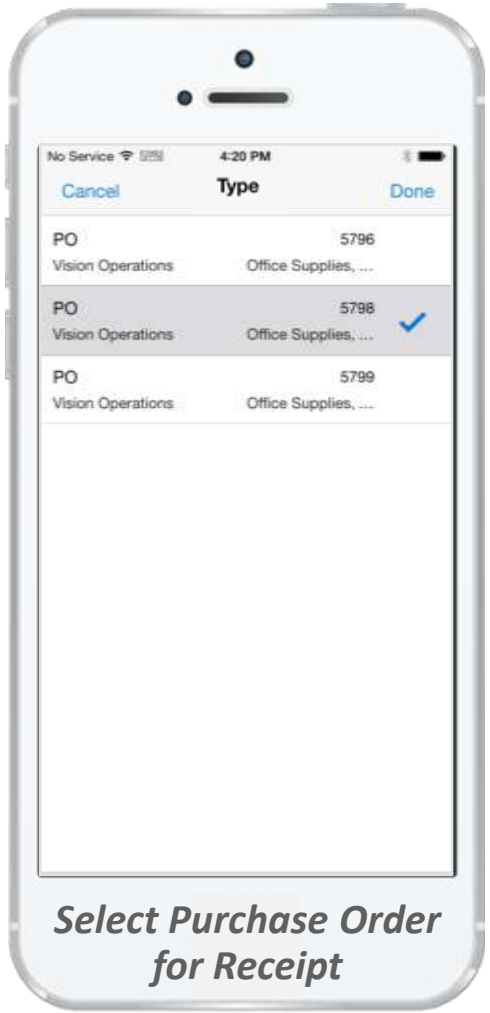
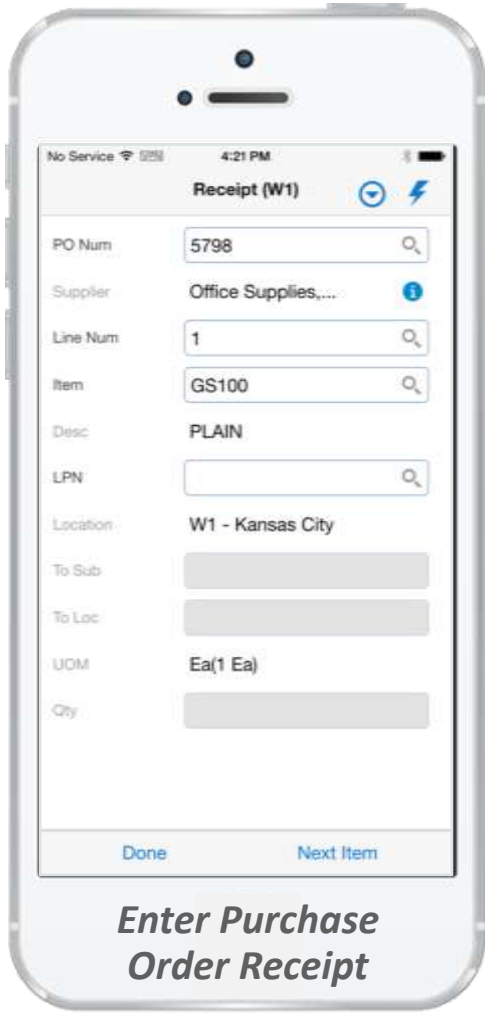
Mobile Supply Chain Apps (MSCA)

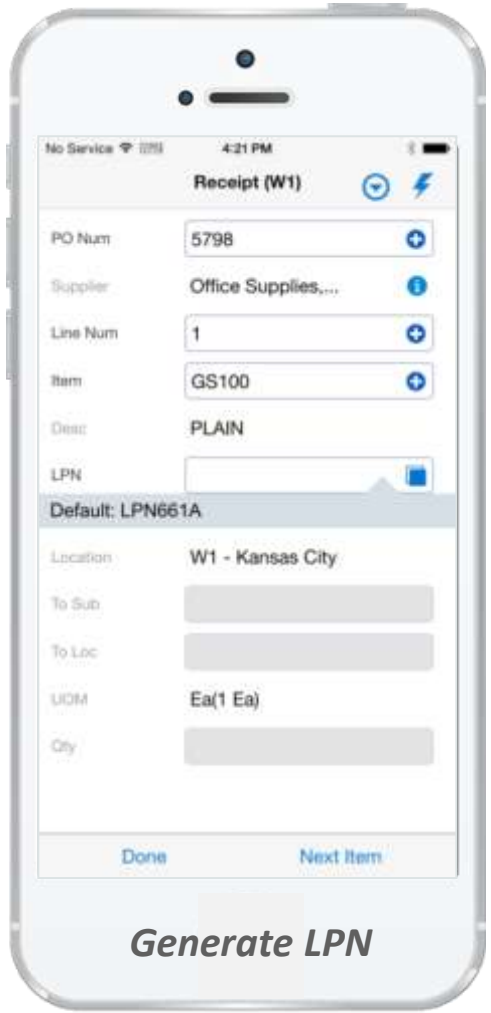
Main Menu



Select Purchase Order for Receipt



Enter Purchase Order Receipt



Generate LPN

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Oracle E-Business Suite Information Discovery

Previously known as “Oracle E-Business Suite Extensions for Oracle Endeca”

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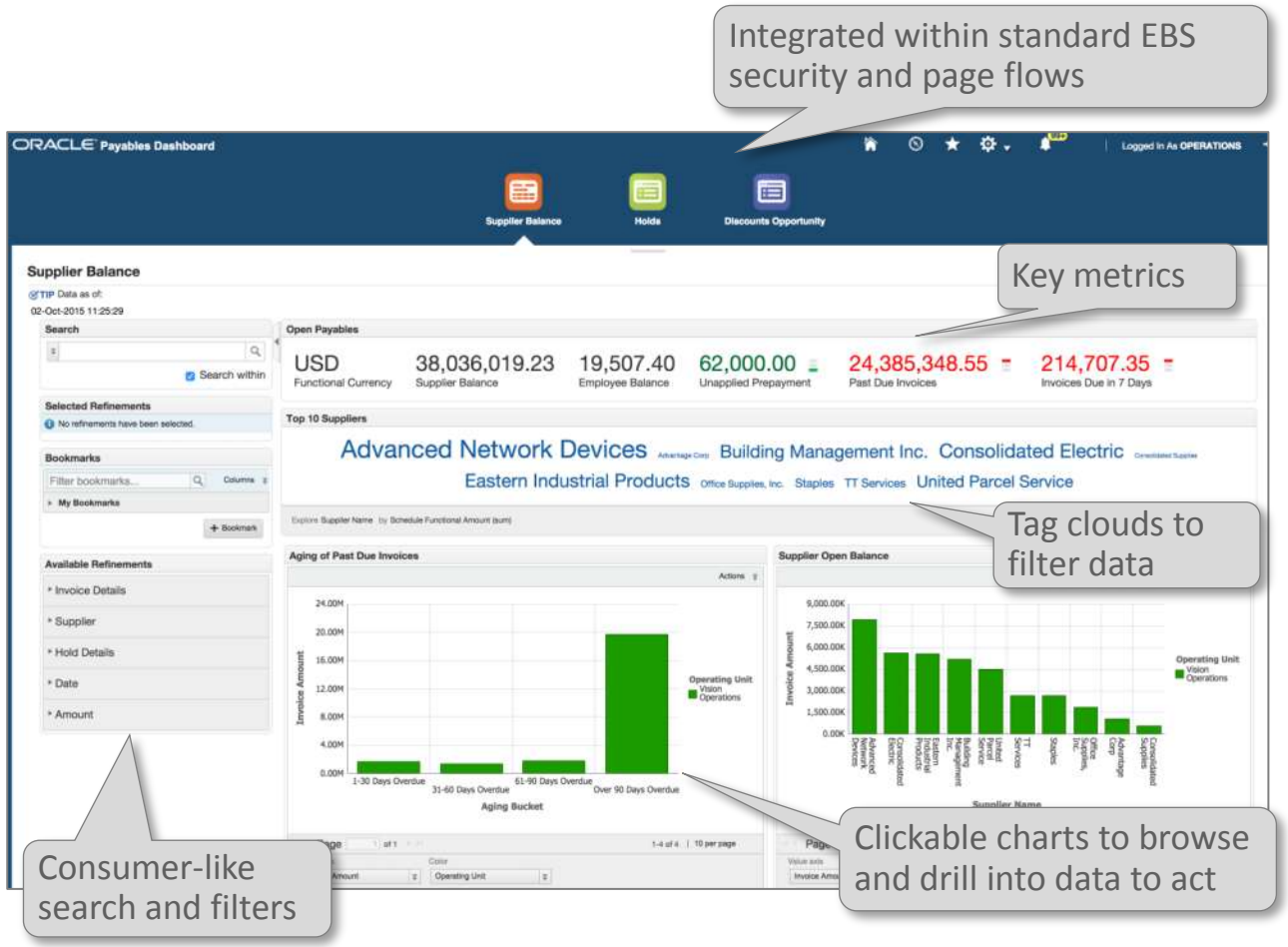
12.1.3 and 12.2

EBS Information Discovery

Identify and Act on Priority Transactions without Custom Operational Reporting

- Fast, Intuitive Access to Information
  - Consumer-Like Search and Filters
  - Information-Driven Navigation
  - Take Action on Dashboard or via Direct Navigation to Transaction Pages
- Easy Deployment to EBS Environment
  - Run against EBS Transactional System
  - Leverage EBS Security, UX and Flexfields
  - Available for 12.1.3 and 12.2
  - Available for 20+ product families in EBS
- Uses Endeca Information Discovery



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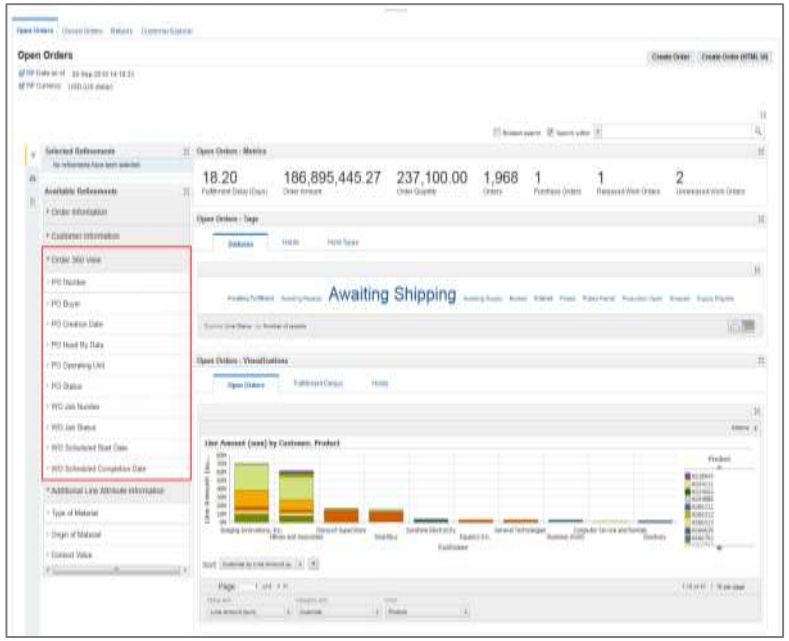
EBS Information Discovery: More Product Content

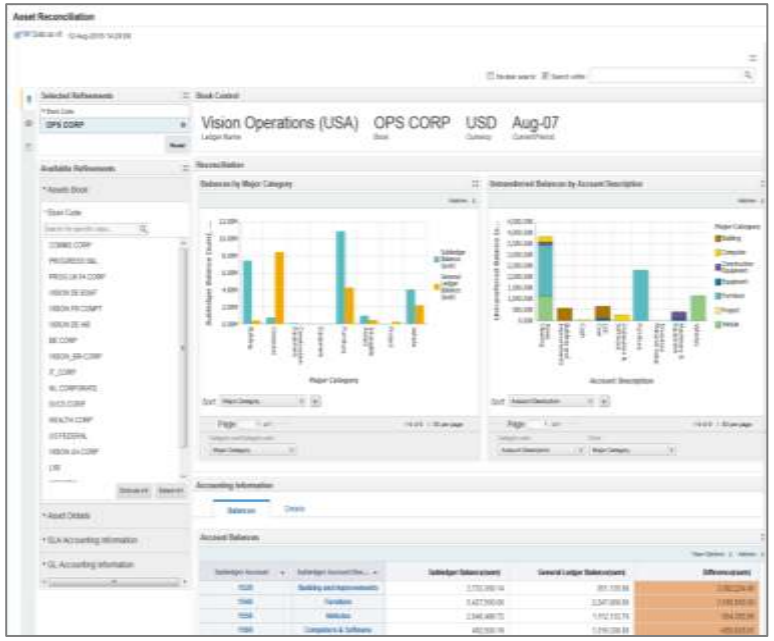
Identify and Act on Priority Transactions without Custom Operational Reporting

Order Management



- 360° Order View
- Fulfillment Visibility

Fixed Assets



- Asset Reconciliation
- Additions Pipeline

Enhanced EID Applications

Order Management
- Customer Explorer Includes Service and Lease Contracts

Installed Base
- Boolean Search Support

Inventory
- Locator Capacity Support

Field Service
- Parts Only Tasks in Tasks View

Depot Repair
- Costs and Revenue

cMRO
- ATA and Position Rates
- Non Routine Features

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EBS Information Discovery – V7 Footprint

