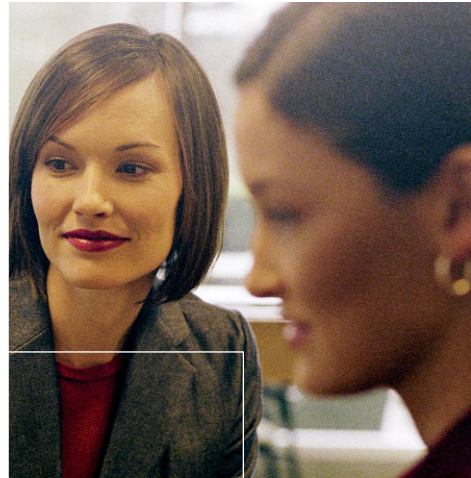


Oracle E-Business Suite

Improve Visibility, Refine and Connect Business Processes, and Lower Costs



“The Oracle E-Business Suite enables us to have one consistent view of the organization, one set of data standards, one set of product definitions. That is a major boost to being able to improve the credibility and the usefulness of a management information system.”

— CHRIS MATTEN
Chief Financial Officer
Overseas Chinese Banking Corporation

KNOW MORE, DO MORE, AND SPEND LESS

To improve enterprise visibility, you want up-to-date performance metrics, financial ratios, and other types of information that roll up across all departments, products, and geographies. And you want the information to be based on the business you did around the world today—not last quarter or last month.

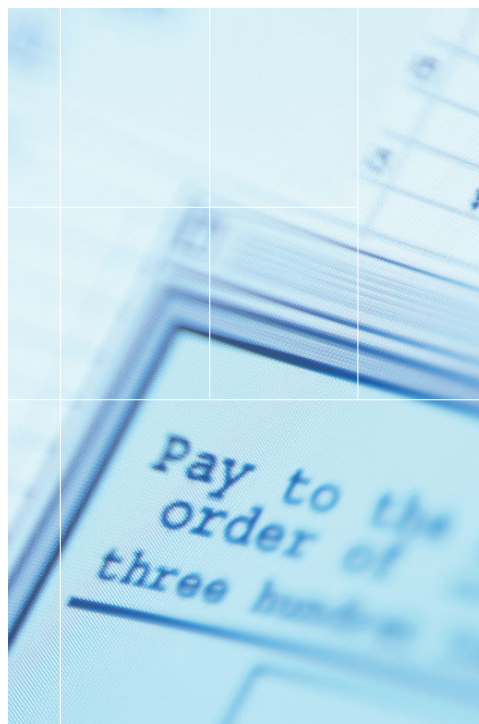
Unfortunately, you can spend millions of dollars on application software and still not be able to collect, let alone effectively distribute, the information that is critical to improving visibility and refining your business processes. Oracle E-Business Suite is different. It is a comprehensive set of business applications that enables you to efficiently manage customer interactions, deliver services, manufacture products, ship orders, collect payments, and more—all from a system built on a unified architecture called the Oracle information architecture. This unique architecture gives Oracle customers the opportunity to run their businesses on a single global instance. It allows a consistent definition of customers, suppliers, partners, employees, and all business entities across the enterprise. It also consolidates data from Oracle and non-Oracle applications. Whether you implement one module at a time, multiple modules, or the complete suite, Oracle E-Business Suite helps you make more-informed decisions and improve your business operations—while reducing expenses.

“Having the single data model really takes us from pieces and parts—lots of databases, lots of Excel spreadsheets, data that’s not repeatable, and data that’s not authentic—to data that will drive fact-based decisions for the corporation. And that’s been key for us, going from anecdotal decisions to fact-based decisions.”

— STEVE PRINTZ
Chief Information Officer
Pella Corporation

KNOW MORE: IMPROVE ENTERPRISE VISIBILITY

Implementing business application software that is based on a departmental point of view leaves you with fragmented data and processes. When financial data is in one database, sales data in another, and so on, it’s difficult and cumbersome to collaborate and to access information across geographies and business processes. To achieve the greatest profitability, companies need to seamlessly connect all their business processes and store all their information in as few databases as possible—one being the ideal.



