



What's Next for Financial Management Solutions at Oracle?

Kevin Durand, Solution Architect, Oracle ERP
John Killen, Director, Oracle ERP



Program Agenda

- Oracle Applications Strategy
- What's next for Oracle's Financial Applications
 - eBusiness Suite, PeopleSoft, JD Edwards, Fusion
- Questions & Answers



Oracle Applications Strategy

- To offer significant functional value with easy to update Applications Unlimited releases
- To deliver Applications that can be adopted in a modular fashion alongside Applications Unlimited products
- To provide specialized line-of-business applications and transformative industry processes
- To design business applications & business processes to be delivered as software-as-a-service

Safe Harbor Statement

The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions.

The development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.

Oracle's Financial Management Solutions

Enterprise Performance Management

ORACLE®
E-BUSINESS SUITE

ORACLE®
PEOPLESFT ENTERPRISE

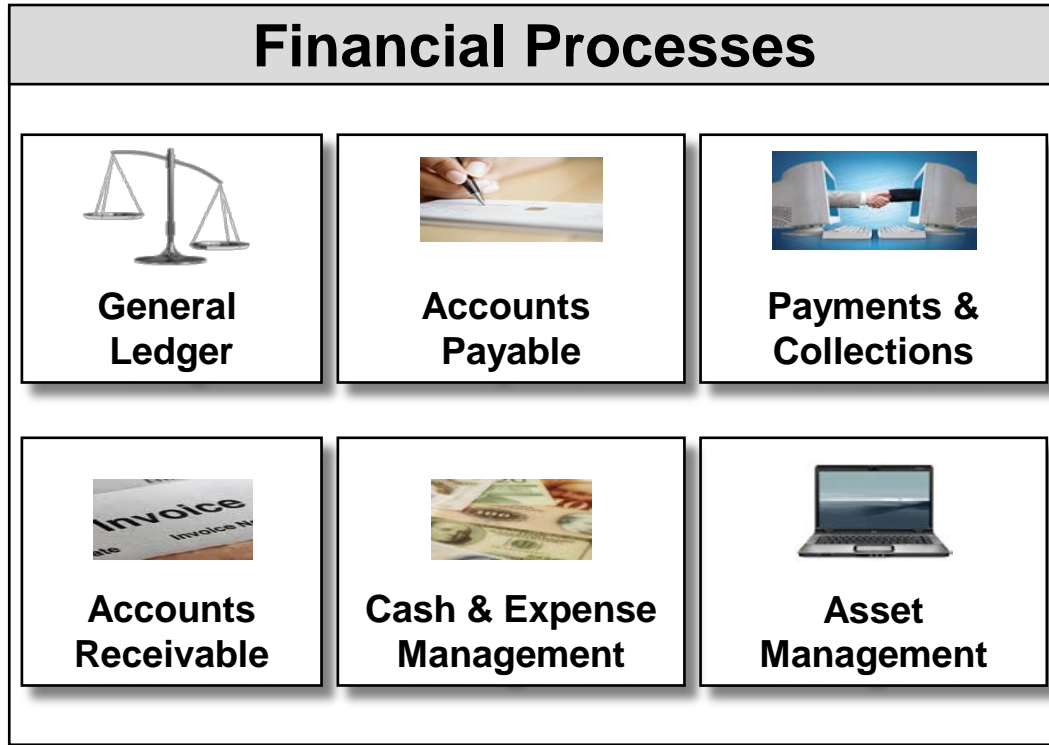
ORACLE®
JD EDWARDS

ORACLE®
FUSION APPLICATIONS

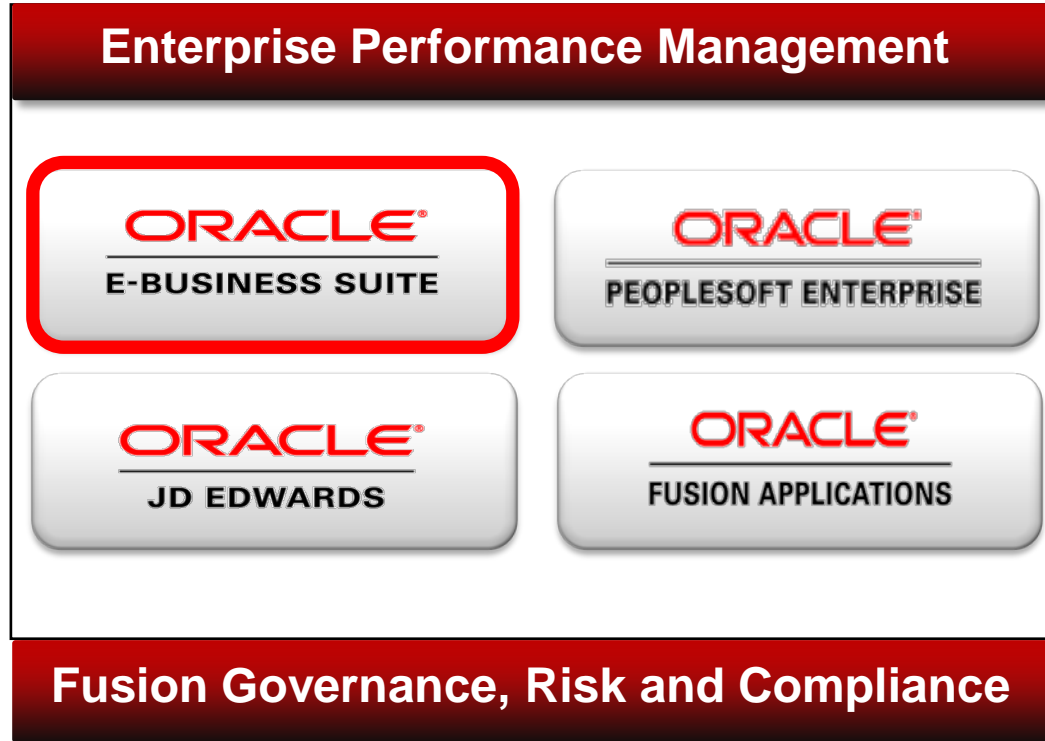
- ✓ Complete and integrated
- ✓ Streamlined processes
- ✓ Best-in-class capabilities

Fusion Governance, Risk and Compliance

Oracle's Financial Management Solutions



