



# ***R12 – is it OMG or LOL***

Sue Maloney, Director of Solutions

- Introductions
- R12 – is it OMG & LOL?!?!?
- Why R12?
- About EiS
- SO WHAT?!?
- What everyone overlooks
- Q&A

# R12 - is it OMG or LOL?!?

- What do these acronyms have to do with R12?
- Organizations have experienced both extremes, from the OMG moment (*if only it was a moment!*) to the LOL (*oh that was SO easy!*)
- Why the extremes exist, how to avoid the OMG moments and move more towards the LOL times.
- OMG moments of moving to R12, as improbable as it sounds, can be avoided.
- Many MANY more acronyms have been offered!

# Why R12 ?

- Support
  - End of 11.5.10 Premier Support – November, 2010
  - With the correct patch set, extended support at no additional cost through November, 2011.
- Functionality Improvements
  - Financials - MOAC, SLA, EBTax, Payments, TCA for Suppliers
  - HCM – Global Transfers, Retro Pay/Costing, New features in Comp Workbench, Performance Mgt,
- Customizations - Retire
- Technology

- Centralize, Simplify and Standardize your apps
- Think, Work & Manage Globally!
- Perform multiple tasks across operating units without changing responsibilities
- Try to upgrade if at all possible!

**Industry:** Home Health Management

**Employees:** 25,000

**Oracle Version & Modules:**

11.5.10 HCM, GL, AP, AR, FA, Projects

In process of upgrading to 12.1.3

**Challenge:**

Acquisitions, New Modules, Diverse Organization

**Services provided:**

- Optimization services for HCM and Financials
- eXpress Payroll Automation
- eXpress Reporting solution
- R12 Upgrade Consulting Services
- SSHR Implementation Services



## *Lessons Learned/Gotcha's*

- PLAN, PLAN, PLAN
- Learn what you can from others who have gone through it
- Get training on changed functionality, specifically Oracle Payables changes
- Take caution not to skip any necessary steps
- Test everything!!

## ***Lessons Learned/Gotcha's*** (cont'd)

- Don't take for granted that setups haven't changed – some do without your knowledge
- If you used multi org before R12, make sure that all your functions are secured by operating unit as in 11i
- Make sure all customizations have been evaluated and either eliminated with new features or thoroughly tested

# About EiS



- Founded in 2001
- Offices – Atlanta (HQ), India and UK
- Oracle Certified Partner and ISV
- 100+ Customers
- Oracle Apps experience since 1995
- The Oracle Solutions Company
  - Implementations
    - HCM and Payroll
    - Financials and Projects
    - Supply Chain
  - Reporting – OBIEE, EiS etc.
  - Custom Development
  - SOA specialists

# 2011

**10 Years Providing  
Professional Services and  
Software Solutions**

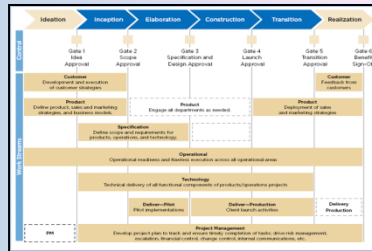
# Solution Overview – EIS Portfolio

## eXpress Services

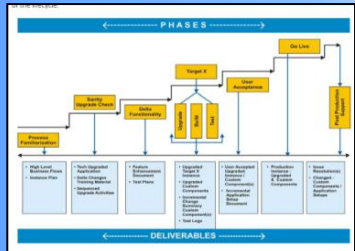
### Assessments



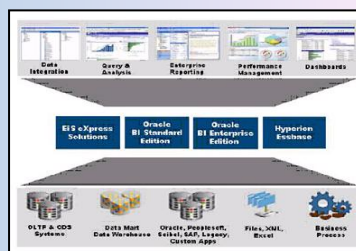
### Custom Dev.



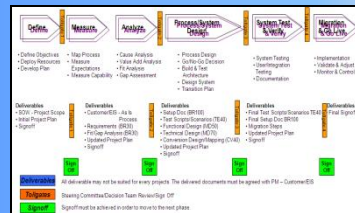
### R12 Upgrades



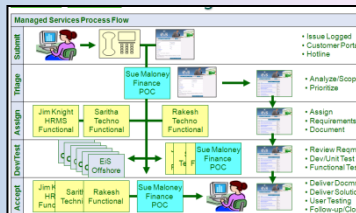
### BI & DW



### Implementations



### Managed Services



## eXpress Products

### Ad-hoc Reports

The screenshot shows the EIS Ad-hoc Reporting interface with a table of data. The table has columns for various metrics and rows for different categories.

