

**ORACLE®**



**ORACLE®**

**Oracle Projects:** *How Every Customer can Benefit from Enterprise Project Management*

Angela Bunner, PMP  
Principal Sales Consultant

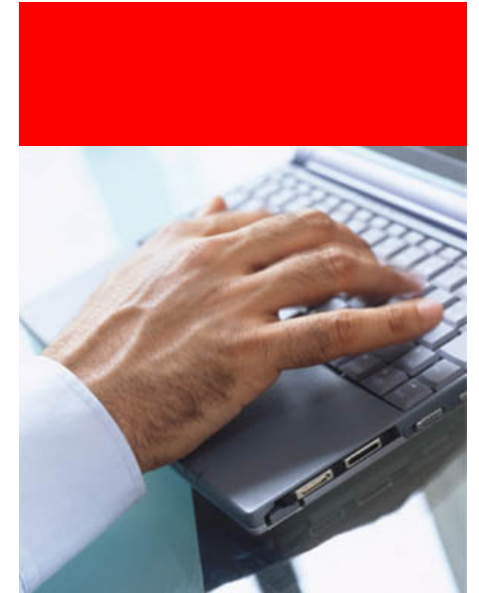


## Safe Harbor Statement

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

## Today's **Agenda**

- Welcome and Introductions
- What Companies can Use Projects
- Enterprise Project Portfolio Management
- Running a Project-Based Business
- What's New in R12+?
- Primavera Integration
- Q&A





# Undeniable Principle Motivations of all Organizations

Accelerate **Growth**



Manage **Risk**



Enhance **Competitiveness**



Amplify Talent - **People**



Improve Efficiency - **Operational Excellence**

ORACLE

# All Organizations Have Projects

- What is my cost of the space shuttle launch?
- What did Open World cost?
- How much did I spend launching Iron Man?
- What is my forecast at completion for the Bay Bridge project?
- What is my new solar mfg plant going to cost?
- How much did the new H1N1 Vaccine cost?
- What am I spending on maintaining Building 300?
- How much engineering time can I capitalize from R&D?
- How do I get my funding from the stimulus package?
- What revenue do I get from another region?



These are all common questions easily resolved by having Enterprise Project Mgmt System.

These are not product costs. And it's *not* something you can use traditional GL accounting to manage well.

# Project Challenges Exist Across Industries

## Professional Services

**Drive Successful Engagements**



“How can I mitigate risk associated with client engagements through better visibility, compliance, control, & collaboration processes?”

“The Standish Group, an IT consultancy, tracked about 10,000 projects in 2004, and found that 53% were delayed or over budget.”

- Capgemini 24-Month Future Scan

## Engineering & Construction

**Complex monitoring & coordination**



“How can I manage my project progress and status, to make sure I minimize risks?”

Engineering Design and Construction firms are operating in a new world, where progressive project-delivery methods such as design-build-operate have become mainstream business practice.

## A&D

**Continuous Changes and Supply-chain Constraints**



“How can we collaborate more effectively with suppliers and service providers?”

Establishing inter-company business process management for visibility and control of demand is critical for commercial [aerospace and defense] companies that continue to expand their contract manufacturing relationships globally

## Energy

**Capital intensive development**



“How can I better manage my large capital projects, to ensure I stay ahead of cost overruns?”

The energy sector is especially affected by instability of the global economy. As a result, strategy changes more frequently, and margins become less predictable. A lack of PPM process maturity can ultimately affect organizational success.

## Retail

**Global Expansion**



“How do we prepare our organization for sustainable growth?”

As retailing becomes increasingly consolidated, and global; there is a growing feeling of exposure in the supply chain and in staffing

ORACLE®

# Projects Oriented Example Customers



**Research and Development**



**Aerospace and Defense**



**Project Manufacturing**



**Marketing**



**Capital Project**



**Engineering and Construction**



**Services Organizations**

*UNIVERSITY OF SAN DIEGO*

**Facilities**



**Media & Entertainment**

# Oracle Enterprise Project Portfolio Management

Leading the Market

PPM Market  
Leader

## Market Leader in Serving “Project-Based Businesses”

- Gartner recognition as a **Leader** in product and market share
- Proven and trusted across product/industry lines
- Successful in IT and Business/Enterprise settings



Specialized  
Industry Depth

## Targeted product functionality for industry specific needs

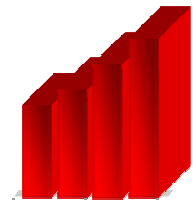
- Unmatched multi-currency multi-language strengths for global firms
- Grants depth in education, public sector, healthcare verticals
- Professional Services specific staffing capabilities
- Vertical-specific strengths in retail, manufacturing, E&C, Gov't, Utilities, A&D, Oil & Gas, High Tech



Strong Growth  
and Demand

## Increasing Market Share

- Strong increase in PPM applications growth and revenue
- Global momentum with growth in EMEA and APAC