User Experience Modernization

Available with EBS 12.2

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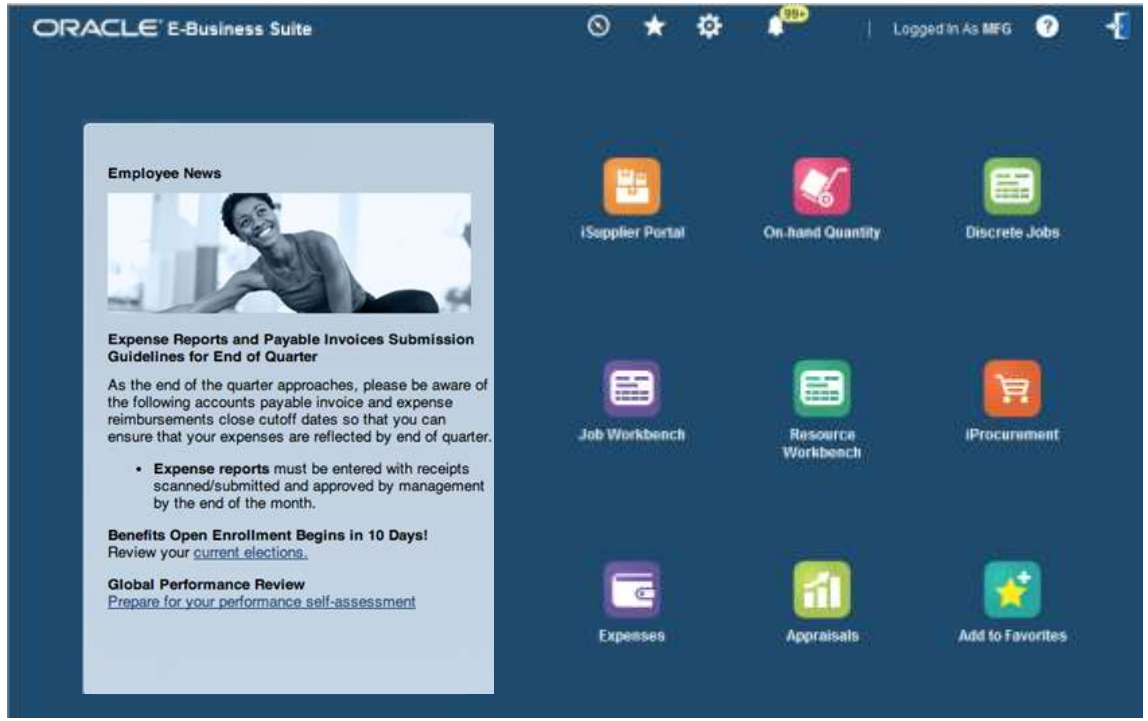
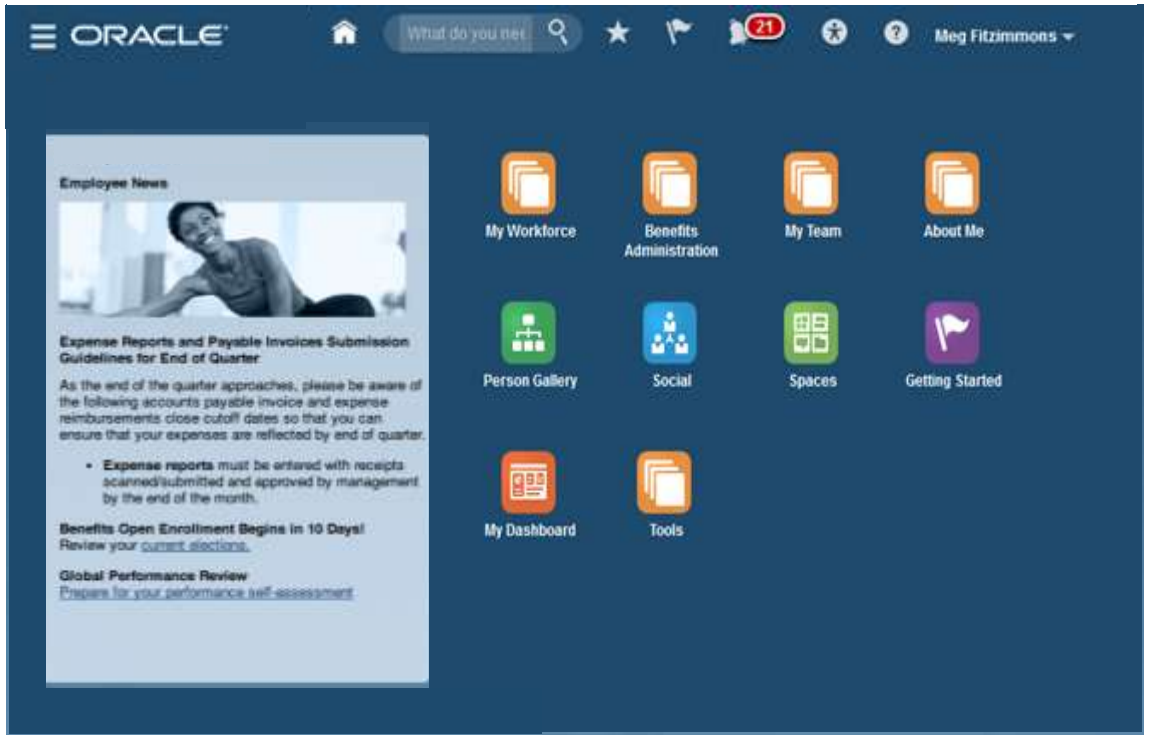
Common Ground with Cloud Applications

User Experience Convergence

EBS 12.2 New Home Page



Oracle Cloud Home Page



Shared User Experience Lab

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Tablet Optimizations with OAF 12.2

Enhanced User Productivity and More Appealing User Experience

- Icon-Based Navigation: Home Page, Page Navigation
- Touch-Friendly Layout
  - Increased Row Height and Spacing
  - Increased Column Header and Button Height
- Gesture Support
  - Page Navigation
  - Table Interactions
- Device Support
  - Camera, Email, Maps
  - Responsive Layout for Portrait & Landscape (Planned)

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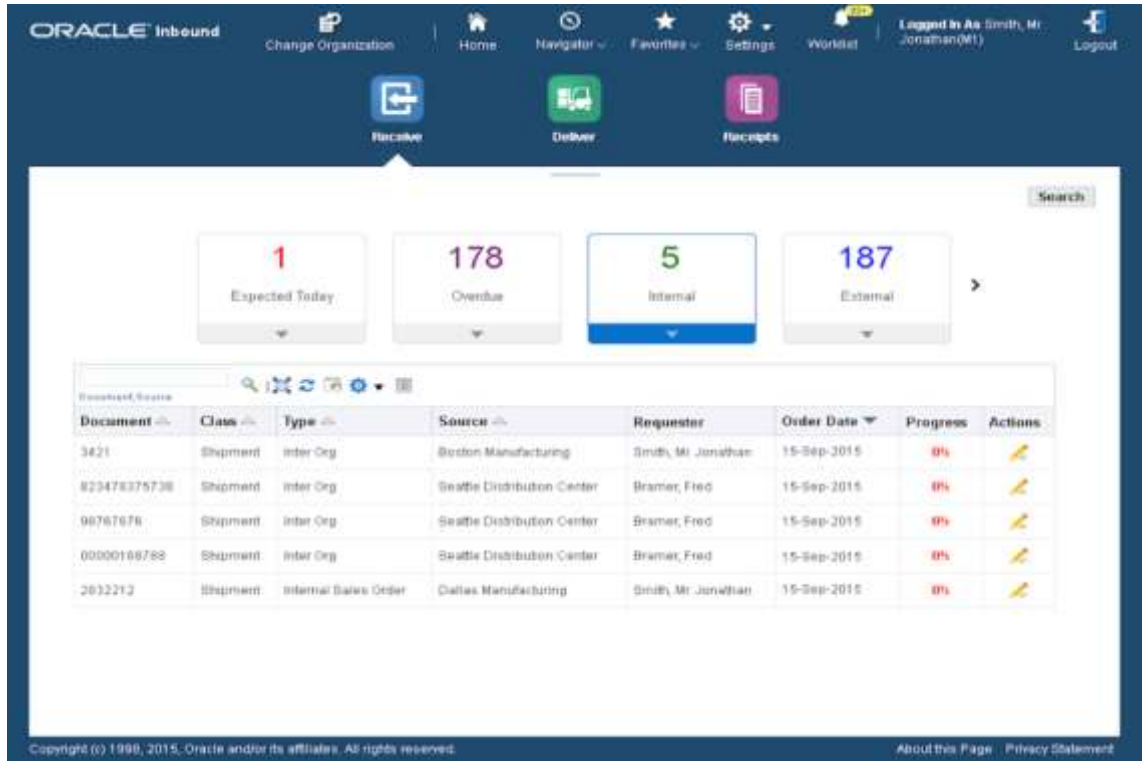
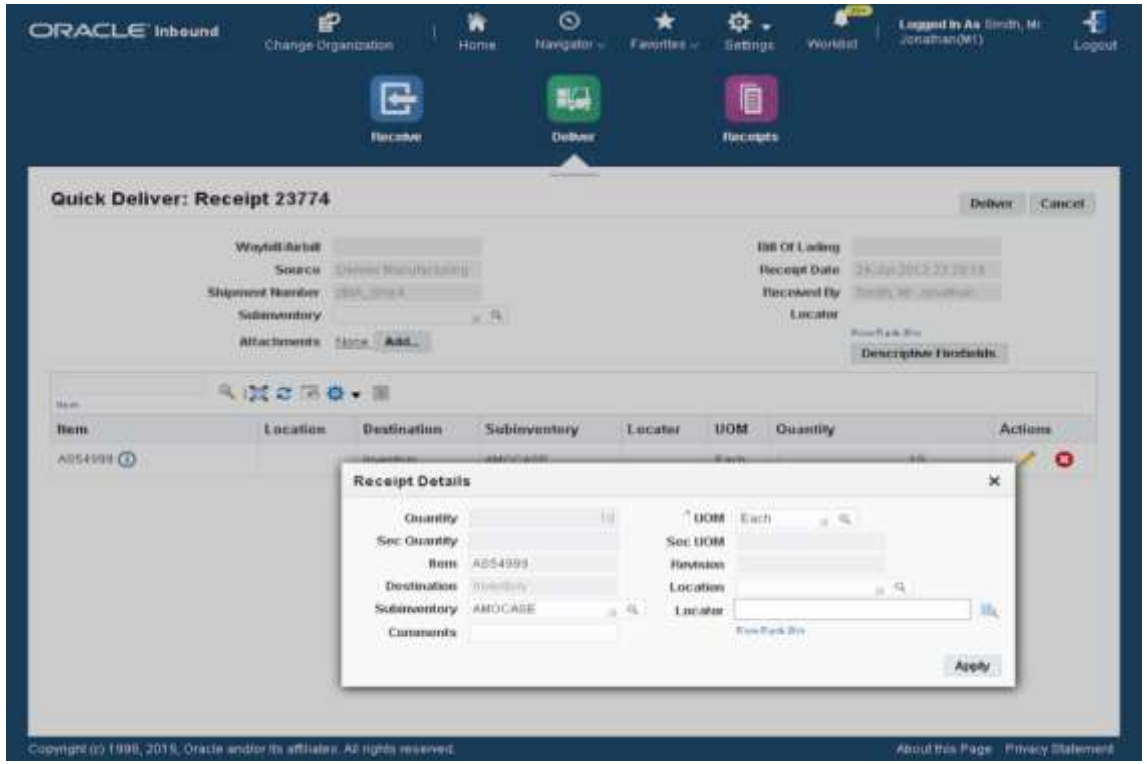
Receiving

Receive, Deliver and Manage Receipts on a Tablet

Receive



Deliver



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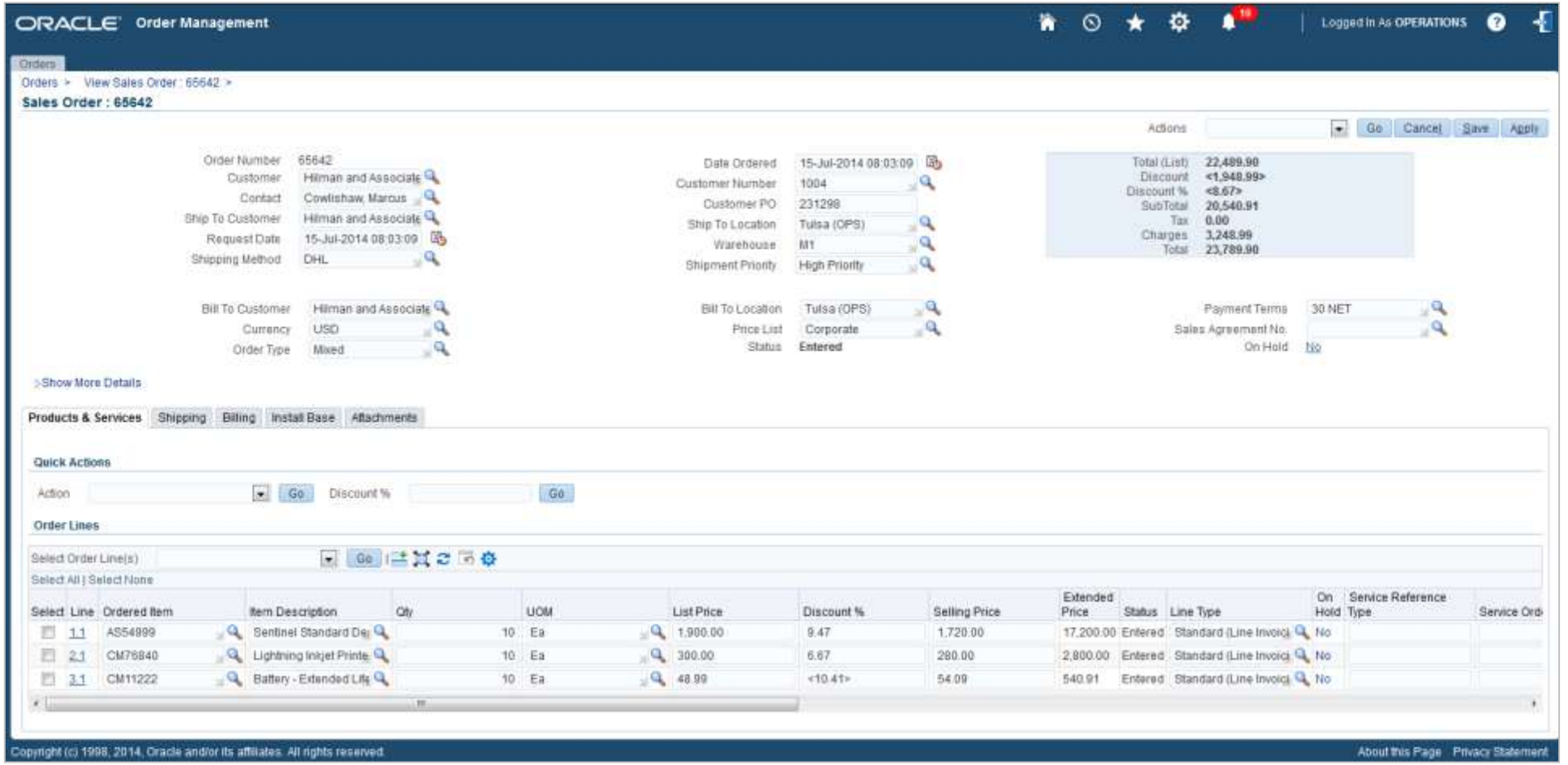
Order Management: HTML User Interface