Oracle's Financial Management Solutions



Oracle E-Business Suite 12.1

- 16 New Products
- 575+ New Features
- 65 New & Enhanced Oracle Business Accelerator (OBA) Flows

Release Summary

- E-Business Suite Release 12 (2007)
- E-Business Suite Release 12.1 (2009)
- E-Business Suite Release 12.1.2 (2009)
- E-Business Suite Release 12.1.3 (2010)

Standardize & Simplify

- Procurement and Spend Management
- High Volume Warehouse Management
- Field Service & Mobile Field Service
- Integrated Talent Management
- Usability Enhancements and Richer Web 2.0
- Global Capabilities for HCM and Financials

Deep Industry

- Supplier Ship & Debit and Price Protection for Wholesale Distribution
- Site Hub and PIM for Retail/Communications
- Subcontractor Payments for Engineering & Construction
- Contract Lifecycle Management for Public Sector

Rapid Value

- New Value Chain Planning Solutions
- Supplier Hub and Supplier Lifecycle Management
- Actionable Insight with Dashboards and Analytics
- Pre-Built UPK content
- Global Risk & Compliance (GRC)
- Application Management Packs for Enterprise Manager

E-Business Suite 12.1 & 12.2 * Overview

Comply with Global Standards and Policies



- Meet worldwide accounting and reporting requirements
- Enforce country-specific travel policy compliance
- Meet environmental reporting standards

