Installed Base Program:
Oracle Consulting Sales Deck

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

Automated tools

Evaluator
Automated extraction of On-Premises custom components to enable analysis of approach for handling in the Cloud

Configuration Analyzer
Automated extraction of On-Premises configuration and translation to Cloud configuration

Auto Configurator
Automated load of configuration into Oracle Cloud pod

Auto Data Migration
Automated extraction of On-Premises data, transform and load into Oracle Cloud

Custom Add-ons
Integrations, extensions, reports, localizations, security, approval rules.

Objective: Simplified configuration and processes
Objective: Simplified implementation
What’s Included - ERP

ERP Automated Upgrade Utility

Automated Utilities

1. Discovery Questionnaire
   Available Now

2. Analyzer
   Available Now

3. Data Migration Dashboard
   Gen 1 Available Now

Custom Add-ons

4. Evaluator
   Available Now

5. Configurator
   Available Now

6. Integration Accelerator
   Available Now

Integrations
Extensions
Reports
Localizations
Security
Approval Rules
Available Now

x6

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

Automated Upgrade Process

TCM
Oracle True Cloud Method

Powered by Automated TCM
Available Now
What’s Included - EPM

**EPM Automated Upgrade Utility**

- Automated Utilities: Lifecycle Management
- Custom Add-ons

1. Discovery Questionnaire
   - Available Now
2. Evaluator
   - Available Now
3. EPM Lifecycle Management
   - Available Now
4. Integrations Reports Security
   - Available Now
5. 

**Automated Upgrade Process**

- Powered by Automated TCM
  - Available Now

*We’ve automated the work so you can reap the value.*
If you choose Oracle Soar, it will be the last upgrade you’ll ever do.

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.
Oracle Commitment

- Oracle Product Strategy
- Support
- Product Development
- Oracle University
- Application Sales

Oracle Consulting

Fixed Price

Delayed Payments

Bringing the best of Oracle together for success
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

- 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
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=enedca&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