Evolve & Innovate – Your strategy and plans for getting and staying code-current!

Presented by: Patrick Neary, VP Global Sales and Marketing

December 10th, 2019

Agenda

- Waiting is not a strategy
- You had me at "stay-current"
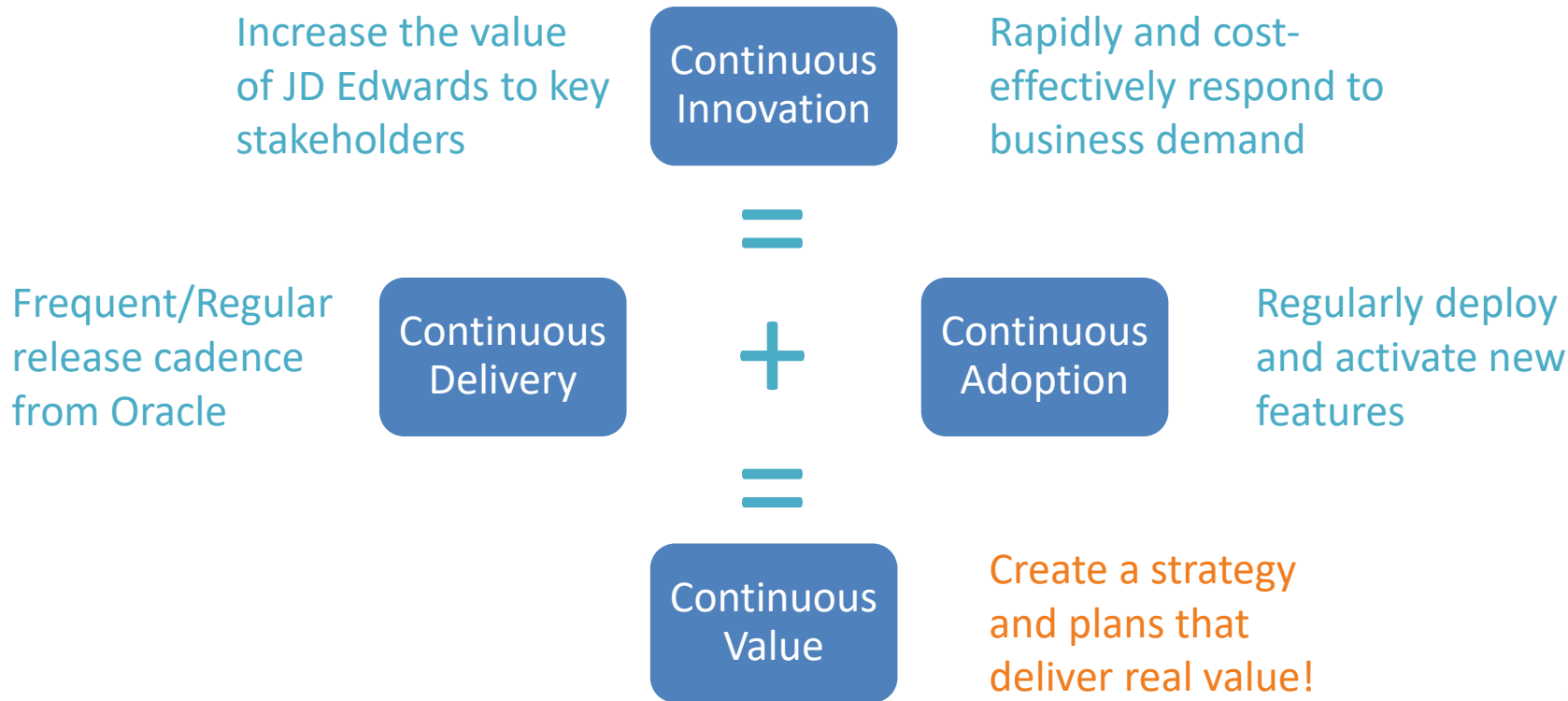- So what's your plan?
- Closing and questions

