



# Oracle E-Business Suite R12 Managed Release Program

## *User Group / SIG Assessments*

The focus of the EBS R12 Managed Release Program (MRP) is to ensure internal product readiness within Oracle. Components of the MRP are designed to promote R12 readiness and awareness within Oracle's Support, Consulting, Sales, Marketing, and other lines of business. In addition, there are components of the MRP that are focused on building R12 awareness within the customer and partner community.

The User Group / SIG Assessment component of the MRP will include selected User Groups and Special Interest Groups (SIGs) in a series of recorded demonstrations of EBS R12 applications. Through this program, Oracle will provide a detailed review of a new product release earlier in the release cycle than ever before. Feedback from the participants may be used as input for R12 marketing deliverables planned for Oracle OpenWorld in October.

## **Program Definition**

Program participants will have the opportunity to view pre-recorded demonstrations of key features and functionality in Release 12. The demonstrations will be recorded by an Oracle Applications Product Manager (or Product Strategist) who has a deep understanding of the specific product being demonstrated. Participants will view the demo remotely, at their convenience. Program participants will be encouraged to complete a post-demo survey designed to gather customer feedback. The pre-recorded product demonstrations are planned to be available in early October, 2006.

## **User Group/SIG Nomination Process**

The [International Oracle Users Council](#) (IOUC) will act as the single focal point to Oracle, and will work with the user councils to nominate qualified User Groups or SIGs to participate in the program. Nominations will be made by IOUC board and committee members via a survey on the IOUC web site.

Nominations will be evaluated by Oracle's Application Development group. If accepted by Oracle, Oracle will contact the primary point-of-contact of the nominated User Group/SIG and provide an on-line enrollment form to be completed by each participant. The enrollment period will end September 8th, 2006.

## **Participant Selection Criteria**

The following items are mandatory requirements for customer participation once a User Group/SIG has been selected:

- Customer has licensed and implemented (or in the process of implementing) a current version of the Oracle Applications product or products being demonstrated.
- Customer is willing to participate in marketing activities associated with the demonstrations, including providing customer quotations that may be used for R12 marketing purpose, such as Oracle OpenWorld.

The program will be open to customers in all regions. However, the demonstrations will only be conducted in English. Questions regarding the EBS R12 MRP should be directed to: [tim.murray@oracle.com](mailto:tim.murray@oracle.com).

## Planned EBS R12 Product Demonstrations

Product Family	Demo #	Primary Product	Focus Area	Supporting Points
CRM	1	Oracle iStore	Enhanced user experience. New online ordering capabilities. Web Analytics.	New look and feel, improved order tracking user interface. Optimized B2C and B2B check out flows, streamlined customer / partner ordering, integration w/ 3rd party procurement systems, Vertical functionality: new Telecommunication Service Ordering.
	2	Oracle Marketing	Improved usability, Improved analytics, Superior Ownership Experience.	New look & feel, Streamlined business flows. Integrated content, budget, and offer management. New Dashboards with performance and task tracking, and Gantt tracking. Forms and HTML personalization. Advertising and web effectiveness measurement, Control group and lift analysis, Campaign alerts and action triggers, Segmentation analysis and tracking. Desktop integration for increased productivity, Open data sources for segmentation, Improved Fulfillment management and delivery, List performance improvements
	3	Oracle Sales	Sales Mobility, Improved Usability and Enhanced Analytics	
	4	Oracle Service	Vertical applications for specific business needs. Flexible and extensible. Integration and automation	Case Management (Public Sector), Service Desk - Employee Support. Forms and HTML personalization. Email Center Integration, Approvals Management, XML Publisher, Collaboration Suite Integration.
Financials	5	Oracle Financials	Operational excellence.	Shared services cross-operating unit access, New bank model, Payments, Subledger Accounting (SLA).
	6	Oracle Financials	Compliance at every level.	SLA, multiple posting for a single event in SLA, multiple Ledgers, Ledger Sets, intercompany balancing and E-Business Tax.
	7	Oracle Financials	Greatest business insight.	Execute a formal consolidation in Financial Consolidation Hub, eliminate intercompany balances, drag and drop from a legal view to a management view, and publish GAAP and management reports online. Drill to General and Subledger transactions.
HCM	8	Oracle Human Resources, Self-Service HR	Global Deployments and Checklists	Global Deployment - From source Business Group (BG), To destination BG, Permanent transfer (terminate assignment in source BG), Temporary transfer Secondment (suspend active assignment in source BG).  Checklists - 'To Do' list containing 'Tasks', Allocated to a Person or Assignment on occurrence of a Life Event, Dynamically allocated and built using eligibility criteria and AME, Tracks activities related to the life event.
	9	Oracle Payroll, Oracle Time & Labor	Sub Ledger Accounting and Common Bank Model	Integration with Oracle Financials Sub-ledger Accounting (SLA) and Payroll. Single bank account bridge.
	10	Oracle Benefits	Total Compensation Statement	Communication tool that provides 'Total Compensation' picture which illustrates that compensation is more than what employees see in paychecks. Highly configurable. Displays actuals & estimates.

