

Installed Base Program: Oracle Consulting Sales Deck

18/09/2018 & 02/10/2018 – Neuilly Sur Seine

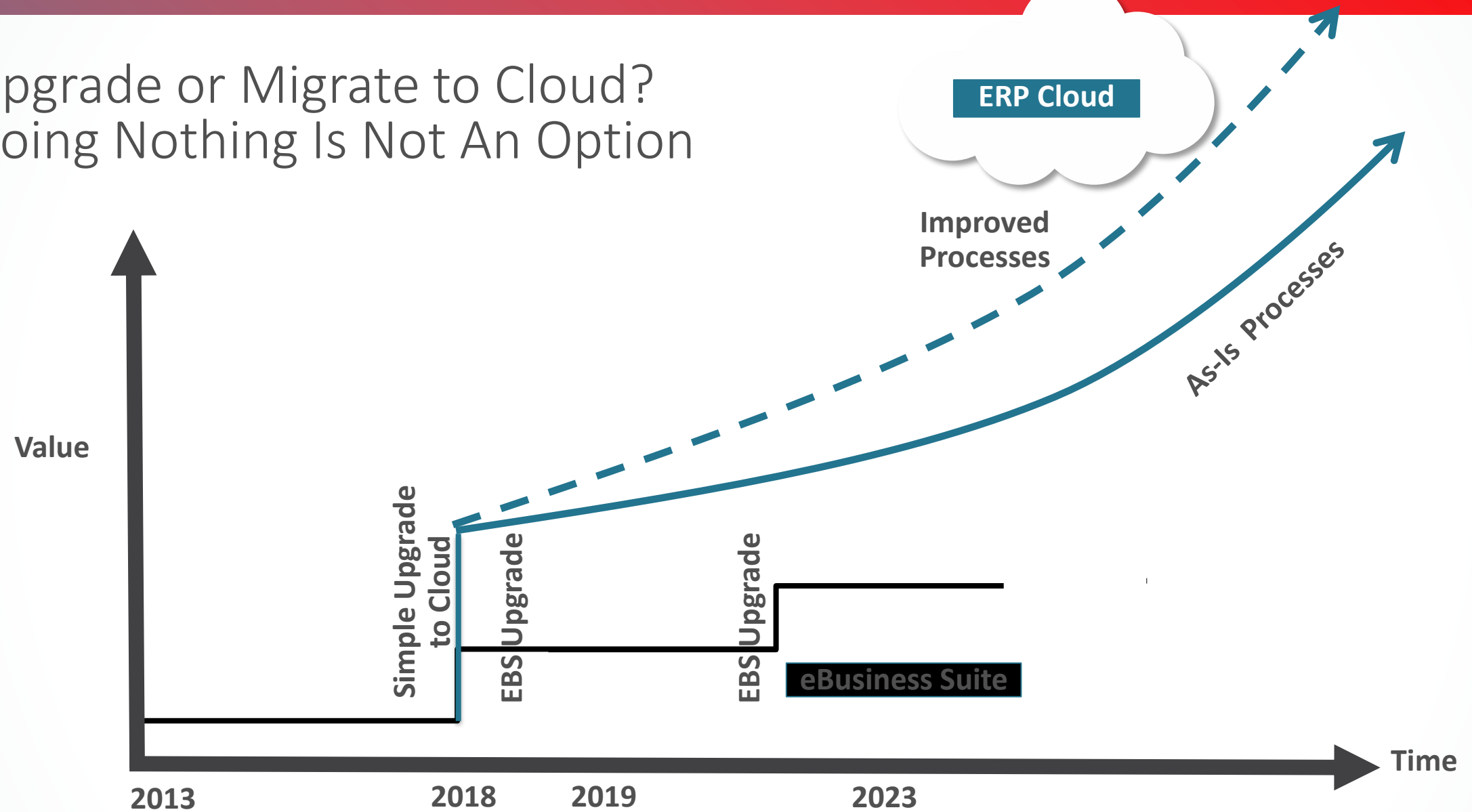


soar

Powered by True Cloud Method

CLOUD UPGRADE OFFERING

Upgrade or Migrate to Cloud? Doing Nothing Is Not An Option



Why Soar?

It's easy. It makes business sense. And it's the last upgrade you'll ever do.



Automation Means Innovation

Now it's an automated upgrade, and it's the last upgrade you'll ever do. We've focused on the technology so you can focus on your business.



Low Cost, High Speed

Implement in 3–6 months.

Redirect your time and funds toward innovation.



Ease and Transparency

Our mobile-friendly app guides and measures your upgrade progress, transforming the implementation experience.

Get Ready to Soar to the Cloud!