Increase Productivity with Configurable HTML UI and Tablet Friendly Layout



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Modern iProcurement Flow

Leveraging both Information Discovery and Smartphone Applications

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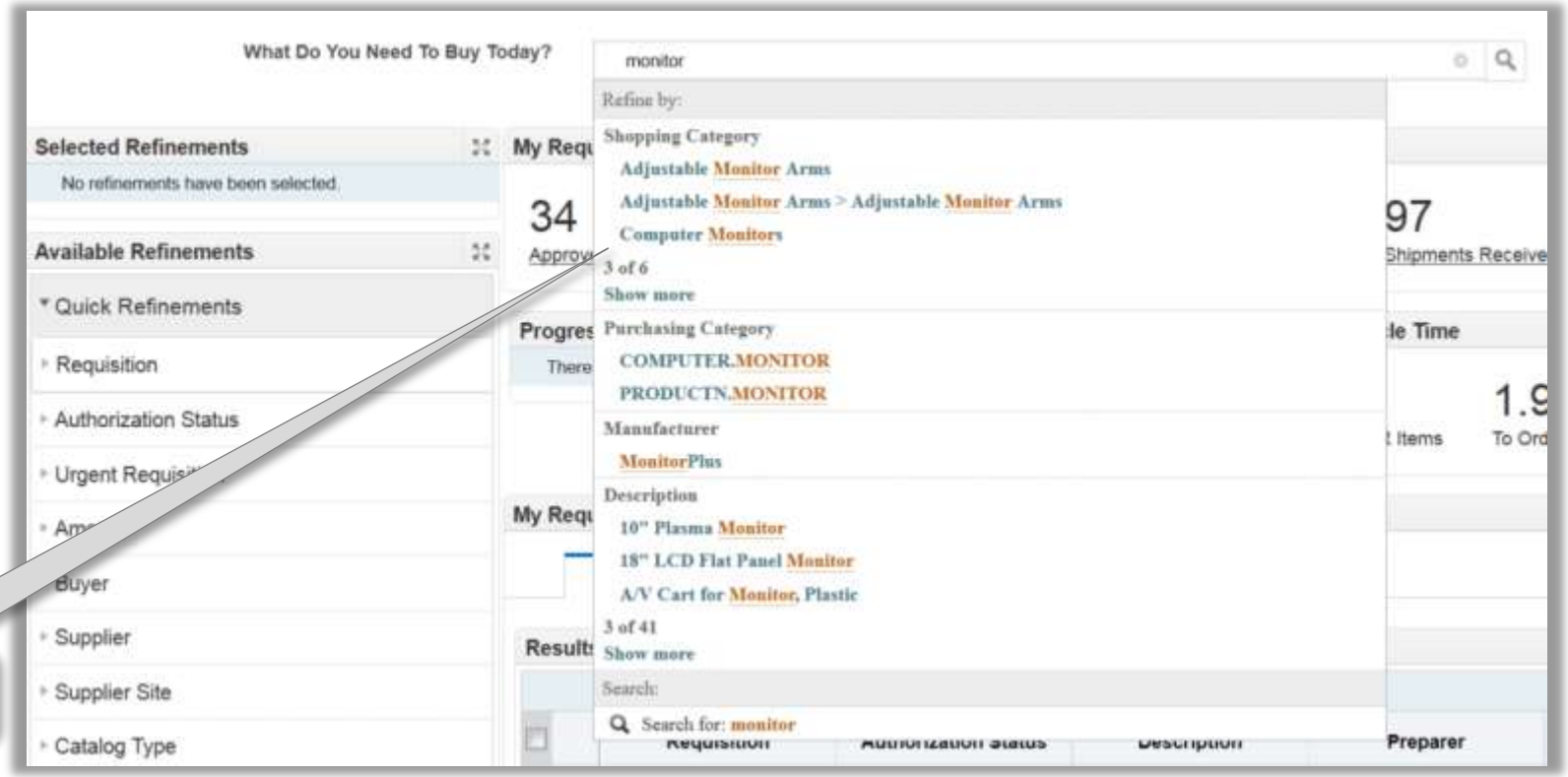
Search Across All Catalogs

Get Search Results While Typing

- Matches search criteria to wide range of sources
- Select directly from choices
- Configurable



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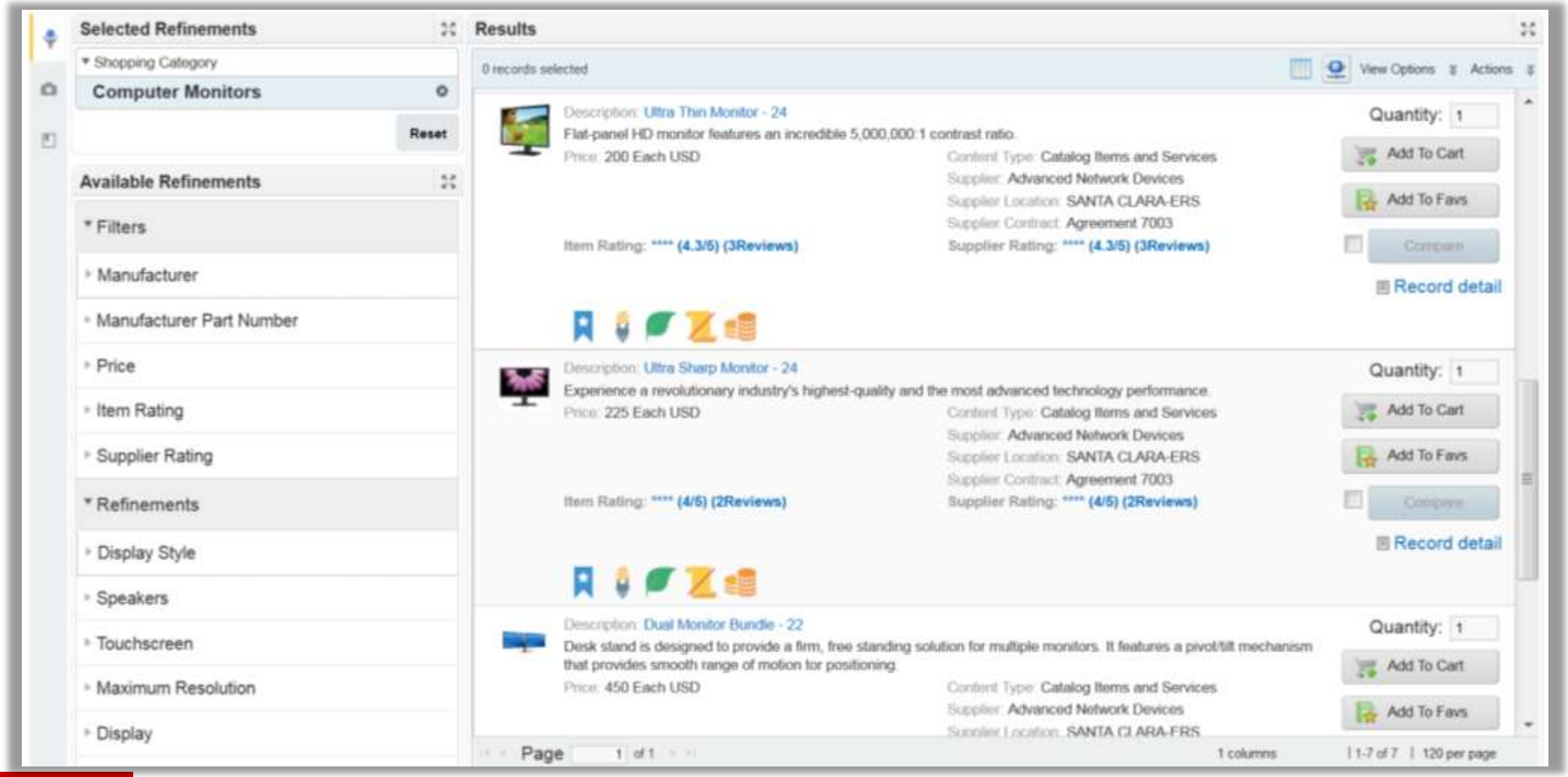
Consumer Shopping Experience



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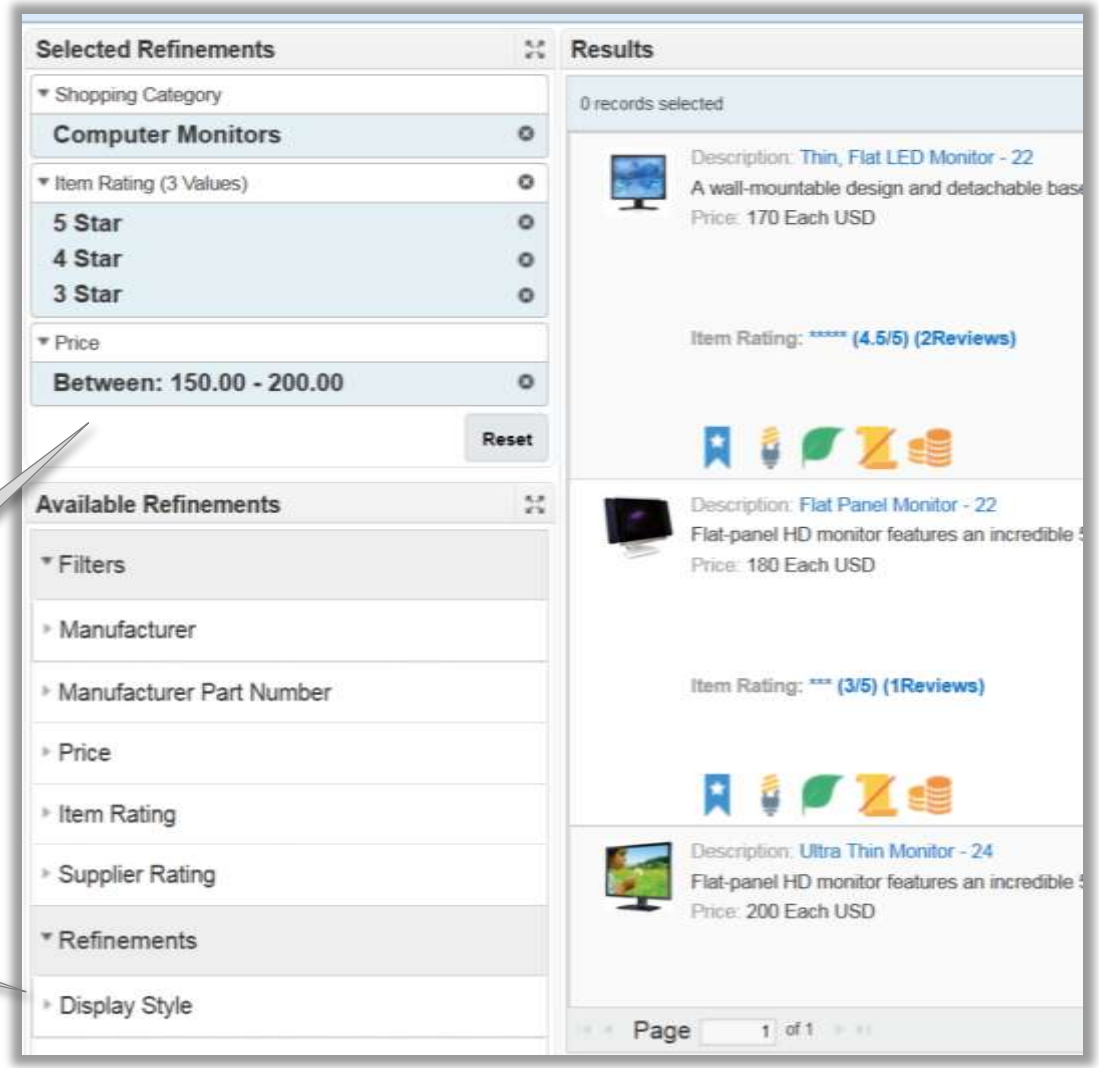
Guided Selection

Automatic Filter Choices

- Configurable filters and refinements
- Add and remove filters in any sequence
- Filters show total count



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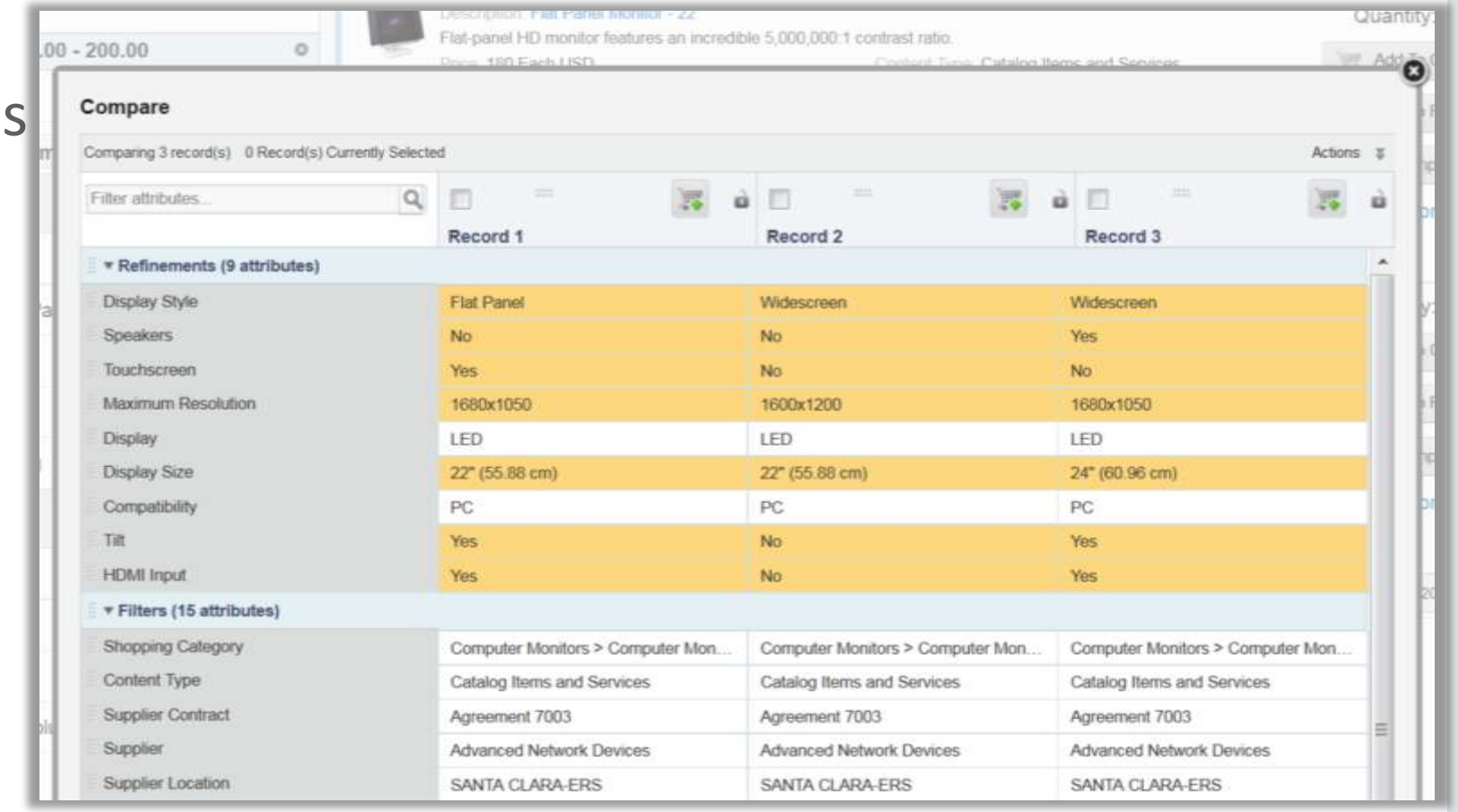
Guided Selection