Increase Productivity



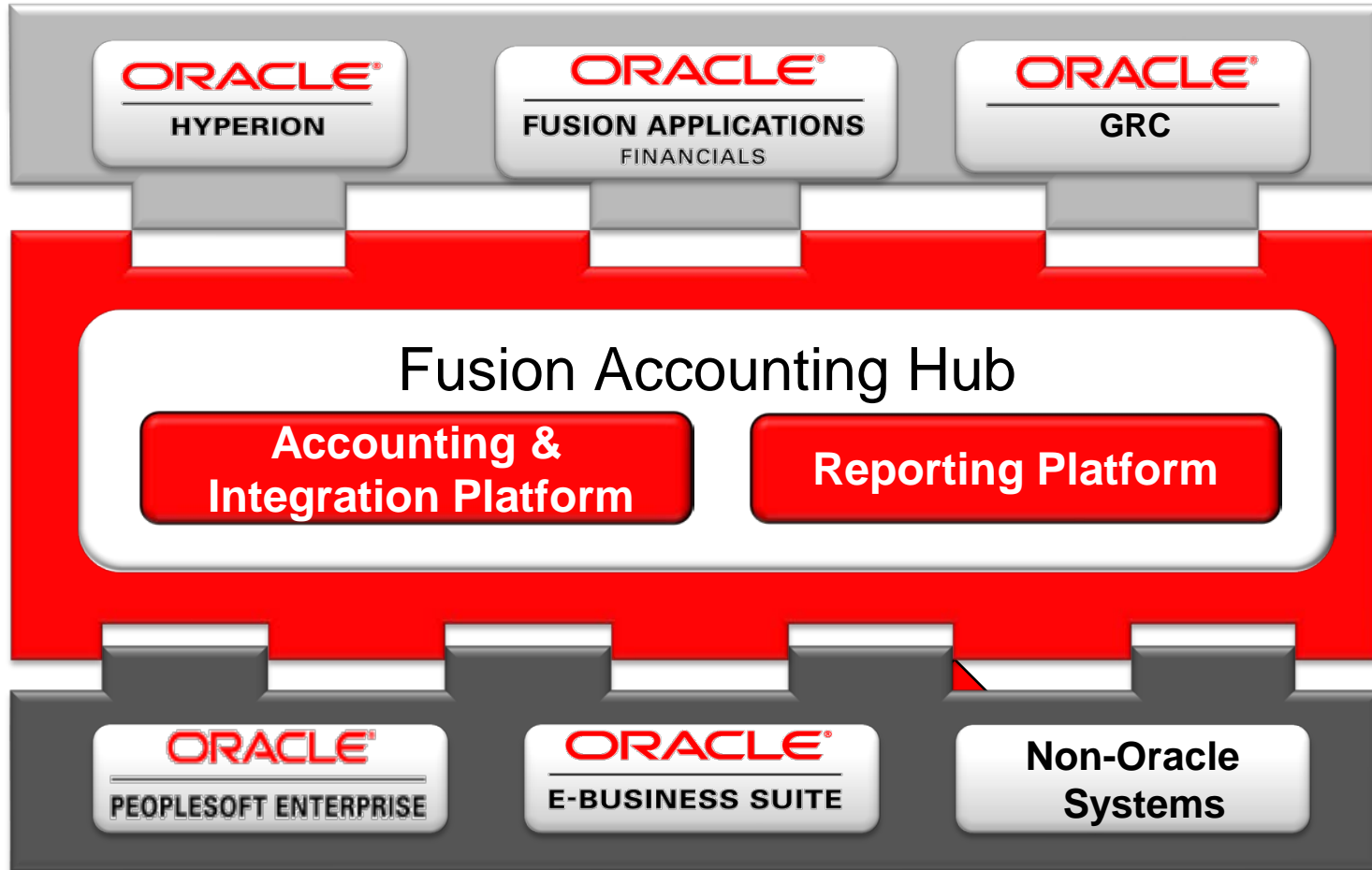
- Reduce DSO and increase collections
- Expedite expense reporting
- Increase AP invoicing efficiency

Improve Decision Support



- Leverage Fusion Financials with Fusion Accounting Hub integration
- Improve performance decisions with Hyperion integration

EBS Co-Existence with Fusion Financials

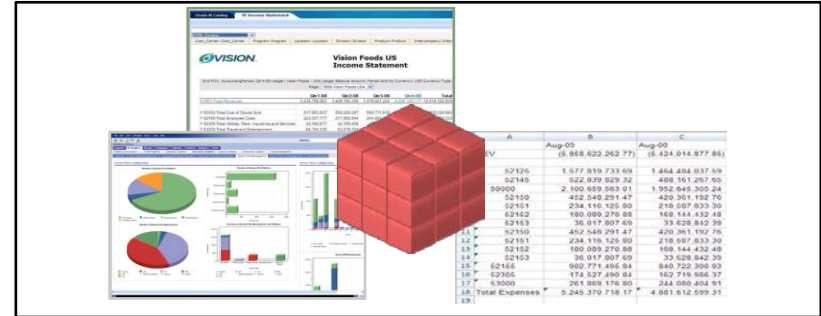


Fusion Accounting Hub



Accounting & Integration Platform

- ✓ Accounting consistency
- ✓ Flexibility to accounting changes (Multi-GAAP support)
- ✓ Complete audit trail & drilldown to source system
- ✓ Centralized control



Reporting Platform

- ✓ Embedded multi-dimensional cube inside General Ledger
- ✓ Instantaneous results to live data
- ✓ Self-service access to information
- ✓ Complete drilldowns to ledgers

What E-Business Suite Customers Are Saying



Saved >US\$131 M per year with shared services



Cuts Month-End Financial Reporting from 7 to 3 Days.