The Automated Upgrade Proposition:

Rapid Upgrade Tools



Evaluator, Configuration
Analyzer, Auto Configurator
& Data Migration



Accelerated Upgrade



With Oracle Soar, it will
be the last upgrade
you'll ever do



Oracle Commitment



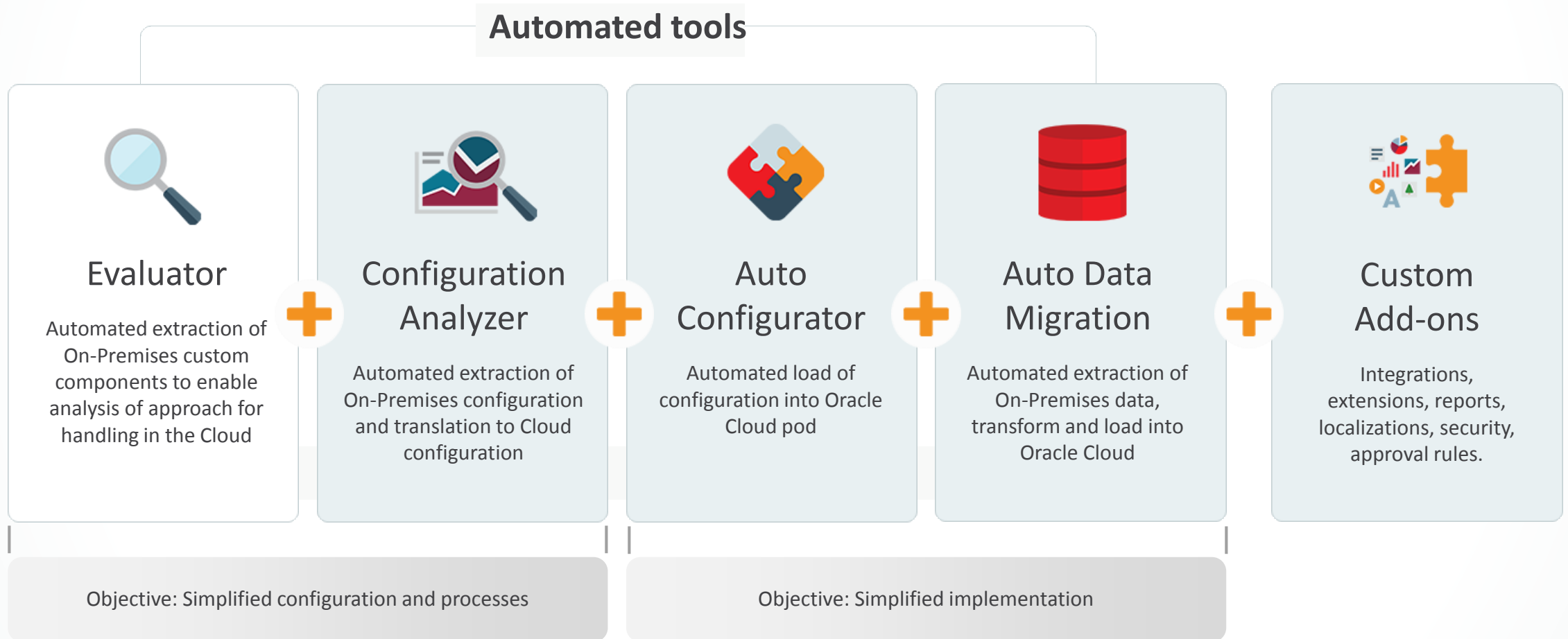
Bringing the best of
Oracle together

Reduction of time and cost by up to 30%



Rapid Upgrade Tools

The objective of this program is to reuse the existing investment of the configuration of the Oracle application and migrate this across to the cloud. These Soar tools make this easier, faster and more predictable.



