Oracle Fusion Applications Overview

Thomas Kurian
Executive Vice President
Safe Harbor Statement

Statements in this presentation relating to Oracle's or its Board of Directors’ future plans, expectations, beliefs, intentions and prospects are "forward-looking statements" and are subject to material risks and uncertainties. Many factors could affect our current expectations and our actual results, and could cause actual results to differ materially. We presently consider the following to be among the important factors that could cause actual results to differ materially from expectations: (1) Economic, political and market conditions, including the recent recession and global economic crisis, can adversely affect our business, results of operations and financial condition, including our revenue growth and profitability, which in turn could adversely affect our stock price. (2) We may fail to achieve our financial forecasts due to such factors as delays or size reductions in transactions, fewer large transactions in a particular quarter, unanticipated fluctuations in currency exchange rates, delays in delivery of new products or releases or a decline in our renewal rates for software license updates and product support. (3) Our entrance into the hardware systems business may not be successful, and we may fail to achieve our financial forecasts with respect to this new business. (4) We have an active acquisition program and our acquisitions, including our acquisition of Sun Microsystems, may not be successful, may involve unanticipated costs or other integration issues or may disrupt our existing operations. (5) Our international sales and operations subject us to additional risks that can adversely affect our operating results, including risks relating to foreign currency gains and losses and risks relating to compliance with international and U.S. laws that apply to our international operations. (6) Intense competitive forces demand rapid technological advances and frequent new product introductions and could require us to reduce prices or cause us to lose customers. (7) If we are unable to develop new or sufficiently differentiated products and services, or to enhance and improve our products and support services in a timely manner or to position and/or price our products and services to meet market demand, customers may not buy new software licenses or hardware systems products or purchase or renew support contracts. A detailed discussion of these factors and other risks that affect our business is contained in our SEC filings, including our most recent reports on Form 10-K and Form 10-Q, particularly under the heading "Risk Factors." Copies of these filings are available online from the SEC or by contacting Oracle Corporation's Investor Relations Department at (650) 506-4073 or by clicking on SEC Filings on Oracle’s Investor Relations website at http://www.oracle.com/investor. All information set forth in this presentation is current as of October 7, 2010. Oracle undertakes no duty to update any statement in light of new information or future events.
Non-GAAP Financial Measures

To supplement our financial results presented on a GAAP basis, we use non-GAAP measures, which exclude certain business combination accounting entries and expenses related to acquisitions and other significant expenses including stock based compensation, that we believe are helpful in understanding our past financial performance and our future results. Our non-GAAP financial measures are not meant to be considered in isolation or as a substitute for comparable GAAP measures, and should be read only in conjunction with our consolidated financial statements prepared in accordance with GAAP. Today’s discussion includes certain non-GAAP financial measures, which were included in our earnings releases.
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 decisions. The development, release, and timing of any features or functionality described for Oracle’s products remains at the sole discretion of Oracle.
What is Oracle’s Applications Strategy?

What are Fusion Applications and why did Oracle develop them?

How are customers adopting Fusion Applications?

What is the impact of Fusion Applications on Oracle’s business?
Oracle Applications Strategy
Oracle Applications Strategy

- Offer significant functional value with easy to uptake Applications Unlimited releases
- Deliver Fusion Applications Suite that can be adopted in a modular fashion alongside Applications Unlimited
- Provide specialized Line of Business Applications and transformative industry processes
- Design Business Applications & Business Processes to be delivered as Software-as-a-Service
- Oracle’s customers have clarity and are positive about Oracle’s commitment to existing Applications
Oracle Applications Unlimited

**E-Business Suite 12.1**
- 16 New Products
- 575 Enhancements

**PeopleSoft 9.1**
- 2 New Products
- 1470 Enhancements

**JD Edwards**
- 3 New Products
- 829 Enhancements

**Siebel 8.1 & 8.2**
- 36 New Products
- 469 Enhancements
- 9 Industry-specific solutions

**CRM-OD 17 & 18**
- 10 New Products
- 831 Enhancements

**Agile PLM**
- 4 New Products
- 500 Enhancements
- 4 New integrations

**OTM/GTM 6.0, 6.1**
- 2 New Products
- 30 Enhancements
- 3 New integrations

**Demantra 7.3**
- 40 Enhancements
- 2 New integrations

**Hyperion 11.1.2**
- 4 New Products
- 752 Enhancements
Oracle E-Business Suite Roadmap
Deep Functional Capabilities, Easy to Adopt

