



Great Lakes Oracle Conference

MAY 16 & 17, 2018

CLEVELAND PUBLIC AUDITORIUM, CLEVELAND, OHIO

WWW.NEOOUG.ORG/GLOC



Introduction



Tim Scott

Vice President Cloud
CSS International, Inc.

Vice President - Oracle Cloud – CSS International

19 Years with Oracle – JD Edwards and ERP Cloud

Senior Director of Tools and Technology, Oracle JDE

Senior Director of Business Development, Oracle JDE

Senior Practice Director for ERP Cloud, Oracle Consulting

EPM, SCM, OTM, PLM

Working with OAUG and Quest to help build more moment for
Cloud Customers

<http://www.oc2.org/conference/collaborate>

<http://oaug.org/resources/cloud>

CSS International, Inc.



Leading Oracle Cloud ERP and authorized Cloud Go-TO Partner

Oracle Cloud Marketplace Partner
Cloud Financial Specialists
Cloud Procurement Specialists
Cloud Projects/Portfolio (PPM) Specialists
Cloud Supply Chain/Mfg. Specialists

Cloud Enterprise Performance Mgmt.
Cloud Product Lifecycle Mgmt.
Highly referenceable Cloud Implementations
Cloud Integration to JDE and EBS
Cloud roadmap for JDE, EBS, PeopleSoft



Oracle-only firm



7X Oracle Excellence Award Winner across Industry and Application



Oracle Cloud, Platinum and Specialized Partner

CSS by Application Focus



Cloud ERP



Oracle E-Business Suite



JD Edwards



Supply Chain Management



Cloud Technology

Cloud SaaS Benefits

Rapid Upgrades

ORACLE CLOUD: COMPLETE, MODERN, FLEXIBLE, SECURE—AND READY FOR BUSINESS

Oracle Cloud delivers a full suite of integrated, enterprise-grade applications services, enriched with social capabilities and embedded business intelligence, and providing easy access via mobile devices. As a result of Oracle's uniquely comprehensive, modern approach to cloud applications, businesses can:



Innovate faster with
less risk



Quickly execute
integrated business
processes



Transform user
experience and mobile
accessibility



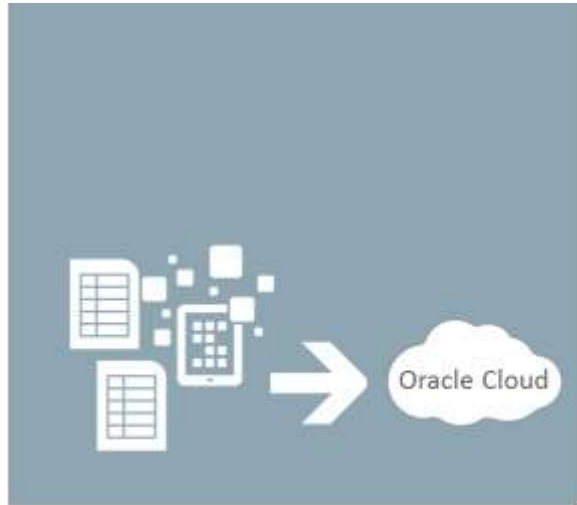
Deliver unprecedented
insight with transparent
and actionable reporting