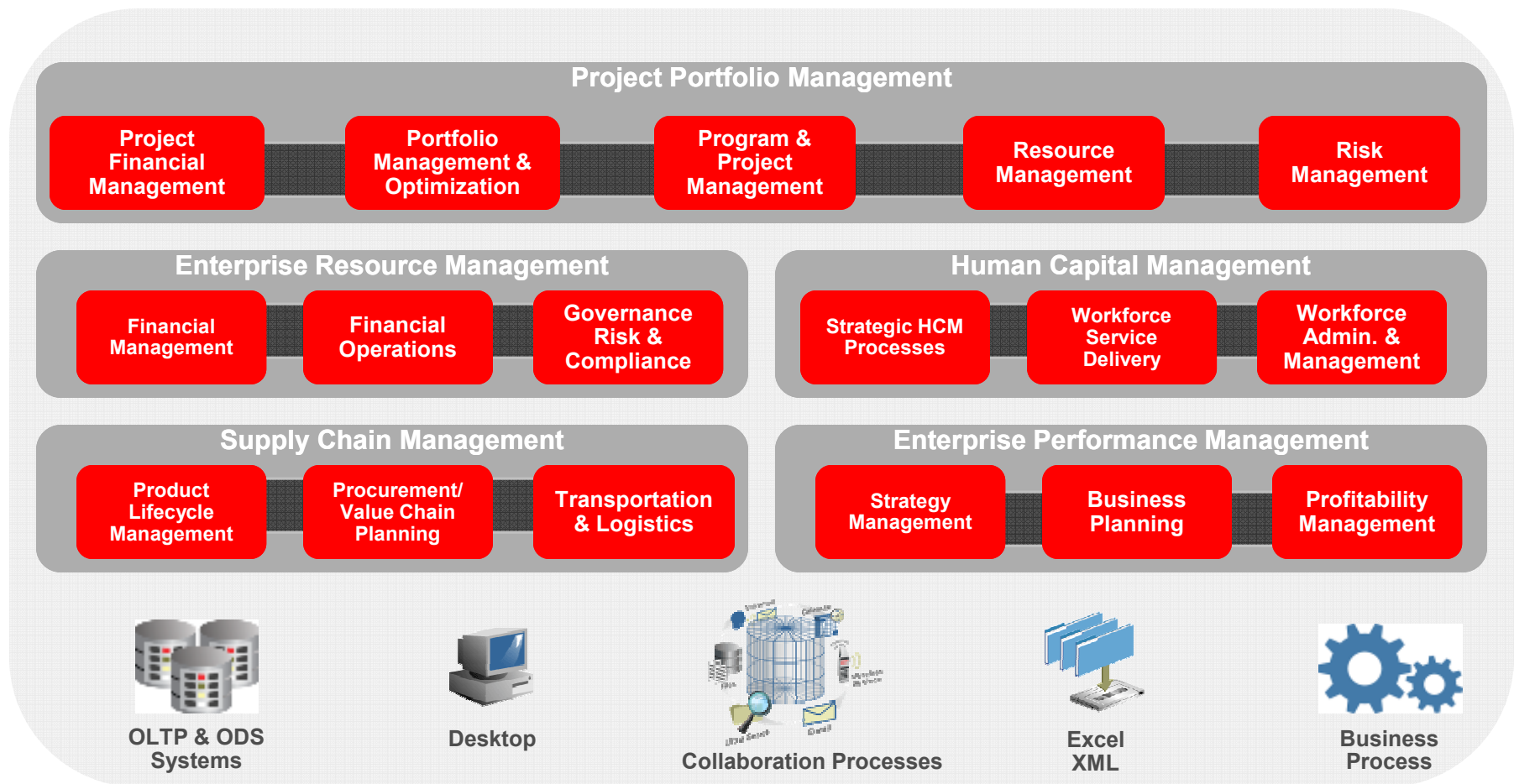
Blue Chip  
Customers

**Nearly 10,000 WW customers across all industries and sectors**

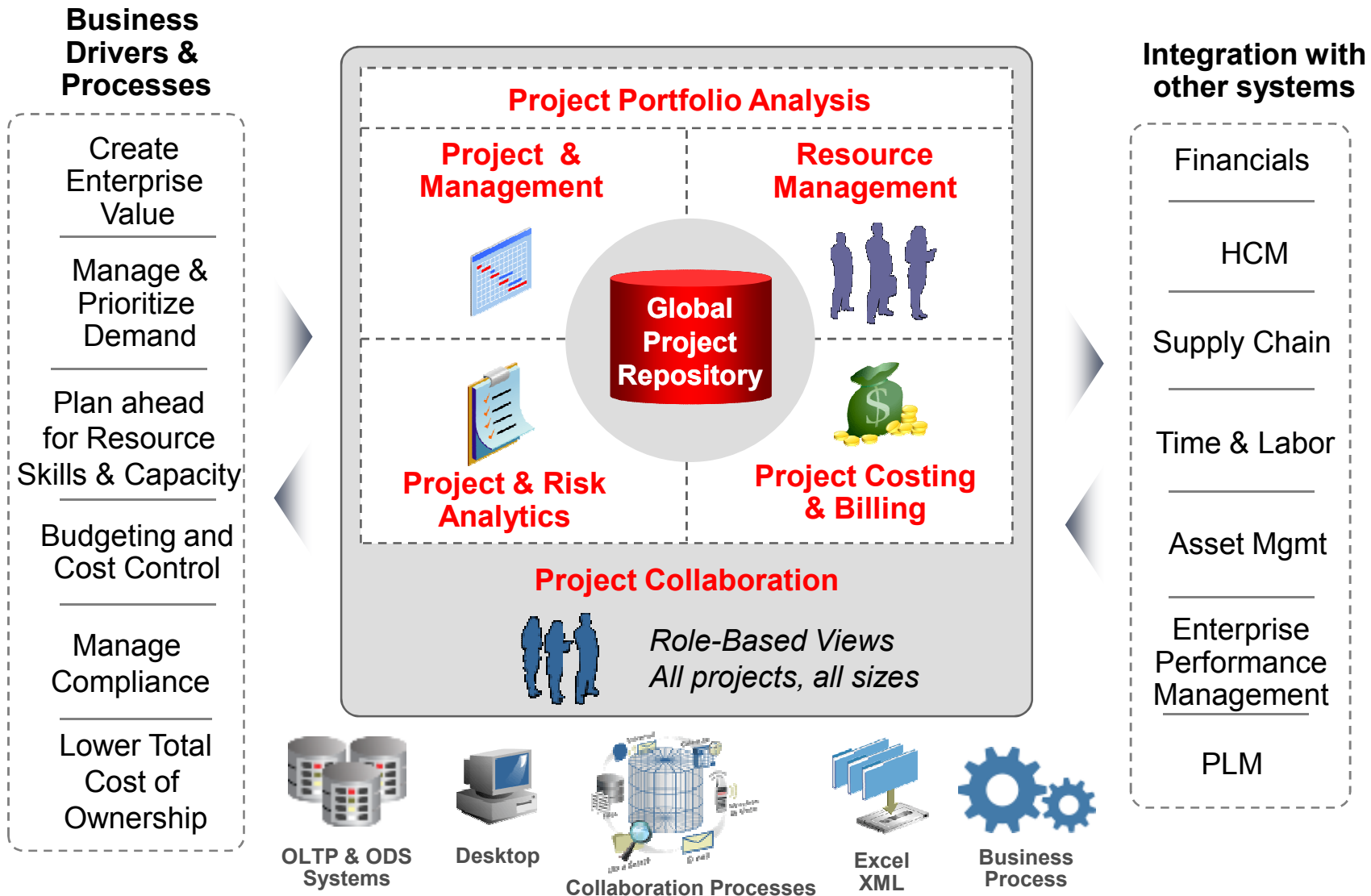
ORACLE

# Oracle Enterprise Project Portfolio Management

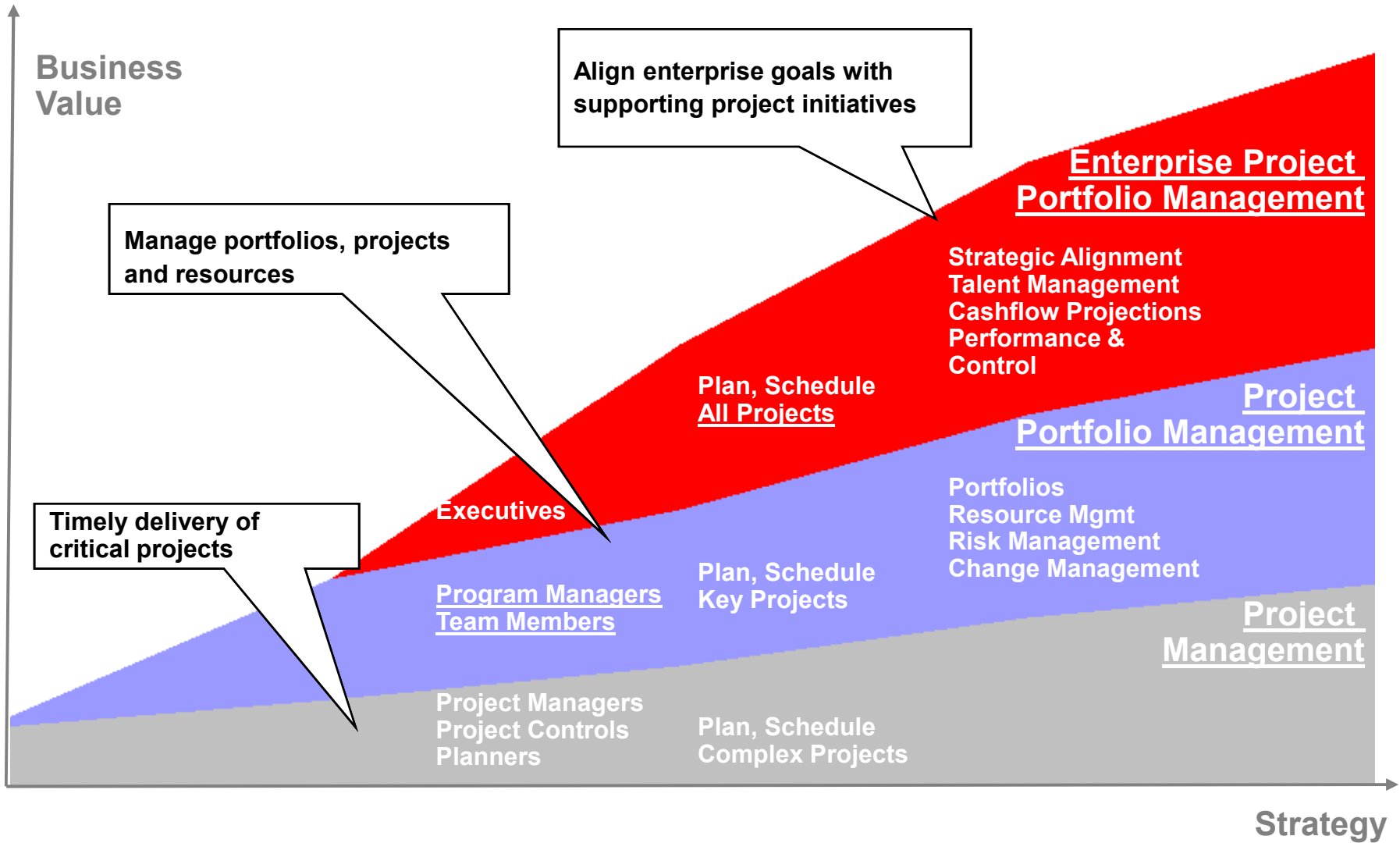
Single Corporate System of Record



# Enterprise PPM – Only from Oracle





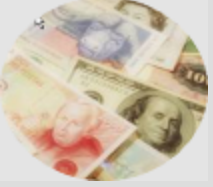

# Project Portfolio Excellence





# EPPM Addresses Your Project Mgmt Challenges

Prioritize, Manage, Govern High-Impact Projects

Challenge	Solution	Benefit
 <p><b>Alignment:</b> Ensure IT is working on the right things</p>	<ul style="list-style-type: none"> <li>• Portfolio analysis</li> <li>• Flexible allocations &amp; chargeback</li> <li>• Portfolio and project risk analysis</li> <li>• Extensive KPIs to facilitate decisions</li> </ul>	<ul style="list-style-type: none"> <li>• IT decisions/trade-offs alignment with enterprise priorities</li> <li>• Understanding of true cost &amp; value of IT</li> <li>• Avoidance of crises via early warnings</li> </ul>
 <p><b>Project Delivery:</b> Make best use of resources; avoid rework and waste</p>	<ul style="list-style-type: none"> <li>• Resource utilization/capacity modeling</li> <li>• Sophisticated resource/work matching</li> <li>• Integrated best-in-class HCM</li> <li>• Project collaboration</li> <li>• Project planning, scheduling, updating, issue mgmt, deliverable tracking</li> </ul>	<ul style="list-style-type: none"> <li>• Maximized value of resources enterprise-wide</li> <li>• Right-sized skill mix today and beyond</li> <li>• Comprehensive view of workforce performance</li> <li>• Projects delivered on time, on budget</li> </ul>
 <p><b>Financial Governance:</b> Ensure financial control &amp; discipline</p>	<ul style="list-style-type: none"> <li>• Robust budgeting and forecasting</li> <li>• Automated budget, proj. change control</li> <li>• Software License Control</li> <li>• IT supplier contract &amp; contractor mgt</li> </ul>	<ul style="list-style-type: none"> <li>• Centralized planning, visibility &amp; control of IT organization financial health</li> <li>• Elimination of cost &amp; complexity of multi-vendor systems</li> <li>• Maximized value of contractor spend</li> </ul>