EBS 12.1.3
- Field Service Third Party Support
- Warehouse Services Billing
- Logistics Service Support for WMS
- Subcontractor Change Management
- EAM Work Permit & Safety
- Selling Services
- Financial Globalization for India, Brazil, VAT, Argentina, China, Japan etc.
- Duplicate Expense Management
- OTL Supervisor Workcenter

Applications Management Packs
- 11gR1 Uptake
- Diagnostics

Integrations:
- Primavera R12 Integration
- 11g Foundation Packs
- 11g Process Integration Packs

Contract Lifecycle Management
- Complete Fed Acquisition Lifecycle
- US Federal Contracts Printing
- FAR/DFARS compliant
- IAE systems integration
- CLIN/SLIN Hierarchy
- Configurable Document Numbering
- PALT Tracking
- Oracle Federal Financials Integration
- FPDS-NG and FedBizOpps Integration

EBS 12.1.3+
- Service Charges
- Spares Management
- eKanban
- GTM Integration
- Property Manager
- Mobile Field Service & Dispatch Enhancements
- ePedigree Integration
- Serialization at Point of Use
- Return to Vendor and Rework

EBS 12.x
- Downtime Reduction (11gR2)
- Middleware Uptake (11g)
- Payroll to Projects Labor Costing
- SCM Enhancements
- HCM Localizations
- Contract Lifecycle Management for Defense Agencies

OFA 1.0

ORACLE
Oracle PeopleSoft Roadmap
Deep Functional Capabilities, Easy to Adopt

**PeopleTools 8.51**
- PeopleSoft Testing Framework & Usage Monitor
- Smart Navigation
- Oracle Virtual Machine Production Templates

**PeopleSoft HCM 9.1 Feature Pack 1**
- Company Directory & Actionable Org Charting
- Workforce Scheduling for Healthcare
- Talent Management 9.1 Integration to HCM 9.0 & 8.9

**PeopleSoft FMS/SCM 9.1 Feature Pack 1**
- Mobile Inventory Management
- Hyperion Disclosure Management Integration
- GRC Transaction Governor Integration

**PeopleTools 8.52**
- Application Configuration Wizards
- Work Center Framework
- Oracle Tech Stack Optimization

**PeopleTools 8.53**
- Activity Guides
- Network Charting

**PeopleSoft Enterprise Portal 9.2**
- Unified Navigation
- Secure Enterprise Search Uptake

**PeopleSoft HCM 9.2**
- Time and Labor Manager Dashboard
- Paycheck Modeling

**PeopleSoft ELM 9.2**
- Learning Dashboard
- One Step Enroll & Launch

**PeopleSoft FMS/SCM 9.2**
- AP Work Centers
- European Union SEPA Payments

**PeopleSoft CRM 9.2**
- Service Operational Dashboard
- Embedded Rich Text Editor

**PeopleSoft HCM 9.1 Feature Pack 2**
- Matrix Org Charting
- Total Compensation Statement
- Employee and Manager Self Service

**PeopleSoft FMS/SCM 9.1 Feature Pack 2**
- Customer and Supplier Visualization
- Primavera Integration
- Incremental Updates to Essbase Cubes

**PeopleSoft 9.1 Feature Pack 2 (Common Component)**
- Forms and Approval Builder

**OFA 1.0**
Oracle Siebel & CRM OD Roadmap
Deep Functional Capabilities, Easy to Adopt

Marketing On Demand
- Email Marketing 1.4

OPA 10.2
- Determinations Server Plug-in
- Interview Web Service
- Additional language support

Siebel 8.0 Innovation Pack
- CRM Offline Client for Life Sciences

Siebel 8.1 Innovation Pack
- Consumer Packaged Goods Quick Start
- Advanced Order Management/Contract Bundling for Telecommunications
- CEM Application Toolkit V1
- CRM Desktop for Lotus Notes