Available Anytime/Anywhere

High Adoption

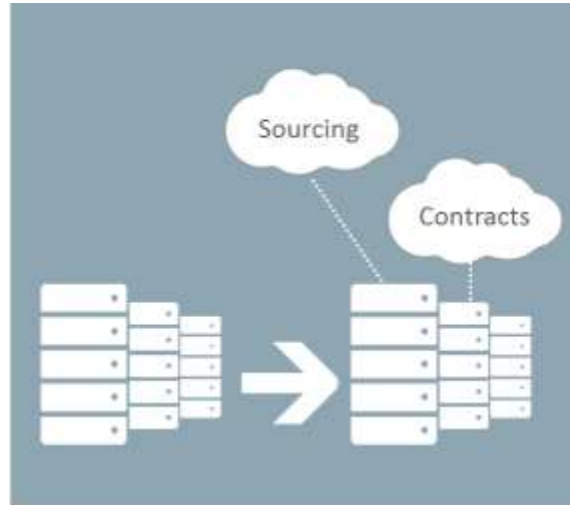
Lower Start Up Costs

A Path That Works For You



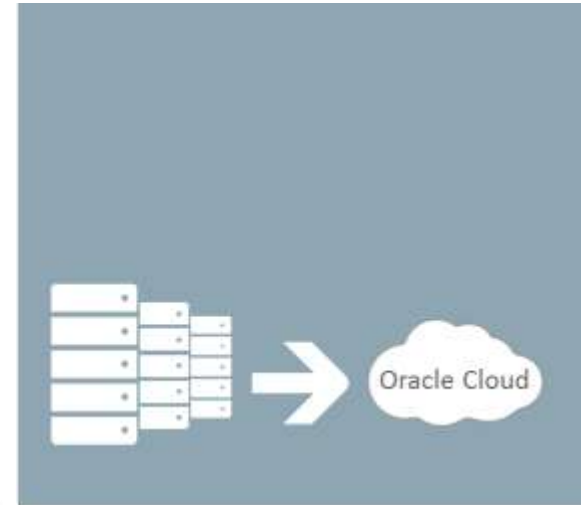
Take your business to the next level
with enterprise cloud applications

Migration



Reinvent one or two business areas
while maintaining core IT systems

Hybrid

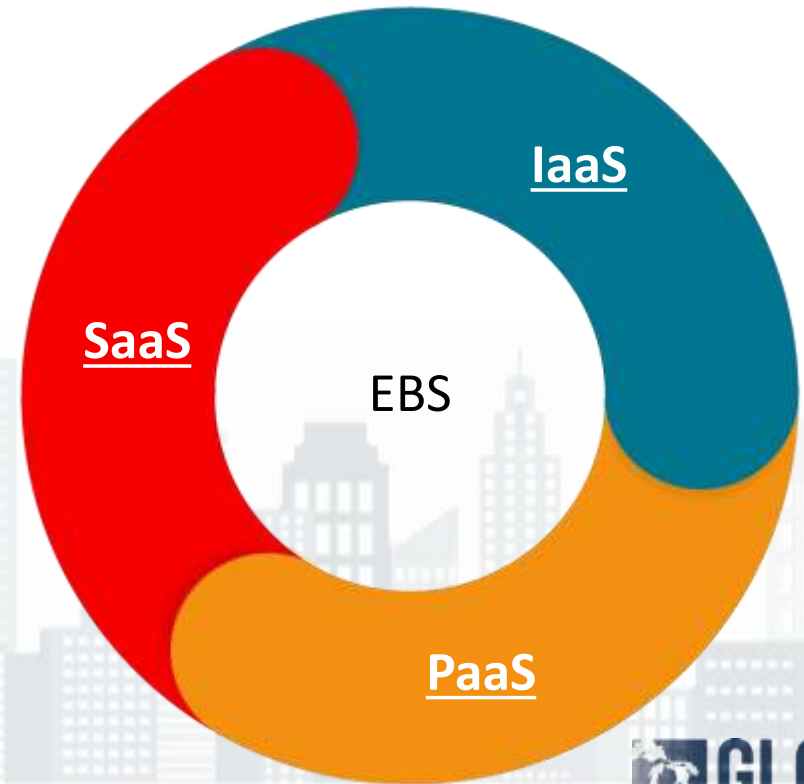


Modernize core IT systems instead of
upgrading them

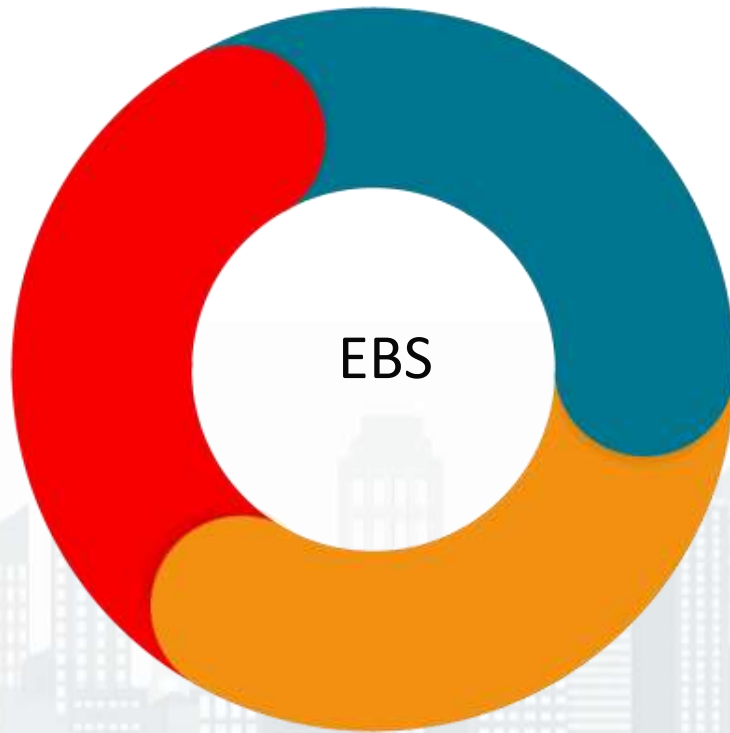
Transformation

Can Oracle Cloud Offer Solutions to Your Business Challenges?