Differences are Highlighted

- Compares several choices
- Highlighted Differences



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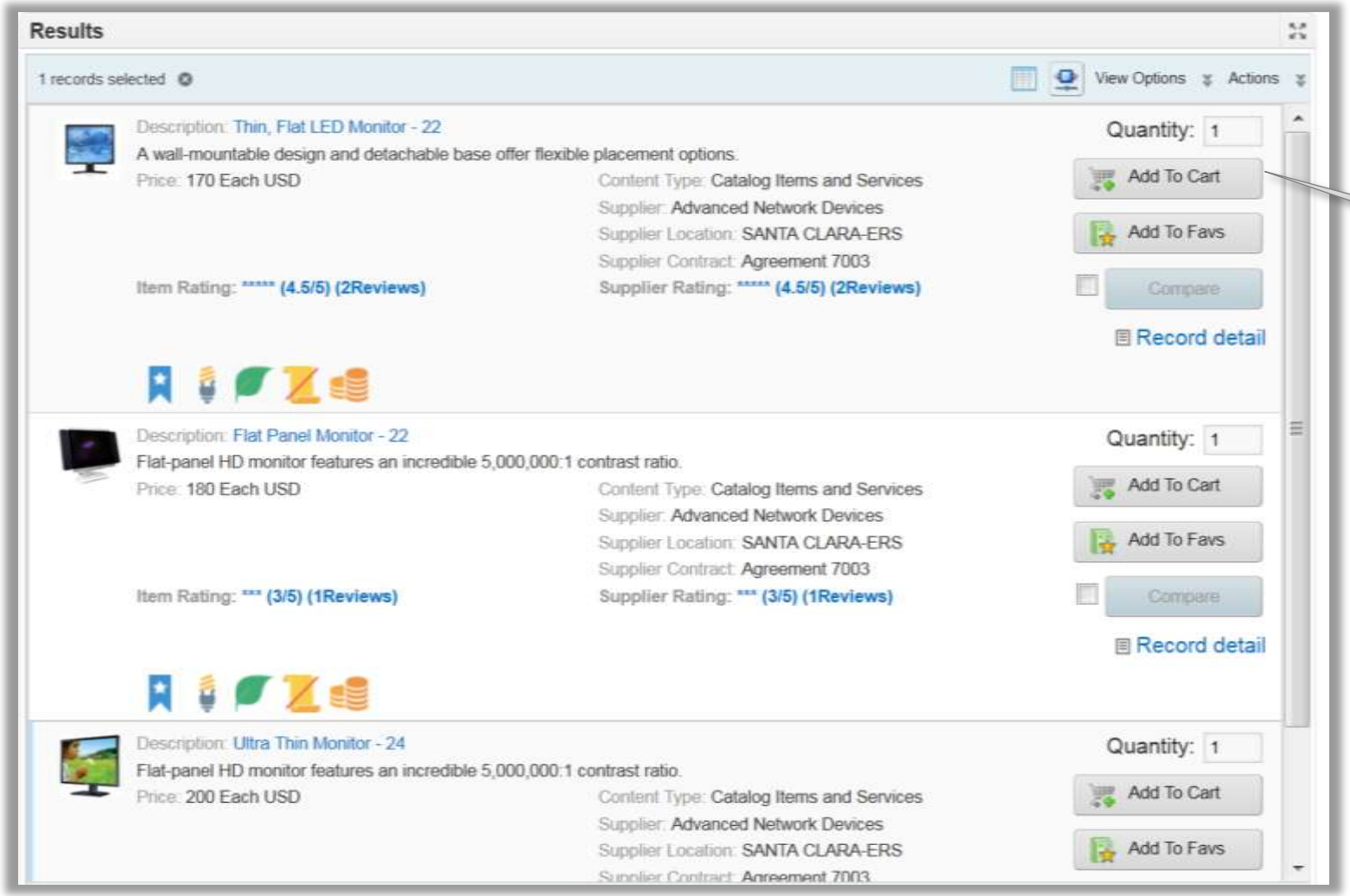
Familiar Shopping Cart Experience



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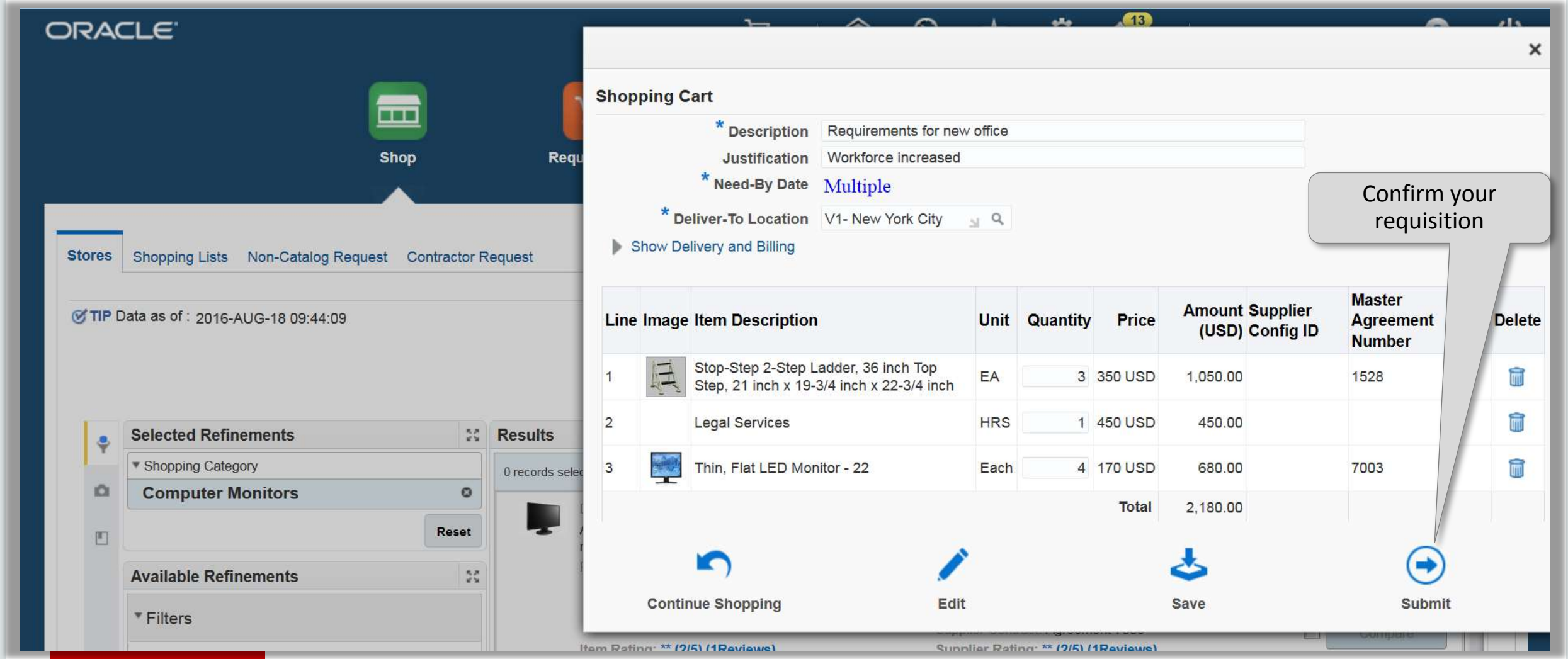
Complete the Requisition



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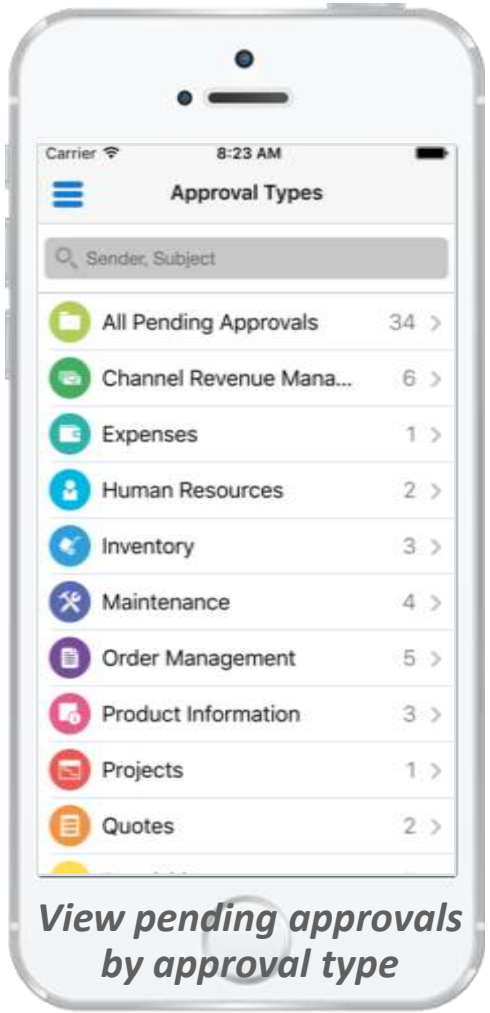
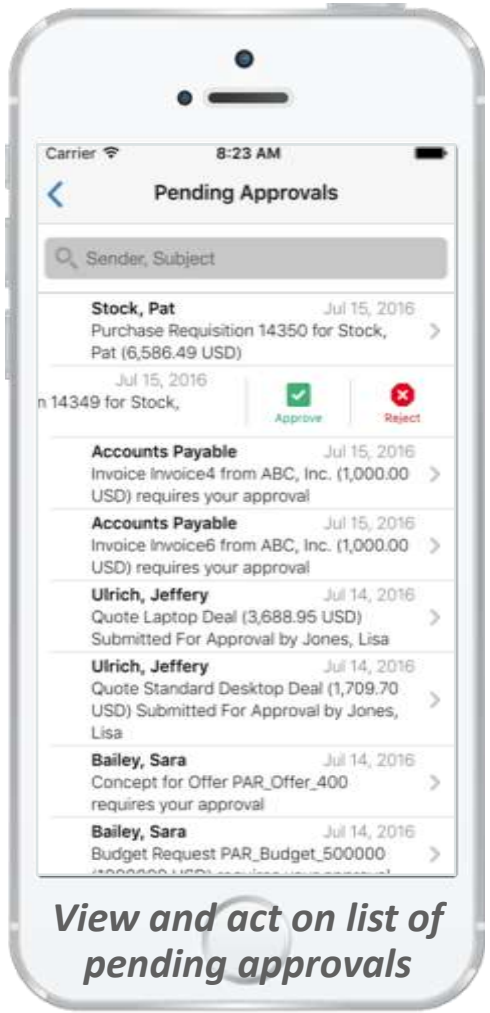
Manager Approves On The Go