CRM On Demand Release 18 Innovation Pack
- Data Vault
- More Insurance Producer Success model

Siebel 8.1 Innovation Pack
- Customer Experience Management
  - Self-Service Kiosk for Retail, Consumer Facing Mobile, CEM Application Toolkit V2, Real-time Decision Engine
- Next Generation Mobile
  - Fusion Mobile

Marketing On Demand Integration
- Common customer profile
- Response management
- Lead management
- Campaign automation
- Integrated analytics

Siebel 8.2 Innovation Pack
- Financial Services Desktop
- Telecommunications Self-Service

eBilling 6.x
- PCI Compliance & Mobile Browser

Siebel 8.2 Innovation Pack
- Financial Services (Bank-in-the-Box)
- Utilities: Order to Bill Integration

OFA 1.0

Siebel 8.2 Innovation Pack
- Financial Services (Bank-in-the-Box)
- Utilities: Order to Bill Integration

Social Engagement
- Social Adapter (Radian6) to map channel to Customer
- Social Customer Insights to measure influence (UCM)

CRM On Demand Release 19
- Operations transparency
- CRM Desktop
- Mobile Configurability
- More Life Sciences
- More Insurance
- Analytics enhancements
- Transparent DB encryption

eBilling 6.1
- Enhanced industry integrations
- CEM portlet support
- Fusion Middleware Components

Siebel 8.2.1
- Public Sector Social Services
- Deeper Loyalty for Retail and Travel & Transportation
- Automotive Warranty Management

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Marketing On Demand
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Hyperion EPM 11.1.2
- New Financial Close Mgt. Product
- New Disclosure Mgt. product
- New Public Sector Budgeting module
- Hyperion Planning
  - Predefined, matrixed, hierarchical & data driven workflows
  - Conditional formatting & Ad-hoc
  - Smart View extensions
- Oracle tech stack optimization

Hyperion EPM 11.1.2 Feature Pack 1
- iXBRL HMRC Income Tax Returns
- PSFT & Financial Close Mgt. integration

Hyperion EPM 11.1.2 Feature Pack 2
- Predictive Planning
- Account Reconciliations
- Micro-costing within Cost & Profitability Mgt.
- EBS/Fusion & Financial Close Mgt. Integration
- Financial Controller Dashboards

Hyperion EPM 11.1.3
- New Project Planning module
- New Chart of Accounts Manager module
- Portfolio wide Enterprise 2.0 adoption
- Hyperion Financial Management
  - Configurable Dimensionality
- Financial Close
  - Variance Monitoring
- Disclosure Management
  - Collaborative document authoring
  - Smart Rounding & Footing
- Hyperion Planning
  - PSB Commitment control
  - Valid combinations
  - ASO Integration

Hyperion EPM 11.1.3 Feature Pack 1
- Mobile EPM
- New Balance Sheet Planning module

OFA 1.0
Oracle Applications
New Customers: Grow Installed Base

[Graph showing the growth of new customers from 2007 to 2010, with the number of new customers increasing from 15000 to 35000.]
Oracle Applications
Upgrades: Installed Base % on Two Most Recent Releases

- EBS: 93%
- PSFT: 66%
- JD-E: 68%
- Siebel: 64%
- Agile: 86%
- PLM for Process: 96%
- EDM: 62%
- OTM: 98%
- Demantra: 91%
Oracle Applications

Up-sell: Installed Base % buying new modules in past 12 months
Oracle Applications
Cross Sell: Installed Base % buying new modules from other Applications Families

- EBS: 55%
- PSFT: 61%
- SIEBEL: 66%
- JDE: 39%
Oracle Fusion Applications
Oracle Fusion Applications

- Fusion Applications are designed to exploit several fundamental technology trends
- Fusion Applications provide significant functional advances to customers
- Fusion Applications are designed to be delivered as Software-as-a-Service
- Fusion Applications are designed to change competitive dynamics in the Applications market
Oracle Fusion Applications
7 Product Families, 100+ Modules

Oracle Fusion
Financial Management
- General Ledger
- Accounts Payable
- Asset Management
- Payments & Collections
- Accounts Receivable
- Cash & Expense Management
- Common Modules
  - KPIs, Dashboards, & Extensibility FW