Reduced worldwide close time from 6 to 3 days



Reduced year-end close time from 15 to <1 day to meet OMB requirements



Accelerated the close by 25% and streamlined accounting processes from 600 to \approx 200 processes.



Moved to a single global instance using a shared service center for 30 countries

Oracle's Financial Management Solutions

Enterprise Performance Management

ORACLE®
E-BUSINESS SUITE

ORACLE®
PEOPLESFT ENTERPRISE

ORACLE®
JD EDWARDS

ORACLE®
FUSION APPLICATIONS

Fusion Governance, Risk and Compliance

Oracle PeopleSoft 9.1

- 3rd Release Since Acquisition
 - 21 New Solutions
 - 1,350 New Features
 - 200 Industry Specific Enhancements

Release Summary

- PeopleSoft 9.0 (2007)
- PeopleSoft 9.1 (2009)

Increase Productivity

- Web 2.0 Based User Experience via PeopleTools 8.50
- PeopleTools 8.50 Backward Compatible with 8.4 to 9.0
- Workforce Engagement, Collaboration and Productivity Tools
- Actionable Insight with Workbenches, Dashboards and Embedded Analytics

Accelerate Business Performance

- Integrated Talent Management
- Global Workforce Management
- Financial Reporting and Control
- Optimization of Period End Close
- Manage Liabilities & Assets
- Industry-Specific and Global Capabilities

Lower Cost of Ownership

- Application Management Pack for Enterprise Manager
- Lifecycle Management Tools
- AIA and Expanded Web Services
- Talent Management 9.1 Integration to HCM 9.0 and 8.9
- Pre-built UPK Content

PeopleSoft Financials 9.1 Overview

Automate Compliance & Controls



- Enforce corporate policies with expanded approval workflow
- Control travel costs with new reports and control mechanisms
- Automate compliance & controls with new audit and security frameworks

Accelerate the Close Cycle



- Manage the close process from a central location
- Accelerate GL close processes (i.e., allocations, consolidations, & reconciliation)
- Improve efficiency through automated accrual processing

Maximize Cash



- Reduce liabilities faster
- Improve cash visibility with enhanced Cash Management
- Increase collections and reduce DSO with new workbenches

Collections Workbench

SetID: Unit: Customer: Florence Garden Level:

[Display Currency USD](#) [Add Conversation](#) [Personalize Content](#)

Action List

Reassign Action

General 1 | General 2 | General 3 1-2 of 2

	Status	Action	Customer	Customer Name	Unit	Customer Balance	Currency	Past Due	Currency
<input type="button" value="Details"/>	New	Send Other Letter	1002	Easy Solutions	US001	\$1,000.00	USD	\$1,000.00	USD
<input type="button" value="Details"/>	New	Send Other Letter	1010	Florence Garden	US001	\$1,000.00	USD	\$1,000.00	USD

Configurable Action List

Customer Details

Customer ID:	1010	Contact Title:	Manager of All	Pay History Days:	N/A for Level
Customer Name:	Florence Garden	Bill To Address 1:	2710 Mission street	AR Specialist:	
Balance:	49,177.03	Primary Contact:	Jeffreys, Jenny	Last Finance Charge:	N/A for Level
In Process Payments:	0.00	Last Follow Up Letter Date:	2008-03-05	Collections:	1,080.93
On Account Payments:	0.00	Last Item Amount:	2,150.11	Recent High Balance:	49,177.03
Unapplied Payments:	0.00	Last Item ID:	OC-62	Disputed Balance:	10.00
Prepayments:	0.00	Last Payment	0.00	Last Finance Charge:	N/A for Level

Work areas

Corporate Credit Limit: \$0.00 **Display Currency:** USD Corporate Credit Currency