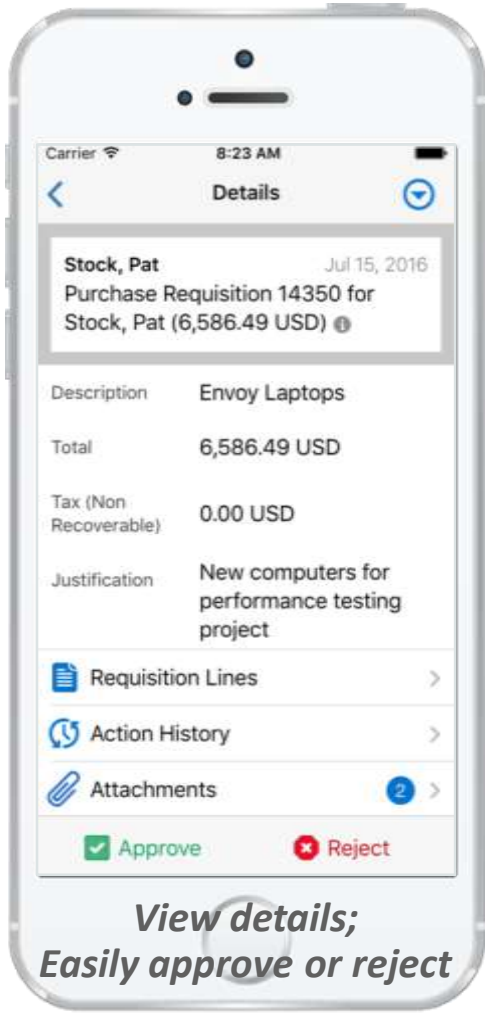
Mobile Approval Smartphone Application



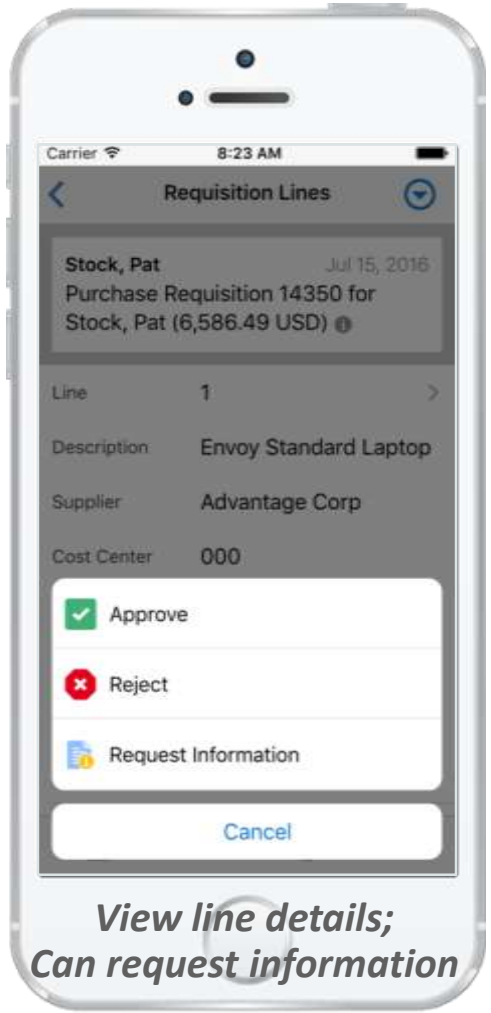
View pending approvals by approval type



View and act on list of pending approvals



View details; Easily approve or reject



View line details; Can request information

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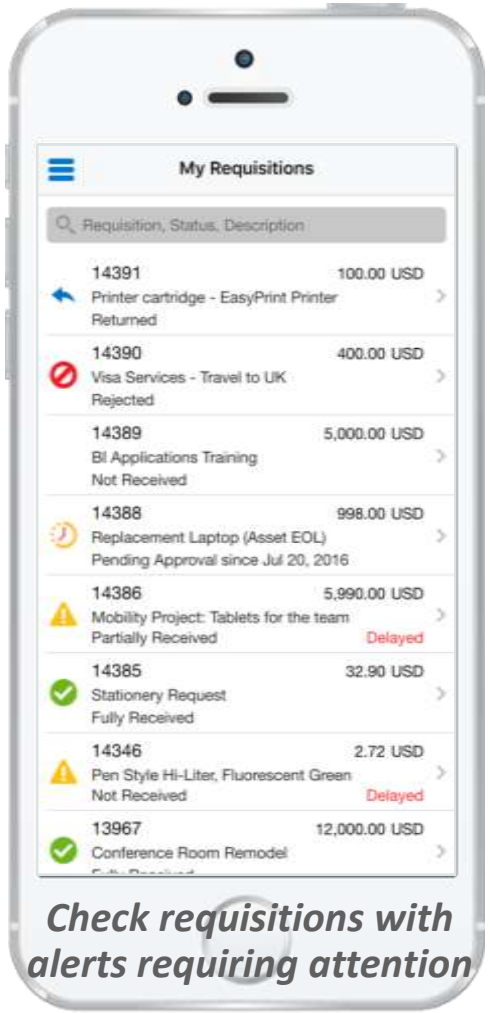
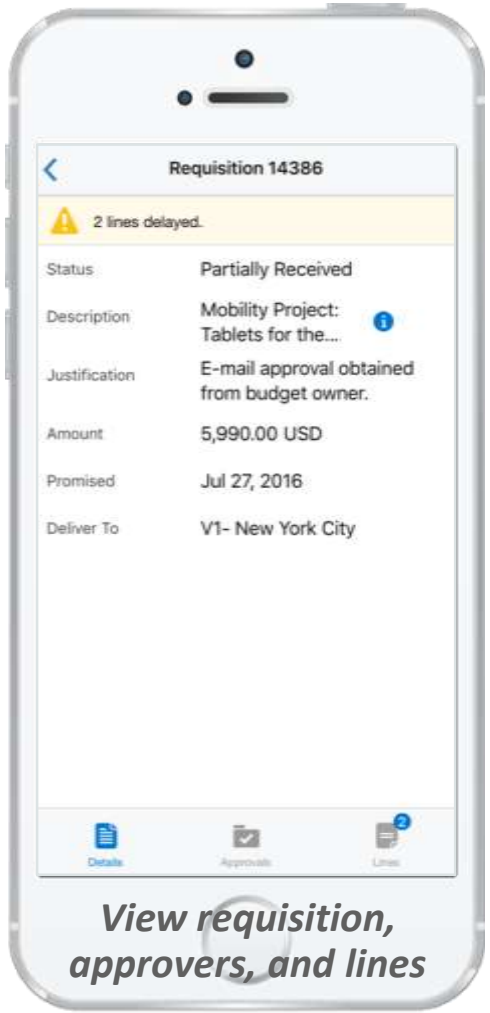
Requester Checks Delivery Status On The Go

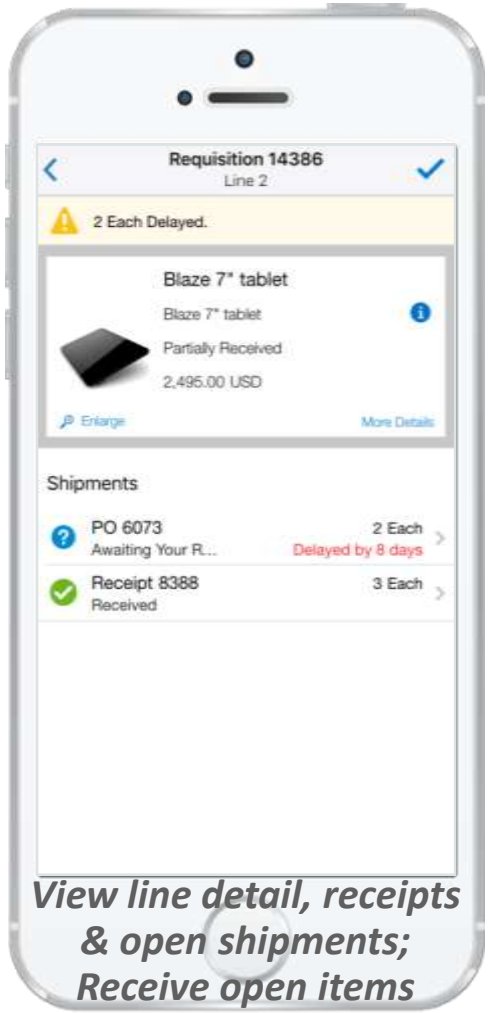
Mobile iProcurement Smartphone Application



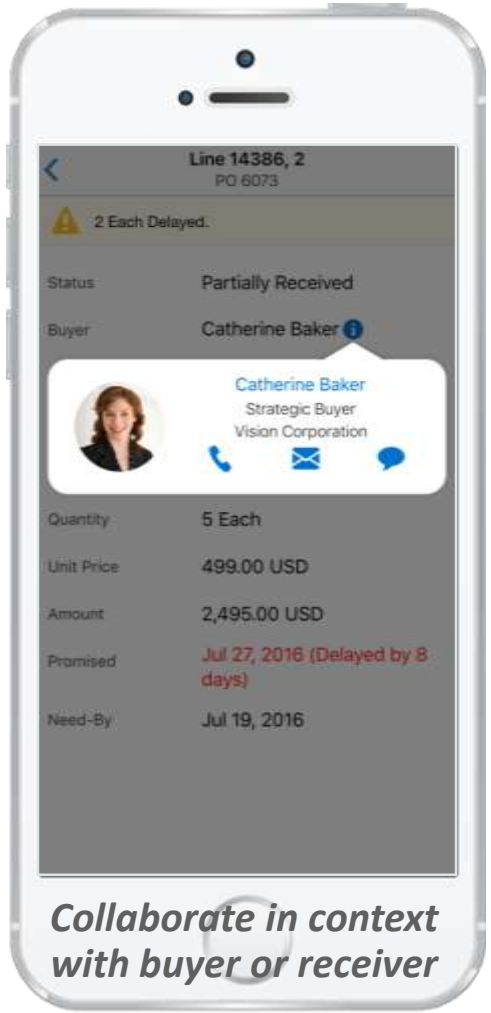
Check requisitions with alerts requiring attention



View requisition, approvers, and lines



View line detail, receipts & open shipments; Receive open items



Collaborate in context with buyer or receiver

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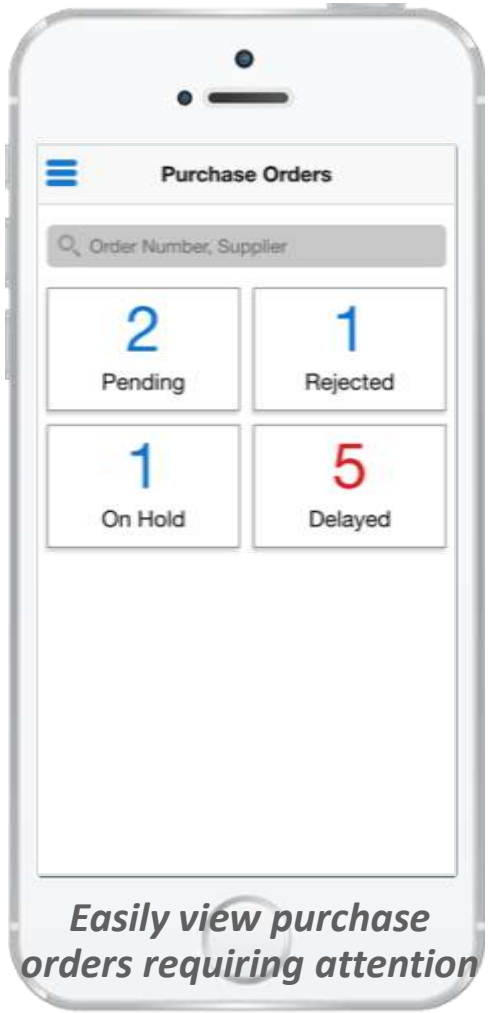
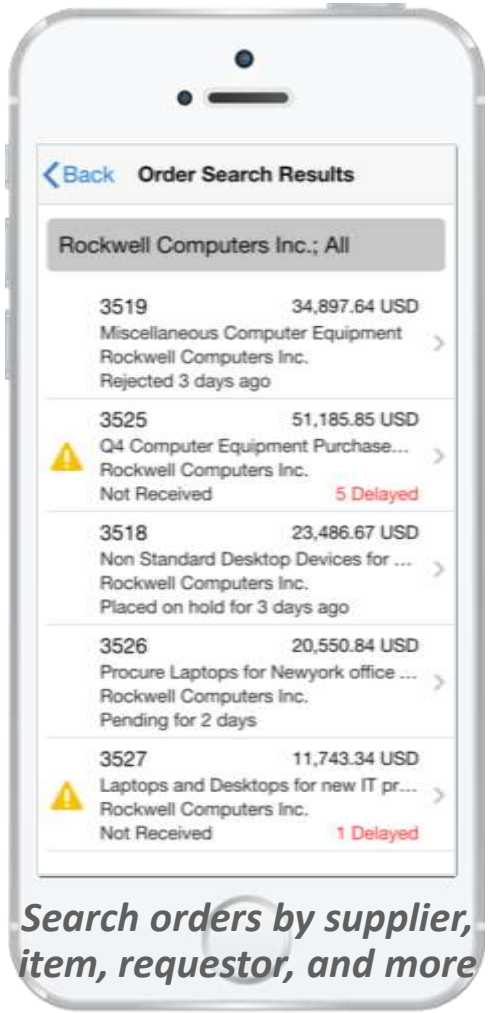
Buyer Manages the Purchase Orders On The Go

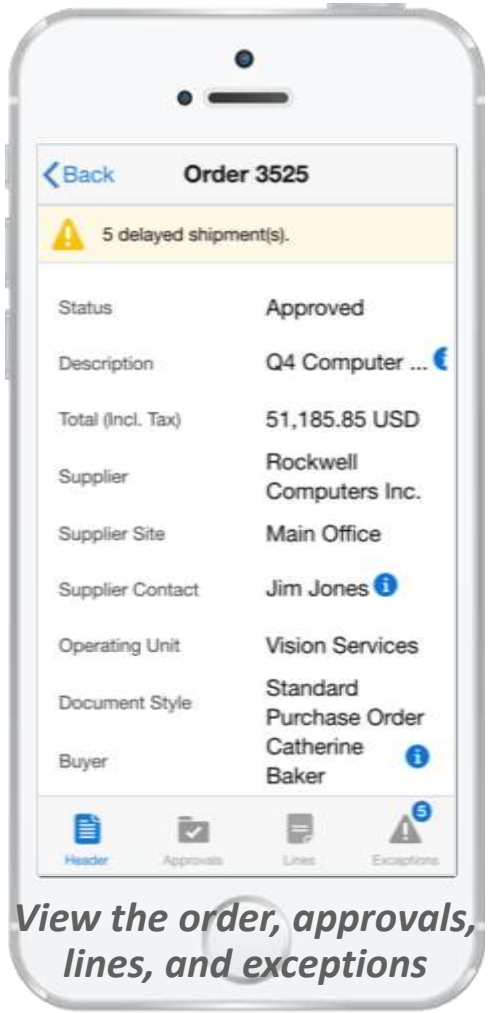
Mobile Procurement Smartphone Application



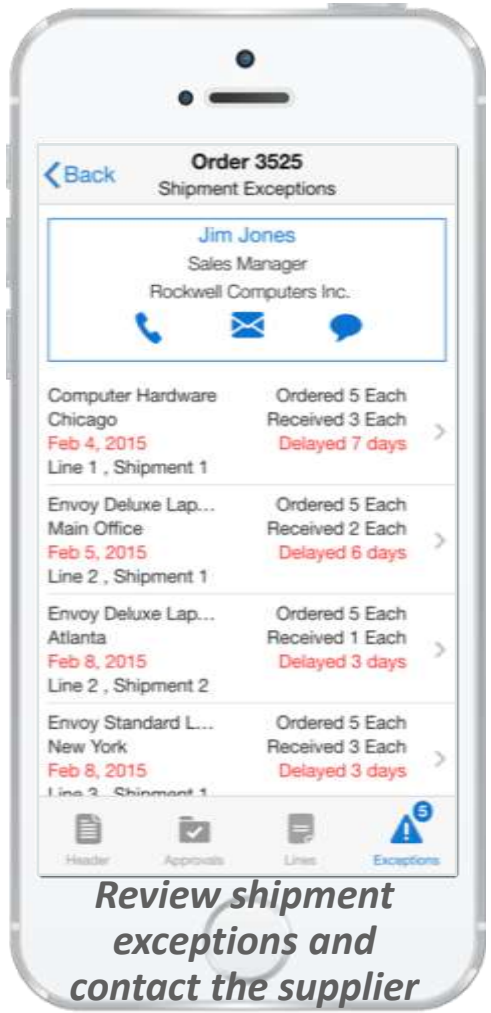
Easily view purchase orders requiring attention