Oracle Fusion
Human Capital Management
- Global Human Resources
- Workforce Lifecycle Management
- Benefits
- Compensation Management
- Talent Review
- Performance & Goal Mgmt
- Global Payroll
- Network @ Work

Oracle Fusion
Supply Chain Management
- Product Master Data Management
- Distributed Order Orchestration
- Global Order Promising
- Inventory Management
- Cost Management
- Shipping & Receiving
- KPIs, Dashboards, & Extensibility FW

Oracle Fusion
Project Portfolio Management
- Project Costing
- Project Billing
- Project Performance Reporting
- Project Control
- Project Integration Gateway
- Project Contracts
- KPIs, Dashboards, & Extensibility FW

Oracle Fusion
Procurement
- Purchasing
- Self-service Procurement
- Sourcing
- Procurement Contracts
- Supplier Portal
- Spend & Performance Analysis
- KPIs, Dashboards, & Extensibility FW

Oracle Fusion
Customer Relationship Mgmt
- Customer Master
- Sales
- Marketing
- Incentive Compensation
- Mobile & Outlook Integration
- Territory & Quota Mgmt
- KPIs, Dashboards, & Extensibility FW

Oracle Fusion
Governance, Risk & Compliance
- Financial Compliance
- Issue & Risk Manager
- Access Controls
- Transaction Controls
- Configuration Controls
- KPIs, Dashboards, & Extensibility FW

Oracle®
Oracle Fusion Applications
Significant Technology Advances

What do I need to do?
Exception-based Business Process Management & SOA
Configurable Business Applications & Processes (SOA)

What do I need to KNOW?
Embedded Business Intelligence
Embedded Collaboration & Social Computing

How do I get it DONE?

WHO do I need to reach?
Oracle Fusion Applications

Significant Technology Advances

Standards-based Design
Lower Cost to Implement
Lower Cost to Operate

Native SOA Design
Lower Cost to Integrate
Easy to Adopt Modularly

Declarative Design
Easy to Extend
Extensions preserved across Updates

Cloud Ready
Architected for Cloud Deployment
Choice of Deployment Options

Integrated Collaboration
Blends collaborative processes with Enterprise Processes

Integrated Business Intelligence
Provides accurate data to speed decision-making, Lower Cost
Fusion Applications

Significant Functional Advances

• Unifies functionality from Oracle’s existing Applications
  • Unifies Best of Best Data Model & Business Processes

• Fusion Financials
  – Streamlines Financial Budgeting, Operations, Reporting & Close

• Fusion Human Capital Management
  – Unifies Workforce Planning and Hiring, Performance & Talent Management, and Compensation, Payroll, and Benefits

• Fusion Procurement
  – Global Sourcing & Spend Analytics tied to Enterprise Contracts

• Fusion Projects & Portfolio Management
  – Unifies Project Management, Accounting, Reporting & Billing

• Fusion Supply Chain Management
  – Centralized Order Management across order capture systems
Flexible Deployment Strategy
Single Solution – On-Premise or SaaS

- Public Cloud (SaaS)
- Private Cloud (On Premise)
- Business Process Outsourcing
- Hybrid Deployment Options
Fusion Applications SaaS
Application Configuration by Business Users

Getting Started with Oracle Fusion Applications
Welcome to Oracle Fusion Applications. This application will allow you to review the different offerings or business solutions that will fit your organization requirements.

Offerings

Create Implementation Project
Name: Sales Implementation for Oracle
Code: IMPLEMENTATION_PROJECT_10

* Required tasks

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<th>Go to Task</th>
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<th>Status</th>
<th>Predecessor Tasks</th>
<th>Assigned To</th>
<th>Due Date</th>
<th>Attachments</th>
<th>View Reports</th>
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ORACLE
Fusion Applications SaaS
Application Extensibility by Business Users

Configure

Meta Data
- Role Based UI
- Analytics & Reports
- Business Logic / Workflow
- Access Control/Security
- Data Model & Objects