Corporate Balances 1-5 of 5

Customer Hierarchy	Item Balance	Past Due	Credit Limit
[-] 1 - 1000 - Alliance Group	\$1,275,338.90	\$1,275,171.68	
1.1 - 1000 - Alliance Group	\$1,271,043.40	\$1,271,043.40	\$100,000.00
[-] 1.2 - CWB101 - Collections Workbench 101	\$4,295.50	\$4,128.28	
1.2.1 - CWB101 - Collections Workbench 101	\$3,254.09	\$3,190.48	\$0.00
[-] 1.2.2 - CWB2001 - Collections Workbench Level 2	\$1,041.41	\$937.80	

Expanded Hierarchy
Break-down outstanding balances

PeopleSoft Financials 9.2* Overview

Improve Decision-Making



- Real-time reporting for finance & operations management
- Visual display of supplier hierarchies to better manage relationships and liabilities
- Operational metrics to improve business process flows

Increase Productivity



- Improve productivity with one-stop shop to manage work
- Improve usability for casual users (suppliers, customers)
- Improve efficiency for power users with usability improvements (AP, BI)

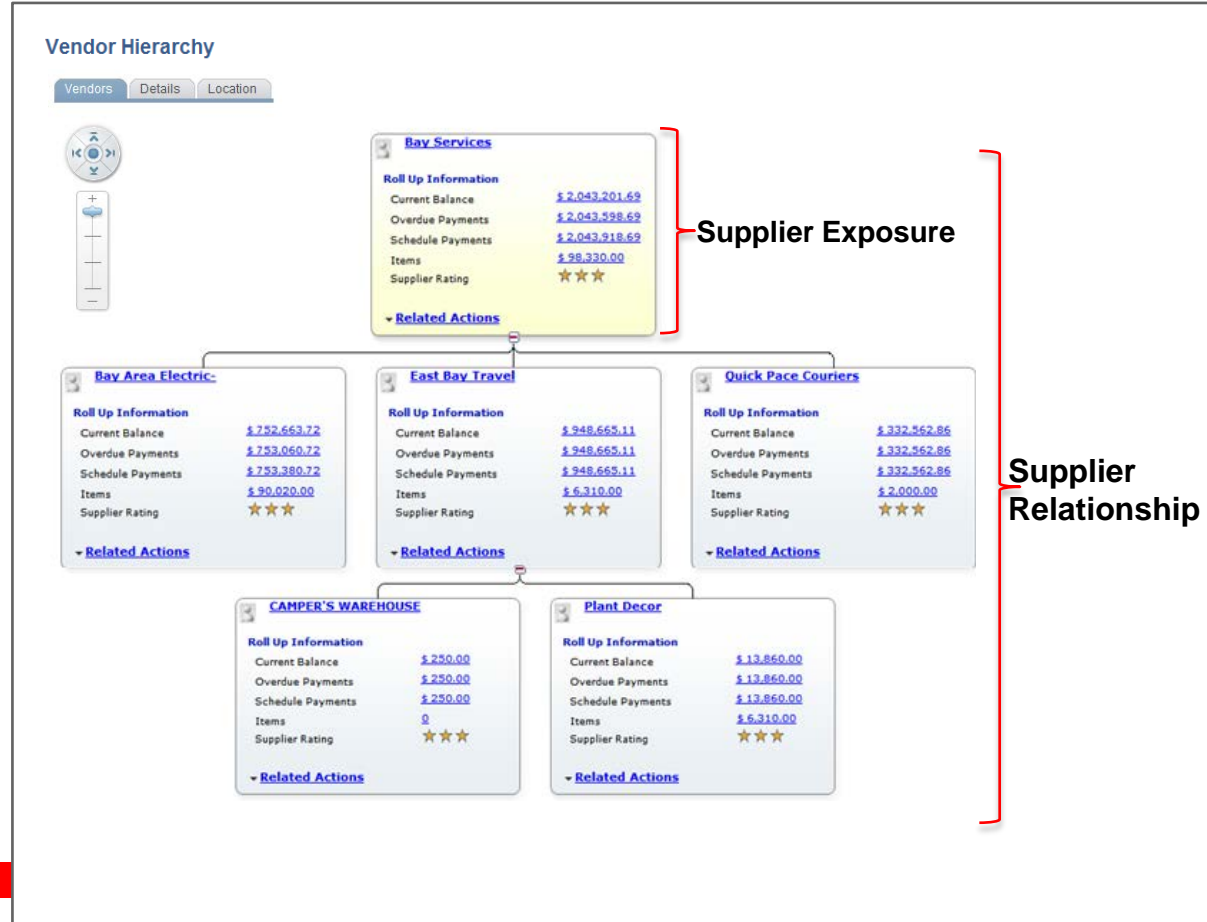
Tighten Controls



- Automate business request & approval for control data
- Extend & improve workflow for tighter control of enterprise risk
- Improve system performance with business-driven processing rules