 <p><b>Integrated IT Mgmt:</b> Manage enterprise challenges &amp; risks associated with IT</p>	<ul style="list-style-type: none"> <li>• Self-service help desk &amp; IT support desk to manage SLAs</li> <li>• Auto-recon of IT assets &amp; application rationalization</li> <li>• Configuration management</li> <li>• Application performance management</li> </ul>	<ul style="list-style-type: none"> <li>• Adaptable, yet controlled IT infrastructure</li> <li>• Quantification of asset value at risk</li> <li>• Lower risk via sound IT governance</li> <li>• Lower IT maintenance costs from a rationalized application portfolio</li> </ul>



# Oracle Enterprise Project Portfolio Management

*Enables you to...*

- 1** Deliver ways to free investment capital from bottom tier of projects
- 2** Ensure absolute alignment between strategy, execution and results
- 3** Gain cost and financial control
- 4** Drive transparency into decision makers and business decisions
- 5** Manage the program lifecycle from idea to execution
- 6** Improve means to control project and program costs
- 7** Balance and manage internal and external resources
- 8** Enhance visibility and control into all areas of the project



# Oracle Enterprise Project Portfolio Management

A Visible Difference

## Before

- **Point systems for ERP, Project Mgmt, HCM**
- **Squandered resources**
- **Lack of cost transparency**
- **Inconsistent delivery and project quality**
- **Slow reaction time**
- **No accountability**

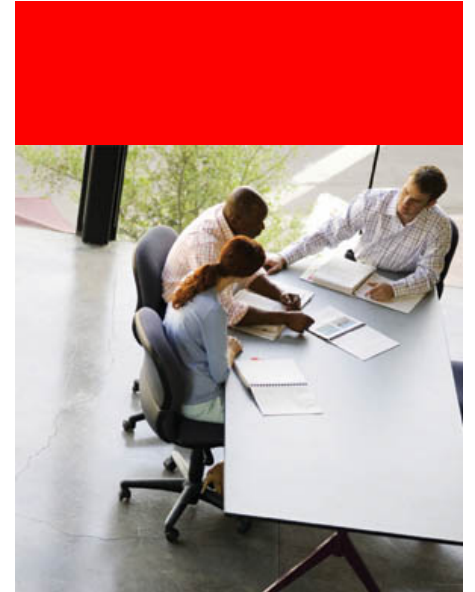


## After

- **Accurate and enterprise-wide visibility**
- **Locate and capitalize on talent**
- **Financial governance and compliance**
- **Real-time program and project management**
- **Full life-cycle, risk analytics**
- **Single source of record**