Keep All Your Information in One Place

Traditional business applications are based on silos of departmental requirements, resulting in fragmented information and isolated—rather than integrated—business processes. Oracle E-Business Suite is the first and only complete set of enterprise applications integrated around a single, common data model. With Oracle E-Business Suite, you create and maintain a single definition of your customers, suppliers, employees, and products—all aspects of your business—so everyone in your company has immediate access to the same global information. All the applications work together, share the same information, and can run in one global instance of a single database. The result is a global, unified view into critical information such as sales positions, inventory levels, headcount, revenue, and expenses—across all organizations, lines of business, products, and geographies.

Get an Enterprise View of Your Customers

Oracle’s Customer Data Hub provides a unified, enterprise-wide view of your customer data, even if you use multiple systems to store it. To ensure accurate customer information across the enterprise, you can standardize, cleanse, and enrich the unified customer data.

“We spent three-fourths of every month just collecting, processing, and presenting the information, which left very little time for analysis. With the implementation of Oracle, we spend a small amount of time processing and collecting and leave three-fourths of the month—every month—for our analysts to take a look at strategic initiatives.”

— RICK THOMPSON
 Financial Director, Customer Profitability
 JPMorgan Chase

Give Your Decision-Makers Accurate, Transparent Information

Interconnectedness among key touchpoints across the organization typically requires expensive integration projects. Then, to aggregate information from these disparate systems and provide cross-organizational information, organizations must develop separate data warehouses or operational data stores. Only Oracle maintains business intelligence information and transactional information in the same system, so you no longer have to wait for data to pass through a separate data aggregation and

analysis system. Only with Oracle do you get complete drill-down capabilities, so you can review the details underlying any transaction. Your executives, managers, and employees get daily business intelligence revealing the state of your business every day, relative to past, present, and projected performance metrics. This allows your decision-makers to reach more-informed conclusions, align their processes with your overall business goals, and take action toward achieving daily objectives.

PELLA CORPORATION

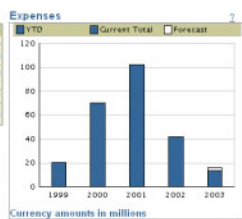


Pella Corporation

Pella Corporation offers a complete line of windows and doors, and the company maintains sales branches and more than 1,000 sales associates throughout the U.S. and abroad. As Pella grew, fragmented IT systems made it difficult to support its business goals of boosting revenue and decreasing overall costs. Pella chose the integrated Oracle E-Business Suite to streamline and simplify the company's business practices. As a result, Pella has eliminated 14 legacy financial systems, cut costs, and boosted productivity.

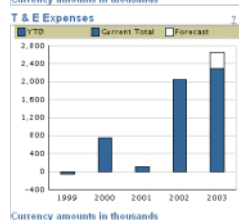
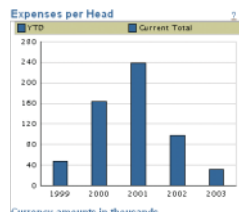
ORACLE Expense Management

Expense Management KPIs	YTD	Change
Waste	14M	-28.5%
% of Forecast	86.0%	N/A
Forecast vs. Budget	-2.6%	N/A
Expenses per Head	32K	-28.5%
T & E per Head	5,343	275.3%
Current Headcount	428	N/A



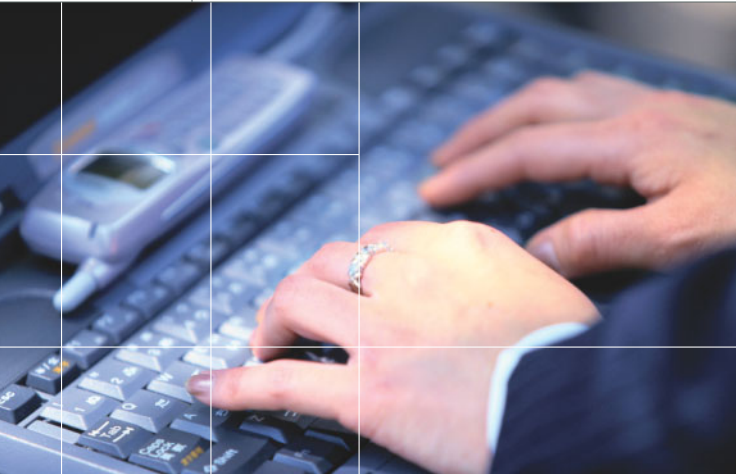
Expenses	YTD	Prior YTD	Change	% of Forecast	Forecast	Budget	Forecast vs. Budget
P. Apt	6,834	10,595	-35.5%	78.9%	8,658	8,844	-2.1%
C. Marsh	2,786	5,427	-48.7%	95.2%	2,925	2,984	-2.0%
C. Brown	1,502	970	54.8%	108.8%	1,380	1,408	-2.0%
S. Katzberg	822	547	50.4%	112.7%	774	789	-2.0%
S. Bailez	791	334	138.6%	73.2%	1,080	1,145	-6.7%
S. Rogini	731	607	20.6%	98.3%	744	803	-7.3%
P. McGwire	191	467	-59.1%	97.3%	197	200	-2.0%
W. Tucker	11	245	-95.6%	6.4%	198	202	-2.0%
Grand Total	13,718	19,193	-28.5%	86.0%	15,956	16,375	-2.6%