Understanding the Oracle Cloud Stack



Practical Paths Enabling Your Journey

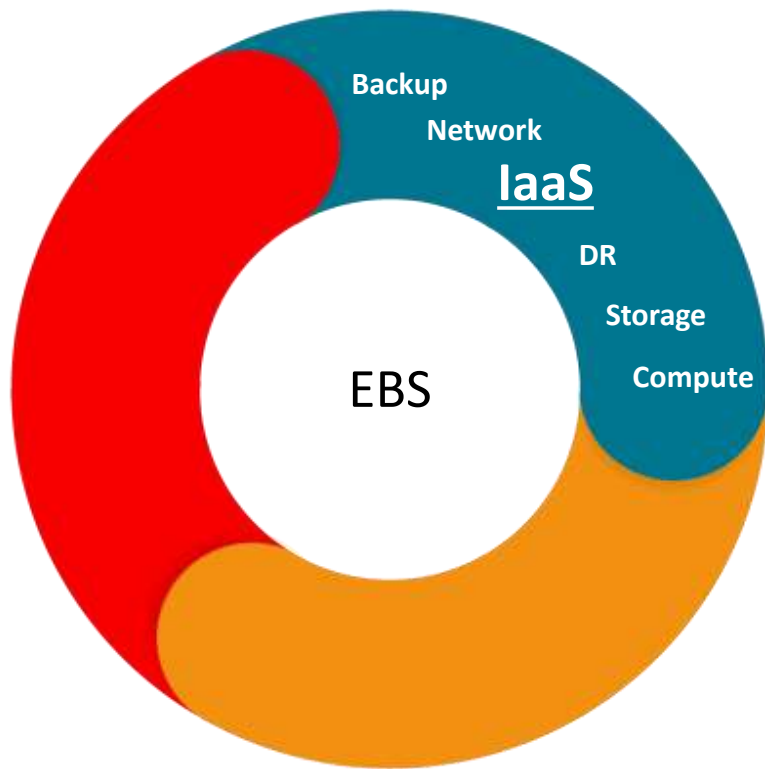


EBS – Choice & Control

- Differentiate Your Business
 - Rich Industry Functionality
- Simplified, Personalized User Experiences
 - UX One
- Business Transformation
 - Mobility – IoT – Collaboration – Process
- Rapid Response to Business Requirements
 - Continuous Delivery - Cloud Enablement

Practical Paths Enabling Your Journey

Reduce My Cost & Risk, Increase My Agility

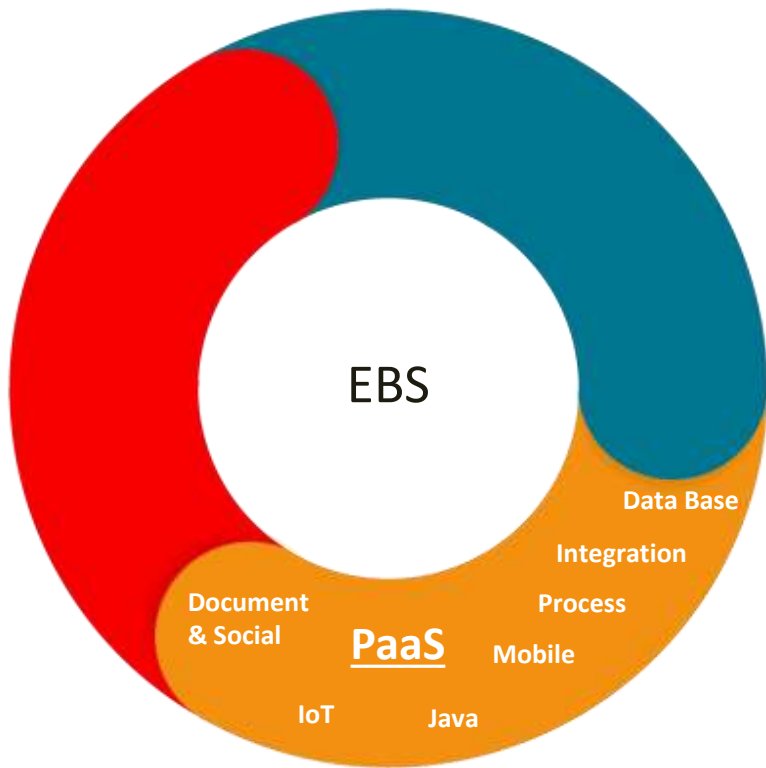


Infrastructure as a Service – Lift & Shift

- Reduce risk of technology obsolescence
- Increase IT support for LOB
 - Exit data center ownership
- Support acquisition & divestiture strategies
 - Rapid environment provisioning
- Safeguard data and systems
 - World class storage, backup & disaster recovery

