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## **Introduction to Oracle Accelerators for Oracle E-Business Suite**

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26 September 2007



# Oracle Accelerators for E-Business Suite

## Key Messages

- Oracle's strategic corporate proposition for E-Business Suite in Small and Medium Businesses:
  - **Affordable** Oracle Enterprise Resource Planning for aspiring mid-market organisations
  - **Rapid implementation** and **fast ROI** – extensive automation
  - **Low risk** – designed, built and tested by Oracle
  - **Scaleable** for future growth
  - **Long-term investment** – add users and modules to suit needs
  - **Industry-specific** – Life Sciences, Professional Services, Discrete Mfg, Food & Beverage etc...
  - **Industry-leading business practices** via business flows
  - **Trained, accredited partners** with industry expertise



# Oracle Accelerators – Key Facts

- Certified for Linux
  - Oracle/ Linux is high performance, scaleable and secure
- Standard 100% E-Business Suite code
  - Releases 11i10 and R12
  - **Not** cut-down, lite, different product
- No restrictions on adding more users or modules
  - either initial implementation or later
- Industry Accelerators specifically for UK market
  - 5 for Release 12
  - 3 for Release 11i10
    - Life Sciences, Food and Beverage, Professional Services, Discrete Mfg...



# Oracle Accelerator details

- Rapid implementation tools for E-Business Suite
  - Goal of rapidly configured baseline to begin testing
  - Innovative wizard tool for fast data entry
  - E-Business Suite automatically populated with customer data
- Basic and Advanced options for simple or more complex businesses
- Oracle-hosted project workspace for gathering customer data
- Training and production instances
- Personalise and configure – not a template!
- Extensive supporting collateral
  - Functional overview, project implementation guide, videos, scripts...



# **Sample Accelerator Footprint – General Business**



# General Business – United Kingdom

Oracle Business Accelerator for Oracle E-Business Suite Release 12

Availability: United Kingdom

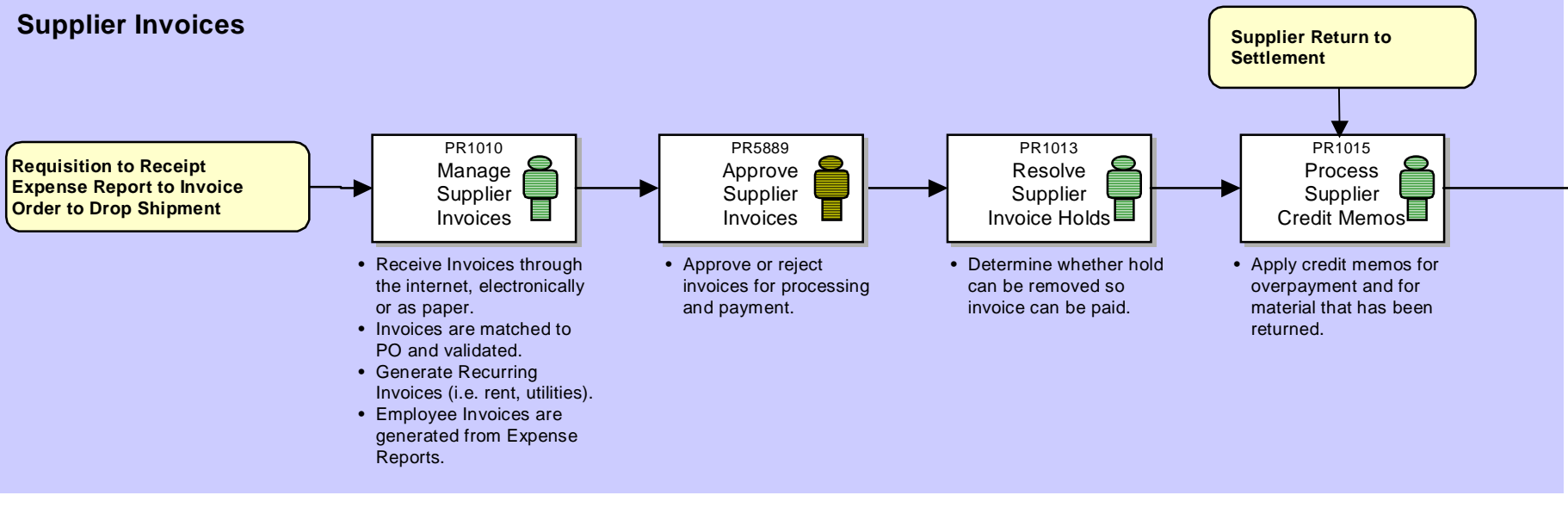
	Financials	Distribution	Manufacturing & Maintenance	Sales & Service	Projects
<b>FLows</b>	<ul style="list-style-type: none"> <li>• Customer Invoice to Receipt</li> <li>• Customer Account Review To Payment</li> <li>• Supplier Invoice to Payment</li> <li>• Expense Report to Invoice</li> <li>• Budgets To 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>