	11	Oracle Self-Service HR	Workforce Performance Management	The new WPM functionality combines objective setting and appraisal processes into a manageable plan to track workforce performance and achievements. Your HRMS managers can build an Objectives Library to hold a corporate objectives model, and they can build Performance Management Plans for identifiable groups of the workforce, based on supervisor or organizational hierarchy. Managers and employees set and track objectives during the plan period. Managers and employees complete the appraisal process, which might include multiple appraisals in one plan, to provide for mid-year and end-year appraisals. HRMS managers can monitor the completion of plans.
Procurement	12	Oracle Services Procurement, Oracle Procurement Contracts	New Support For Complex Goods & Services	Streamline and automate procurement of the complex services spend category. Ensure compliance with 360° visibility to all aspects of the contract lifecycle. Reduce acquisition costs through seamless collaboration with key stakeholders. Minimize acquisition risks by using negotiated payment terms.
	13	Oracle iProcurement, Oracle iSupplier Portal	Expanded Supplier Management and Enablement.	New supplier registration. Buyer-configurable surveys for collecting additional supplier details. Create and upload catalog content for availability in iProcurement.
	14	Oracle Purchasing	Unified Workcenter for all Procurement Responsibilities.	Optimized operations for shared services centers. Streamlined user experience for increased efficiency. Integrated sourcing workbench to execute negotiation events. Prioritized work queues thru seeded and custom views.
	15	Oracle Sourcing	Greater Business Insight	Better insight into supplier performance.
Projects	16	Oracle Project Mgmt, Oracle Collaboration	Integrated Project Management and Financial Control for Project Managers.	Budgeting and Forecasting, Performance Reporting, Work Management.
	17	Oracle Projects	Improved Global Operations.	Sub Ledger Accounting, Multi Org Access Control, AP Lines integration
	18	Oracle Project Portfolio Analysis	Align organizational goals and resources.	Evaluate, analyze, prioritize, and select the right set of projects to execute. Perform what if scenarios.
SCM	19	Oracle Advanced Supply Chain Planning	Enabling demand driven planning via best in class capabilities	Real-Time Sales and Operations Planning. Integrated manufacturing planning and production scheduling. Integrated network design for global sourcing optimization and asset allocation planning. New distribution planning combined with new Demantra capabilities for distribution oriented and consumer goods companies. Improved planner productivity through supply-demand queries, improved Gantt Chart, sequence dependent setups, and item simulation sets). Improved inventory policy planning through demand fulfillment lead time and lead time variability enhancements. Improved demand planner productivity (selective forecasting, UI enhancements, performance improvements and Croton's method).

20	Oracle Discrete Manufacturing	Stay competitive in a rapidly changing global manufacturing economy	Deploy Oracle Discrete Manufacturing as your MES. Golden Tax Adapter for your operations in China. Outsourcing with Chargeable Subcontracting. Quality Audit for Enterprise Quality Management. Streamline business operations across all business functions for rapid NPI with Oracle Product Information Management.
21	Oracle Order Management, Oracle Quoting, Oracle Sales, and Oracle Service Contracts	Drive compliance and sales effectiveness throughout the quote-to-cash process	Customer acceptance improves compliance with corporate governance regulations. Contract policy deviations report ensures management oversight of non-standard contracts. Contract administrator workbench enables proactive management of contract renewals. MSWord synchronization enables off-line collaboration/redlining in MSWord. Enhanced support for shared services centers with multi-org access control. Quoting user interface is now based on the Oracle Applications Framework leading to consistency across the entire sales footprint.
22	Oracle Process Manufacturing	R12 Focus on Process Industries	Advanced Inventory Management including Warehouse Management, MSCA and Transportation management. Process Operations Management (MES) / Dispensing. Least Cost Formulation enhances computer-aided formulation and simulation capabilities. Extensive enhancements to the process planning capabilities (complex routings, contiguous resources shelf life and resource charges).
23	Oracle Service Execution, Oracle Asset Lifecycle Management	Increase Service Revenue, Integrated Field Service and Asset Management, Asset Maintenance Work Execution Improvements	Enhanced Scheduling and Optimization capabilities increase work capacity and decrease time to resolution. A single Field Service solution can now be leveraged for Customer Installed Base and Internal Assets. Operational efficiency is achieved by leveraging the same workforce for customer owned and internal assets. Improved usability with a single-page UI where work can be initiated, planned, scheduled and assigned. Enhanced Material Availability Checking ability. Enhanced work order control with a Work Flow-based approval process.

**Note:** The above list is subject to change. Demonstrations are planned to be available in early October, 2006.