Waiting is not a strategy

Waiting is not a strategy

The keynote at Collaborate 2017 was an affirmation of Oracle's commitment to pursuing a strategy of continuous delivery for JD Edwards EnterpriseOne. Hammered home with the simple mantra:
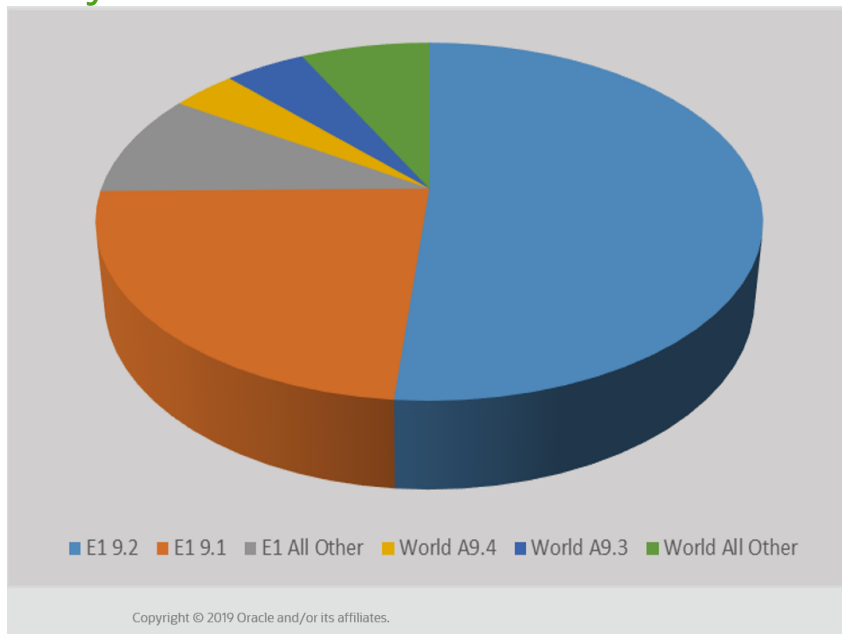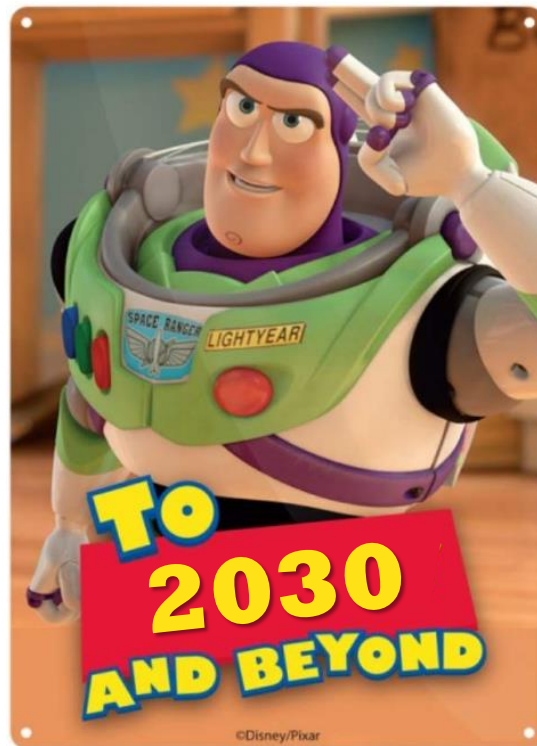
The 'Continuous' paradigm

Increase the value of JD Edwards to key stakeholders

Continuous Innovation

Rapidly and cost-effectively respond to business demand

=

Frequent/Regular release cadence from Oracle

Continuous Delivery

+

Continuous Adoption

Regularly deploy and activate new features

=

Continuous Value

Create a strategy and plans that deliver real value!