Expenses by Category	YTD	Change	% of Forecast	Forecast	Budget	Forecast vs. Budget
Benefits	522	-37.6%	99.4%	-2.0%		
Commission/Bonus	825	2.3%	110.0%	-13.3%		
Travel and Entertainment	2,287	275.3%	86.1%	-2.0%		
Computers, Voice and Data	3,634	61.3%	92.4%	-4.3%		
Documentation and Media	1,001	-55.2%	66.7%	-2.0%		
Facilities	4,477	-28.5%	107.8%	-2.0%		
Miscellaneous	1,547	-32.0%	87.4%	-2.0%		
Professional and Recruiting Fees	233	-31.3%	92.9%	-2.0%		
Shipping and Transportation	1,333	-44.9%	46.9%	-2.0%		
Shipping and...	1,458	-56.7%	97.6%	-2.0%		
Other Op...	10,084	-40.5%	83.9%	-2.0%		
Total	13,718	-28.5%	86.0%	-2.6%		



Expenses per Head	Current Headcount	YTD	Prior YTD	Change
C. Brown	254	6	4	54.8%
P. Apt	134	51	79	-35.5%
C. Marsh	10	279	543	-48.7%
S. Bailez	10	79	33	136.6%
S. Katzberg	6	145	91	59.4%
S. Rogini	5	146	121	20.6%
W. Tucker	5	2	49	-95.6%
P. McGwire	4	48	117	-59.1%
Grand Total	428	32	45	-28.5%

T & E Expenses	YTD	Change	% of Forecast	Budget
P. Apt	1,043	97.8%	73.2%	-2.0%
S. Katzberg	320	None	96.5%	-2.0%
C. Brown	265	574.4%	93.6%	-2.0%
C. Marsh	156	384.0%	87.1%	-2.0%
S. Bailez	188	None	125.3%	-2.0%
S. Rogini	162	None	121.5%	-2.0%
W. Tucker	11	None	178.3%	-2.0%
P. McGwire	5	None	100.0%	-2.0%
Total	2,287	275.3%	86.1%	-2.0%



英保達股份有限公司



Inventec Multimedia & Telecom

Inventec Multimedia & Telecom, one of the world's leading providers of contract electronics manufacturing services, sought to cut both production cycle time and inventory levels through the use of Oracle E-Business Suite.

- Purchasing cycle time reduced by 58 percent
- Purchasing costs reduced by 20 percent
- Engineering change order approval cycle time reduced by 60 percent
- Manufacturing cycle time shortened from 12 to five days
- Inventory reduced by 56 percent
- Sales order cycle time reduced by 42 percent

DO MORE: REFINE AND CONNECT BUSINESS PROCESSES

Oracle's information architecture provides better decision-making and also enables continuous process improvement. With applications designed around information and extending beyond departmental boundaries, Oracle E-Business Suite enables organizations to refine and connect their enterprisewide business processes. Oracle E-Business Suite is the world's most functionally complete set of business applications, engineered to work together from their shared technology foundation all the way through to the applications.

Unify Enterprise Processes

Across Departments

Application software typically automates only departmental business processes. Oracle E-Business Suite is different; it automates all parts of your business. From developing, marketing, selling, ordering, planning, procuring, manufacturing, fulfilling, servicing, and maintaining, to handling finance, human resources, and project management—Oracle E-Business Suite provides a comprehensive and integrated offering. In the past, you had to choose between an integrated suite and “best of breed” for rich functionality. With Oracle, you can now have an integrated suite built on a unified information architecture—with the functionality you need in each individual application. These applications connect business processes within and across departmental, geographical, and line-of-business domains. With Oracle E-Business Suite's depth of product functionality and breadth of product offering, you can take your business further by automating processes across the enterprise.