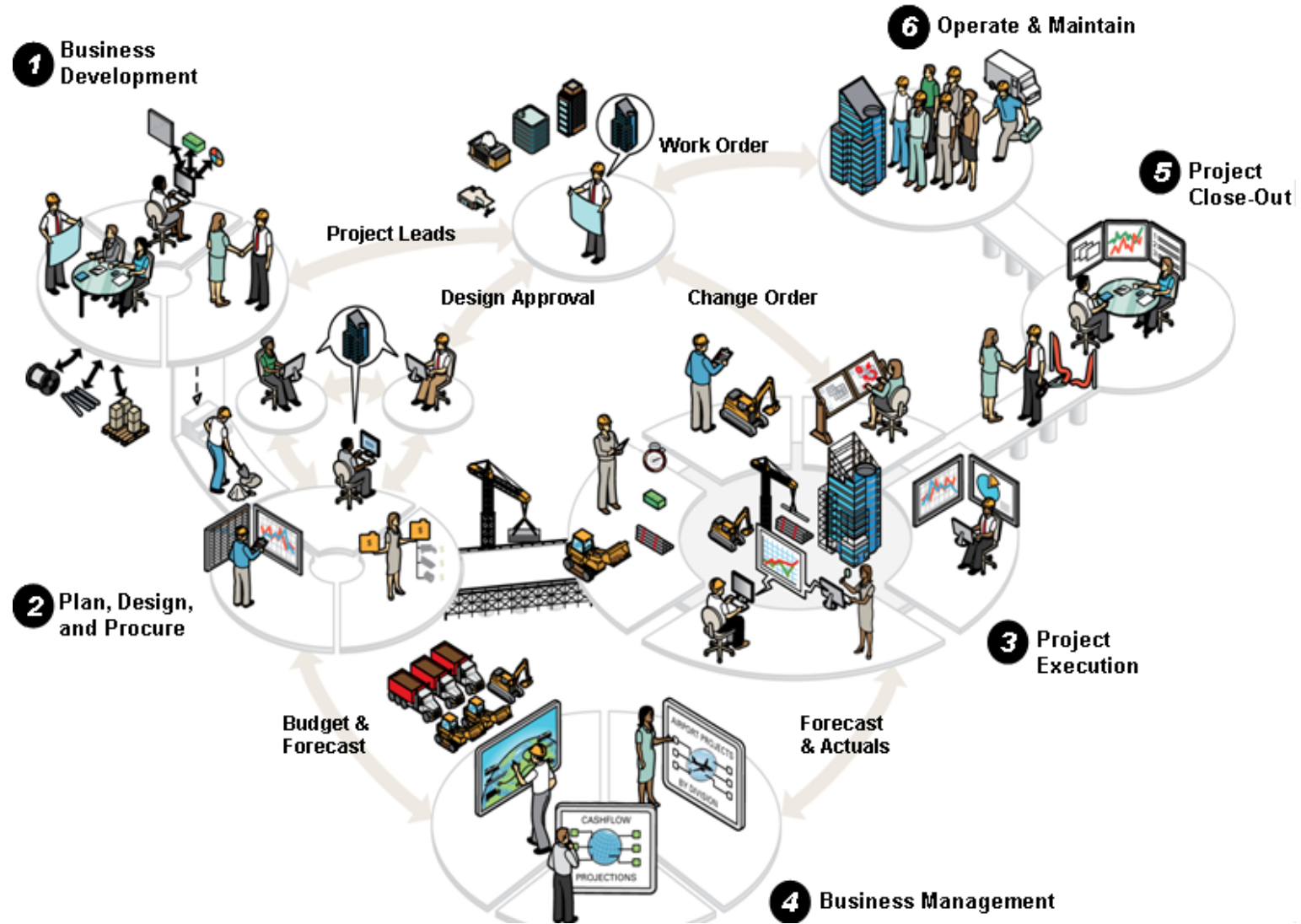
ORACLE

# Running a Project-Based Business



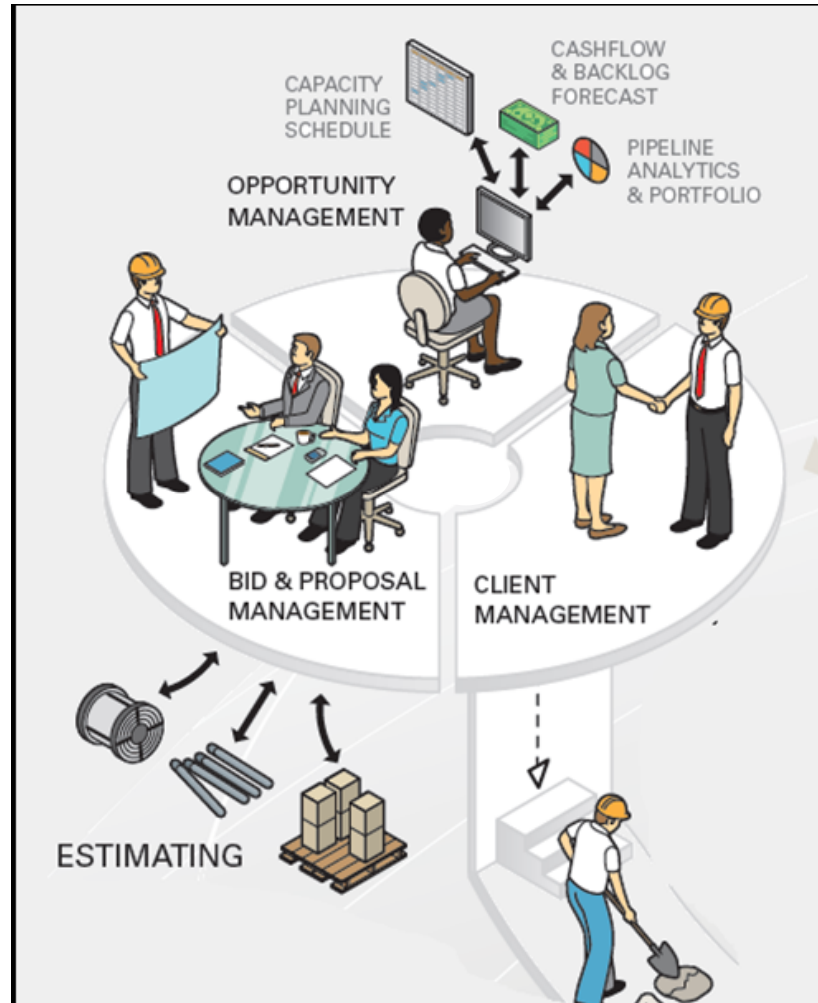
# Project Management Lifecycle

*Effectively Plan, Execute, and Control Projects*



# Project Management Lifecycle

## Project Proposal Evaluation

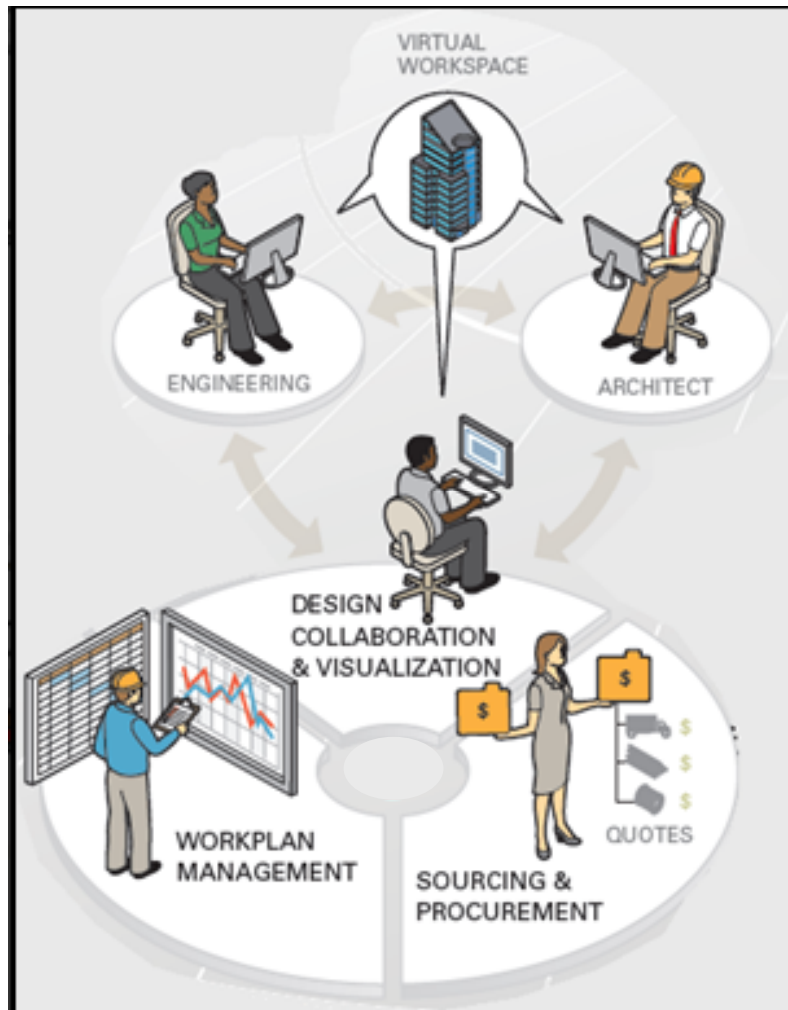


### Key Benefits to Customers

- **Maximize cost savings and productivity** by working on the most important investments
- **Proactively eliminate resource bottlenecks** by balancing resources, timing and funds
- **Redirect wasteful spending** by eliminating non-strategic or redundant investments
- **Improve strategic decision-making** by combining planning and analysis with summarized project management data

# Project Management Lifecycle

## Project Planning



### Key Benefits to Customers

- **Continuously improve project quality** by leveraging standard processes
- **Reduce financial and project risk** through more accurate and efficient forecasting and risk analysis
- **Increase productivity** by using “what-if” analysis to identify better, faster and cheaper ways to complete projects
- **Ensure overall portfolio success** by optimizing resources and tracking dependencies