Waiting is not a strategy

Since its introduction in October 2015, there has been a significant move towards the adoption of 9.2. It's clear that many users are yet to make the move.
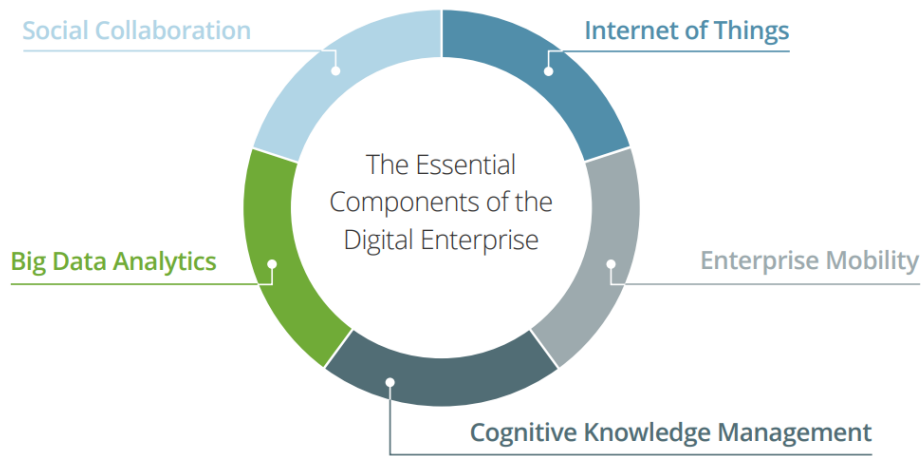

Legend: ■ E1 9.2 ■ E1 9.1 ■ E1 All Other ■ World A9.4 ■ World A9.3 ■ World All Other

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Waiting is not a strategy

By changing the release schedule and extending support for 9.2 by at least another seven years, Oracle has established the longest published support timeline of any major ERP software vendor.

TO 2030 AND BEYOND

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Waiting is not a strategy

JD Edwards EnterpriseOne 9.2 is a game changer for JD Edwards as it is built from the ground up with the digital enterprise in mind. Since being released, 9.2 has delivered a wide range of enhancements.

Social Collaboration

Internet of Things

The Essential Components of the Digital Enterprise

Big Data Analytics

Enterprise Mobility

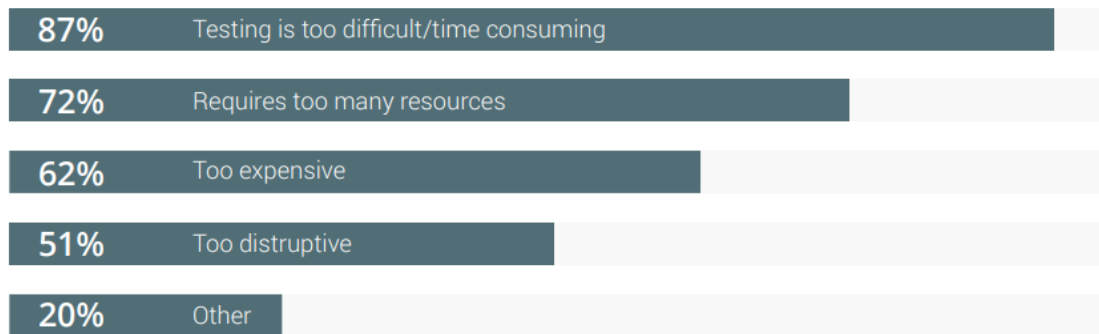Cognitive Knowledge Management

Waiting is not a strategy

The digital enterprise is one that embraces the pervasive use of digital technologies and more than that, it is a fundamental change in business process and policy – <u>a change in what we do and how we do it</u>.

Waiting is not a strategy

If we accept that organizations need to change what they do and how they do it, we must consider the challenges that need to be overcome as they strive to do things differently.

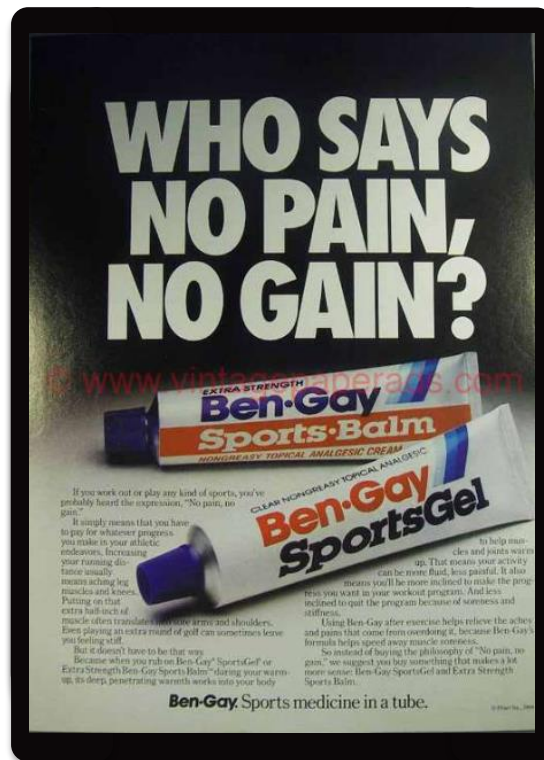## What Is Preventing You From Adopting A Code-Current Strategy?