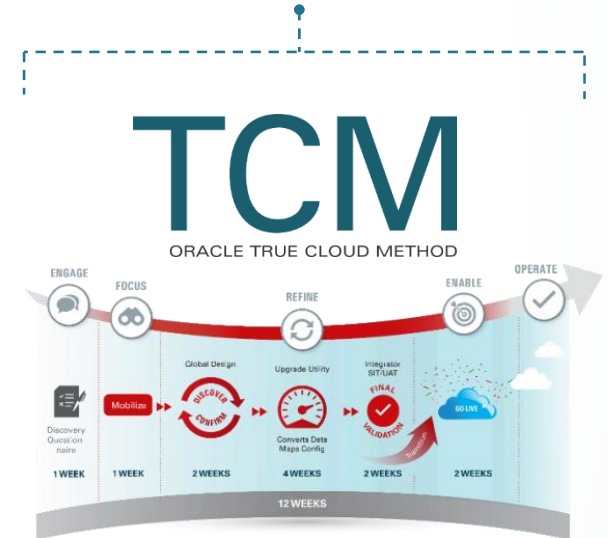
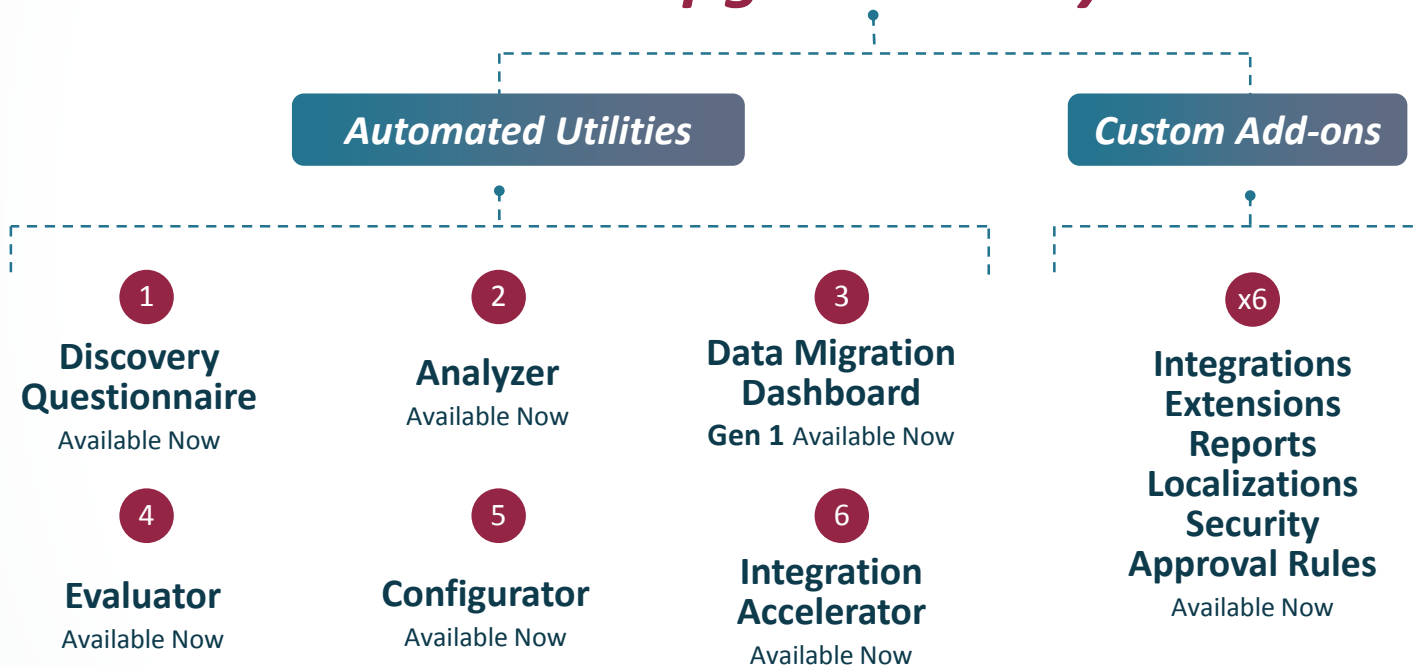
What's Included - ERP