# Project Management Lifecycle

## Project Staffing



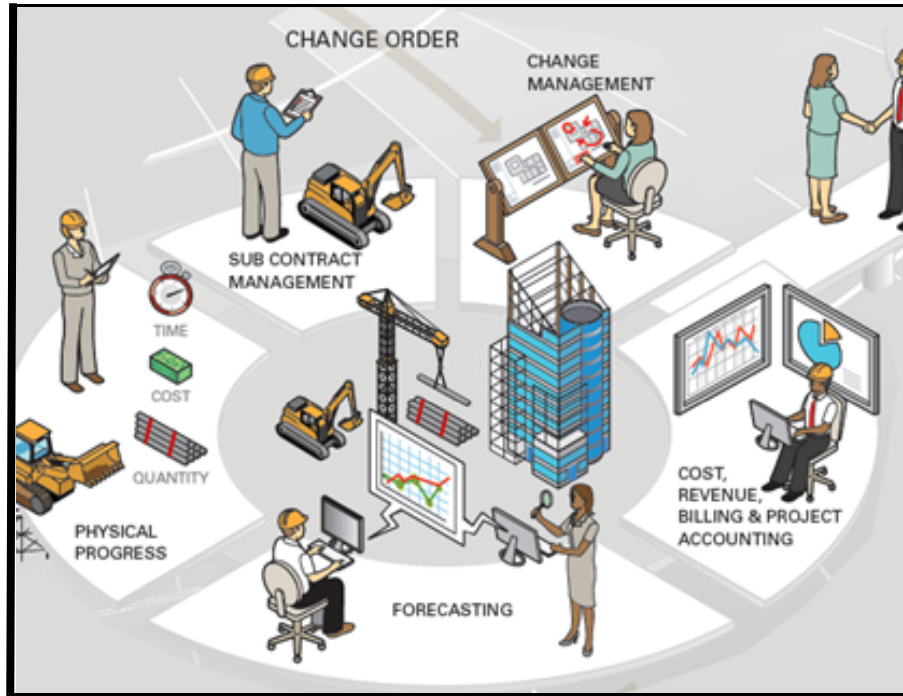
### Key Benefits to Customers

- **Optimize utilization** by efficiently matching available resources to open requirements
- **Increase responsiveness** by quickly identifying and deploying employees and contingent workers to global projects
- **Lower administrative effort** by streamlining deployment process
- **Lower costs** by leveraging and consolidating procured materials, equipment and contractors across global projects



# Project Management Lifecycle

## Project Execution and Control

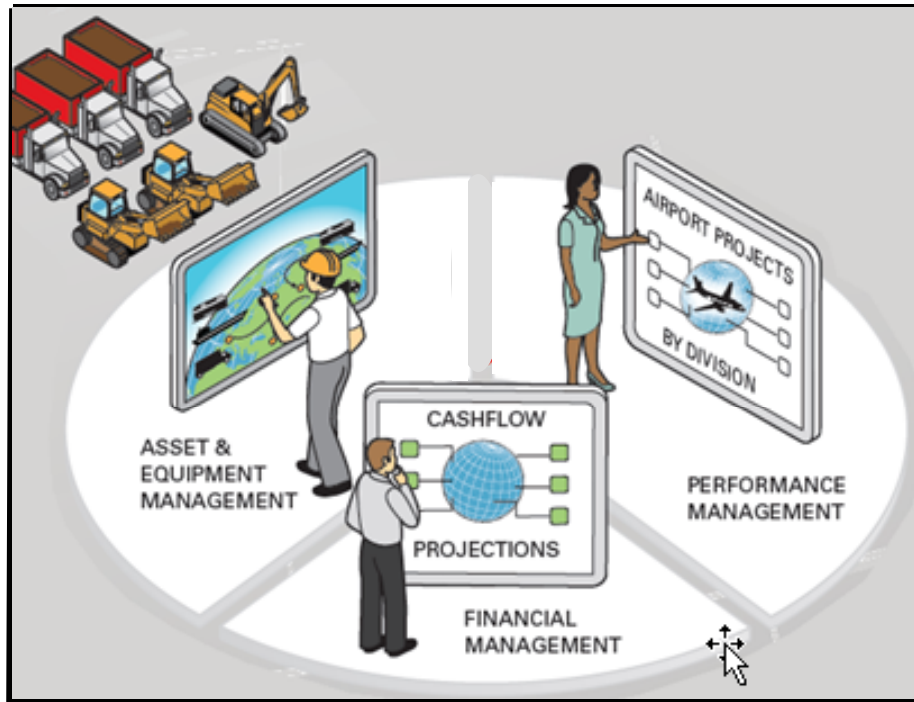


### Key Benefits to Customers

- **Deliver within budget** by providing timely, accurate visibility to all project data
- **Shorten delivery time** by providing a single, secure and structured workspace for global teams
- **Streamline operations** by integrating cost collection and processing to enterprise systems
- **Improve margins** by increasing visibility into change impact
- **Increase customer satisfaction** through timely communication

# Project Management Lifecycle

## Project Reporting

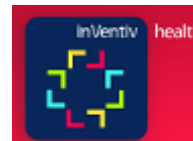


### Key Benefits to Customers

- **Drive intelligent decisions** by providing full lifecycle of business metrics to right people
- **Lower operational costs** by streamlining collection and processing of business metrics
- **Reduce project & financial risk** by drilling down and identifying underlying issues
- **Lower IT costs** by utilizing latest technology and pre-built reporting solutions