87%	Testing is too difficult/time consuming
72%	Requires too many resources
62%	Too expensive
51%	Too distruptive
20%	Other

You had me at "stay current"

You had me at "stay-current"

An organizational commitment to staying current will lead to less disruptive change events, fewer demands on scarce resources and greater levels of adoption.

You had me at "stay-current"

By taking smaller updates on a more frequent basis and making best use of the resources and tools that are available you will run smaller, faster, smarter projects.
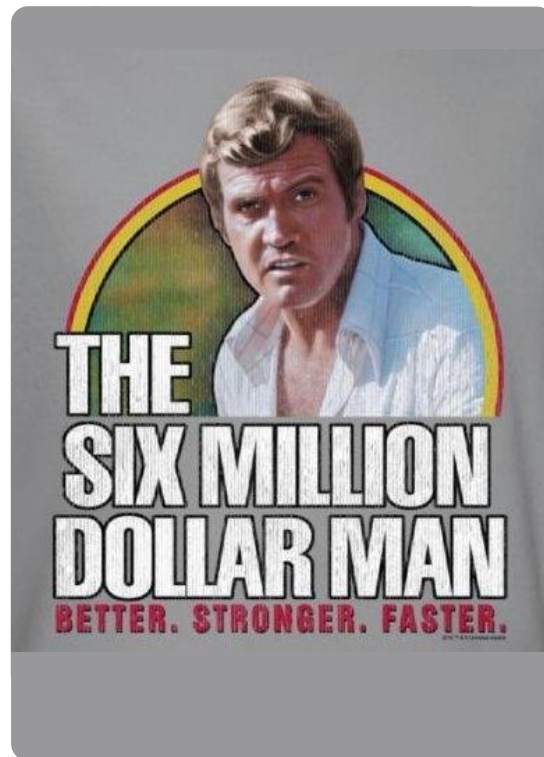
SMALLER → FASTER → SMARTER

Oracle resources

- UX One (Citizen Developer)

- Simplified Upgrade

- Customization Workbench

- Application Configuration Analyzer

- Data Dictionary Compare Report

- User Defined Code Compare Report

- Version Compare Report

- Customization Object Analyzer
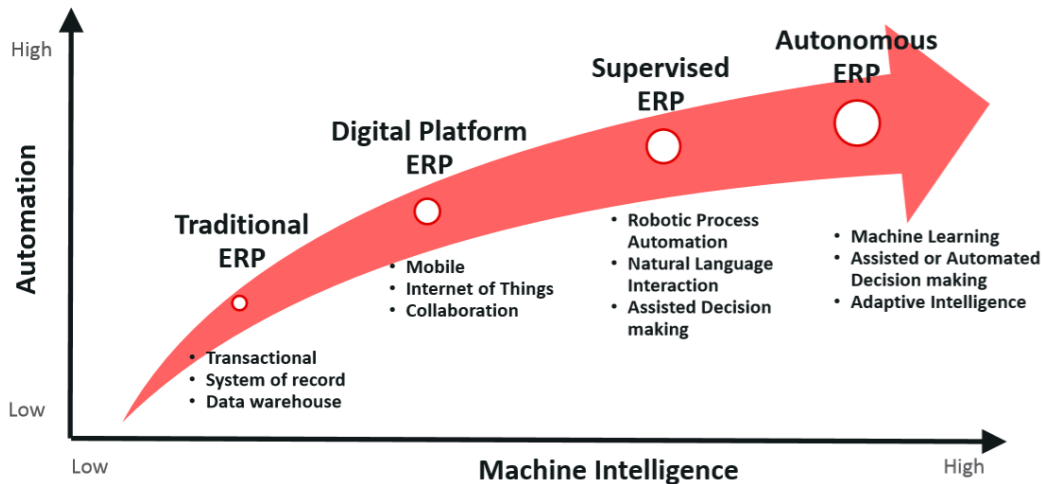
- Object Usage Tracking

