

Multi-National SIG - Mission:

- Cross-Module and Cross-Geographies
- Processes and Issues specifically facing global or multi-country Oracle applications users
- Organize exchange of ideas and experiences
- Take active role in OAUG Enhancement process with Oracle Corporation
- Synchronize with other SIGs and GEOs



Board Members

- Hans Kolbe, Celantra Systems – Chair
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We invite you to sign-up for working with the SIG Board!



Celantra Systems

- Celantra Systems provides international program management services with a strong focus on multi-org, inter-company, global compliance and implementation issues. The key element in our approach is the alignment of operational efficiency, legal/tax compliance and management reporting. Our goals are:
 - Single global structure across country, currency, language, accounting and tax regime
 - Variations are transparent to operator and business user community
 - Flexibility for business growth, acquisitions, or other changes in business or legal model
 - Ease of support and upgrade
 - Former and current clients include Cree Inc., Royal Bank of Scotland, Trident Microsystems, Terex, UPS, Xerox, Tektronix, British Telecom, Assa Abloy, Yahoo, Texas Instruments, PPG, State Street Bank, Xilinx, Dionex, and others.
 - **Hans Kolbe** has managed and advised software implementation projects for over 15, global projects for over 12 years. His extensive knowledge on Oracle applications is combined with a formal background as a German attorney, trained in international and comparative law.

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How to approach the R12 upgrade?

- PRO/CON: Is it better to approach R12 upgrade as a technical upgrade and introduce new functionality before or after?
- PRO/CON: How can we limit the business process impact of R12 upgrade and avoid unnecessary dependencies?
- PRO/CON: Do I really need to wait with my process improvements until R12 upgrade? Shared service in process first, then change to R12?
- PRO/CON: Is the R12 Upgrade critical based on business and functionality drivers? or based on IT drivers? Should we wait for Fusion Apps?



Example 1 – R12 Considerations

- High-Tech MFG and Distribution Company (700 M Rev)
- 16 International Subsidiaries, mainly US and AsiaPac
- Full E-Bus Suite 11.5.10, high complexities in external product costing systems;
- IC-Complexities with many customizations

- Considerations parallel to R12 Upgrade
 - Restructure COA
 - Eliminate IC Customs through centralized engine (Virtual Trader)
 - Simplify costing systems and integration
 - Cleanup Master Data (customers, vendors)



Example 1 – R12 Upgrade Approach

- R12 Upgrade done as “Technical Upgrade”, minimal business impact.
- Small mainly internal project team
- Some adjustments to Costing Integration
- Go-live August 1st, 2011

Add-On Projects:

- Eliminate IC Customs through centralized engine (Virtual Trader) – go-live Feb 1, 2012
- Restructure COA – open
- Simplify costing systems and integration - open
- Cleanup Master Data (customers, vendors) - open



Example 2 – R12 Considerations

- Bio Tech MFG and Distribution Company (600 M Rev)
- 8 International Subsidiaries, US, Europe and AsiaPac
- Full E-Bus Suite 11.5.10

- Considerations parallel to R12 Upgrade
 - Acquisition with 40 subsidiaries on SAP to be migrated to Oracle within 15 months.
 - Implement simplified Org Model and create Commissionaire Accounting Model for Europe
 - Cleanup Master Data (customers, vendors)
 - Implement Shared Service Centers Asia and Europe
 - Simplify Legal Structure in Europe and Asia



Example 2 – R12 Upgrade Approach

- R12 Upgrade in parallel with SAP to Oracle Migration
- Commissionaire Model implemented simultaneously
- Cleanup Master Data (customers, vendors) included
- All other functions of R12 are as “Technical Upgrade”, minimal business impact.
- Small internal project team with external augmentation
- Go-live Dec 2012

Add-On Projects:

- Shared Service Centers build – not part of this project
- Legal structure simplification – open



Thoughts From Oracle itself from R12 2009 Presentations

Switch to Oracle Slides

Running Oracle's Global Single Instance (GSI) on Oracle E-business Suite 12. *Lessons Learned in Upgrading to Financials Release12*

By Nayyar Siddiqui
Senior Director, Applications IT