Practical Paths Enabling Your Journey

Modernization at Scale

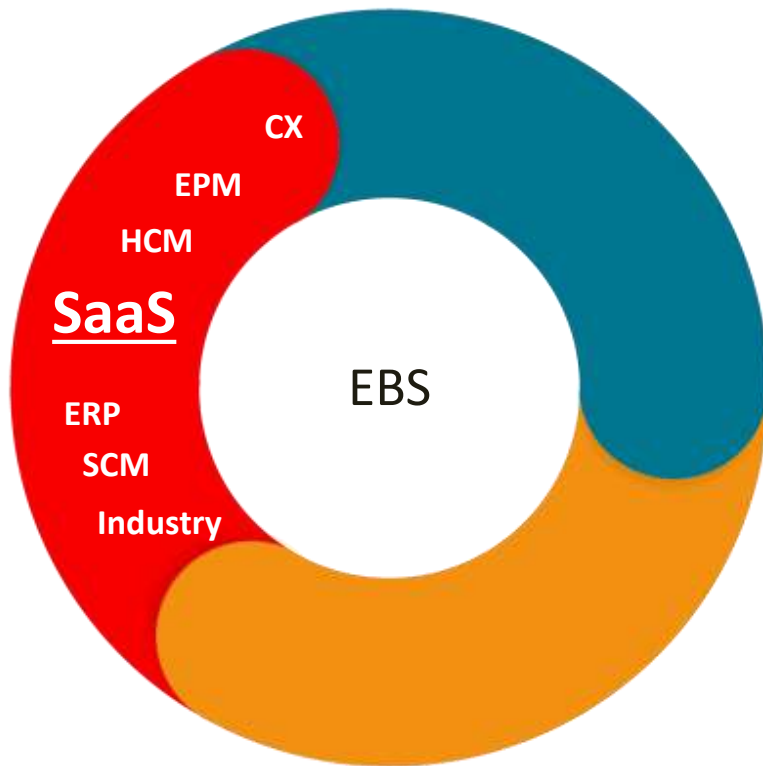


Platform – Extend & Connect

- Reduce equipment downtime
 - Real-time monitoring & alerts
- Reduce inventory shortages
 - Automate supplier collaboration
- Deliver “what I need, when I need it on my device” to all
 - Robust enterprise mobile platform
- Attract new IT/Biz Analyst
 - Talent trained on modern technologies

Practical Paths Enabling Your Journey

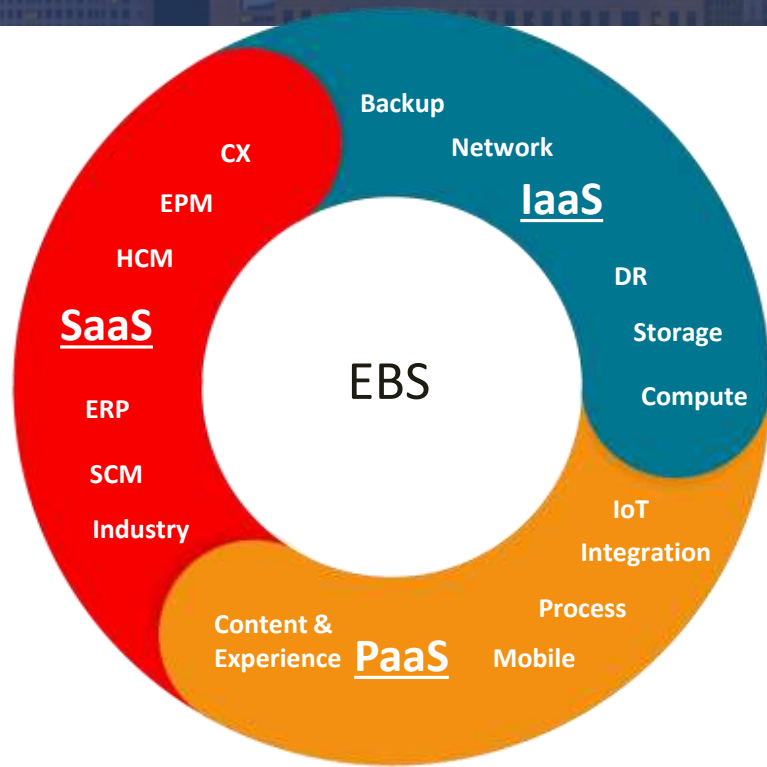
Leverage My JD Edwards Investment



Software as a Service - Complement

- Standardize – Simplify – Streamline
 - Adhere to shared processes & schedules
- Complement
 - Add modules not available in core ERP
- Extend
 - Enhance functionality of core ERP