“One of the biggest benefits of looking at the business-process approach is that you understand how you want to operate from function to function throughout the lifecycle of the product and service you provide. This allows you to see interconnects between information flow from business area to business area.”

— MIKE FITZPATRICK
Program Manager, IT Systems
BAE Systems

Enjoy Maximum Flexibility with Open, Modular Applications

Oracle applications feature an unprecedented level of flexibility and openness. Oracle's open, standards-based architecture allows you to integrate into a heterogeneous business systems environment, enabling you to fully leverage your investment in existing applications and adapt quickly to changes in the market or regulatory environment. You can start where it makes the most sense for your business. Choose a single business process, or improve several business processes at once, achieve success, and continue to incrementally implement as you see fit. You can rapidly reconfigure the system as your needs change over time.

Meet the Unique Requirements of Your Industry

Your business, and the particular industry in which you operate, has a set of unique requirements. Today, almost every industry—from automotive to healthcare to financial services—is utilizing software solutions to increase efficiency, open new markets, and better communicate with customers. But some industries have found that the cost of implementing and maintaining new systems outweighs their value. That is why every component of Oracle E-Business Suite is engineered to reduce the need for ongoing integration and extensive customization for our customers across industries. Oracle has worked with customers to understand the unique requirements of a variety of different industries and has built those requirements into the Oracle E-Business Suite.



“Being able to see the profitability and the drivers of that profitability down at the customer level helps us to deliver the product in a smart and efficient way to the customer. The time it took to do that in the past could have been weeks, and now it’s right there.”

— PEGGY BROWN

Vice President
Performance Measurement Operations & Technology
Wachovia Bank

SPEND LESS: ADAPT TO SHRINKING BUDGETS

Technology spending is a business cost that seems to escalate year after year, while good information becomes more and more elusive. It doesn’t have to be that way. The fewer databases you use to store your information, the easier it is to share high-quality information among organizations, enabling better cooperation and greater productivity. Oracle E-Business Suite allows you to do away with redundant IT functions; reduce or even eradicate the need for a business intelligence infrastructure separate from your transactional systems; and spend less on implementation, maintenance, and even the hardware on which you run your systems. As a result, it actually costs less to get better information.

Reduce IT Costs

With Oracle E-Business Suite, you can consolidate and share information globally for the first time, while eliminating duplicate data centers, hardware, and IT costs for maintaining multiple databases and separate reporting infrastructures around the world. Every time you consolidate databases, information becomes more accurate and costs decrease. Only Oracle offers the opportunity to manage your business on a global single instance.

Know More About Your Business, But Be Prepared to Spend Less

Because Oracle’s business intelligence and transactional information reside in the same system, you get better information without the need for an expensive and complex data warehouse to maintain your summarized data. Oracle’s technology innovations enable all your information to reside in one system, without affecting the system’s performance.

FACTS

ViewSonic, a global manufacturer and distributor of visual display technology equipment, implemented Oracle E-Business Suite 11i and was able to:

- Decommission more than US\$1 million in hardware
- Reduce its IT staff by more than 50 percent
- Save more than US\$2 million in salaries

“I’ve been a CIO for 10 years, and I know that the biggest expense in IT is integration. Because of our ability to use integrated systems, we actually keep our IT costs globally down to less than one percent of sales, which in our industry is very, very good.”

— ROBERT MOON
Chief Information Officer
ViewSonic

Eliminate Expensive Integration Projects

Managing a tangle of connections between point solutions is extremely costly and complex. Any time you update a point solution you must go back and review all the integration points. Oracle E-Business Suite is engineered to function as an integrated system. You can seamlessly pass information from one application to another without incurring incremental integration costs. Although Oracle’s applications are integrated, they are also modular. Oracle’s open architecture allows standards-based integration with your other business applications. Based on your business needs, you can implement one module, several modules, or the entire suite—lowering costs as you continue to add more Oracle applications over time.