Code

Java Cloud Hosted Code
- Standalone Applications
- Embedded UI

Web Services
- Scheduled
- Event Driven

Multi-Tenant
Single-Tenant
@Customer
Oracle Fusion Applications

SaaS
Easier to Deploy & Lower Cost to Manage

Performs & Scales on Oracle Exadata & Exalogic

Single Point of Management, Centralized Security Administration, Lower Cost & Easier to Operate and Manage
Oracle Fusion Applications
Some of Our Customer Advisors
Oracle Fusion Applications
Some of Our Functional Validation Customers

**Financial Management**
- Alcoa
- AT&T
- Tramway Industries, Inc.
- London Drugs
- T-Mobile
- GE Money
- BT
- Qualcomm
- IBM
- EATN
- Electrolux
- Tramway Industries, Inc.

**Human Resources**
- American Express
- Accenture
- Cox
- Pfizer
- McKesson
- Deutsche Bank
- Linksys
- Citi
- BT
- Qwest
- Capital One
- ADP
- Alcoa
- Nortel
- University of Michigan

**Customer Rel. Mgmt.**
- 3M
- Mckesson
- Cadence
- Eaton
- Thomson Reuters
- Akamai
- Rabobank
- 3M
- EMC
- MITRE
- MACERICH
- Jet Propulsion Laboratory
- California Institute of Technology

**Supply Chain Mgmt.**
- T-Mobile
- General Electric Healthcare
- Eaton
- USG
- Agilent Technologies
- Alcoa
- Office Depot
- Toyota
- Master Lock
- EDS

**Procurement**
- Boeing
- Humana
- Ingersoll-Rand
- Toys R Us
- UPS
- Cisco Systems
- General Electric
- Alcoa
- NCR

**Project Portfolio Mgmt.**
- Fidelity
- Rand
- Cognizant
- Sandia National Laboratories
- NetApp
- BAE Systems
- Qualcomm
- Alcoa
Oracle Fusion Applications Adoption
Oracle Applications Adoption

- Multiple business and technology factors are driving customers to adopt Fusion Applications

- Oracle offers a broad range of choices for customers in adopting Fusion Applications

- Oracle has a well managed process and broadly trained resources to help customers make decisions

- Strong positive interest from Oracle Installed Base, net new customers, and partners
Oracle Fusion Applications Adoption

Key Drivers

• Customer need to exploit specific functional advance to resolve particular business problem
  – Example: SCM Distributed Order Orchestration to centralize Order Processing across multiple Order Capture systems

• Customer need to reduce costs or streamline a critical business process

• Customer need to rationalize information systems driven by functional change in business
  – Example: Fusion ERP for Global Financials & Sourcing Processes to eliminate separate instances in each country
Oracle Fusion Applications Adoption

Key Drivers

• Customer need to re-implement information systems driven by a technology change in business
  – Example: Line of Business Executives want to move a particular business process to Software-as-a-Service

• Customer need to eliminate a point solution and move more of their processes to Oracle
  – Example: Fusion Human Capital offers Core HR, Payroll, and Talent Management in single solution On-Premise or SaaS
Adoption Choices for Customers
Customers choose the next step, when they want

Continue on Your Current Path
- Upgrade to the latest release of your existing Oracle Applications portfolio

Adopt a Co-Existence Strategy
- Add new Fusion Applications modules or pillars to your existing Oracle Applications portfolio

Embrace the Complete Suite
- Deploy the comprehensive suite of Fusion Applications products
Co-existence Choices for Customers
Fusion Applications Work with Existing Applications

Fusion Co-Exist Modules
• Talent Management
• Distributed Order Orchestration
• Accounting Hub (GL+Hyperion)
• Sales Performance Management
  Territory Management
  Quota Management
  Incentive Compensation
• Project Portfolio Management
• Spend, Sourcing & Contracts
• Incentive Compensation
• Workforce Lifecycle Mgmt
• Workforce Directory
• Procure-to-Pay
• Customer Data Hub
• Product Data Hub
• Governance, Risk & Compliance
• etc…

Fusion Co-Exist Pillars

Pillar 1:
Financials &
Supply Chain Management

Pillar 2:
Human Capital Management

Pillar 3:
Customer Relationship Mgmt
Fusion Early Adopter Customer
Example: Industrial Manufacturing Customer