Vendor Visualization

- Facilitate Supplier Negotiations
- Increase Transparency to Liability Exposure & Payment by Relationship
- Improve Cash Position Management
- Improve Efficiency Through Quick Actions



What PeopleSoft Customers Are Saying



Eliminated paper-based approvals for 600 requisitioners



Accelerated financial close from 15 to 7 days



Improves global cash visibility & reduces interest expense by \$4 M



Cut year-end financial close from 6 - 7 months to a few weeks



Improved decision-making & increased transparency university-wide



Gained greater visibility and control, which gives Fedex tremendous competitive advantage.

Oracle's Financial Management Solutions

Enterprise Performance Management

ORACLE®
E-BUSINESS SUITE

ORACLE®
PEOPLESFT ENTERPRISE

ORACLE®
JD EDWARDS

ORACLE®
FUSION APPLICATIONS

Fusion Governance, Risk and Compliance

JD Edwards EnterpriseOne 9.0 & Tools 8.98

- 2 New Product
- 524 New Features
- 476 Customer-Driven Enhancements



Applications		Tools
	<ul style="list-style-type: none"> • Apps 9.0 (2008) • Apps 9.0 Update 1 (2009) 	<ul style="list-style-type: none"> • Tools 8.98 (2008) • Tools 8.98.1/2 (2009) • Tools 8.98.3 (2010)
More Modules	<ul style="list-style-type: none"> • Project & Government Contract Accounting • Fulfillment Management <ul style="list-style-type: none"> • Manage Supply (based on rules) <ul style="list-style-type: none"> • Improved Customer Service • Decrease Administrative Cost 	
More Capabilities	<ul style="list-style-type: none"> • Added industry specific features: Manufacturing, CPG, Real Estate, Food and Beverage, E&C, Distribution • Added core business features: Financials, HCM, Sales Orders, Configuration 	
More Tools	<ul style="list-style-type: none"> • Rapid Installation with Oracle VM • Advanced System Management Utilities • Innovative User Interface and Reporting 	
More Oracle	<ul style="list-style-type: none"> • AIA: Oracle CRM On Demand • AIA: Oracle Value Chain Planning • AIA: Oracle Agile PLM • AIA: Oracle Primavera P6 • OBIA 7.9.6: Financial Adapter • OBIA 7.9.6.2: Supply Chain and Order Management Adapter • Fusion Middleware 11g • Oracle Enterprise Manager Applications Pack for JDE E1 • Oracle Database RAC and Sun Oracle database machine • UPK pre-built content 	

JD Edwards Overview 9.0 & 9.1*

Improve Reporting & Compliance



- Meet environmental reporting standards
- Provide robust reporting capabilities
- Leverage the power of Oracle Enterprise Performance Manager with a JD Edwards EnterpriseOne adapter

Meet Global Requirements



- Managing your commercial and US government contract billing
- Automating the account reconciliation process
- Looking ahead to IASB/FASB Convergence

Increase Productivity

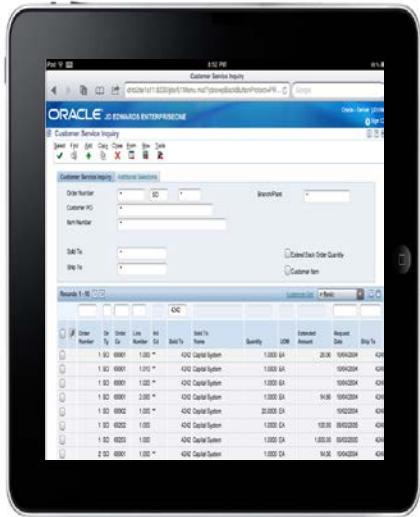


- Do more with less navigation and clicks
- Reduce time-consuming searches with query capabilities
- Perform work on-the-go with mobile applications

