

Oracle E-Business Suite R12 Managed Release Program

User Group / SIG Assessments

The focus of the EBS R12 Managed Release Program (MRP) is to ensure internal product readiness within Oracle. Components of the MRP are designed to promote R12 readiness and awareness within Oracle's Support, Consulting, Sales, Marketing, and other lines of business. In addition, there are components of the MRP that are focused on building R12 awareness within the customer and partner community.

The User Group / SIG Assessment component of the MRP will include selected User Groups and Special Interest Groups (SIGs) in a series of demonstrations of pre-release EBS R12 applications. Through this program, Oracle will provide a detailed preview to a new product release earlier in the release cycle than ever before. Feedback from the participants may be used as input for R12 marketing deliverables planned for Oracle OpenWorld in October.

Program Definition

Program participants will have the opportunity to attend a structured demonstration of key features and functionality in Release 12. The demos will be conducted by an Oracle Applications Product Manager (or Product Strategist) who has a deep understanding of the specific product being demonstrated. Participants will view the demo remotely, using Oracle web conferencing. This program is intended to let the customer experience the software, interact with development, and become familiar with particular features within Release 12.

User Group/SIG Nomination Process

The International Oracle Users Council (IOUC) will act as the single focal point to Oracle, and will work with the user councils to nominate qualified User Groups or SIGs to participate in the program. Nominations will be made by IOUC board and committee members via a [survey on the IOUC web site](#).

Nominations will be evaluated by Oracle's Application Development group. If accepted by Oracle, Oracle will contact the primary point-of-contact of the nominated User Group/SIG and provide an on-line enrollment form to be completed by each participant.

Participant Selection Criteria

The following items are mandatory requirements for customer participation once a User Group/SIG has been selected:

- Customer has licensed and implemented (or in the process of implementing) a current version of the Oracle Applications product or products being demonstrated.
- Customer must sign the Oracle Confidential Disclosure Agreement. A copy of the Oracle CDA can be found on the IOUC website in the "Files" section, or by clicking [here](#).
- Customer agrees to participate in marketing activities associated with the demonstrations, including providing quotations that may be used during R12 marketing deliverables at OpenWorld.
- Has commitment and sponsorship of Customer's executive management.

The program will be open to customers in all regions. However, the demonstrations will only be conducted in English. Questions regarding the EBS R12 MRP should be directed to: tim.murray@oracle.com.

Planned EBS R12 Pre-release Demonstrations

Product Family	Demo #	Primary Product	Focus Area	Supporting Points
CRM	1	Customer Data Mgmt	Simplified customer data integration. Enhanced data quality tools, and bulk import features.	PSFT Enterprise 9.0 integration, Integration Repository. DQM Setups in HTML Administration, Resolve duplicates using SDIB, Customers Online / Data Librarian File Import.
	2	iStore	Enhanced user experience. New online ordering capabilities. Web Analytics.	New look and feel, improved order tracking user interface. Optimized B2C and B2B check out flows, streamlined customer / partner ordering, integration w/ 3rd party procurement systems, Vertical functionality: new Telecommunication Service Ordering.
	3	Marketing	Improved usability, Improved analytics, Superior Ownership Experience.	New look & feel, Streamlined business flows. Integrated content, budget, and offer management. New Dashboards with performance and task tracking, and Gantt tracking. Forms and HTML personalization. Advertising and web effectiveness measurement, Control group and lift analysis, Campaign alerts and action triggers, Segmentation analysis and tracking. Desktop integration for increased productivity, Open data sources for segmentation, Improved Fulfillment management and delivery, List performance improvements
	4	Sales	<i>TBD</i>	
	5	Service	Vertical applications for specific business needs. Flexible and extensible. Integration and automation	Case Management (Public Sector), Service Desk - Employee Support. Forms and HTML personalization. Email Center Integration, Approvals Management, XML Publisher, Collaboration Suite Integration.
Financials	6	Financials	Operational excellence.	Shared services cross-operating unit access, New bank model, Payments, Subledger Accounting (SLA).
	7	Financials	Compliance at every level.	SLA, multiple posting for a single event in SLA, multiple Ledgers, Ledger Sets, intercompany balancing and E-Business Tax.
	8	Financials	Greatest business insight.	Execute a formal consolidation in Financial Consolidation Hub, eliminate intercompany balances, drag and drop from a legal view to a management view, and publish GAAP and management reports online. Drill to General and Subledger transactions.
HCM	9	Core HR and Self-service HR	Global Deployments and Checklists	
	10	Payroll and Oracle Time & Labor	Sub Ledger Accounting and Common Bank Model -	Single bank account bridge

Procurement	11	Procurement, Procurement Contracts, and Procurement Services	Improved Support for Complex Goods and Services.	Streamline and automate procurement of the complex services spend category. Ensure compliance with 360° visibility to all aspects of the contract lifecycle. Reduce acquisition costs through seamless collaboration with key stakeholders. Minimize acquisition risks by using negotiated payment terms.
	12	Procurement, iProcurement, and iSupplier Portal	Expanded Supplier Management and Enablement.	New supplier registration. Buyer-configurable surveys for collecting additional supplier details. Create and upload catalog content for availability in iProcurement.
	13	Purchasing	Unified Workcenter for all Procurement Responsibilities.	Optimized operations for shared services centers. Streamlined user experience for increased efficiency. Integrated sourcing workbench to execute negotiation events. Prioritized work queues thru seeded and custom views.
	14	Sourcing	Greater Business Insight	Better insight into supplier performance.
Projects	15	Project Mgmt and Collaboration	Integrated Project Management and Financial Control for Project Managers.	Budgeting and Forecasting, Performance Reporting, Work Management.
	16	Projects	Improved Global Operations.	Sub Ledger Accounting, Multi Org Access Control, AP Lines integration
	17	Project Portfolio Analysis	Align organizational goals and resources.	Evaluate, analyze, prioritize, and select the right set of projects to execute. Perform what if scenarios.
SCM	18	Discrete Manufacturing	21st Century Manufacturing	MES, Shikyu, Golden Tax
	19	Process Manufacturing	Convergence and other process manufacturing enhancements	APS, CFR Part 11, etc.
	20	OM, Quoting, Sales, and Service Contracts	Sell Side	
	21	APS	Advanced Planning	
	22	Service Execution and Asset Lifecycle Management	Service and Asset Management	

Note: The above list is subject to change

Program Timeline

Milestone	Date
Finalize list of demo sessions for each EBS product family	24-Jul-2006
Post user group/SIG nomination survey to IOUC web site	26-Jul-2006
User group/SIG nominations due from IOUC	11-Aug-2006
Finalizes selection of user group/SIGs	18-Aug-2006
Send link to "Demo sign-up" survey to user group/SIG point-of-contact for collecting individual customer's contact info	21-Aug-2006
Finalize list of demo participants and confirm receipt of signed non-disclosure agreements	8-Sep-2006
Share knowledge transfer materials with participants	11-Sep-2006
Demo Sessions with user group/SIGs	18 to 29 Sep-2006
Post-demo surveys	30 Sep to 13 Oct-2006