Key Driver: Functional Capabilities in Fusion SCM

- Today: Multiple Order Capture Systems, Fulfillment, & Inventory Systems
- Improve key business decisions through improved inventory management and centralized views of global sources and shipping
- Improve customer satisfaction through decreased lead times, more accurate promise dates and fast, accurate order status updates
- Provide consistent order processes when fulfilling directly and when fulfilling through partners

Current
- Multiple custom order capture systems
- Legacy ERP (40+) – SAP, MfgPRO, Baan
- Custom integration between capture and ERP systems

Phase One
- Add Fusion Distributed Order Orchestration (DOO) & Global Order Promising (GOP)
- Pilot project focused on single plant, select set of products

Future Phases
- Add additional plants, products and business lines to DOO and GOP systems
- Consolidate capture systems
Fusion Early Adopter Customer
Example: Financial Services Customer

Key Driver: Shift of Human Capital, Financials, Procurement to SaaS

- Deliver globally scalable compensation management & allocation system
- Improve visibility of Total Compensation and tie to Talent Management
- Improve financial control across large pool of suppliers with global sourcing
- Achieve single source of supplier information for statutory compliance
- Reduce TCO by modernizing and standardizing applications
- Move HCM, Talent Management, & Procurement to Software-as-a-Service

Current
- PSFT HCM 8.9
- PSFT FMS 8.8
- Custom Compensation Solution
- Niche Contracts, Sourcing, Spend Analysis & Supplier Master

Phase One
- Upgrade to PSFT FMS 9.1
- Add Fusion Talent Management and Compensation Management
- Replace existing solution with Fusion Procurement

Phase Two
- Upgrade PSFT FMS to Fusion Financials
- Upgrade PSFT HCM to Fusion HCM
Fusion Early Adopter Customer
Example: High Technology Customer

Key Driver: Best-of-Breed SaaS CRM plus Application Extensibility
- Today: SAP ERP and SalesForce CRM across the company, some Oracle Presence
- Standardize on Fusion CRM as SaaS across Marketing, Direct, Indirect Sales
- Improve customer data quality and achieve 360° view of customer across channels
- Create global pipeline system for marketing, sales planning and forecasting
- Flexible Territory Creation, Incentive Compensation, Quota Management & PRM
- Advanced capabilities to extend Application functionality while protecting upgrades

Current
- SalesForce CRM
- CRM On Demand
- EBS ERP, SCM, HCM 11.5.10 in one division
- SAP ERP and Supply Chain

Phase One
- Proof of Concept to implement Fusion CRM On Demand
- Continue deployment of CRM On Demand

Phase Two
- Upgrade CRM On Demand to Fusion CRM across other businesses
- Replace SalesForce CRM completely
Fusion Early Adopter Customer
Example: Public Sector Customer

Key Driver: Cost Reduction & Federal Reporting Requirements
- Create next generation IT and project portfolio management platform
- Increase Project Manager productivity and project execution efficiency
- Improve decision making & project resource prioritization with integrated BI
- Reduce complexity of compliance and improve financial transaction controls
- Integrate risk management into core PPM and compliance processes
- Drive role-based collaborative business processes and reduce manual effort

Current
- 140+ custom legacy applications to support PPM and Financials
- PSFT HCM 9.1
- PSFT PRC 9.1

Phase One
- Phased replacement of custom legacy with Fusion Projects, Financials & Governance, Risk, Compliance
- Integrate Primavera P6 with Fusion PPM

Future Phases
- Continue legacy replacement with Fusion Financials Applications
- Evaluate adoption of Fusion CRM
- Fusion HCM
Fusion Early Adopter Customer
Example: Global Business & Technology Consultancy

Key Drivers: Broaden Business Model by adopting new Applications
• Today: Uses Oracle e-Business Suite for Payroll Outsourcing across Europe
• Wants to broaden into Full HRMS Outsourcing via SaaS from Payroll Outsourcing
• Deliver new functionality to existing customers without needing to fully re-platform
• Introduce richer self service functionality to many of its customers
• Win more business & revenue stream with Talent Management offering

