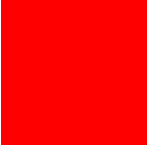




## **General Business – United Kingdom**

**Oracle** Business Accelerator for **Oracle** E-Business Suite Release 12



# What is an **Oracle** Business Accelerator?

- Next generation tools for rapid, precise implementing
- Automatically configures EBS using business flows defining leading industry practices
- Optimized for ease of use with self-service education
- Goal is rapidly configured baseline
- Transaction testing can begin in hours
- Highly structured, prescribed method minimizes impact due to varying implementation skills



# Basic Facts

- 40 Flows, 45 Modules
- 100% Oracle E-Business Suite Release 12 code line installed via Rapid Install utility
- No JDE, Peoplesoft or third party connectors
- Linux certified
- Not a pre-configured clone, but a true setup wizard
- One tool with market, industry, country variations
- Works only for net-new Oracle license situations
- No restrictions on adding more modules



# New In R12

## Financials

- **Assets:** Automatic Depreciation Rollback
- **GL:** Account Analysis & Drilldown, Improved Legal Entity support
- **Internet Expenses:** Enhanced UI; Audit Expense Reports
- Enhanced Transaction Tax aligned with Legal structure
- **Payables:** Invoice Lines, AP/AR Netting
- Integration with E-Business Tax

## Sales

- **Territory Management:** Improved Territory Administration Support

## Service Execution

- **Service Contracts:** Enhanced Communication Templates
- Flexible Approval Rules.

## Supply Chain Management

- **Purchasing:** Buyer's Workbench for Organizing Buyer Activity, Usage of Requisition Template, Multi Org Access Control

## Projects

- **Project Resourcing:** Contingent Worker as Candidate

## Maintenance

- **EAM:** Automatic Bottom-Up Date Adjustment of Resources, Operations and Work Orders, Failure Analysis



# Key V3 Features

- Available in 3 Options:
- Training for CRPs, Proof Of Concepts and Demonstrations
- Basic (Default) Mode or Advanced (Flexible) Mode for Production
  - Basic supports simple organization structures, use Advanced for complex organization structures
- Complete Personalization of Chart Of Accounts & Accounting Calendar
- Standard or Average Costing Available
- Mass data upload for Accounting Calendars, Periods, Fiscal Years and Pro-rate conventions, Customers, Suppliers, Items, etc
- Plus in Advanced only:
  - Multiple Ledgers & Sub-Ledgers, Charts of Account and Accounting Calendars
- Oracle E-Business Suite Release 12 plus Oracle Support Diagnostics for improved problem avoidance, self-service resolution and faster resolution times



# Oracle Business Accelerator Country-Specific Features

- Support for Recoverable and Non Recoverable Value Added Tax (VAT)
- Support for Bankers Automated Clearing Services (BACS) payment format
- Movement Statistics Reporting (Intrastat and Extrastat)
- Default Functional Currency = GBP