Practical Paths Enabling Your Journey



Infrastructure – Lift & Shift

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Platform – Extend & Connect

- Reduce equipment downtime – Real-time monitoring & alerts
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Software as a Service - Complement

- Standardize – Simplify – Streamline
- Complement
- Extend



ERP Cloud Solutions that fit with EBS
Customers

SaaS: Enterprise Resource Planning

Financial
Planning & Budgeting



Financial
Management



Financial Analytics &
Reporting



Disclosure
Management



Procurement



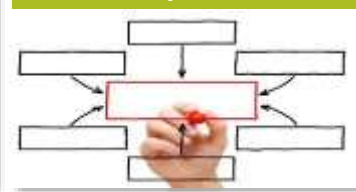
Strategic Sourcing



Project & Portfolio
Management



Governance, Risk &
Compliance



Social Network

Mobile

Financial Reporting
Center

Statutory
Localizations

Integrations

SaaS: Enterprise Resource Planning - Financials

Financial Management



Financial Reporting



Financial Analytics



Planning and Budgeting



Cash & Treasury Management



Travel & Expense Management



Revenue Management & Collections



Statutory Reporting



SaaS: Enterprise Resource Planning - PPM

Project Planning & Budgeting



Project Budgeting & Forecasting



Cost Management & Control



Billing & Revenue Management



Project Management & Scheduling



Task Management



Resource Management



Project Visualizations



SaaS: Enterprise Resource Planning - Procurement

Strategic
Sourcing



Contract
Management



Procurement
Management



Procurement
Analytics



Self-Service
Procurement



Product Master
Data Management



Order
Management



Logistics



SaaS: Supply Chain and Manufacturing

Inventory & Costing



Master Data Management



Configure Price Quote



Order Management



Product Lifecycle Management



Demand & Supply Planning



Discrete Manufacturing



Transportation Management



Social Network

Mobile

Analytic KPIs &
Dashboards

Predictive Analytics

Integrations

SaaS: Enterprise Performance Management

Enterprise Planning



Financial Reporting



Social Network

Mobile

Predictive
Analytics

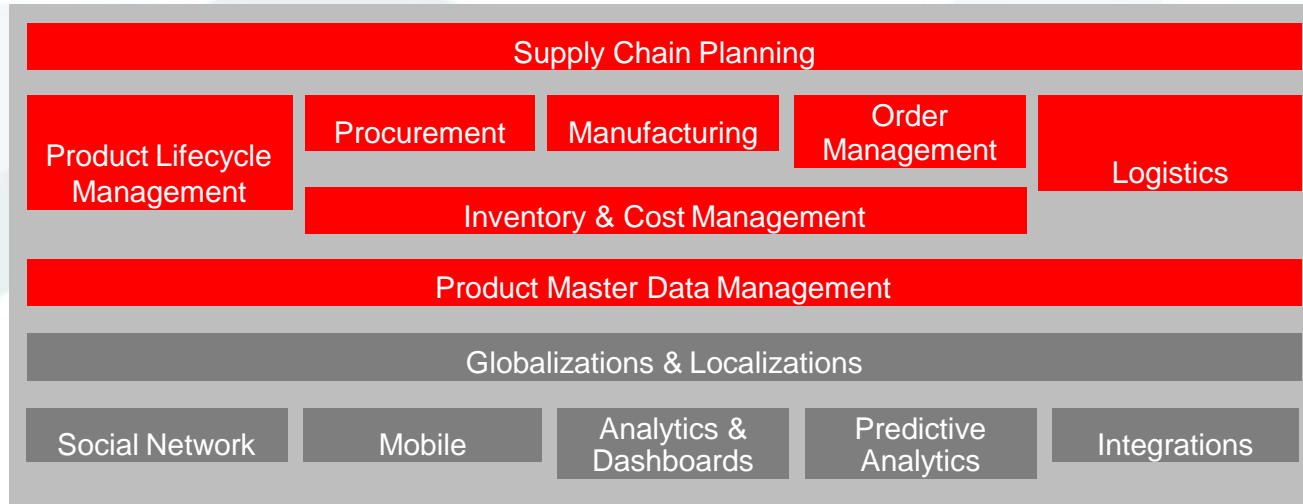
Statutory
Localizations

Integrations



Where is Oracle Cloud going – Release 13

Supply Chain Cloud: Solution Overview



Supply Chain Planning: Solution Overview



Release 13 – Demand Planning

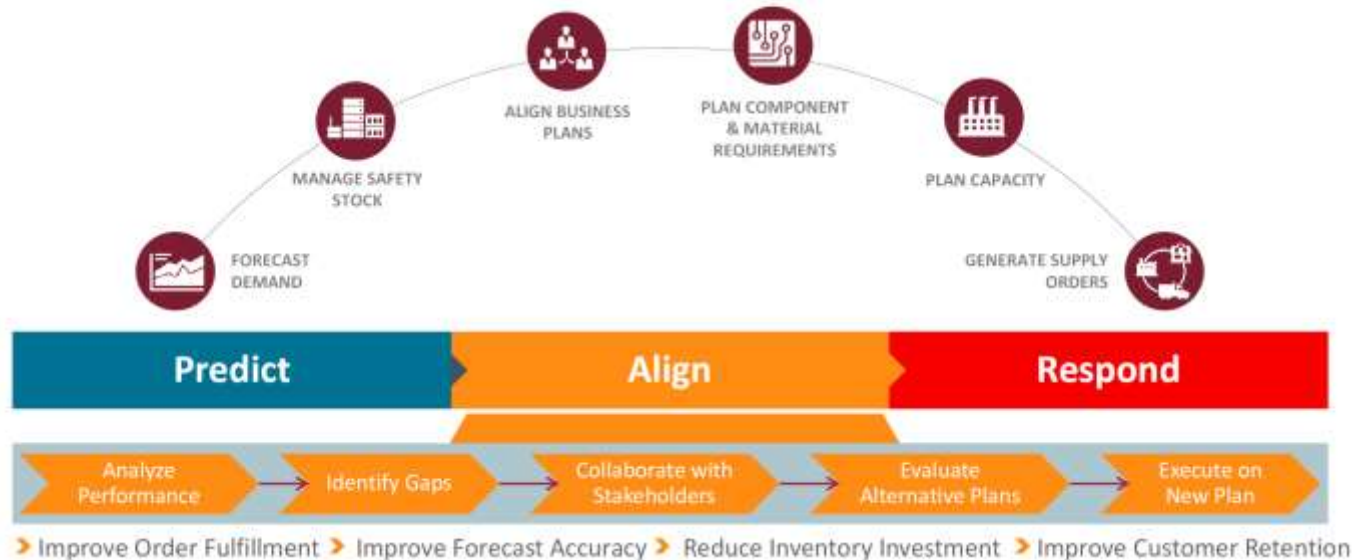
Oracle Demand Management Cloud Accurately sense, predict and shape customer demand



Release 13 – Sales and Operations Planning

Oracle Sales and Operations Planning Cloud

Consistently and profitably execute strategy with enterprise-wide alignment



R13 – Supply Planning

Oracle Supply Chain Planning Cloud

Continuously balance demand and supply to achieve your business objectives





Integration options with EBS

Integrate Cloud & On-Premises Applications

What it does:

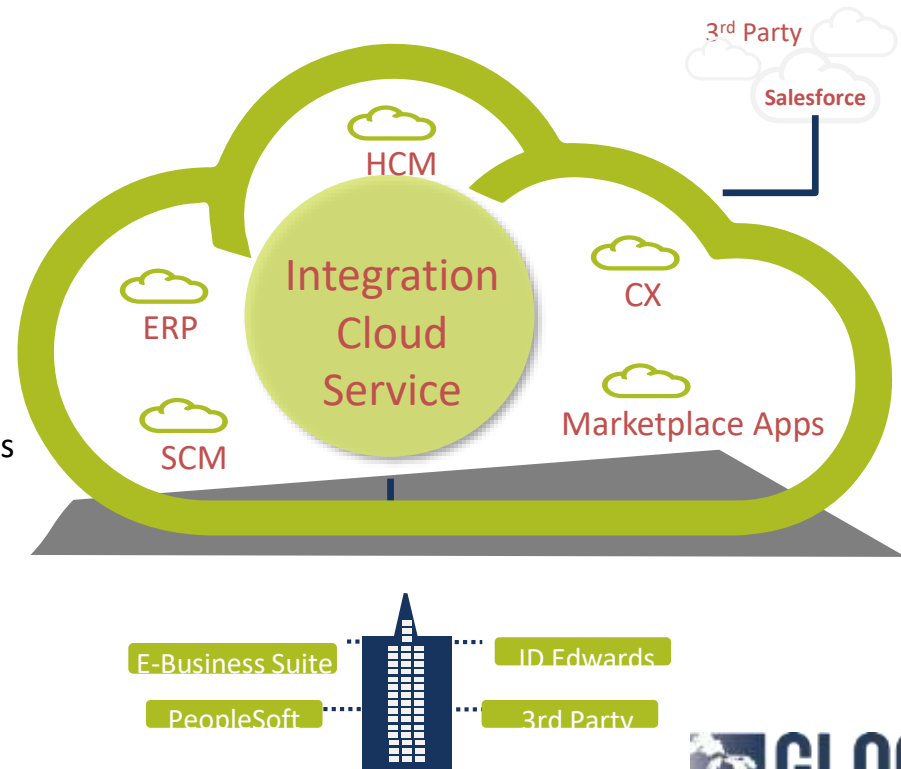
- High Productivity Service designed for SaaS
- Integrates applications across clouds and on-premises

Key Features

- **Easy to use** for LOB/Apps IT & IT developed integration
- **Prebuilt integrations** for common scenarios
- **Recommendations** to guide mapping
- **Automated** provisioning, back-up, patching and upgrades
- 50+ **adapters** for SaaS and On-premises Applications
- Secure On-premise integration using **lightweight Agent**