Looking to the Future with Mobile Applications



Expense Management on a smart phone



Customer Service Inquiry on a tablet

- Provide support for mobile devices such as smart phones and tablets
- Support for our customers in today's always on-the-go/always connected society
 - Approve an expense report while sitting on the beach
 - Enter your travel expenses as you incur them
 - Review a Sales Order's status while visiting with the customer
 - Process a service work order in the field with only lifting one finger to operate your tablet
- Empowers our customers to answer important questions now, not when they get back to their desk

What JD Edwards Customers Are Saying



Cut payment processing
by \$200,000 by
centralizing services



Improved error margin
of sustainability reports
from 20% to 1% - 2%



Eliminated 10%
downtime



Completed Release 9.0
upgrade in 4 months
without business
disruption

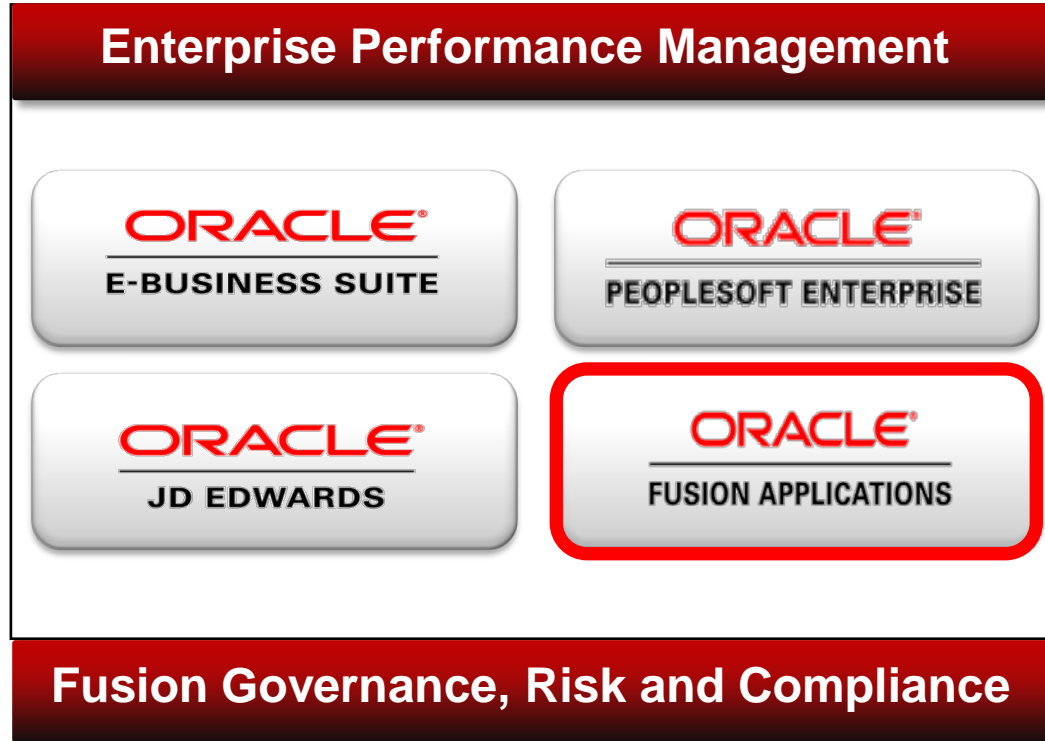
Turner Industries

Reduced IT costs
4% - 6% of gross sales
vs. industry average of
1.5% - 2%



Reduced month-end
financial reporting from
4 weeks to 3 days

Oracle's Financial Management Solutions



Fusion Financials Overview and Roadmap

Make Decisions Faster



- Ensure consistent access to real-time information
- Improve timeliness with self-service access to reports
- Make better decisions during transaction entry with embedded intelligence