Current
• Oracle e-Business Suite R12.1 HR

Phase One
• Deploy Fusion Applications Workforce Directory
• Fusion Applications Profile Management
• Fusion Applications Performance Management

Phase Two
• Deploy Fusion Applications Talent Management
• Adopt Fusion Applications Payroll in some countries
Fusion Early Adopter Customer
Example: Multi-channel Online Retailer

Key Drivers: Rationalize Multiple Legacy Information Systems
• Today: Multiple Order Capture Systems with inability to accept orders on one channel while processing individual lines and returns in other channels
• Fusion provides them with unified cross-channel order processes with global order pool visibility while meeting end-user control requirements
• Enhance order fulfillment process with Multiline volume controls, Global Order Promising, Optimized Shipping & Sourcing costs
• Decrease Lead Time, More Accurate ATO, & Client Override functionality

Current
• Multiple Legacy Order Processing (20+) – Manhattan, Others
• Custom integration between capture and E-Business Suite
• Oracle PIM for Master Data Management

Phase One
• Add Fusion Distributed Order Orchestration (DOO) & Global Order Promising (GOP)
• Deployment for all channels – TV, Web, Call Center, Mail, ...

Future Phases
• Consolidate Order capture systems
• Evaluate deployment of Fusion Applications for Product Master Data Management
Oracle Fusion Applications
Enablement Program for Oracle LOBs & Partners

• Broadest & most managed System Integrator Recruitment & Participation program by Oracle
  – SIs have participated in multiple phases of Product Testing
  – Covers all regions of World & all functional areas of Fusion
  – Some System Integrators are also contributing resources for joint development of some key modules
  – Benefits to SIs – Oracle introducing customer prospects to SIs, Sis have seen and continue to see growth in Oracle Applications Base

• Global Sales, Consulting, On-Demand & Support SWAT Teams for Fusion Applications
  – 1,000+ People across Oracle in various Lines of Business
  – 4,450 People have completed 20 Hands On Training Sessions
  – Streamlined Customer Qualification across Lines of Business to determine functional fit with Fusion Applications
  – Largest, most managed program rollout ever for Oracle Applications
Oracle Fusion Applications Partners
Sample SI List: By Region And Function

- Global SIs Co-development Partners
  (program partners)
  - Infosys
  - Cognizant
  - Wipro

- Global SIs (program partners)
  - Accenture
  - HP
  - IBM

- EMEA SIs (program partners)
  - Capgemini
  - Price Waterhouse Coopers

- APAC SIs (program partners)
  - Deloitte
  - CSC

- Cross Pillar Testing SIs (invited guests)
  - Intelligroup
  - Patni

- CRM Testing SIs (invited guests)
  - Cognizant
  - Sierra Atlantic
  - Infosys

- HCM Testing SIs (invited guests)
  - Cedar Crestone
  - KOBACE

- SCM Testing SIs (invited guests)
  - Titan Technology Partners
  - Lumendata

- MDM Testing SIs (invited guests)
  - TITAN Consultancy Group
  - Vivedge

- Projects Testing SIs (invited guests)
  - Inirus
  - Project Partners
Summary
Oracle Fusion Applications
Impact on Oracle’s Business

• Oracle Applications business continues to sustain strong core business drivers

• Oracle Fusion Applications will expand Oracle’s Applications and Technology business

• Oracle’s product roadmap clarity and flexible adoption models makes customer choice safe

• Oracle Fusion Applications will change competitive dynamics in Applications market
Oracle Fusion Applications
Impact on Oracle’s Business

- Customers purchase new Application modules
  - 100+ Modules; Many with no corresponding functionality today

- Customers purchase larger Application User counts
  - Self-Service Design with Packaged Business Intelligence

- Customers purchase new SaaS Subscription Services
  - Many customers interested in accessing Fusion via SaaS

- Customers purchase Fusion Middleware Technology
  - To extend Fusion Applications or to prepare for their adoption

- Customers purchase Database Technology
  - To get greater value from Fusion Applications (eg. Exadata)

- Customers migrate from competitors to Oracle
  - Continuing to grow Applications business faster than competitors