ERP Automated Upgrade Utility



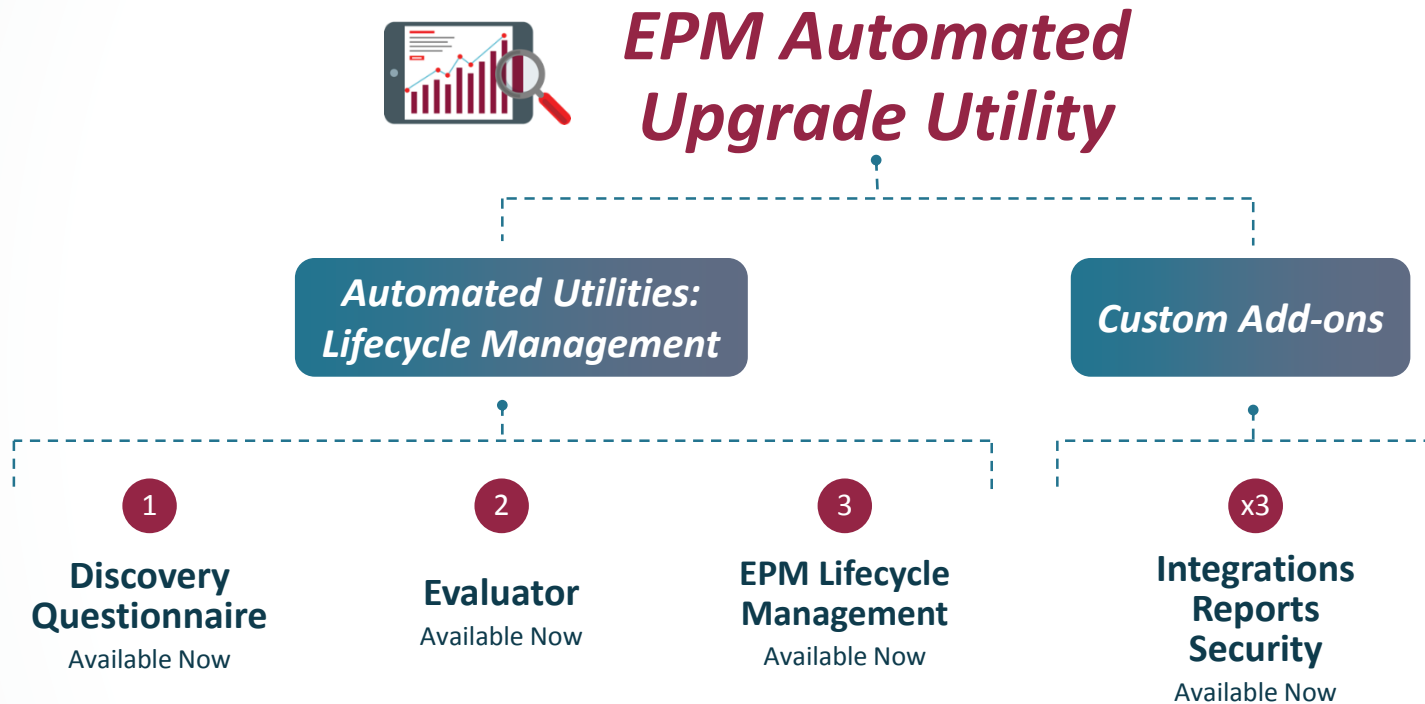
Automated Upgrade Process



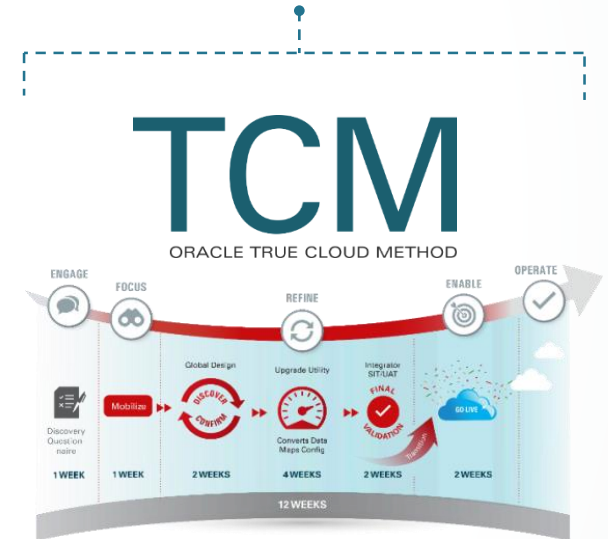
Powered by Automated TCM
Available Now

We've automated the work so you can reap the value.