# Oracle Project Portfolio Management Customers

Global Reach – Broad Scope



Olympic Delivery Authority

**MULTIPLEX**



**THALES**



**NORTHROP GRUMMAN**



**ALSTOM**

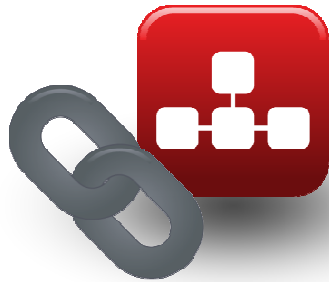


**UPMC**



**ORACLE**

# Integrating Your Enterprise



- Integrated business processes



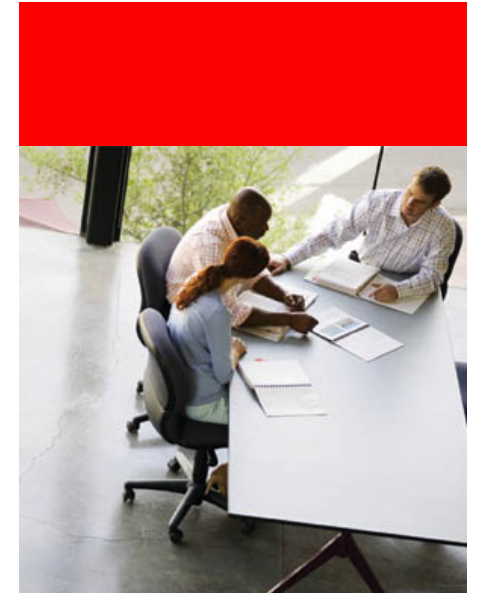
- Integrated user interface



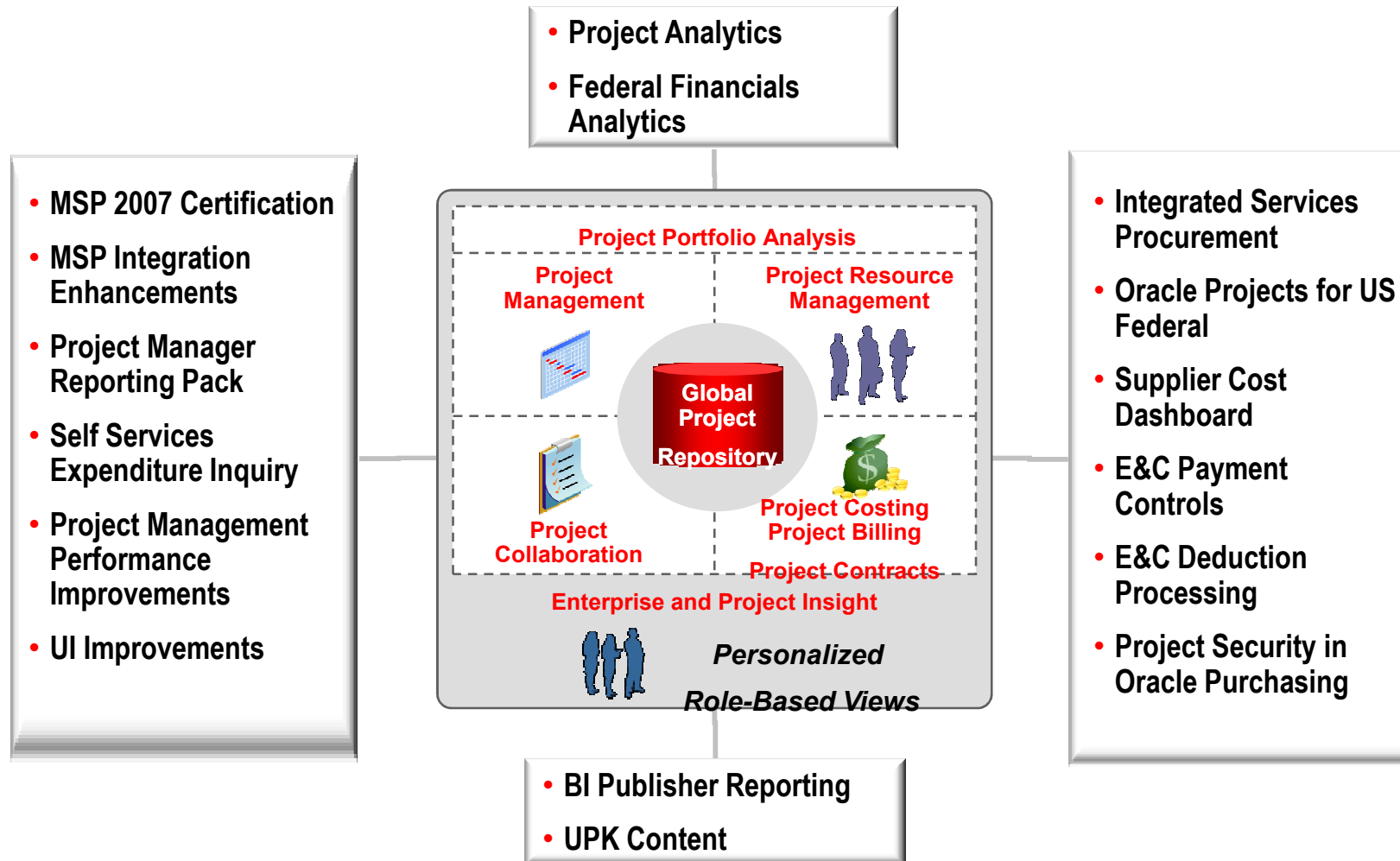
- Integrated business intelligence



# What's New in R12+



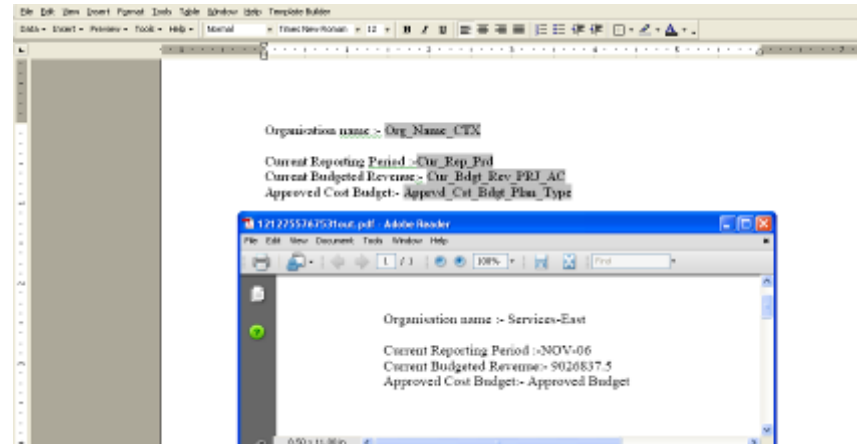
# Oracle E-Business Suite Release 12.1 & 12.1.2



# EBS 12.1 – Project Manager Reporting Pack

## WHAT'S NEW IN 12.1

- Reporting Pack Definition
- Automatic Disbursement and Delivery
- Flexible Formats easily Tailored to meet the needs of each business user



## RESULTS

- Easy access to latest data
- Informed Decision Making
- Improved Operations
- Eliminate Process Overhead through Automation



# Make Better Decisions with Greater Insight

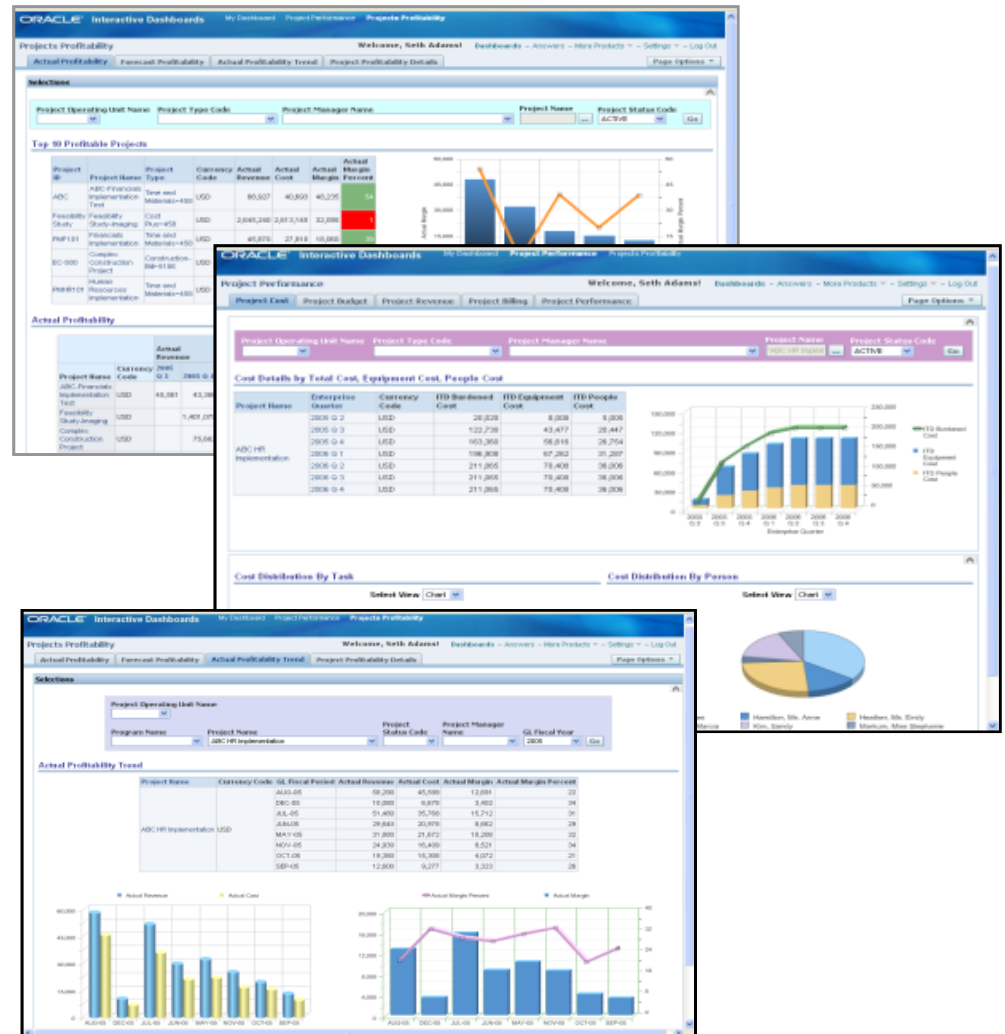
## Project Analytics

### WHAT'S NEW

- Actionable insight for improving project portfolio performance
- Track project/program performance and control project costs
- Complete insight into project revenue, billing and profitability