Benefit from Power, Performance, and Lower Costs with Commodity Computing

The ongoing pressure to deliver better information and more automation—even with shrinking budgets—is driving the adoption of low-cost commodity systems that are able to match the performance, scalability, and availability of proprietary systems. Join the many customers who have substantially reduced their hardware costs by running Oracle applications on the Linux platform. These customers, while spending less, are realizing even higher availability and scalability.



OPTIMIZE YOUR INVESTMENT WITH ORACLE SERVICES

Buying the right integrated software to solve your business problems is the first critical step. Then, you need to ensure that it is implemented efficiently so you can achieve measurable results; your users know how to get the most out of your new system; and you can manage your ongoing administration, maintenance, and upgrade costs effectively. Oracle Services has a comprehensive set of offerings to help you optimize your Oracle investment. In addition, Oracle Services works closely with Oracle partners to leverage complementary capabilities and provide a complete solution.

Oracle Consulting for Oracle Solutions

Oracle Consulting works with you throughout each phase of your solution lifecycle to optimize your technology investment. From results-oriented strategic planning to rapid, low-risk implementations using the Business Flow Accelerator approach to system enhancement and upgrade, Oracle Consulting offers services that enable you to realize your business objectives.

Learn Oracle from Oracle

Oracle University offers comprehensive Oracle E-Business Suite education designed to address your organization's unique requirements. Oracle helps you define your training strategy, develop the appropriate content, and provide flexible delivery options for your entire team.

Lower Your Costs with Oracle On Demand

With Oracle On Demand, Oracle experts host, monitor, administer, upgrade, and maintain your Oracle software. Oracle provides high levels of IT availability, security, performance, fast problem resolution, and automated upgrades—all at a lower cost—so you can focus your time on more-strategic objectives, rather than on IT maintenance.

Maximize Your Investment with Oracle Support

Oracle Support Services provides the technical and operational expertise to help you optimize your use of Oracle E-Business Suite, with a range of support levels that allows you to choose the relationship you need with Oracle. Oracle provides support in more than 90 countries, delivering timely and reliable service to help ensure every customer's business success.

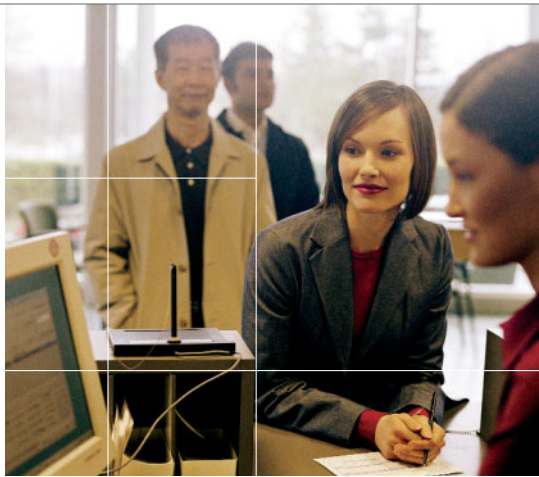
**Enhance Your Return on Investment
with Oracle Financing**

Affordable, flexible, and predictable payment options from Oracle Financing make it easy for you to acquire the solution you need, when you need it.

**Explore Oracle's Strategic
Business Partnerships**

Oracle delivers a wide variety of services and solutions through collaborative alliances. Together, Oracle and its partners provide customers with high-quality integration services and joint products. Search for a joint solution or service in the Oracle PartnerNetwork Solutions Catalog, the gateway to Oracle partners worldwide, at oraclepartnernetwork.oracle.com.





ORACLE E-BUSINESS SUITE MODULES

Oracle E-Business Suite is a comprehensive set of business applications that enables you to efficiently manage customer interactions, deliver services, manufacture products, ship orders, collect payments, and more—all from the only system built on a unified information architecture.

Financials

Oracle Financials gives you complete visibility into your finances and control over all transactions, while increasing the efficiency of your operations. You can close your books faster, make better business decisions based on real-time data, and reduce the overall cost of running your enterprise. Increased speed and transparency in your financial reporting can help you meet today's corporate governance demands.

Human Resources

Oracle Human Resources Management System is the industry's best suite of applications for efficiently managing the workforce. Optimizing the entire recruit-to-hire cycle, Oracle Human Resources Management provides the tools for aligning the workforce with organizational objectives by supporting all HR, benefits, payroll, recruiting, time management, training, and analytics needs.