What's Included - EPM



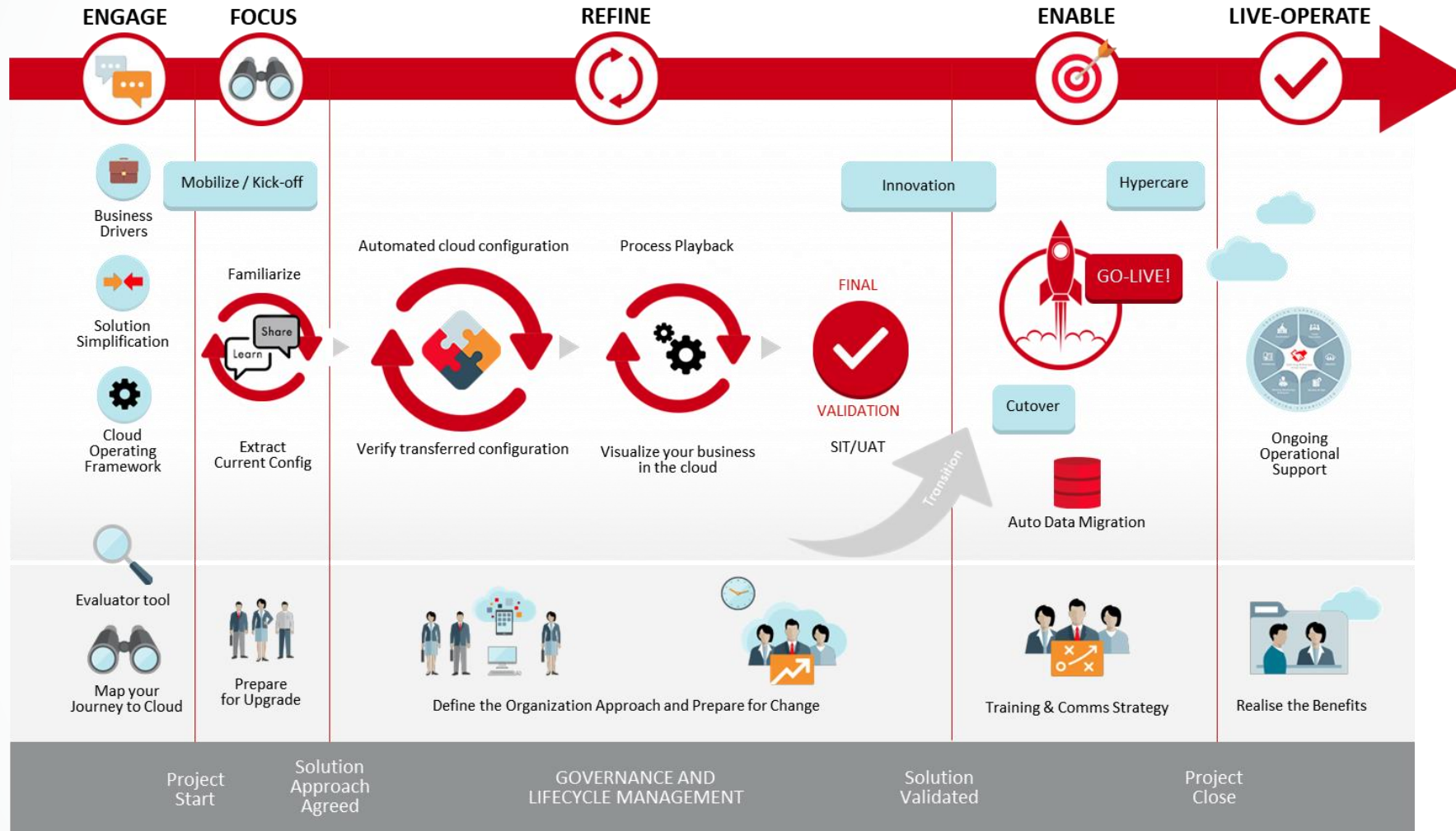
Automated Upgrade Process



Powered by Automated TCM
Available Now

We've automated the work so you can reap the value.

Accelerated Upgrade



Included in our project is an innovation component, e.g. chatbot

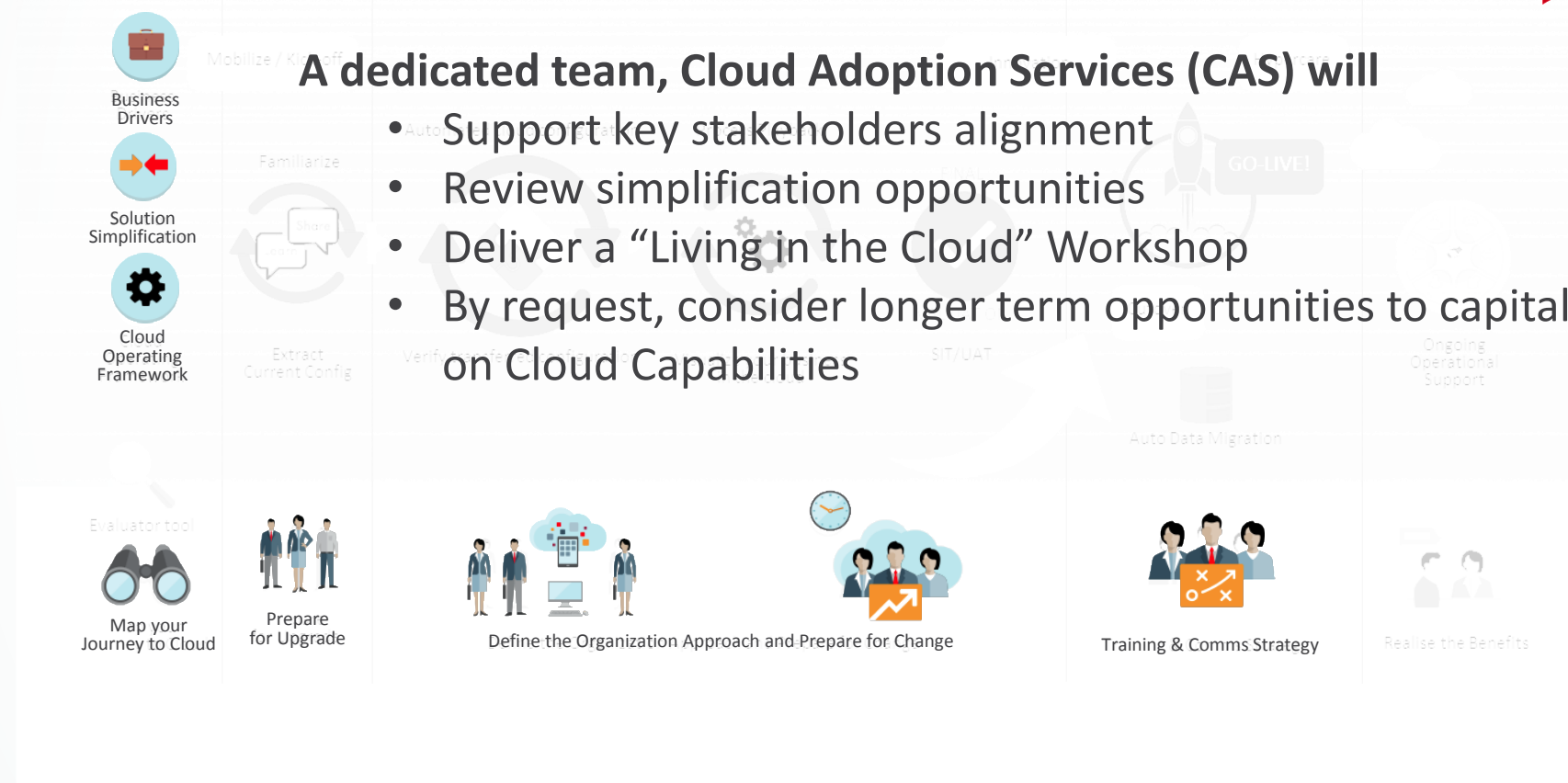
If you choose Oracle Soar, it will be the last upgrade you'll ever do