### RESULTS

- Improve cash flow
- Accelerate deliveries
- Lower operational costs
- Improve margins
- Reduce project and financial risk





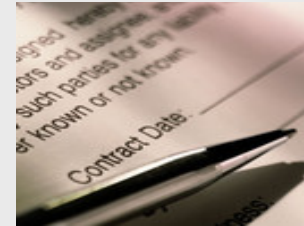
# Subcontractor Payment Controls

## WHAT'S NEW

- Support for Pay when Paid Invoice Processing
- New Payment Controls on Contract Deliverables
- Project Dashboard to View and Manage Supplier Invoices

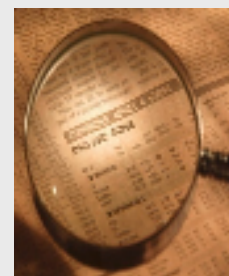
## RESULTS

- Enforced Contract Compliance
- Improve Cash Flow Management
- Improve Partner Relationships
- Enhanced Visibility and Control



**Subcontract  
Compliance**

**Automated  
Payment  
Processing**



**Enhanced  
Visibility &  
Control**

# Deliverable Payment Holds

**ORACLE Purchasing** Home Logout Preferences Help Personalize Page Diagnostics

Requisitions Orders Agreements Deliverables Negotiations Suppliers

Orders > Create mk > Update mk 3491: Contract Terms >

### Update mk 3491: Update Deliverable

\* Indicates required field

**Deliverable Information:**

- \* Deliverable Name: Proof of Insurance
- Deliverable Type: Contractual
- Responsible Party: Supplier Organization
- Supplier: Capp Consulting
- Supplier Description: Supplier to provide proof of insurance

**Internal Organization: Vision Services**

- \* Internal Contact: Marlin, Ms. Amy
- Supplier Contact: [Empty]
- Requester: [Empty]
- Comments: [Empty]

**Due Date:**

- Fixed Date
- Relative Date (example: 27-Apr-2009)
- Event: Purchase Order Signed
- Before/After: After
- Period: 5 Days

**Notifications:**

- Prior to Due Date [ ] Days
- Status Change
- Deliverable Is Overdue
- Escalate After Due Date [ ] Days
- Escalation Contact: [Empty]

**Repeat Information:**

- One Time Deliverable
- Repeating Deliverable
- Frequency: [Empty] Frequency
- Repeat on: Monday
- Repeat Until:  Fixed Date
- Event: [Empty]
- Before/After: After
- Period: [Empty] Days

**Initiate Payment Holds:**

- Prior to Due Date [ ] Days
- Deliverable Is Overdue

**Annotations:**

- A box highlights the "Initiate Payment Holds" section.
- An arrow points from this box to a larger box containing the text: "Initiate Payment hold for deliverables".

# Supplier Cost Dashboard

**ORACLE® Projects**  
Project E&C Project-1 (E&C Project-1)

Project List | Diagnostics | Home | Logout | Preferences | Personalize Page







**Project** | Resources | Workplan | Control | Financial | Reporting | **Supplier**

**Summary**  
Supplier: Summary >

**Search Supplier Invoices**  
PFC = Project Functional Currency = USD    PC = Project Currency = USD



**Supplier Invoice**

Note that the search is case insensitive

Invoice Number        Invoice From Date    
Supplier        Invoice To Date    
PO Number        Select  

**Select Supplier Invoices**

[Select All](#) | [Select None](#) | [Show All Details](#) | [Hide All Details](#)

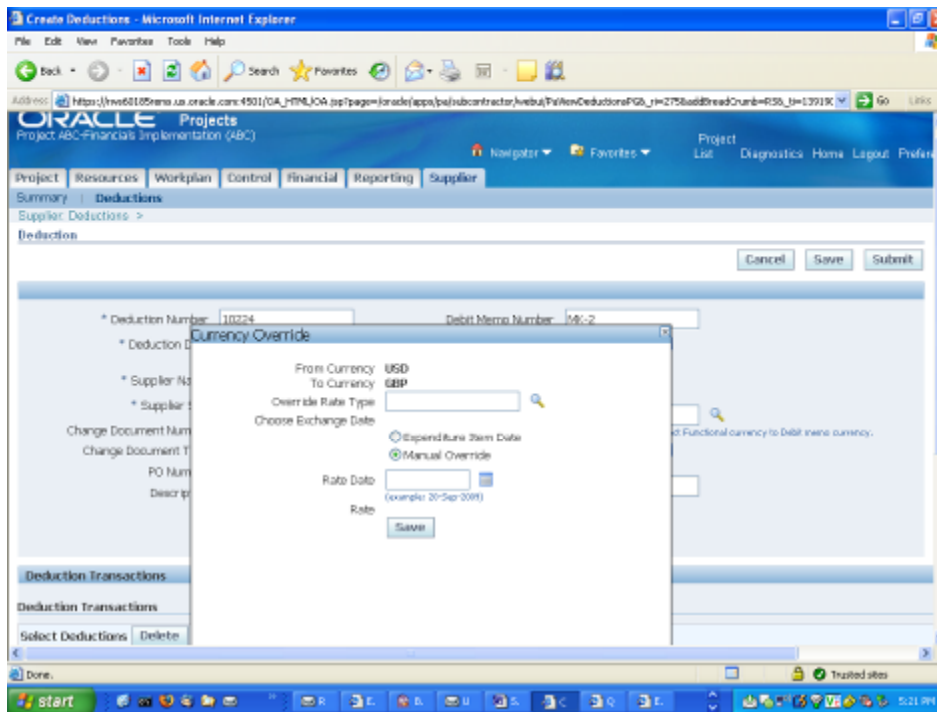
Select	Details	Invoice Number	Supplier Name	PO Number	PFC Invoice Amount	Invoice Date	Hold Reason	Deliverable
<input type="checkbox"/>	<a href="#">+ Show</a>	E&C-6	Advanced Network Devices	<a href="#">3498</a>	4,000.00	28-Feb-2009	Subcontractor cannot be paid until the customer pays. PO deliverables are not submitted by the subcontractor.	
<input type="checkbox"/>	<a href="#">+ Show</a>	E&C-Demo-5	Advanced Network Devices	<a href="#">3497</a>	1,000.00	25-Apr-2009	Subcontractor cannot be paid until the customer pays.	

[Return to Summary](#)

Project | Resources | Workplan | Control | Financial | Reporting | Supplier | Project List | Diagnostics | Home | Logout | Preferences | Personalize Page  
About this Page | Privacy Statement Copyright (c) 2006, Oracle. All rights reserved.