Intelligence

Oracle E-Business Intelligence is a set of reporting and analytical applications designed to deliver timely, accurate, and actionable information to executives, managers, and front-line workers. Oracle E-Business Intelligence applications are ready to run, requiring minimal setup and implementation effort compared to third-party business intelligence solutions. With Oracle E-Business Intelligence, you can get better information at a lower cost.

Logistics

Oracle Logistics manages the entire fulfillment process—from warehouse management to transportation and returns. It optimizes the flow of materials through the supply chain by constantly managing and measuring cost/service tradeoffs and allows you to differentiate your products and services by consistently meeting customer expectations.

Maintenance Management

Oracle Enterprise Asset Management and Oracle Maintenance, Repair, and Overhaul deliver proactive asset-maintenance planning and execution for facilities, fleets, plants, and aircraft. Effective asset management yields better operating margins, increases the life of assets, and ensures high safety and reliability.



Manufacturing

Oracle Manufacturing optimizes production capacity, from raw materials through final products. Designed to support both discrete and process manufacturing environments, Oracle Manufacturing drives continuous process improvement, lowers operating costs, and ensures regulatory compliance.

Marketing

Oracle Marketing drives profit, not just responses. By leveraging a single repository of customer and partner information from across the enterprise, Oracle Marketing helps you target the richest opportunities, personalize campaigns so they are more effective, and refine them in real time with powerful analytical tools.

Order Fulfillment

Oracle Order Fulfillment provides the flexibility to handle any order fulfillment process, the accuracy to ensure that shipments match customer orders, and a collaborative platform for all trading partners. It speeds the flow from order entry to payment—while improving process efficiencies and managing fulfillment costs.

Product Lifecycle Management

Oracle Product Lifecycle Management enables companies to profitably manage the innovation process—from concept to retirement and all the critical steps in between. With secure collaboration between trading partners, integrated project and product information, and analytics for improved decision-making, companies can maximize the value achieved over a product's lifecycle.

Procurement

Oracle Procurement is a suite of applications designed to manage diverse buying complexities for all goods and services. The procurement solution enables companies to manage operational procurement, enterprise requisitioning, supplier collaboration, continuous sourcing, and procurement intelligence.

Projects

Oracle Projects improves enterprise project and resource management by streamlining the full project lifecycle—from selling through delivery—and integrating it with enterprise operations, while making relevant, timely information available to all project stakeholders. As a result, companies reach intelligent, profitable decisions; proactively manage to successful delivery; streamline collaborative execution; optimize resource deployment and utilization; and integrate global operations.



Sales

Oracle Sales focuses on accelerating the sales cycle by delivering advanced sales tools that support multichannel, multidepartmental sales processes. From lead to order to compensation, Oracle Sales helps a company and its partners move from sales administration to sales effectiveness.

Service

Oracle Service delivers profits, not just customer satisfaction. Web self-service and knowledge management decrease your contact center cost. Automatic verification of entitlements prevents revenue leakage, and contract management eliminates costly manual labor. For companies engaged in field service, mobile applications tightly integrate with the back office to lower parts inventory carrying costs.

Supply Chain Planning

Oracle Supply Chain Planning allows organizations to make better decisions and optimize the flow of materials, cash, and information across their supply chain. Companies can build and execute from a single, unified plan; reduce inventory costs; improve predictability of demand; respond better to unforeseen events; and make low-cost, accurate delivery commitments. Oracle's Supply Chain Planning solution not only provides visibility and real-time supply chain intelligence, but also enables collaboration across the extended supply chain.

THE ORACLE VALUE PROPOSITION

Your business depends on information management, productivity, and performance. As the world leader in information management, Oracle offers a unique value proposition to address those needs: Oracle's comprehensive set of operational applications possesses the breadth and depth of functionality you need to fully connect and automate all your business processes, and the latest technology innovations and services make your cost of computing as low as possible. Whether you implement one module at a time or the complete suite, Oracle E-Business Suite helps you make more-informed decisions and improve your business operations—while reducing expenses. Know more, do more, and spend less with Oracle E-Business Suite.

NEXT STEPS

For more information about Oracle E-Business Suite, visit us on the Web at oracle.com/applications. To learn more about Oracle Services, please visit us at oracle.com/services.

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