Accelerated Upgrade



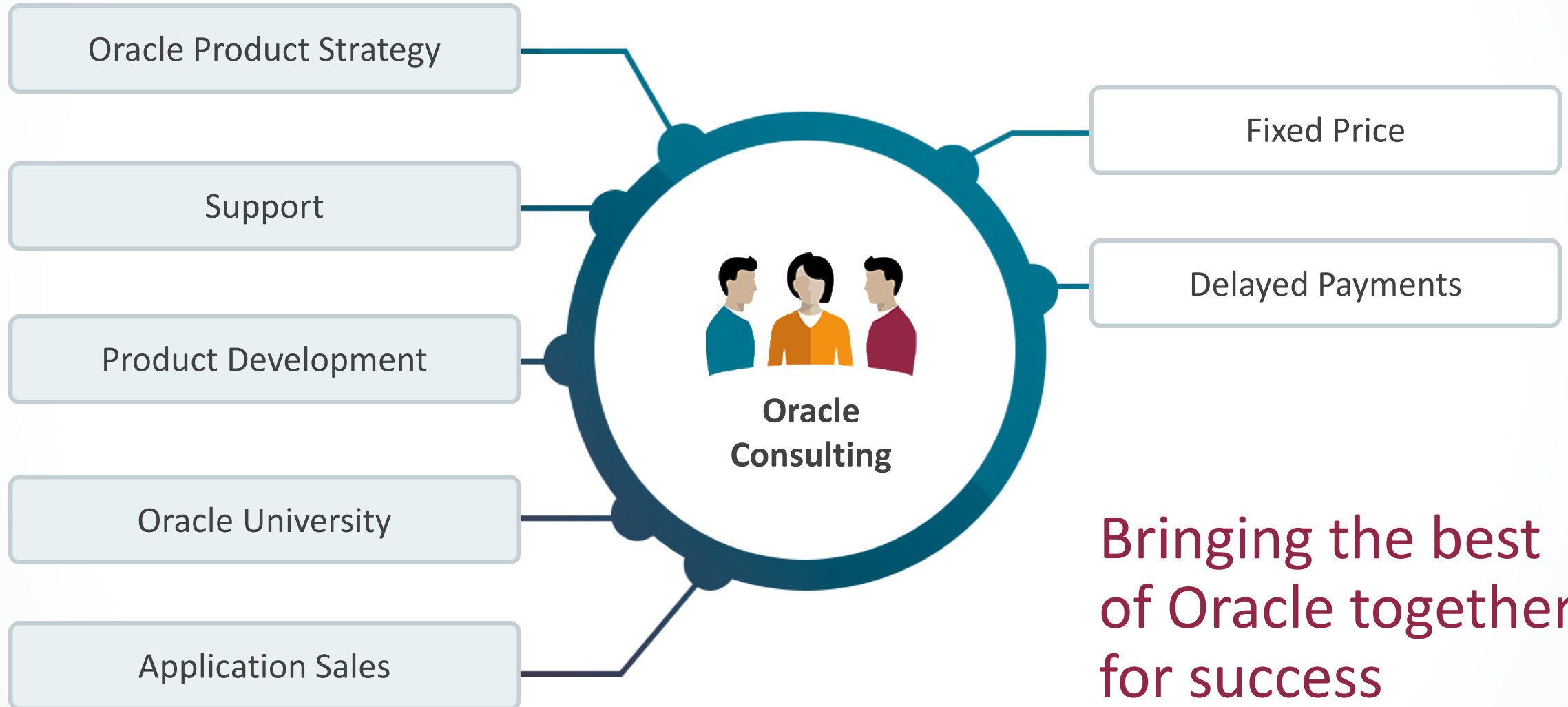
A dedicated team, Cloud Adoption Services (CAS) will