Search orders by supplier, item, requestor, and more



View the order, approvals, lines, and exceptions



Review shipment exceptions and contact the supplier

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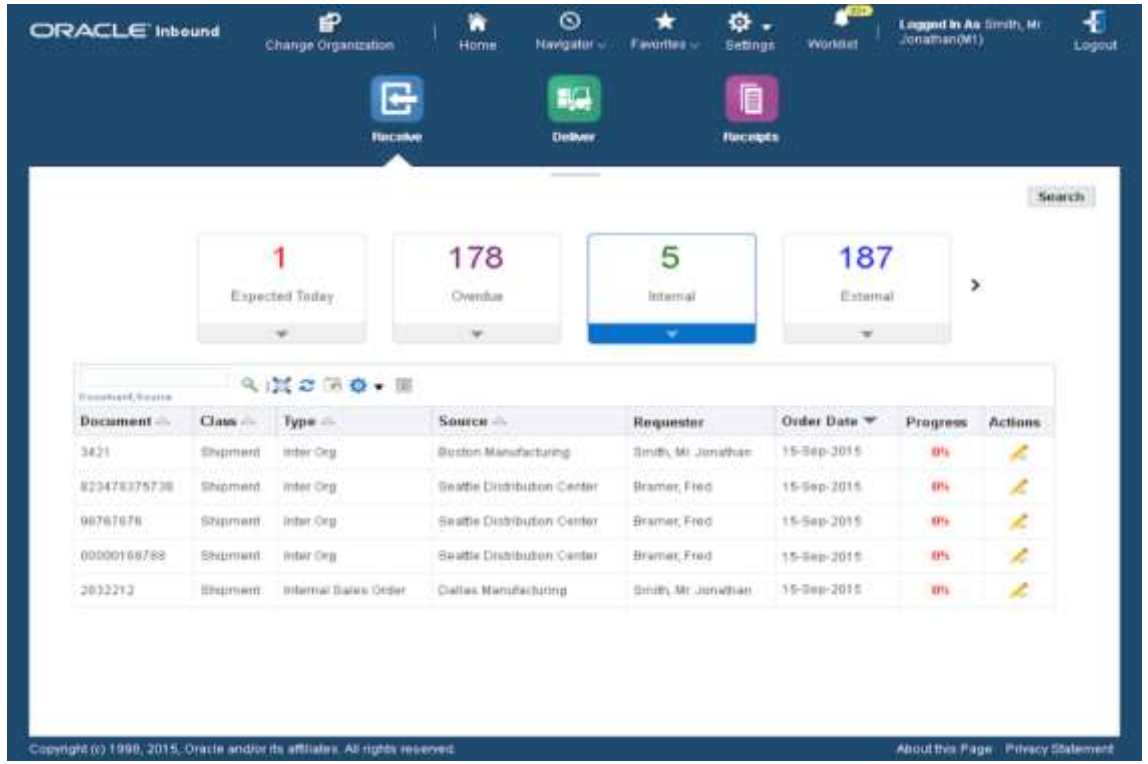
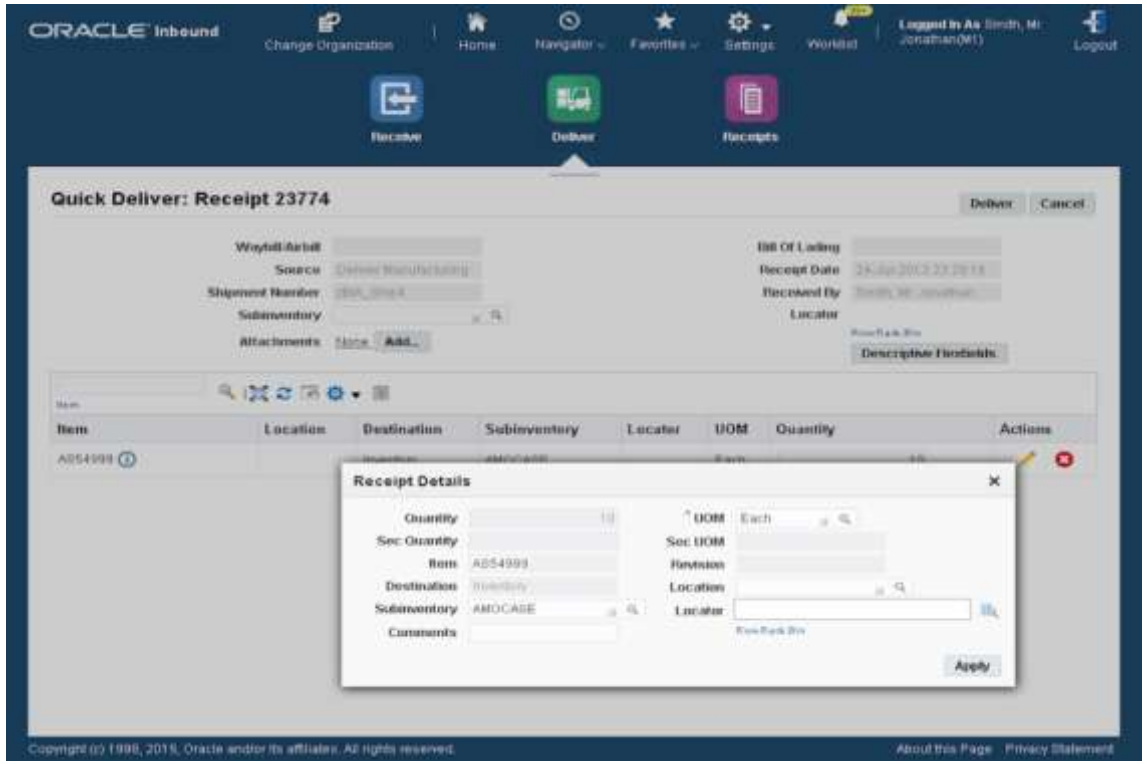
Receiving

Receive, Deliver and Manage Receipts on a Tablet

Receive



Deliver



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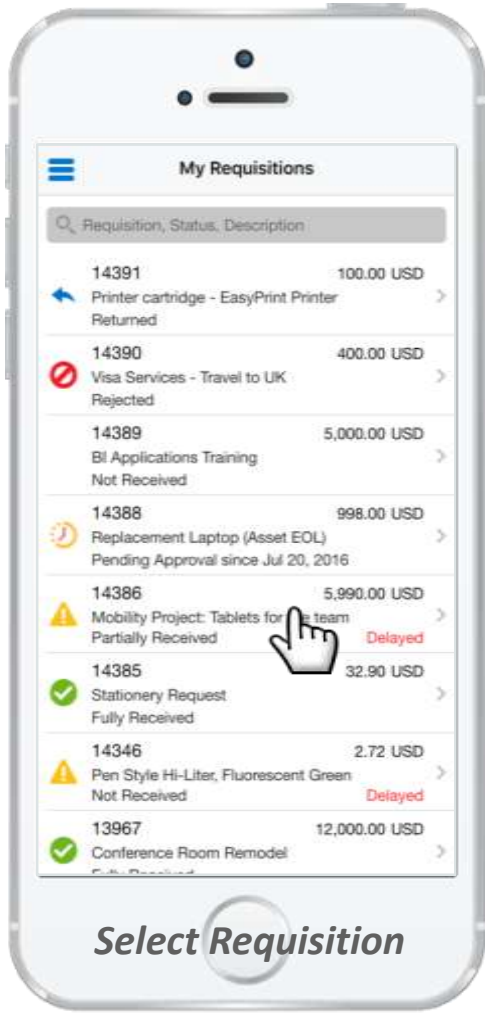
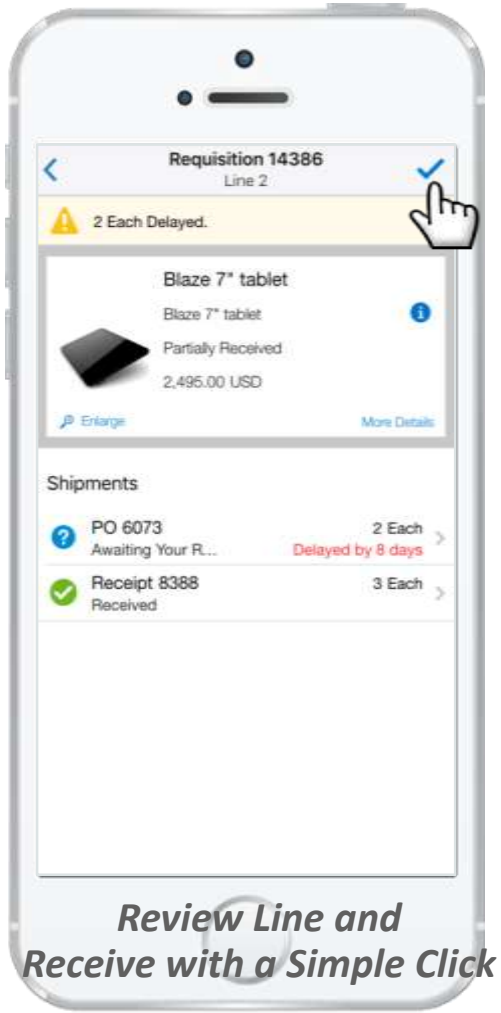
Requester Confirms Receipt & Authorizes Supplier Payment

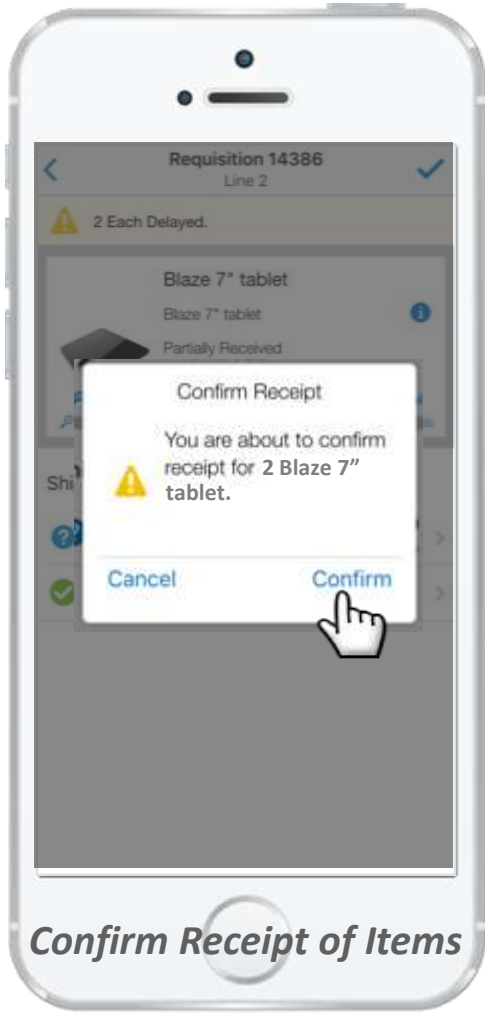
Mobile iProcurement Smartphone Application



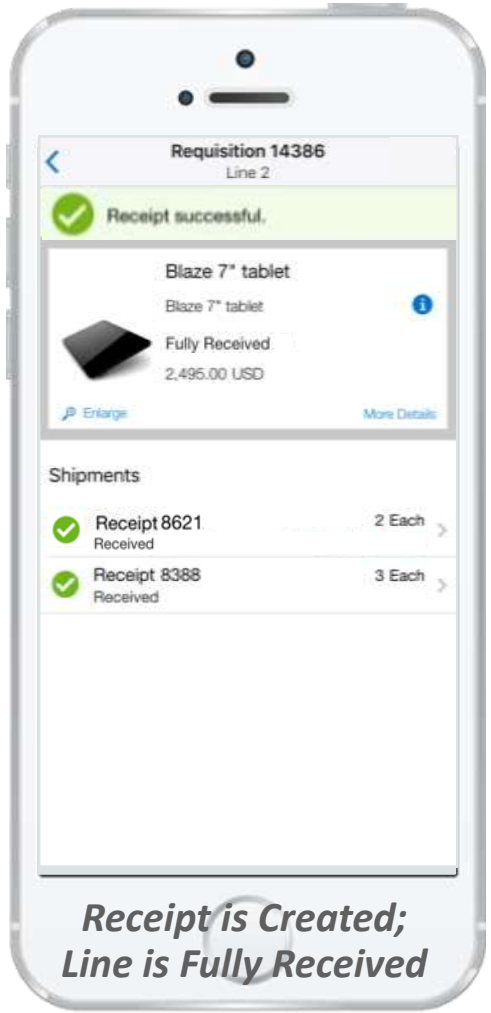
Select Requisition



Review Line and Receive with a Simple Click



Confirm Receipt of Items



Receipt is Created; Line is Fully Received

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Strategic Investments In EBS Products

Building Upon the Strengths of EBS Integrated Global Suite

Functional Innovation	Modern User Experience and Mobility	Operational Efficiency
Rich functional flows for modern business in integrated global suite	*Simple and actionable user experience for operational roles*	*Lower effort and cost to operate and optimize EBS system*
• The Subscription Economy • Outcome-Driven Procurement • Customer-Driven Enhancements • Globalization and Localization	• Smartphone Applications • EBS Information Discovery • User Experience Modernization	• Online Patching • Applications Management • Automated Testing

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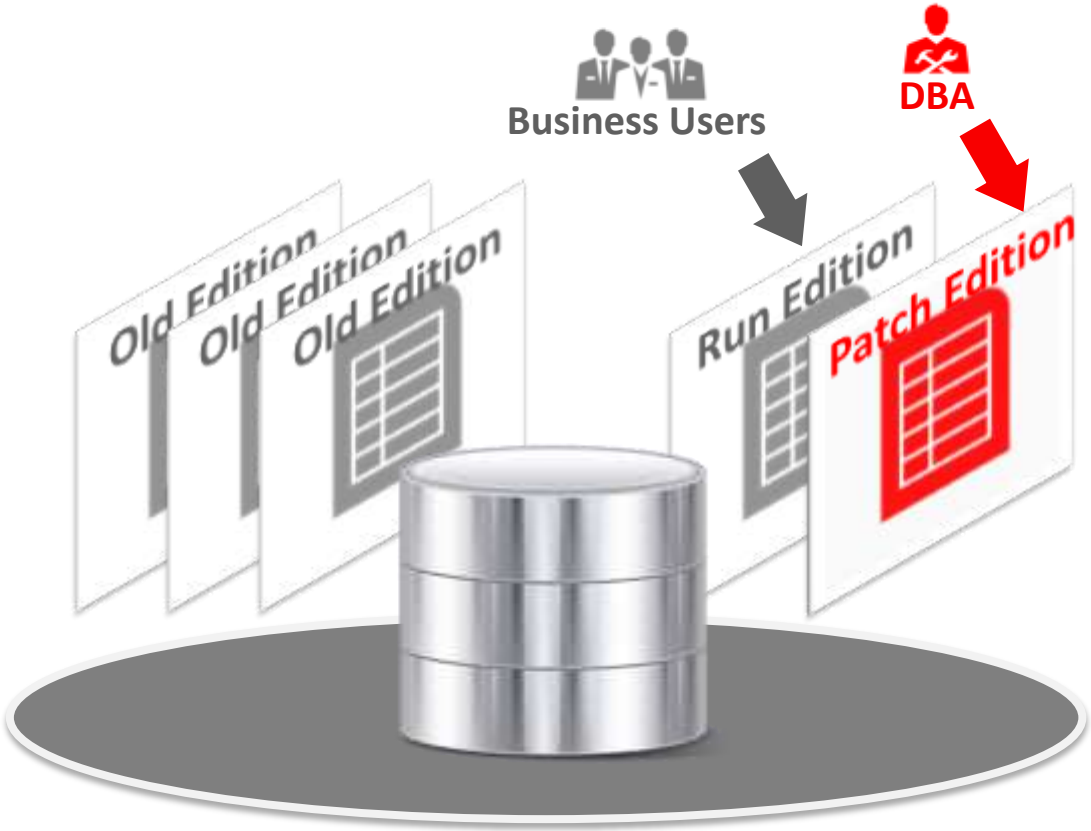
Online Patching

Dramatically Reducing Patching Downtime

- Functionality leverages Oracle 11g R2 Edition-Based Redefinition features to support online patching
- Patches can be applied while the production system is fully operational
- Only a short downtime is required to complete patching process
- The amount of downtime required by any patch will be consistent