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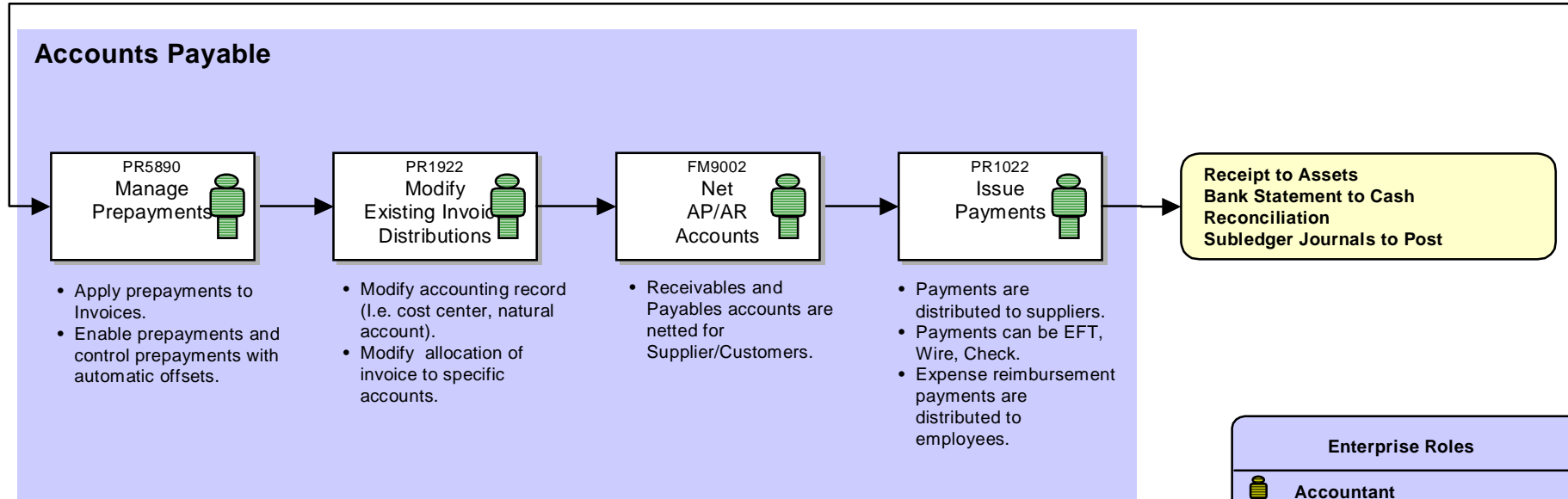


# **Sample Business Flow – based on industry-leading practice**



Supplier Invoices



Accounts Payable



**Enterprise Roles**

-  Accountant
-  Accounts Payable Clerk

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# Setup Tool (Online Questionnaire) extracts



# Oracle Business Accelerators

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Key Features | Scope and Overview | Implementation | Business Flows | Setup Tool

Logged In As CLIVE.WELLS@ORACLE.COM

## General Business - United Kingdom

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

Select Business Flow Families and

Please select from the business flow families listed below.

Check All

**Accounting to Financial Reports** - Financial management & reporting

- Customer Invoice to Receipt
- Supplier Invoice to Payment
- Budgets to Approval
- Receipt to Assets
- Assets to Depreciation
- Bank Statement to Cash Reconciliation
- Subledger Journals to Post
- Period End Close to Financial Reports

**Project to Profit** - Budget & manage project resources

- Project Budget to Project Resourcing
- Project Resourcing
- Collaborative Project Change Control
- Project Expenditure to Revenue Recognition
- Analysis to Project Closure

**Procure to Pay** - Procure direct & indirect goods

- Sourcing Requirements to Agreement
- Requisition to Receipt
- Supplier Return to Settlement
- Supplier Registration to Account Review