- Support key stakeholders alignment
- Review simplification opportunities
- Deliver a “Living in the Cloud” Workshop
- By request, consider longer term opportunities to capitalize on Cloud Capabilities



If you choose Oracle Soar, it will be the last upgrade you'll ever do

Oracle Commitment



Bringing the best
of Oracle together
for success



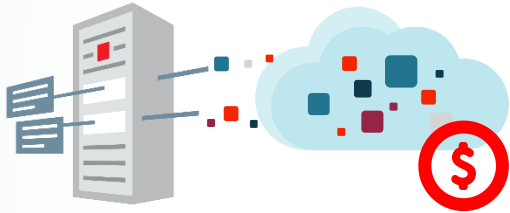
30%

Reduce the time
& cost of cloud
migration by
up to **30%**

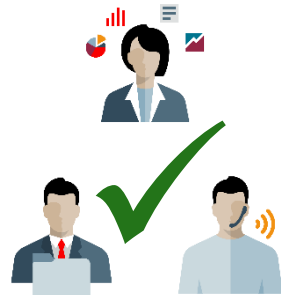
Delivers Customer Success

Presales process: how does this work?

1 **PREPARE** *Introduction, explanation and ROM*



2 **DISCOVER** *Customer validation: gain CFO sponsorship*



3 **DEVELOP & PROPOSE** *Prepare final proposal*



4 **CLOSE** *Gain customer approval and signature*



5 **PROJECT START** *Begin the project and download TCM assets*



6 **HANDOVER** *Project completion*



PROOF POINT

African Bank, registered in London.
Running eBusiness Suite Financials
required an upgrade. OC completed
migration to the cloud in 13 weeks

Saving of £200k

Conclusion : split of work between OC & Partners



ORACLE®

Upgrade to ERP Cloud
with SOAR assets & tools



Impacts on legacy
systems & customer's ETL



Change management



Geographical and
organizational
deployments



Functional scope
extensions



Functional maintenance

Short terms

longer terms

Q

&

A

ORACLE®



Frequently Asked Questions

FAQs

- **Is this programme only for Oracle Consulting?**
- The objective of this programme is to drive uptake of our installed base customers to the cloud. For many of these, the competition is “do nothing” so the offer from Oracle needs to be highly attractive with the assurance of a successful transition. Only Oracle can provide this through Oracle Consulting. By positioning this as an “upgrade” and tightly coupling the licence and Consulting involvement it is hoped to shorten the sales cycle and in some cases avoid open competition. Where we have done this in the past, the sales cycle has been as short as 3 months which is incredibly fast.
- **What is the value that Oracle Consulting delivers during this program?**
- One of the key differentiators of this programme for a customer is the commitment that Oracle is putting behind the migration to the cloud. This is provided by Oracle Consulting with the strong links established to Product Development. Additionally, OC has developed new tools and accelerators and heavily revised TCM to focus specifically on this programme. Therefore the IB programme is being launched with the full involvement and commitment of Oracle Consulting.
- **Can partners use the tools?**
- The tools have been built by Oracle Consulting and the TCM method has been adapted to take full advantage of the acceleration they bring. So the tools are not available for partners.

FAQs

- **What is segmentation?**
- Segmentation is the initial view the programme has taken of the installed base to understand it better. Some customers have very simple implementations and others have very complex, multi-national deployments. The programme has segmented the accounts into those where there is a strong likelihood of a 1:1 migration to the cloud – these are Standard accounts where the project will be simple. For other accounts the complexity is going to be greater for a number of reasons: size of footprint, number of business units or countries, amount of customisation etc. These are Standard+ accounts as they may need to make different decisions about the migration to the cloud: the project is going to be longer and they will need more help with the adoption.
- But it should be noted, that segmentation is only a starting point. During the discovery phases (post ROM), the programme will review carefully the information about the current state and work with the customer to advise the most appropriate project approach.
- **What is the saving to the customer using this upgrade approach?**
- We are targeting more than a 30% saving on the project with this approach. This is because we are able to use our tools and our experience to extract the existing configuration and transfer that across to the cloud. By reducing also the project duration, the customer's own project team costs are similarly reduced so this is an additional saving for the customer.