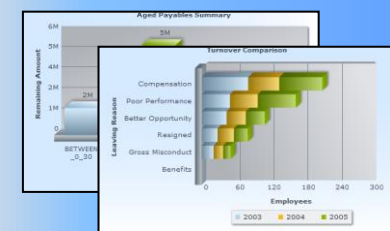
### GL Connect

The screenshot shows the EIS GL Connect interface with a table of data. The table has columns for various metrics and rows for different categories.

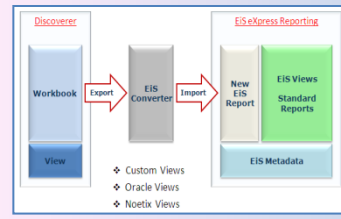
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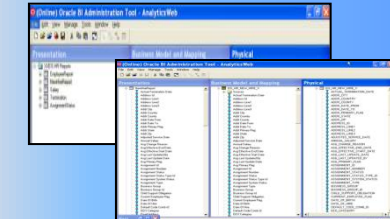
### Dashboarding



### Convert Disco



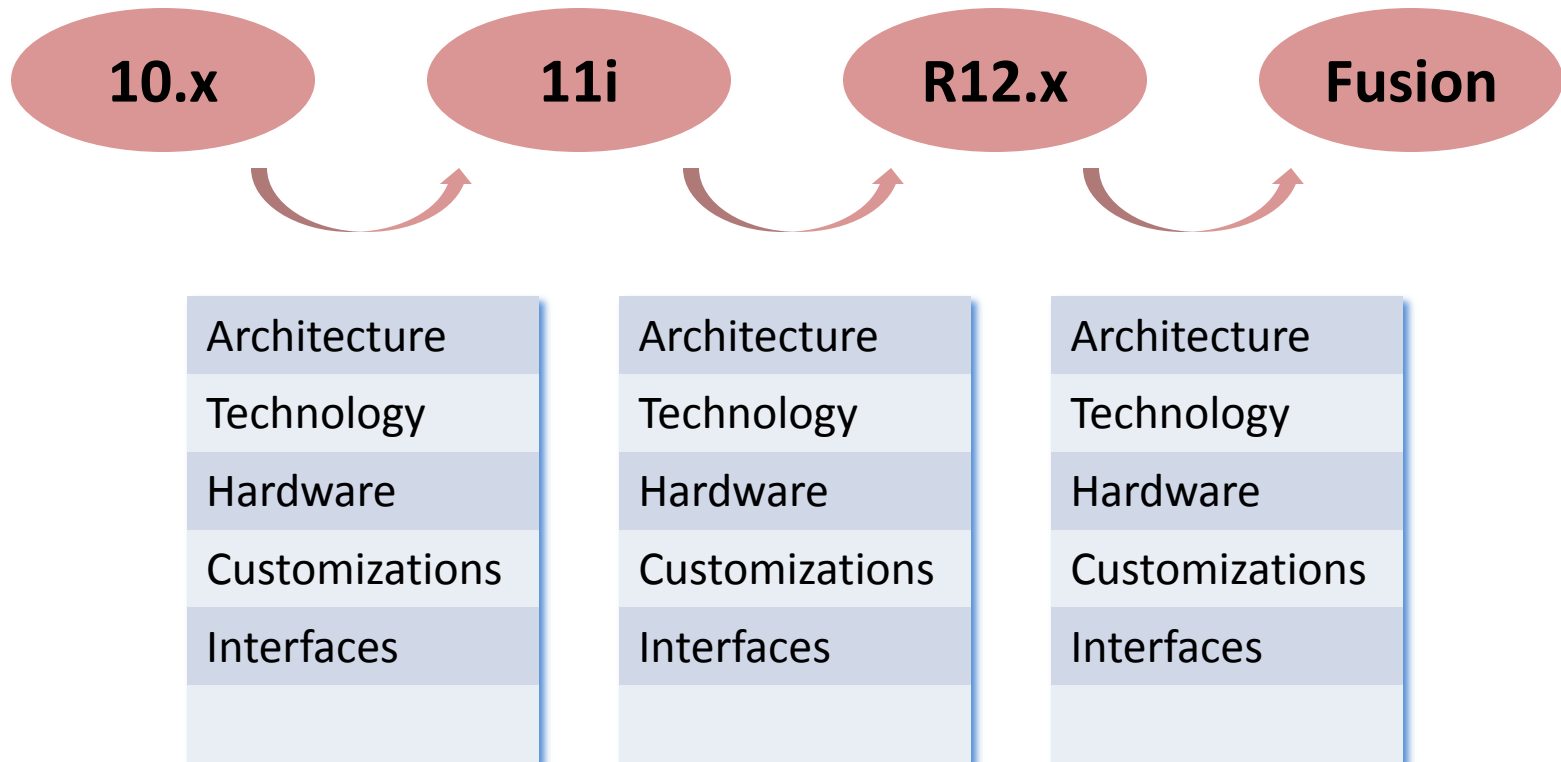
### OBIEE Content

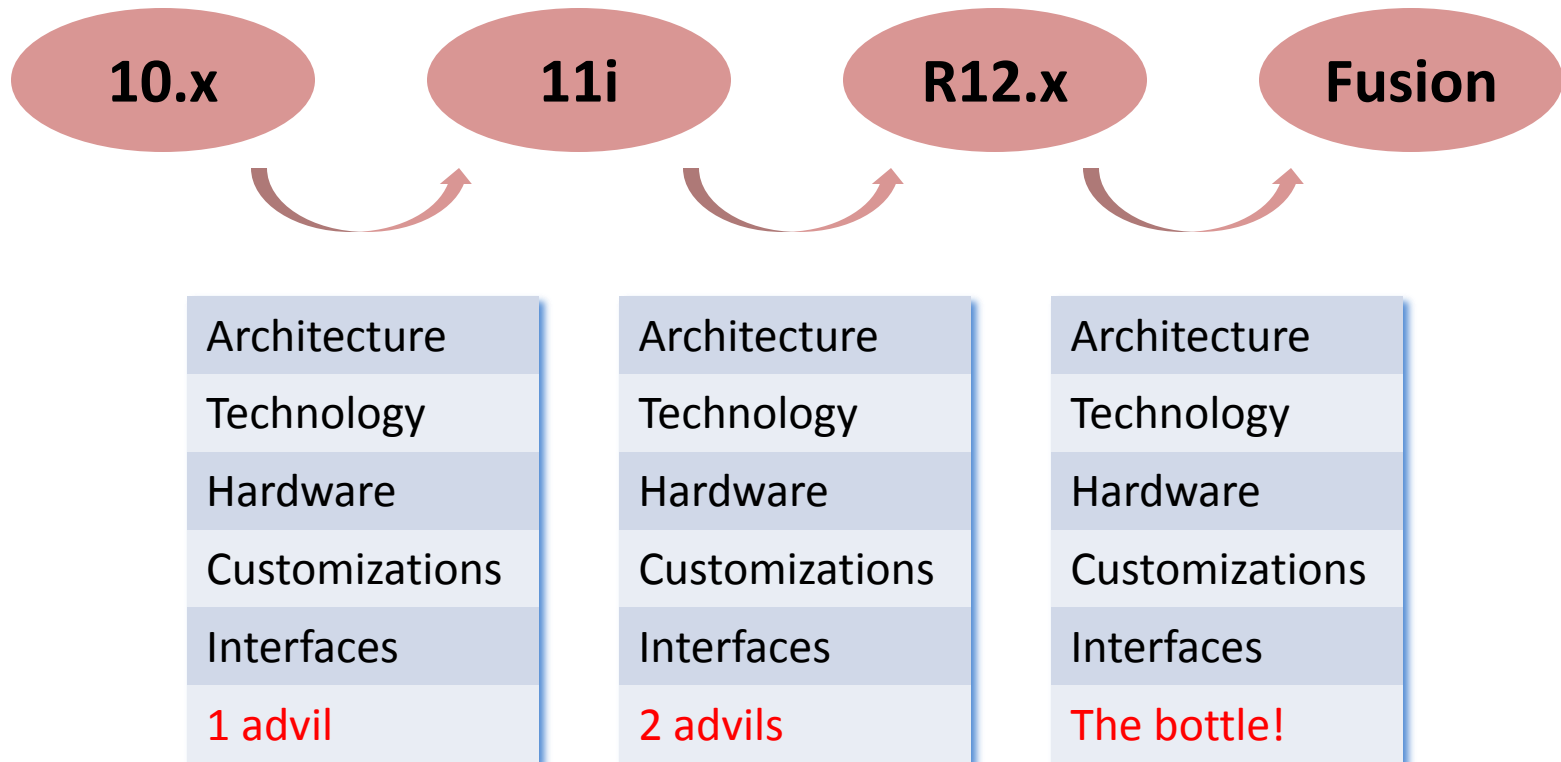


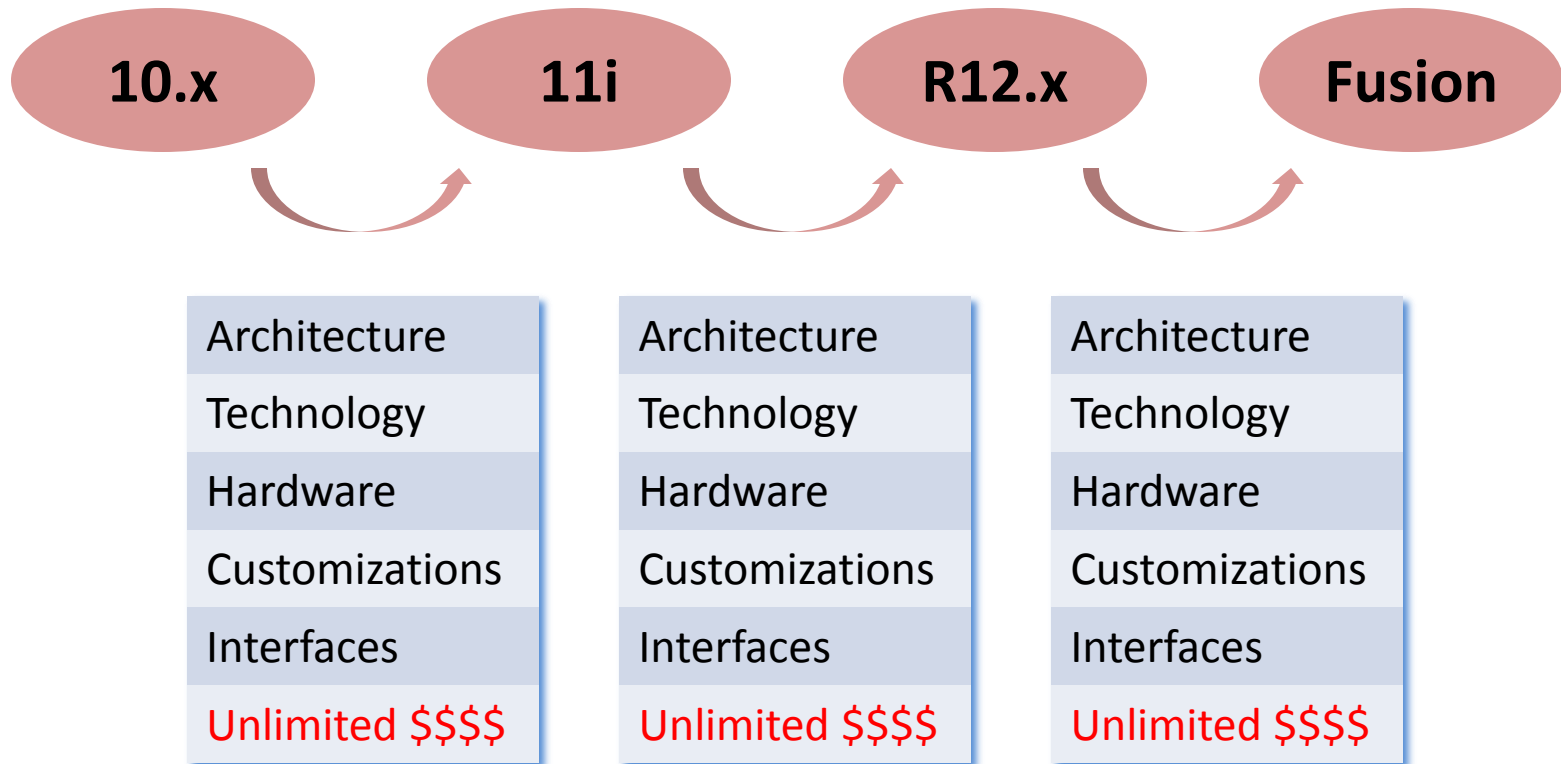
# EiS customers - 100% renewal rate!!!