**Demand to Build - Discrete** - Discrete manufacturing

- Design to Release
- Forecast to Plan - Advanced
- Plan to Schedule
- Schedule to Build - Discrete
- Product Costing to Inventory Valuation

**Plan to Inventory Management** - Plan & manage inventory levels

- Plan to Replenish
- Inventory Count to Reconciliation

**Order to Cash** - Order management & shipping

- Order to Shipment

# Oracle Business Accelerators

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Oracle Business Accelerator

[Key Features](#) | [Scope and Overview](#) | [Implementation](#) | [Business Flows](#) | [Setup Tool](#)

## Business Services - United Kingdom

### Oracle Business Accelerator for E-Business Suite

#### Setup Questions

Enter values for Questions below

Show Instructions

Reload Setup Questionnaire

Focus	Name	Enter Values
	<input type="checkbox"/> ALL_QUESTIONS	
<input type="checkbox"/>	<input type="checkbox"/> Common Key Business Questions	
<input type="checkbox"/>	<input type="checkbox"/> Specific Business Flow Questions	
<input type="checkbox"/>	<input type="checkbox"/> General Ledger	
<input type="checkbox"/>	<input type="checkbox"/> Human Resources	
<input type="checkbox"/>	<input type="checkbox"/> Inventory	
<input type="checkbox"/>	<input type="checkbox"/> Payables	
<input type="checkbox"/>	<input type="checkbox"/> Internet Expenses	
<input type="checkbox"/>	<input type="checkbox"/> Assets	
<input type="checkbox"/>	<input type="checkbox"/> Receivables	
<input type="checkbox"/>	<input type="checkbox"/> Order Management	
<input type="checkbox"/>	<input type="checkbox"/> Sales	
<input type="checkbox"/>	<input type="checkbox"/> Cash Management	
<input type="checkbox"/>	<input type="checkbox"/> Install Base	
<input type="checkbox"/>	<input type="checkbox"/> System Administrator	
<input type="checkbox"/>	<input type="checkbox"/> Daily Business Intelligence	
<input type="checkbox"/>	<input type="checkbox"/> Manual Questions	

Proceed to Review and Validate

# Oracle Business Accelerators

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## Business Services - United Kingdom

### Oracle Business Accelerator for E-Business Suite

#### Setup Questions

Enter values for Questions below

Show Instructions

Reload Setup Questionnaire

Focus	Name	Enter Values
	<input type="checkbox"/> ALL_QUESTIONS	
	<input type="checkbox"/> Common Key Business Questions	
	<input type="checkbox"/> Specific Business Flow Questions	
	<input type="checkbox"/> General Ledger	
	What Non-Monetary Units of Measure will you require for Statistical Journal Entries?	
	How will you Record Journal Reversals such as for Reversing of Accrual Entries?	
	Define Intercompany Accounts.	
	<input type="checkbox"/> Human Resources	
	<input type="checkbox"/> Inventory	
	<input type="checkbox"/> Payables	
	<input type="checkbox"/> Internet Expenses	
	<input type="checkbox"/> Assets	
	<input type="checkbox"/> Receivables	
	<input type="checkbox"/> Flexfields	
	Configure AR System Options.	
	<input type="checkbox"/> Transaction Types, Sources and Approval Limits	
	Define your Receivables Activities.	
	Define your Account Receivables Receipt Classes.	
	Identify your Payment Methods And Bank Account Details for Manual Receipt Classes.	
	Identify your Payment Methods and Bank Account Details for Automatic Receipt Classes	
	Identify your AR Receipt Sources.	
	Enter Remit-To Addresses where you Receive Customer Payments.	
	Identify Postal Code Ranges for your Remit to Addresses.	
	<input type="checkbox"/> Taxes	



# Summary

- Accelerators are specifically for SMB
  - **Affordable** Enterprise Resource Planning via fixed-price, fixed scope bids
  - **Functional** – Accelerators typically contain 30+ business flows/ modules
  - **Fast ROI** – ready to go with customer data
  - **Low Risk** – designed and pre-tested by Oracle
- Accelerators are designed for Industries
  - Deal with key industry requirements
- Rapid implementation
  - Oracle hosting of project workspace to gather customer data
  - Automated E-Business Suite population via Set Up Tool
- Unique in the market – nobody else has them