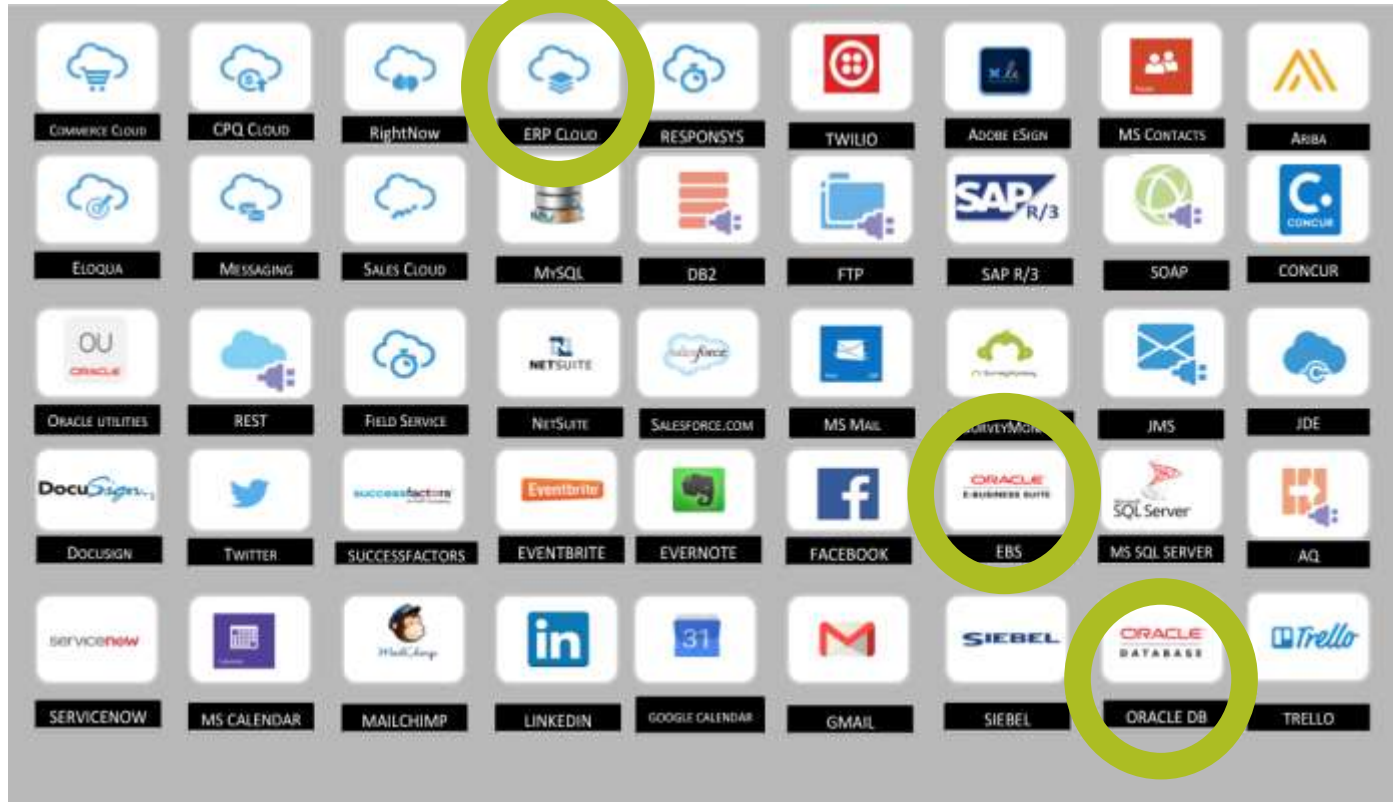
Benefits

- Faster integration of applications
- Increased business agility
- Lower cost of ownership



Delivered Integrations

ORACLE CLOUD INTEGRATION CONNECTIVITY



EBS and Cloud – Best of both worlds

EBS

- Technology and data parity
 - Flex fields and data structures
- Modern UI/Mobile/Reporting
- Multiple integration options
- 30 years of deep vertical functionality
- Mature and stable product suite
- Broad set of Oracle Validated solutions
- Continued investment in Learning Library
- Large partner ecosystem
- Large and connected user community

Cloud ERP

- Current install base - Continuous Delivery
- Modern UI/Mobile/Reporting
- Multiple integration options
- Complex solutions made easier
 - Business Intelligence
 - Enterprise Performance Management
 - Oracle Identity Management
- New or Enhanced Functionality
 - Procurement/Sourcing
 - Projects and Portfolio Management
 - Expense Management
 - Value Chain Planning/Demantra
 - Agile PLM - Innovation Management

World Fuel Services



Solution

Oracle Cloud ERP Procurement with integration to EBS. Multi-national go-live (US/7 UK sites)



Challenge

Replace EBS end to end over next 18 months with Cloud ERP



Result

Oracle Procurement Cloud with streamlined source-to-pay process

Located in
over 190 countries
Cummins Powers The Globe

> Watch 'The Power of Cummins'



Solution

Cloud Sourcing, SQM and Contracts integrated to EBS R12



Challenge

Significant EBS maintenance and consulting expenditure run-rate



Result

75% of footprint into the Cloud over the next 3-5 years. Pilot Sourcing Approved.

Cummins - PaaS

Located in
over 190 countries
Cummins Powers The Globe

> Watch 'The Power of Cummins'



PaaS Applications:

Java Cloud Service, Database
Cloud Service



Result

Created custom Supplier Negotiation PaaS application to support requirements for Price Break Upload (via uploaded spreadsheet) and Line Level Attribute assignments.

LiDestri - Who We Are and Where We Started