- De-Customizer Report

You had me at "stay-current"

Being able to run more and better projects is arguably a prerequisite for taking full advantage of JD Edwards' Continuous Innovation delivery model.

You had me at "stay-current"

Oracle is investing large sums annually into JD Edwards EnterpriseOne; remaining code-current allows users to benefit immediately from the latest features and enhancements as they are released.

Significant investment to date…

Operational Simplification	Digital Transformation	UX One	ERP Modernisation
Dev Ops Automation	Orchestrations	Adapt, Augment, Extend, Automate	Extend and Complement
Upgrade Simplicity	Notifications	Personalisation and Extensions	Joint Venture
Future Proofing	Chatbots and Machine Learning	Modern User Experience	Lease Accounting

You had me at "stay-current"

Moving away from large infrequent CAPEX upgrade projects, to an OPEX based run, maintain, and evolve model, costs can be reduced, smoothed, and made more predictable.

So I got that going for me...

which is nice.

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You had me at "stay-current"

DWS has created a software-led "Code-Current Retrofitting as a Service" offering, Dimension Tempo, that allows organizations to plan, budget and execute on cost-certain annual updates without the trauma associated with large upgrades.

So what's your plan?

Continuous Adoption, delivered

- Set a cadence
- Aim to stay current
- Be predictable
- Deliver value
- Engage everyone

So what's your plan?

For each and every code-current change event:

1. Prepare
2. Plan
3. Execute
4. Go live

So what's your plan?

1. Prepare by thoroughly analyzing the business and technical impact of every ESU.
2. Plan to deliver maximum value with minimum disruption.
3. Execute by retrofitting and testing smarter!

So what's your plan?

Over the past 20+ years we have developed tools and service offerings focused exclusively on <u>helping companies lower their TCO</u> and maximizing the value of their EnterpriseOne deployments.

DIMENSION **DF** FOCUS

DIMENSION **DS** SWIFTEST

DIMENSION **DL** LOADTEST

DIMENSION **DT** TEMPO

"Code-current as a Service"

- Program/Project Management
- Business, Functional and Technical Consulting
- Functional and Technical Support
- Retrofitting as a Service
- Testing as a Service

So what's your plan?

After upgrading from 9.1 to 9.2 in 2016, B&G turned their attention toward adopting a code-current strategy in mid 2017. As the partner that delivered the technical retrofitting for their 9.2 upgrade, DWS was included in their vendor evaluation.

So what's your plan?

B&G committed to running annual code-current change events and contracted with DWS for a <u>3-year Dimension Tempo™ service agreement</u> and 3-year subscriptions to both Dimension Focus™ and Dimension SwifTest™.

B&G experience and plans

- 2018
  - Preparation, Jun
  - Retrofitting, Jul
  - Testing, Aug/Sept
  - NO-GO Decision, Sept
- 2019
  - Restart, Apr
  - Go Live, Sept

- 2020 plans
  - Preparation, mid-Jul
  - Retrofitting, Aug
  - Testing, Aug/Sept
    - 1 Intense "quarantine" week
  - GO / NO-GO, early-Sept
  - Go Live, mid-Sept

B&G opportunities to save/improve

- Preparation
  - Simultaneously look at the business/testing and code/retrofitting impacts
  - Dimension Focus
    - Project Dashboard, Heatmap, Linker
  - Dimension Tempo
    - Health Check, Impact Report
- Execution
  - Invest in script writing to automate testing
  - Leverage scripts to ease the burden of testing
  - Unit and system test before involving their users

So what's your plan?