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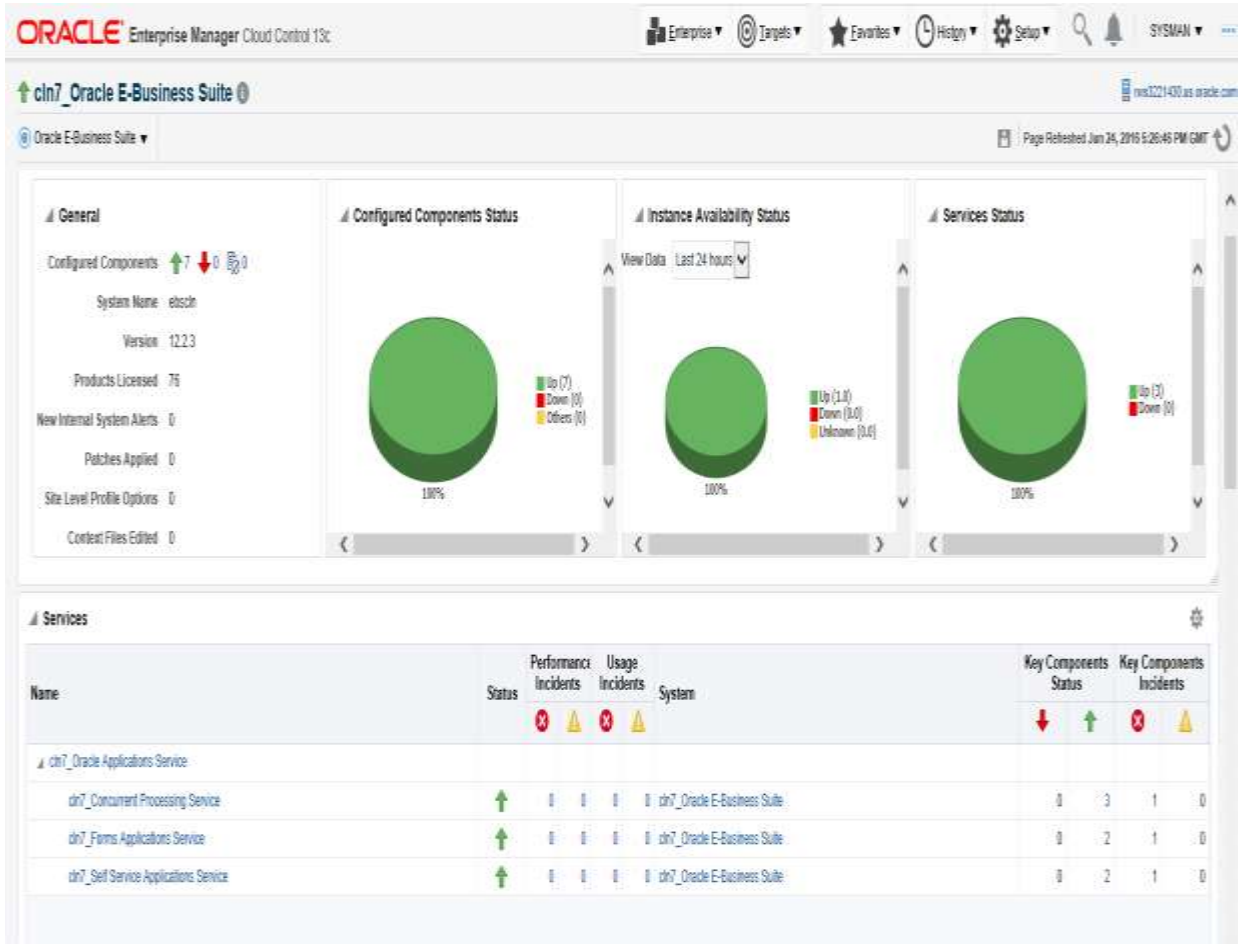
Application Management Suite: Key Capabilities

- Hybrid Cloud Management
  - Provisioning
  - Backup / Restore
  - Lift & Shift from on premises to cloud
- Monitoring
  - Concurrent process, Users, Performance
  - Compare Configurations
- Customization Management
  - Discover and view all EBS customizations
  - Validate, Package and Migrate customizations
- Patch Management
  - EBS and Tech Stack patch recommendations
  - Patch Promotion Policies for migration
  - Automated 12.2 online patching process



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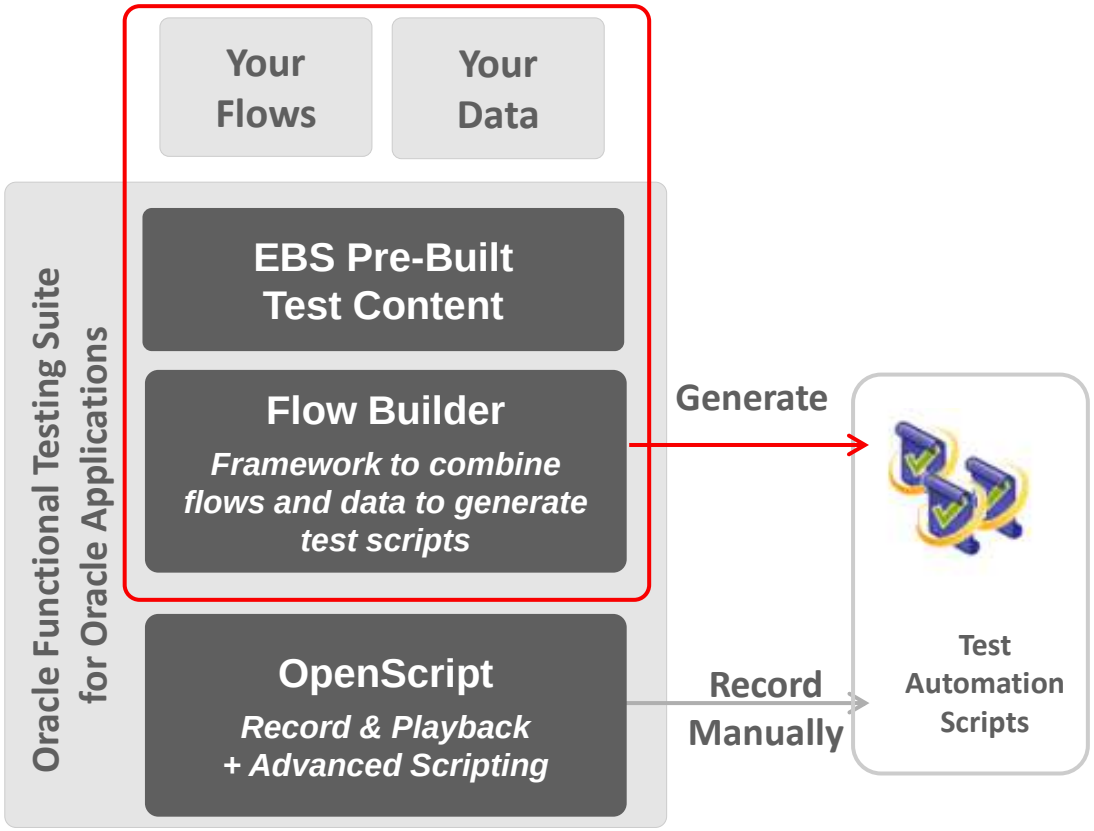
Automated Testing with Oracle Application Testing Suite

Reduce Time and Effort with Automated Testing

- Use Flow Builder to Generate Test Scripts
- Start with EBS Pre-Built Test Content
  - 3600+ components and 230+ flows across EBS
- Create and Maintain Your Test Scripts
  - Add Your Flows & Data
  - Extend with More Components

EBS Quality Assurance Team
Reduced Automation Time by 60%



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Program Agenda

1. Strategy Overview
2. EBS Cloud Strategy
    - EBS on Oracle Cloud
    - SaaS on PaaS Applications for EBS
    - Coexistence with Cloud HCM, ERP, CX SaaS Applications
3. EBS Strategic Investments
4. Build Your EBS Roadmap
5. Customer Engagement

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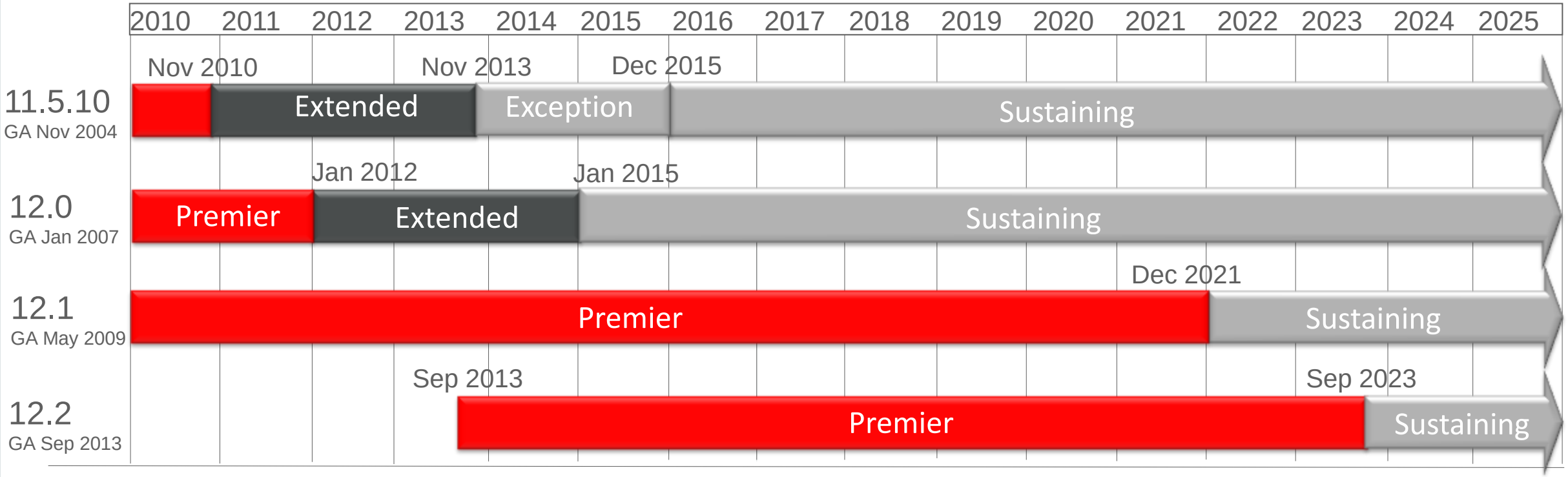
Oracle E-Business Suite Support Timelines

Customer Choice to Use 12.1 or 12.2



For more info, see Oracle Lifetime Support Policy: Oracle Applications

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Leverage your Investments in EBS 12.1.3

Adopt EBS New Products, Information Discovery and Smartphone Apps

HCM - EBS Information Discovery:
- Oracle Human Resources Information Discovery
- Oracle iRecruitment Information Discovery
- Oracle Learning Management Information Discovery
- Oracle Incentive Compensation Information Discovery

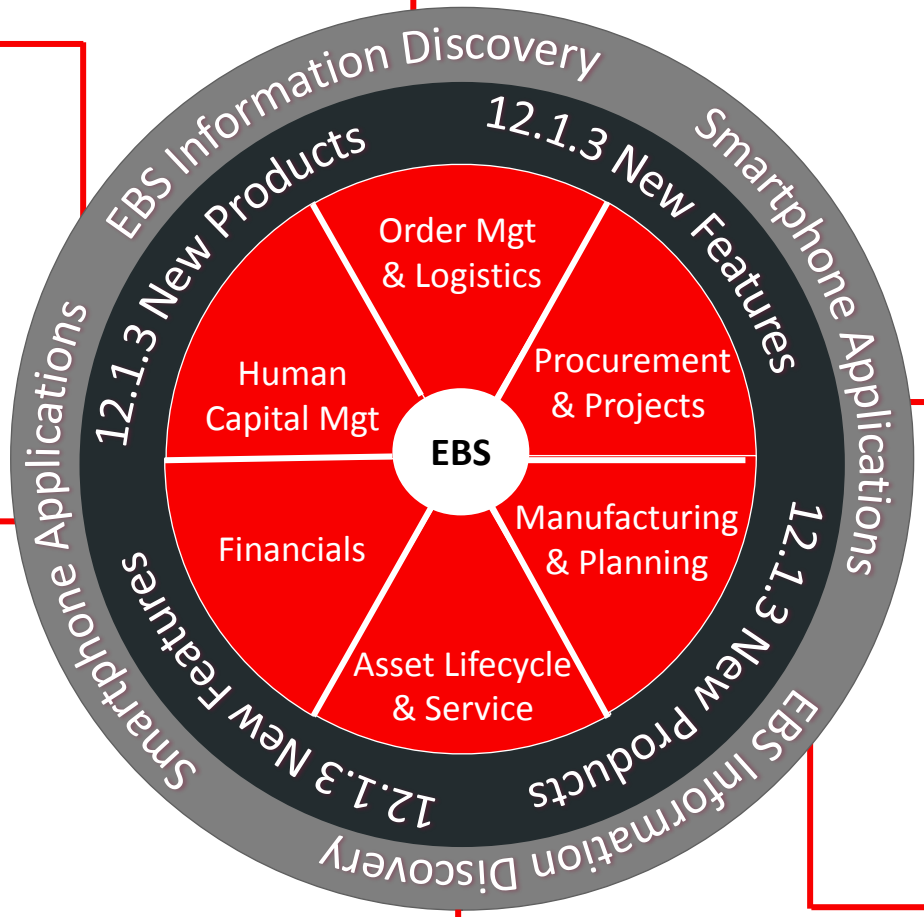
Smartphone Applications:
- Mobile Timecards, Mobile Approval
- Mobile Self-Service HR
- Mobile Person Directory
- Mobile Learning

Financials - EBS Information Discovery:
- Oracle Financials Information Discovery
- Oracle Channel Revenue Information Discovery

Smartphone Applications:
- Mobile Expenses
- Mobile Approval

ALM & Service - EBS Information Discovery:
- Oracle EAM Management Information Discovery
- Oracle Field Service Information Discovery
- Oracle TeleService Information Discovery
- Oracle Depot Repair Information Discovery
- Oracle CMRO Information Discovery

Smartphone Applications:
- Mobile Maintenance
- Mobile Field Service: Multi-Platform for iOS, Android,and Windows
- Mobile Service Manager



OM & Logistics - EBS Info Discovery & New Products:
- Oracle Contract Renewal Command Center
- Oracle Order Management Information Discovery
- Oracle iStore Information Discovery
- Oracle Installed Base Information Discovery
- Oracle Quoting Information Discovery
- Oracle Inventory Management Information Discovery
- Oracle Warehouse Management Information Discovery

Smartphone Applications:
- Mobile Sales Orders
- Mobile Product Information
- Mobile Inventory
- Mobile Supply Chain Apps (MSCA) for iOS and Android