Adapt to Change at Less Cost



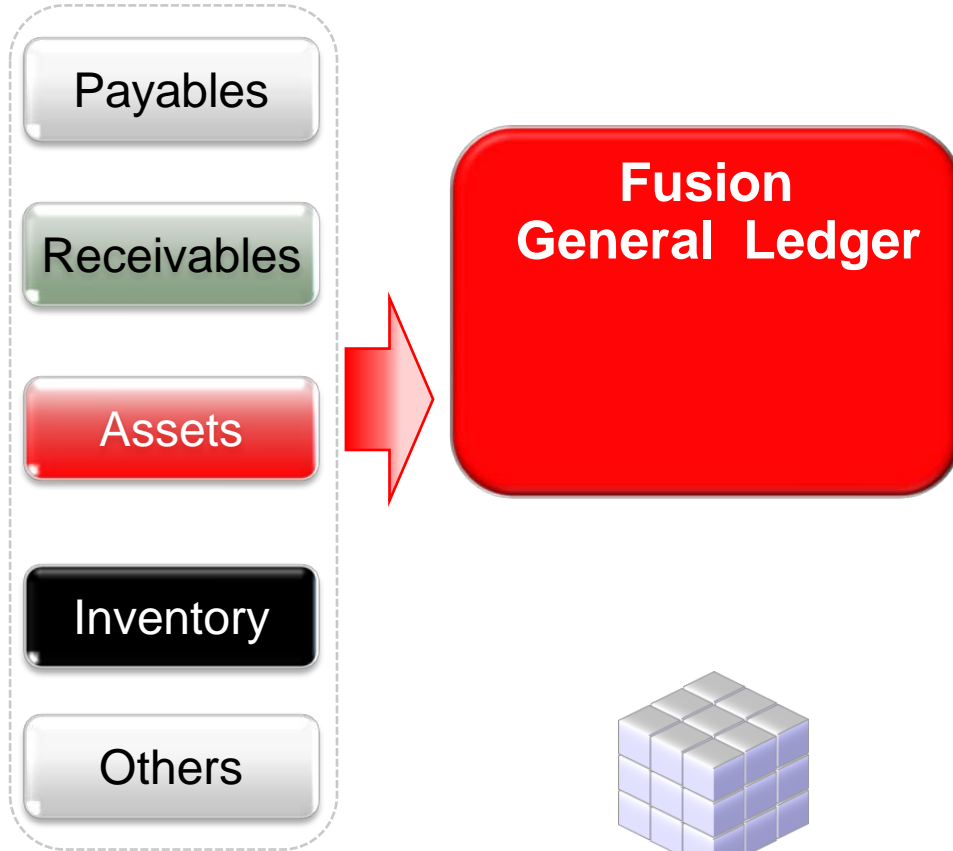
- Easily change business processes that survive upgrades
- Adopt Fusion Financials at your pace (full or partial suite)
- Reduce IT costs with 100% open, standards-based platform

Increase Productivity



- Increase personal efficiency with role-based dashboards
- Reduce workload and data entry with productivity tools
- Increase staff productivity with workload balancing

Real-Time Updates to Multi-Dimensional Cube



- ✓ **Multidimensional Balances** embedded in General Ledger
- ✓ **Instantaneous Results** updated upon posting

What Customers are Saying About Fusion



I was **REALLY** impressed with the reporting capabilities and immediately realized this was the answer to our reporting challenge.

Kathleen Kelly, Manager of Financial Systems



“It's all about that user experience. **Being able to do your job so much quicker and more efficiently** and with less opportunity for error because the system works the way that you do.



Everything about the new way of reporting will result in huge time savings and huge efficiencies, resulting in analyzing accounts and reconciling balances much more quickly.”

Summary

Innovating through Continued Investment

Enterprise Performance Management

ORACLE®
E-BUSINESS SUITE

ORACLE®
PEOPLESOFT ENTERPRISE

ORACLE®
JD EDWARDS

ORACLE®
FUSION APPLICATIONS

Fusion Governance, Risk and Compliance

- ✓ Adoption of next generation software without full upgrade
- ✓ Greater productivity with UI advancements
- ✓ Mobile technology to work anywhere
- ✓ Innovative reporting platform for access to live data



Related SAOUG Sessions

- **Fusion Applications General Panel Discussion**
Monday 14:30 – 15:30 CIVET Room
- **Keynote: Fusion Applications Overview & Oracle Applications Strategy**
Monday 16:05 – 16:50 Pilanesberg AB Omega Room
- **An Inside Look into Oracle Fusion Applications**
Tuesday 11:20 – 12:00 Jacaranda Room (Sun City Hotel)
- **JD Edwards EnterpriseOne Tools Product Strategy & Roadmap**
Tuesday 11:20 – 12:00 Kudu
- **Oracle Fusion Procurement Demonstration**
Tuesday 13:55 – 14:35 Eagle Room

Q&A

Safe Harbor Statement

The preceding is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions.

The development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.