Pharmavite adopted their code-current strategy to:

- Replace big upgrade projects with smaller code-current events.
- Improve the quality and speed of projects by automating testing
- Outsource technical retrofitting to free up internal development resources

So what's your plan?

As a result, Pharmavite has started budgeting annual OPEX projects and contracted with DWS for our entire portfolio products and services. Their stated goal is to **ensure that IT and E1 are more attuned and responsive to their business**.

Pharmavite experience and plans

- 2019
  - Preparation, Mar
  - Retrofitting, May/Jun
  - Testing, Jul/Aug
    - A lot of scripting!
  - .....
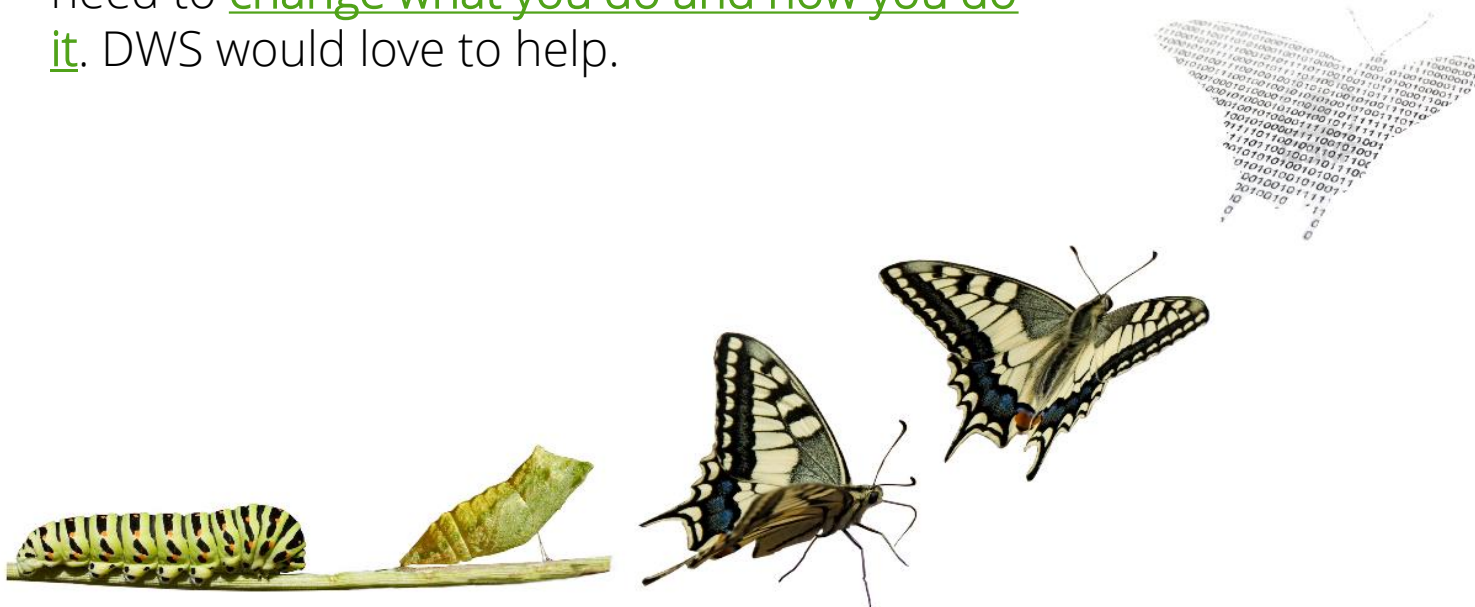
Closing and questions

Closing and questions

The DWS proposition is simple:
- Outsource management and retrofitting of your custom objects
- [Keep your company code-current with cost-certain multi-year service agreements](#)
- Test smart

Closing and questions

One final thought: To evolve and innovate you need to change what you do and how you do it. DWS would love to help.

About DWS

DWS is a leading provider of Oracle JD Edwards EnterpriseOne software services and products.

Since 1998, we have been providing development and technical services to organisations looking to customise, integrate, extend, upgrade or support implementations of EnterpriseOne. We also sell testing products that leverage our deep domain expertise and that help customers run smaller, faster and smarter projects.

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