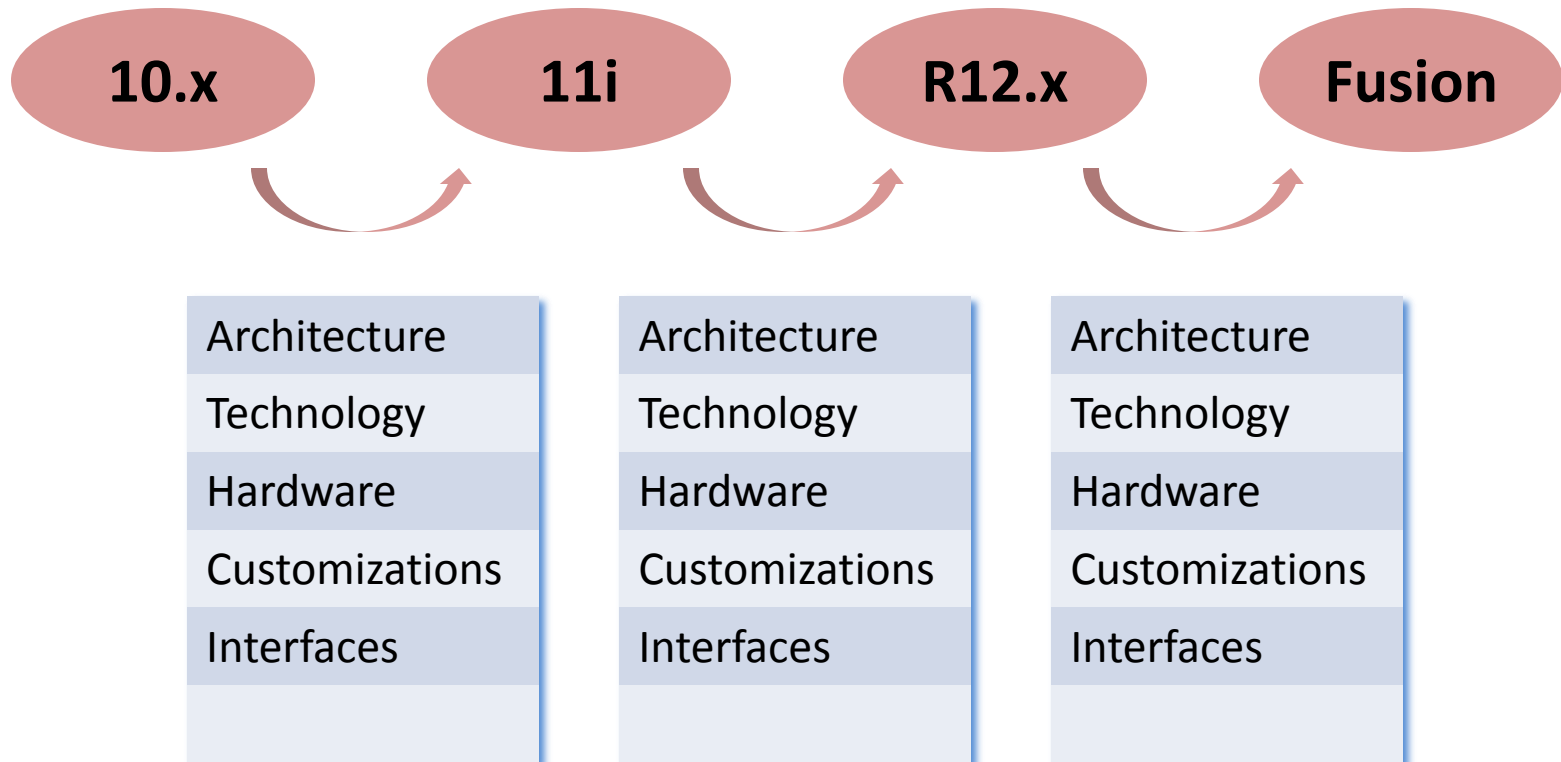


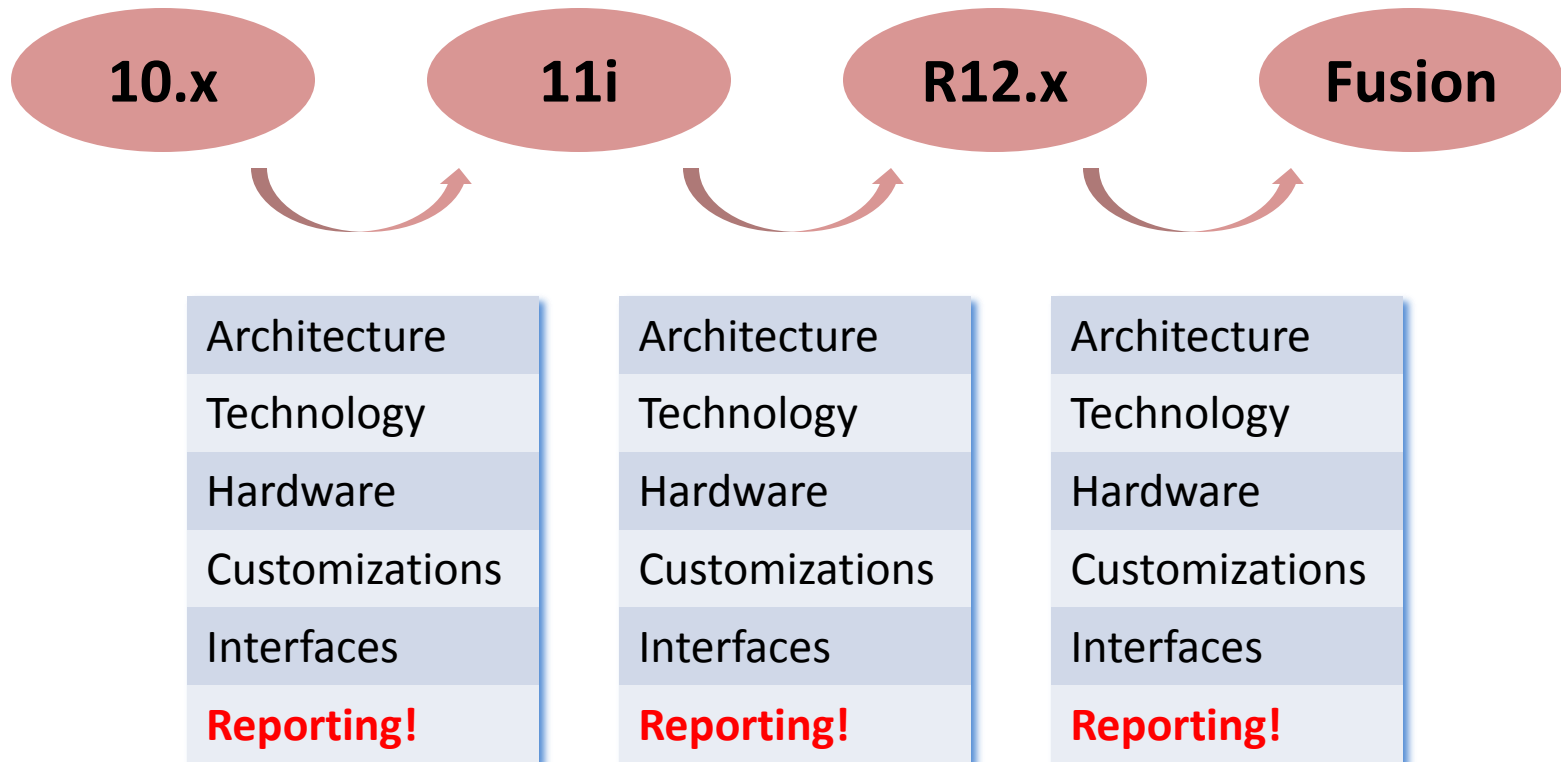
# SO WHAT!?!











# REPORTING

## *The Complexity*

- ~~Complex Data Structure with EIS Views and Reports~~
- ~~Dist Views not always into a modular~~
- ~~Building a reports needs a time investment~~
- ~~User-defined fields like KFFs, DEFs, SITS and EITs~~
- ~~Need having a hard skills to support it~~
- ~~EOFB or Pivot Tables with Excel to detail~~

## Coverage and configuration

### *Modules for 11.5.x R12.x and beyond.....*

- *Financials* – GL, AP, AR, FA, iExp and CM
- *Projects* – Costing, Billing, Management, OTL and Grants
- *HCM* – HR, PAY, OTL, OAB, iRec, IC, CWB and OLM
- *Supply Chain* – PO, Inv, iProc and OM
- *CRM* – Sales, Marketing and Service Contracts
- *Manufacturing* – Discrete, Process, Quality, EAM and ASCP