# Drive Greater End User Productivity

Better User Experience

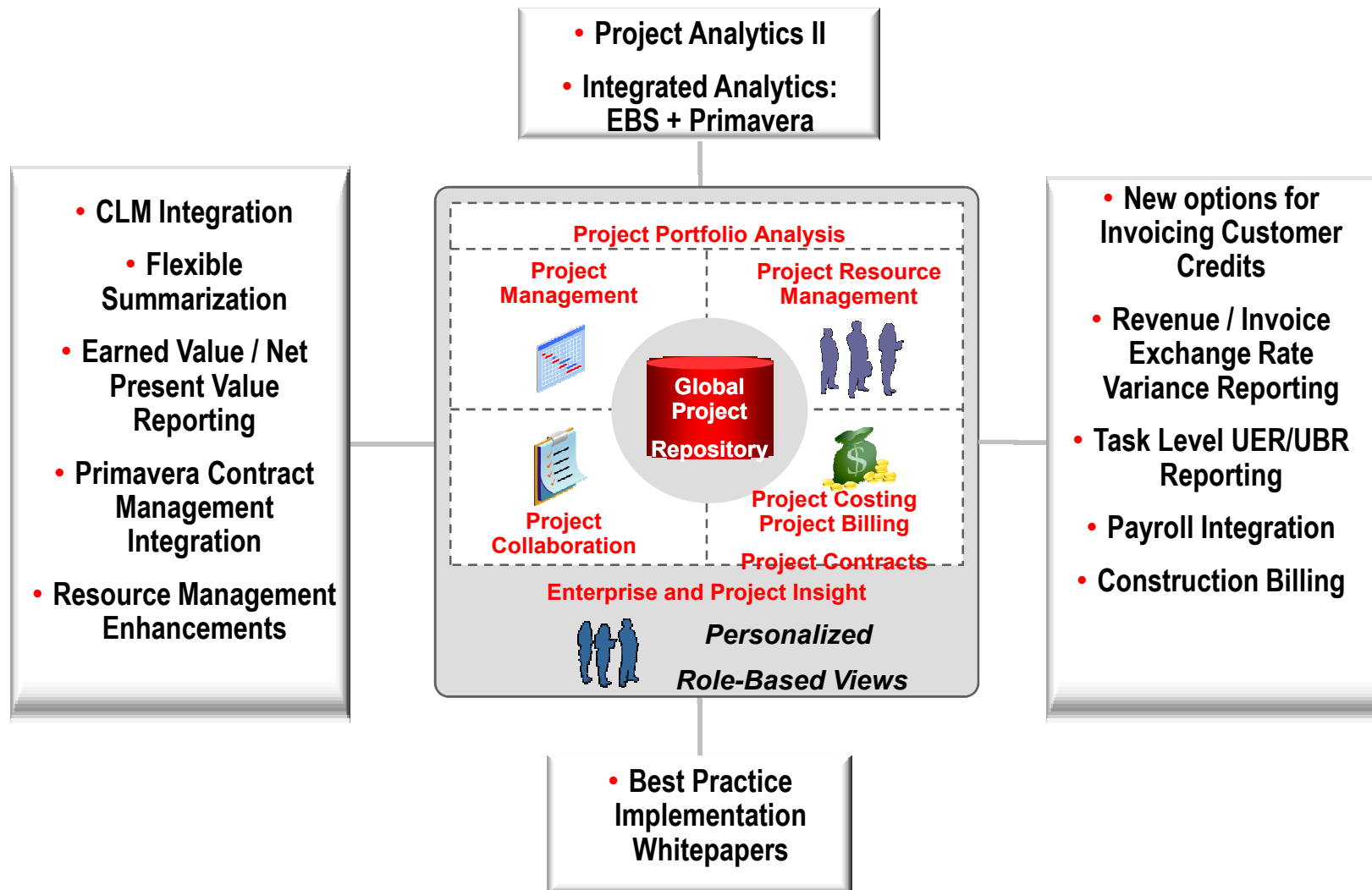


- New Favorites Menu
- New Navigator Menu
- New Home Page
- New Hover and Pop-up Windows

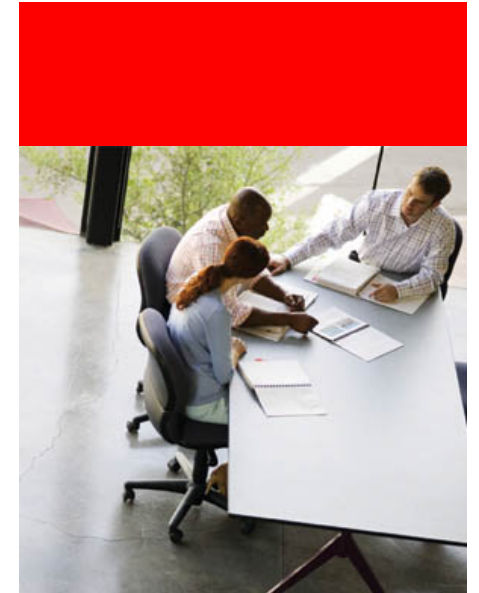
## Improved Usability

- Reduced the number of steps to complete tasks
- Improved overall look & feel
- Uptake of Fusion technology
- Increased personalization capabilities

# Oracle E-Business Suite Release 12.1 +



# Primavera Integration to EBS



# AIA Process Integration Packs (PIPs)

Pre-Built Integration between Primavera & EBS

## Silo'd Primavera Processes



- Create Project
- Create Workplan
- Assign/Schedule Resources
- Change Management
- Progress Project...

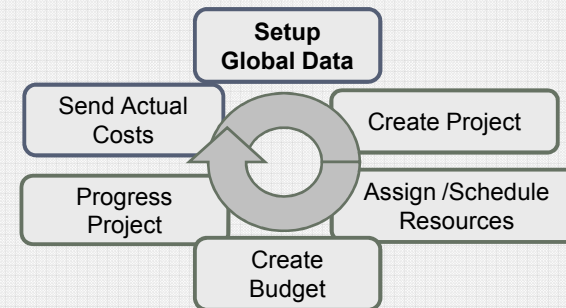
## Silo'd E-Business Suite Processes



- Setup Global Data Entities
- Create Project
- Create Budget/ Forecast
- Create Workplan
- Change Management
- Progress Project
- Collect Costs...



## AIA P6 to EBS Projects “Process Integration Pack”



Delivers predefined processes and integration flows, such as:

1. Synchronize Global Resources, Roles and Rates
2. Create Projects in Oracle or Primavera
3. Integrate Project Data with Workplans not enabled
4. Integrate Project Data with Workplans enabled
5. Collect and Synchronize Costs from Oracle to Primavera



# Primavera P6 and Oracle Projects: AIA Integration

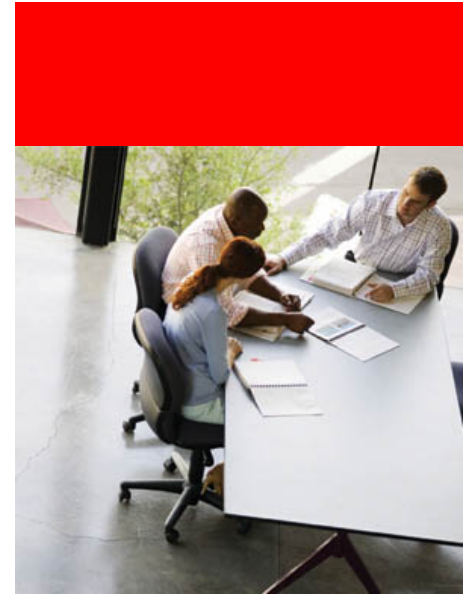
## Overview

- Enables fully integrated project management for Oracle EBS with Primavera, allowing organizations to optimally plan, schedule, perform and account for projects
- By combining the program management capabilities of Oracle with the project scheduling and execution capabilities of Primavera, project and service-intensive organizations are able to more efficiently execute projects while maintaining appropriate project control and visibility
- Allows these organizations to make the most of this powerful combination by automating critical cross-system business processes and data flows





# Why Oracle?





# Oracle PPM Leadership



- PPM Product Leader
- PPM Market Share Leader
- Market Leadership in 40 Product or Market Categories
- The Most Investment in Enterprise Mission Critical Applications
- Protection of Customer Investments

# Why Enterprise PPM?

Technology Enables Your Future



- Business Process **ADAPTIVITY**

- Leverages Oracle's unmatched ability to address existing and new challenges across the board



- Information Worker **PRODUCTIVITY**

- Unmatched visibility into worker productivity, project efficiency, and corporate performance



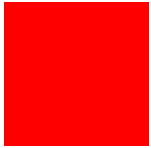
- Business **INSIGHT**

- Single integrated solution spanning all critical areas of the business with information integrity regardless of system of origin



## Take-aways and Next Steps

1. Oracle has proven customer success and deliverable solutions
2. Assess your Enterprise PPM efforts to decide where to start
3. Call your Oracle Sales Rep to get a demo of PPM, to benefit your business!



# Questions



**ORACLE®**