# General Business – United Kingdom

Oracle Business Accelerator for Oracle E-Business Suite Release 12

Availability: United Kingdom

	Financials	Distribution	Manufacturing & Maintenance	Sales & Service	Projects
<b>FLows</b>	<ul style="list-style-type: none"> <li>• Customer Invoice to Receipt</li> <li>• Customer Account Review To Payment</li> <li>• Supplier Invoice to Payment</li> <li>• Expense Report to Invoice</li> <li>• Budgets To Approval</li> <li>• Receipt to Assets</li> <li>• Assets to Depreciation</li> <li>• Bank Statement to Cash Reconciliation</li> <li>• Subledger Journals to Post</li> <li>• Period End Close to Financial Reports</li> </ul>	<ul style="list-style-type: none"> <li>• Sourcing Requirements to Agreement</li> <li>• Requisition to Receipt</li> <li>• Supplier Return to Settlement</li> <li>• Supplier Registration to Account Review</li> <li>• Order to Shipment</li> <li>• Order to Drop Shipment</li> <li>• Customer Return to Settlement</li> </ul>	<ul style="list-style-type: none"> <li>• Design to Release</li> <li>• Forecast To Plan - Advanced</li> <li>• Plan to Schedule</li> <li>• Schedule to Build - Discrete</li> <li>• Product Costing to Inventory valuation</li> <li>• Asset Purchase to Maintenance Plan</li> <li>• Plan to Maintain Assets</li> <li>• Inventory Count to Reconciliation</li> <li>• Plan to Replenish</li> </ul>	<ul style="list-style-type: none"> <li>• Prospect to Opportunity</li> <li>• Opportunity To Order for Telesales</li> <li>• Lead to Opportunity for Sales</li> <li>• Opportunity to Order for Sales</li> <li>• Opportunity to Forecast to Management Rollup</li> <li>• Service Request to Resolution for TeleService</li> <li>• Author To Sign Service Contract</li> <li>• Expiring Contract To Renewal</li> <li>• Change Or Terminate Contract</li> </ul>	<ul style="list-style-type: none"> <li>• Project Budget to Project Resourcing</li> <li>• Project Resourcing</li> <li>• Collaborative Project Change Control</li> <li>• Project Expenditure to Revenue Recognition</li> <li>• Analysis To Project Closure</li> </ul>
<b>FUNCTIONS</b>	<ul style="list-style-type: none"> <li>• Accounting &amp; Reports</li> <li>• Cash Management</li> <li>• Asset Management</li> <li>• Payables &amp; Receivables</li> <li>• Self-Service Payables &amp; Receivables</li> <li>• Payment</li> <li>• Budgeting</li> <li>• Expenses Management</li> <li>• Period-End Close</li> <li>• Movement Statistics</li> <li>• BACS support</li> <li>• VAT reporting</li> </ul>	<ul style="list-style-type: none"> <li>• Direct &amp; Indirect Requisitions</li> <li>• Self-service Requisitions</li> <li>• Catalog Management</li> <li>• Order Processing</li> <li>• Order Scheduling</li> <li>• Item Availability</li> <li>• Shipping &amp; Returns</li> <li>• Receiving &amp; Returns</li> <li>• Sourcing</li> </ul>	<ul style="list-style-type: none"> <li>• Engineering</li> <li>• Forecasting &amp; Demand Management</li> <li>• Planning &amp; Scheduling</li> <li>• Manufacturing Execution</li> <li>• Product Costing</li> <li>• Materials Inspection &amp; Disposition</li> <li>• Inventory Count</li> <li>• Asset Purchase &amp; Maintenance</li> <li>• Maintenance Failure Analysis</li> </ul>	<ul style="list-style-type: none"> <li>• Telesales</li> <li>• Opportunity &amp; Pipeline Management</li> <li>• Lead Capture &amp; Qualification</li> <li>• Warranty Activation</li> <li>• Install Base Tracking</li> <li>• Service Entitlement</li> <li>• Service Request Management</li> <li>• Support Escalations</li> <li>• Service Contract Management</li> </ul>	<ul style="list-style-type: none"> <li>• Budgeting, Resourcing, Costing &amp; Billing</li> <li>• MS-Projects Integration</li> <li>• Change Control &amp; Issue Management</li> <li>• Time Collection</li> <li>• Revenue Recognition</li> <li>• Deliverables</li> <li>• Forecast Generation</li> <li>• Work Plan, Progress &amp; Actuals</li> <li>• Earned Value Management (EVM)</li> </ul>
<b>PRODUCTS INCLUDED</b>	<ul style="list-style-type: none"> <li>• iReceivables</li> <li>• Internet Expenses</li> <li>Financials:</li> <li>• Assets</li> <li>• General Ledger</li> <li>• Web ADI</li> <li>• Payables</li> <li>• Receivables</li> <li>• Cash Management</li> <li>• Payments</li> <li>• E-Business Tax</li> <li>• Subledger Accounting</li> <li>• Legal Entity Configurator</li> </ul>	<ul style="list-style-type: none"> <li>• Purchasing</li> <li>• Sourcing</li> <li>• iProcurement</li> <li>• iSupplier Portal</li> <li>• Order Management</li> <li>• Shipping Execution</li> <li>• Advanced Pricing</li> </ul>	<ul style="list-style-type: none"> <li>• Advanced Supply Chain Planning</li> <li>• Demand Planning</li> <li>• Inventory Optimization</li> <li>• Enterprise Asset Management</li> <li>• Mobile Applications</li> <li>Manufacturing:</li> <li>• Engineering</li> <li>• Inventory</li> <li>• Work in Process</li> <li>• Quality</li> <li>• Bills of Material</li> </ul>	<ul style="list-style-type: none"> <li>• Field Sales</li> <li>• Quoting</li> <li>• Scripting</li> <li>• TeleSales</li> <li>• TeleService</li> <li>• Universal Work Queue</li> <li>• Install Base</li> <li>• Interaction Center Technology</li> <li>• Service Contracts</li> </ul>	<ul style="list-style-type: none"> <li>• Project Costing</li> <li>• Project Billing</li> <li>• Project Management</li> <li>• Project Resource Management</li> <li>• Project Collaboration</li> <li>E-Business Intelligence:</li> <li>• Procurement Intelligence</li> <li>• Financials Intelligence</li> </ul>

ORACLE

## So What? How can this answer the business challenge?

The Accelerator	The Challenge	The Oracle Business Accelerator Answer
General Business	<p>Enterprises must innovate quickly in the face of global competition, financial pressures, and increasingly complex regulation.</p> <p>How do they:</p> <ul style="list-style-type: none"> <li>• Protect their existing investment?</li> <li>• Extend the value of their applications?</li> <li>• Evolve to the next generation of business applications?</li> </ul>	<p>General Business provides businesses the functional best practices and industry-specific capabilities they need to adapt to change and compete more effectively.</p>
<p><b>PLUS! Oracle's World Class Financials products, including General Ledger, Payables, Receivables, Cash Management, E-Business Tax, Subledger Accounting, Assets, iReceivables, Payments and Internet Expenses</b></p>		



# Key Contacts

- Bill Bagshaw, VP Mid Market Sales & Strategy
  - [william.bagshaw@oracle.com](mailto:william.bagshaw@oracle.com)
- Stephen L Smith, Director Applications Partner Initiatives
  - [stephen.l.smith@oracle.com](mailto:stephen.l.smith@oracle.com)
- Rene Chapman, Application Reseller Programs
  - [rene.chapman@oracle.com](mailto:rene.chapman@oracle.com)