### *Implementation Specific Content*

- Discovery of Ledgers (Sets of Books in 11i), OU's & Orgs
- Auto-detection of all DFF's, KFF's, EIT's & SIT's
- Complete online documentation with training exercises
- Over 1,250 production ready reports
- Upgradeable to any version seamlessly with standard support

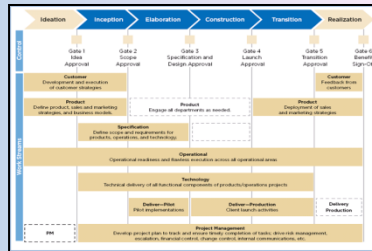
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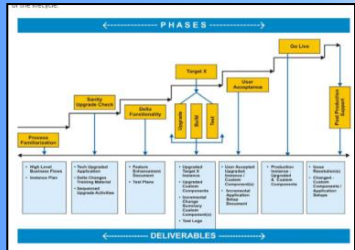
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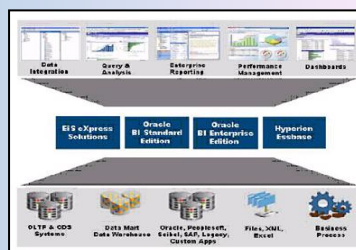
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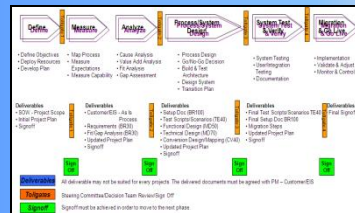
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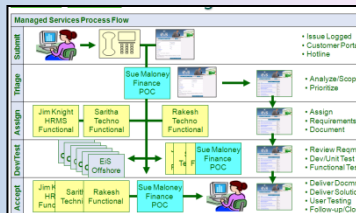
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## eXpress Products

### Ad-hoc Reports

The screenshot shows the EIS Ad-hoc Reporting interface with a table of data. The table has columns for various metrics and rows for different categories.

Category	Sub-Category	Value	Unit
1. Labor	General	10,116,111	24,516
2. Labor	Cost	341,226	24,516
3. Labor	Cost	341,226	24,516
4. Labor	Cost	341,226	24,516
5. Labor	Cost	341,226	24,516
6. Labor	Cost	341,226	24,516
7. Labor	Cost	341,226	24,516
8. Labor	Cost	341,226	24,516
9. Labor	Cost	341,226	24,516
10. Labor	Cost	341,226	24,516
11. Labor	Cost	341,226	24,516
12. Labor	Cost	341,226	24,516
13. Labor	Cost	341,226	24,516
14. Labor	Cost	341,226	24,516
15. Labor	Cost	341,226	24,516
16. Labor	Cost	341,226	24,516
17. Labor	Cost	341,226	24,516
18. Labor	Cost	341,226	24,516
19. Labor	Cost	341,226	24,516
20. Labor	Cost	341,226	24,516
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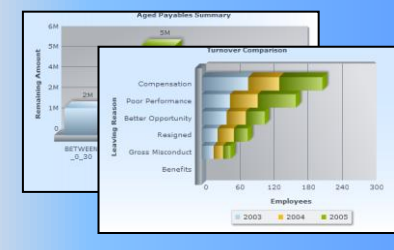
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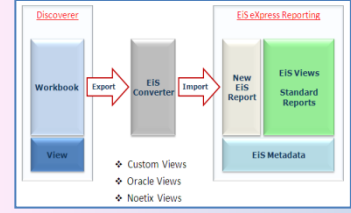
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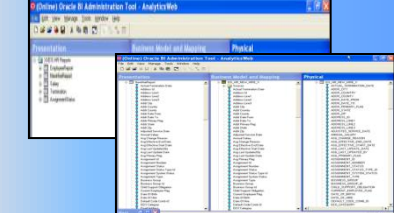
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### OBIEE Content



## *100% Oracle EBS and Technology*

- Extension of Oracle EBS
- Based on your existing:-
  - hardware and technology stack
  - transactional system
  - configuration and setups
- Utilizes Oracle Applications security
- Complementary to OBIEE
- Can be supported by IT utilizing existing skills
- Complete and mature EBS reporting solution
- Built in OA Framework – Fusion Middleware ready

# Questions

# Thank you for your time!

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