Proc & Projects - EBS Info Discovery & New Products:
- Oracle Procurement Command Center
- Oracle Project Procurement
- Oracle Advanced Project Planning and Control
- Oracle iProcurement Information Discovery

Smartphone Applications:
- Mobile Procurement
- Mobile iProcurement
- Mobile Project Manager

Mfg - EBS Information Discovery & New Products:
- Oracle In-Memory Cost Management
- Oracle Outsourced Manufacturing
- Oracle Cost Management Information Discovery
- Oracle Discrete Manufacturing Information Discovery
- Oracle Process Manufacturing Information Discovery
- Oracle Quality Information Discovery

Smartphone Applications:
- Mobile Discrete Production Supervisor
- Mobile Process Production Supervisor
- Mobile Discrete Quality Manager
- Mobile Discrete Quality Manager
- Mobile Project Manufacturing

Leverage 12.2 New Features and 12.2 New Products

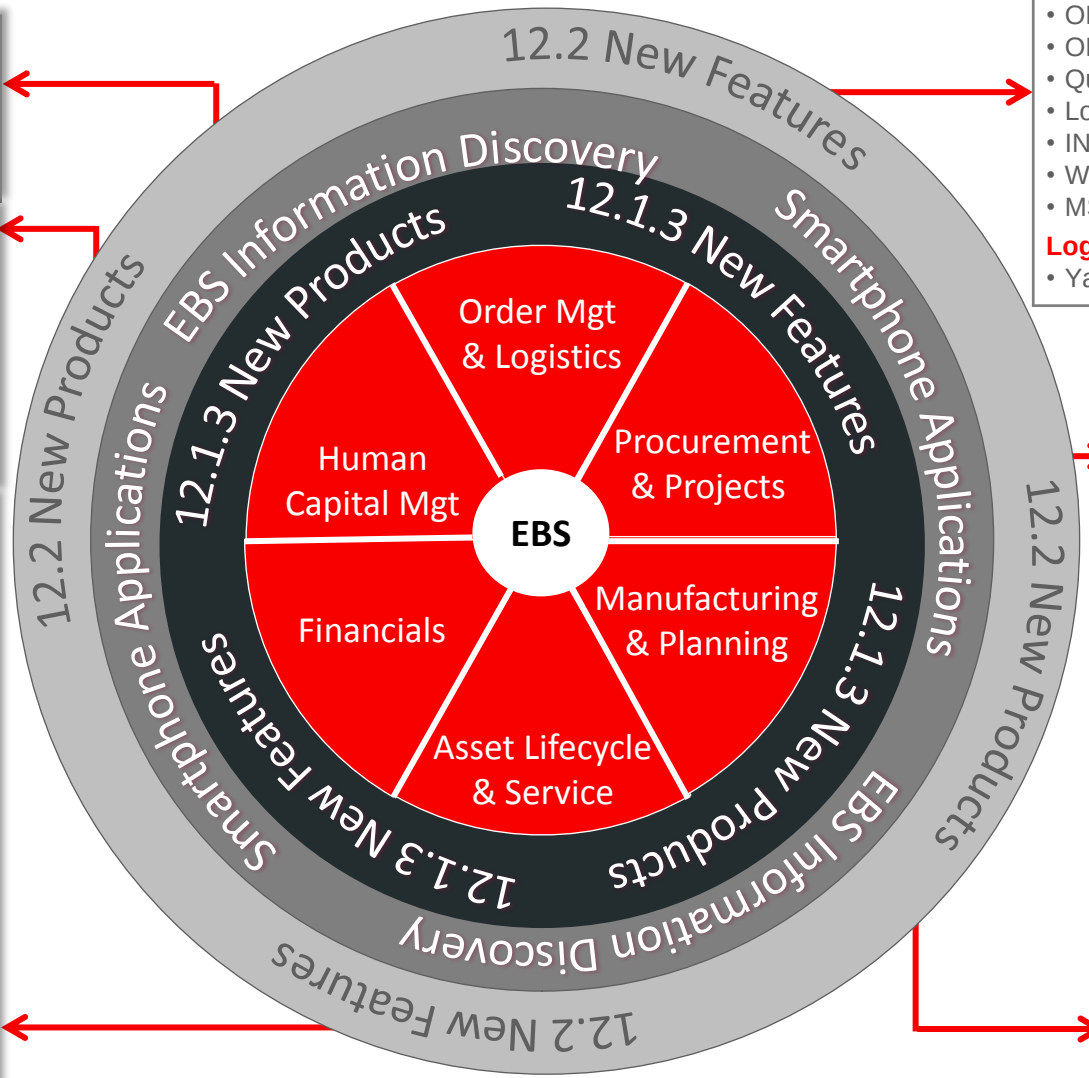
Reduce Customization and Improve Automation

HCM 12.2 New Features:
- Payroll Dashboard; What-If Payslip Modeling
- SSHR Transaction Dashboard
- OTL: Credit Overtime as Absence Accrual; Calendar UI
- Improved UIs: SSHR; Learning; Succession Planning

Financials 12.2 New Features:
- GL: Journal Approvals with AME
- AP: Parallel Invoice Approvals, Workflow Transfer
- AR: Receipt Appl- Match Score and Knapsack Method
- AR: Manage Accounting Exceptions During Close
- Collections: Related Accounts; Actionable Work Items
- EB Tax: Transaction Tax Configuration Workbook
- CHRM: Volume Offer Enh, HTML UIs, Period Mgt

ALM 12.2 New Features:
- Linear Asset Support
- Map Visualization for Assets and Work
- Safety Management: Lockout, Tagout
- Calendar Based Preventative Maintenance Schedule
- Asset: Expanded HTML UIs

Service 12.2 New Features:
- Multiple Products on SR; Task Status by Task Type
- Execute Project Tasks using Field Service
- Service Request OU Security with MOAC
- Service: Inquira/Oracle Knowledge Integration
- Field Service: Auto Creation of OTL Timecards; High Volume Parts Ordering & Debriefing; Decentralized Sch
- Dispatch: HTML UI; GPS Emergency Scheduling
- Spares: HTML Planners Dashboard
- TeleService: Contact Center HTML UI
- Service Contracts: Configurability; HTML UI
- Depot : Warranty Mgt; Waste Mgt; Outsourced; eClaims
- CMRO: Warranty, Fleet Forecasting; Counter Entry



Order Mgt & Logistics 12.2 New Features:
- OM: Selling Subscriptions and Services; Recurring Billing
- OM: HTML UI, Credit Checks, Holds, Manual Line Splitting
- OM/CHRM: Enhanced Gross Margin Calculations
- Quoting: Validation Fwk; Approvals w/eSignatures
- Log/OM: Flexible Serial Tagging; Advanced Catch Weight
- INV: Material Classification; HTML Uis
- WMS: Inbound Task Mgt; Nested LPNs; Zone Picking
- MSCA: Single Sign-On Support; Personalization Enh

Logistics 12.2 New Product:
- Yard Management – New Product

Procurement 12.2 New Features:
- iProcurement: Spot Buy; 1 Step Checkout
- iProc Info Disc: Preferred Items; Ranking; Ratings, Reviews & Feedback, Catalog Upload via OSN
- Sourcing: Initiatives, Mult Offers, Alternative Lines
- SLM: Automated Assessments, Dynamic Lists, …
- Svc Proc: Std PO Complex Financing; Rate Cards
- Proc Contracts: Related Contracts; Cont Hierarchy
- CLM: Many enhancements

Projects 12.2 New Features:
- Labor Costing with Projects and Payroll
- Federal Contract Billing
- Schedule of Values
- Project Cost Breakdown Structure
- PJC: Accounting Adjustment Options
- PJB: Inv Consolidations, Exp Bill Group, Rev Holds
- PJT: Budgetary Controls on Financial Plans; Enh UI
- Grants: Auto Recalc Burden; Award Personnel API

Manufacturing 12.2 New Features:
- Just-In-Time Manufacturing (E-Kanban)
- Project Mfg: Landed Cost Mgt Support
- Process Mfg: Outside Processing, Batch Hold Mgt, Yield Mgt
- MES: Component Availability Mgt: Day 0; HMTL UI
- MES: Serialized Mfg: Express Transact, Auto-Dekit

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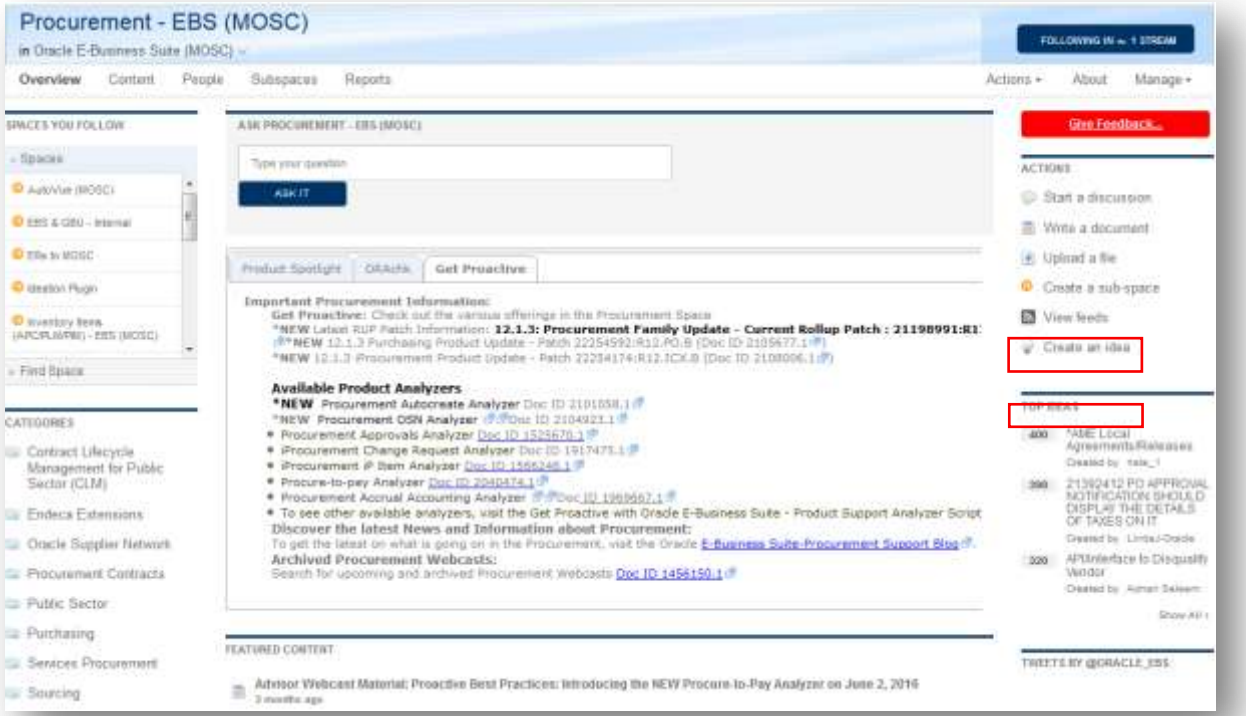
EBS Enhancement Requests in EBS Support Communities

Leverage Social Enhancement Process; Established in Collaboration with OAUG

- Increased Visibility and Influence on ERs
  - Submit enhancement requests directly
  - View requests from others
  - Collaborate with other customers and Oracle to discuss alternatives and proposed designs
  - Vote on requests to influence delivery
- Progress since Established in 2014
  - 27 EBS Communities with Ideation
  - 13 EBS Communities capturing ERs for Mobile Applications
  - More than 3300 ERs Created, On Avg ~4 ERs/day in EBS
  - Over 10k votes cast
  - Over 40k users exposed to the ER information
  - Working to add more product areas for ER capture



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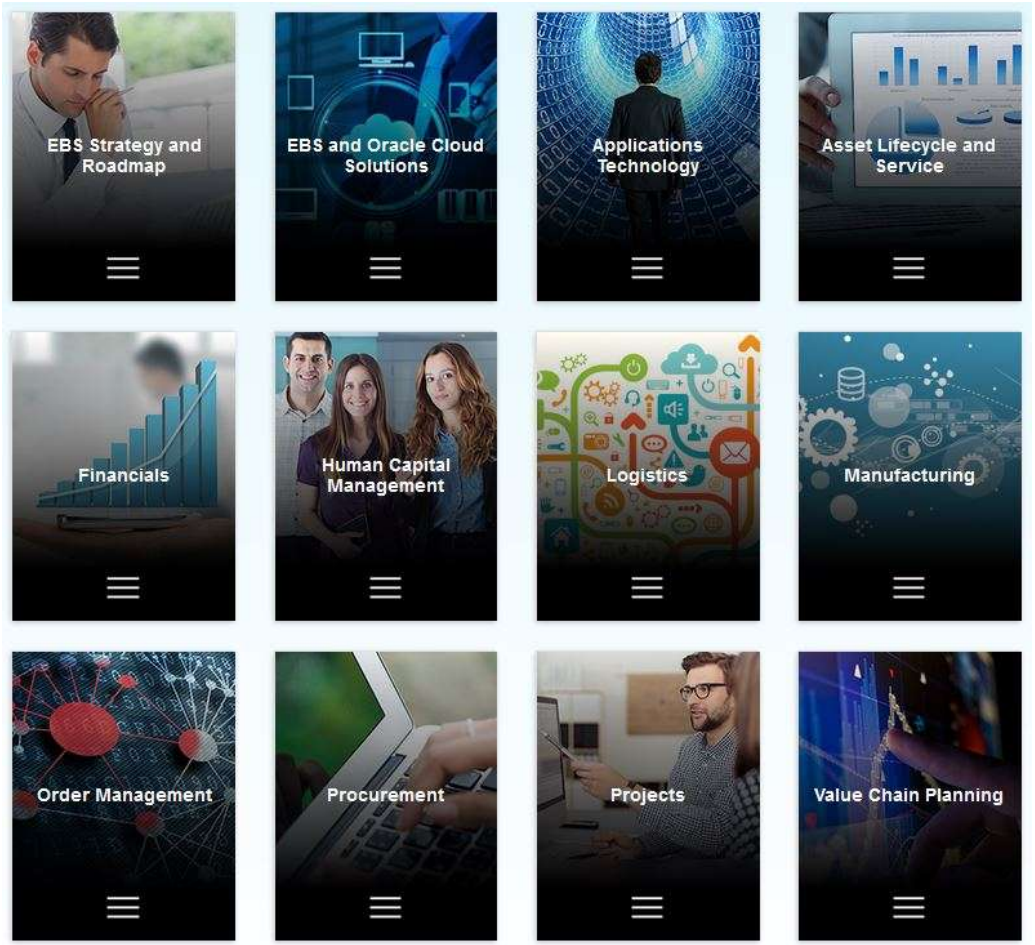

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Integrated Cloud

Applications & Platform Services

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