FAQs

- **I have a Peoplesoft customer. Can they be migrated to the cloud?**
- Yes it is possible to migrate Peoplesoft customers to the cloud. However, it is typical for these customers to have a large number of customisations. Also the “ease” of migration is going to be more difficult as the underlying structures are not as closely aligned between Peoplesoft and the cloud as they are with eBusiness Suite. For these reasons, Product Development have advised that all Peoplesoft customers should be Standard+. It should also be noted that not all tools can run in the same way on Peoplesoft too.
- **I have a customer with Process Manufacturing. Can they be part of the programme?**
- Oracle Consulting and Product Development have done a very detailed mapping of modules from eBusiness Suite to Fusion. There are some modules where there is direct equivalence, others where some modification is needed and others where there is no equivalent. Process Manufacturing does not currently exist on the cloud so the sales approach to the customer needs to consider this fact. But note: even in this case, there may be huge benefits to a customer of moving their Financials to the cloud. This may require a hybrid architecture which is more complicated but it should not exclude a discussion with the customer. But that is a sales decision.
- **My customer only has HCM. Can they be part of the programme?**
- The programme is based on an approach to the CFO. The marketing and sales material is targeted here so at this stage we have segmented where Financials or Hyperion are installed. In many cases, the customer also has HCM so we will include this in the scope of the project. But at this stage we are not targeting standalone HCM customers.

FAQs

- **I have a complex account. What should I do?**
- Complex customers are “business as usual” for sales teams. We would expect them to engage with Presales, Consulting, Cloud Enterprise Architects and other teams to prepare a proposition to the customer in the same way as now. The solution is going to be more complex and likely to be based on a transformation approach where much of the configuration is going to change so cannot be directly taken across to Fusion.
- **A 4 month project for my customer is too quick. What happens next?**
- For some customers, a 4 month project is the right thing. But for others this may to be too quick. During the customer engagement (post ROM), we will design the project to fit their timescales and make a reasonable adjustment to the estimates accordingly.
- **What are the customer success stories that can be shared from the programme?**
- Oracle Consulting have successfully implemented migrations to ERP Cloud utilising some of the accelerated tools that will be part of the Soar programme offering. This includes an international bank that is headquartered in London. Further details on this implementation can be found on the Wins2Reference portal:
<https://fsn.oraclecorp.com/winref/faces/WinStory?source=endeca&winId=53336>.

FAQs

- **Which activities will remain manual for the customer and/or Oracle in the Soar delivery approach?**
- Whilst the Soar migration to the Cloud will automate and accelerate a number of activities within the implementation, the following activities will still be important:
 - The customer's subject matter experts will need to lead the review of Cloud configuration to confirm it is appropriate for their business
 - Validation (testing) of the configuration in the Cloud - but we expect that this will be more straightforward as it will be based on the process configuration that they are already familiar with
 - Creation of any custom reports, integrations and/or extensions will be as this is managed today, and although we can utilise accelerators to drive these, it would still require specification review and testing
- **My customer has an extension available from a partner. Would OC work with the partner?**
- If this is a requirement from the customer, OC will work with the partner to include this solution. But note OC could not be responsible for this solution as we have not developed it.
- **Will OC lead all phases of the customer's cloud transformation program?**
- The primary responsibility for OC is to help the customer to the cloud. So the priority for OC is the first implementation. Later phases could be delivered by partners or by the customer themselves.

FAQs

- **Larry talked about the OC cost being 2 time ARR?**
- He did. However, at ROM stage for International we feel this could be misleading as the price could be more or less according to the situation. For some Standard customers, for instance, the cost could be much less while for others even with the same footprint it could be more. This could be because of their complexity or the number of countries they have implemented in. Also some customers haven't implemented all of the software they have bought so we feel it is better to review each situation individually.
- **What if the customer has a module which is not in the cloud?**
- This needs to be reviewed on a case by case basis as a direct 1:1 upgrade will not be possible. For some modules there is no roadmap for Product Development so a 3rd party product needs to be found (eg Treasury). For others, the roadmap exists but it has not yet been released. In each case, it is still possible to approach the customer about the Soar approach but the timescales would need to be reviewed carefully. For instance, it might be the customer could go first with Financials and follow with other modules as they are available.
- **I have a customer with Hyperion Financial Management. Can they be part of the programme?**
- As of now only Hyperion Planning to PBCS is included in the SOAR program. For HFM, the guidance from Product Development is that full FCCS product equivalence will be available approximately early 2019 with migration utilities shortly after. So any customer with HFM should not yet be offered the Soar program as there is likely to be difficulties in mapping the functionality.

Thank You