LiDestri Food and Drink

- Food, Beverage and Spirits producer.
- 6 Production facilities in 4 states
- Co-Packaging, Private Label and Proprietary Brands

EBS Go-Live in 2012

- Oracle E-Business Suite 12.1.3
- On-Premise, hosted and managed EBS
 - Includes EBS-OPM key modules and ASCP
 - Owned licenses for on-premise – Demantra (But never implemented)
 - Current Demand Planning done in spreadsheets and used to load into Planning system

Expected Benefits / Current Results

Current Results

- The go-live for Demand Management Cloud is May.
- Upgraded our ASCP instance to 2.6
- We are using SOA as interface and are process of setting up the instance and developing interfaces.
- No surprises so far, on plan.

Expected Benefits

- Easy to maintain cloud system
- Demand management business benefits
- Lower cost to implement
- Lower costs to use



• Offer for Oracle Clients



Key Benefits:



Remote Workshop to understand Client's current Procurements Challenges and Environment



Fit Gap and Proposed Deliverables



Business Benefits – What Does a Cloud Solution Solve For?



High Level Implementation Roadmap and Recommendation (hybrid, rip/replace, etc.)



Timeline Options



Questions?



About CSS

- Nimble, Smart, Transformative services for the Oracle community
- Leading Oracle ERP and Cloud partner with proven track record
- 2 Decades as an Oracle-only firm
- 7X Oracle Excellence Award Winner across Industry and Application
- Privately-Held / Debt-Free
- 250+ Oracle Consultants in North America
- Oracle Application & Industry Specialized
- Cloud Select and Platinum Partner

The Oracle logo, consisting of the word "ORACLE" in white capital letters on a red rectangular background.

Platinum Partner
Cloud Select
North America



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Cloud ERP & Technology | JD Edwards | Oracle E-Business Suite | Supply Chain Management | Managed Services
Engineering & Construction | Manufacturing | Professional Services | Consumer Goods

