

8:30 AM -
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Track	Paper Title	Topic Description	Presenter	Room
STRATEGY / PROJECT MGMT	Leveraging Oracle Business Accelerators to Manage E-Business Implementations	Discover Oracle Accelerator's approach to lightning quick implementation. Setup work is maintained in repeatable workspaces in Oracle's hosted Portal. Understand the training requirements, timelines and Industry-tested workflows to help install and implement Oracle E-Business Suite.	Dave Skonieczny, DARC Corp	Crystal I
HR	Understanding OTL Timecard Customizations	This presentation is a must attend for those who plan to implement OTL and have complex Timecard needs for their organization. If the business needs Timecard customizations, it should be noted that OTL customizations are unique and different from other Oracle Applications modules. There will be discussion about OA framework features and customization of the timecard by adding new fields to meet the business requirements. Time Entry Rules to perform validations on the time entries will be covered also.	Venu Bijumalla, AST Corporation	Crystal II
GENERAL	VENDOR Improve Application Performance – Archive Your Enterprise Environment	Application archiving has evolved far beyond the traditional method of removing older transactional data from a production database. Complex business requirements such as compliance, e-discovery, and legacy application retirement are driving organizations today to implement multi-faceted archiving solutions throughout the enterprise.	Joshua Alpern, Applimation	English

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Track	Paper Title	Topic Description	Presenter	Room
DEMAND MANAGEMENT	<p>Implementing Demantra in the Mid-Market Space:</p> <p>The Springs Creative Success Story</p>	<p>Spun off from their corporate parent, Springs Creative needed a demand management solution of their own. Springs Creative chose not to pursue Manugistics, their demand management solutions of their corporate parent, but chose to implement Demantra's Demand Management solution. This presentation will step thru the decisions made in selecting Demantra, the lessons learned during the implementation and the benefits that have been achieved using the Demantra solution.</p>	<p>Michael Pearson, Optimum Solutions</p>	<p>Oak I</p>
BUSINESS INTELLIGENCE	<p>Customer Modeling:</p> <p>It's Your Call Between a Rock and a Hard Place!</p>	<p>This session focuses on two options of customer modeling – Party Centric approach and Site Centric approach and impact of these approaches on various Sales and Service business process flows. This presentation enumerates the strengths and weaknesses of choosing either of the modeling approaches to help you make an informed decision.</p>	<p>Priyatabh Sharma, Hitachi Consulting</p>	<p>Oak II</p>
RELEASE 12	<p>Release 12</p> <p>Apps DBA 101</p>	<p>Learn all of the new features, functionality and utilities available with Release 12. We'll walk through the features that you need to know with Release 12. We will also cover the patching strategy changes and nuances that have changed from Release 11i.</p>	<p>John Stouffer, Trioria Group</p>	<p>Venetian I</p>

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FINANCIALS & PROJECTS	iPayments Configuration With Integrated vs. Third Party Vendors	<p>Moving your payment processing to include credit cards by implementing Oracle iPayment is a step in the right direction. Oracle iPayment will make your Order to Cash cycle more efficient and add to the bottom line of the company. The questions still remain "What payment processing vendor should you use and what are the key success factors to consider?"</p> <p>Availability of support from the vendor, certification with the E-Business suite and the cost of services are some of the considerations that play a part in your decision. This presentation will discuss the challenges faced in integrating iPayment with credit card processing and lessons learned.</p>	Gouri Borkar, AST Corporation	Venetian II

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Track	Paper Title	Topic Description	Presenter	Room
STRATEGY / PROJECT MGMT	Five Things to Consider So You Can Think Big and Create Big Results	How do you know if you're thinking big enough? Do you get so focused on the project that you lose sight of the impact to the whole enterprise? KPMG's Oracle ERP Advisory team gives you 5 things to consider so that you can think big and create big results.	James Testa, KPMG LLP	Crystal I
HR	iRecruitment - Tips and Techniques	This presentation will share tips and techniques learned while implementing Oracle iRecruitment. Though, the emphasis will be on the functional aspects of the product, project management and technical items related to an iRecruitment implementation will also be addressed. Impact on related modules, lessons learned and critical success factors in any iRecruitment implementation will be reviewed.	Patti Kost, AST Corporation	Crystal II

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Track	Paper Title	Topic Description	Presenter	Room
GENERAL	Extend 11i/R12 OAF Forms and Data Load R12 from Excel	This presentation will take you into tools which will help you to personalize the Oracle OAF Forms with all complex rules. This is the innovative tool for extending your Java Forms in 11i/R12. Also I wish to discuss briefly about the Oracle Applications Framework architecture. In addition to this, I wish to present also a nicer data conversion tool for Oracle Applications from Excel. This is a Java based flexible tool which is a first generation conversion/interface tool.	Sundu Rathinam, Chain-Sys Corporation	English
DEMAND MANAGEMENT	Value Chain Leadership Demantra Delivers Best in Class Demand Management, Sales & Operations Planning, and Trade Promotions Management	Oracle's Demantra is a best-in-class provider of demand management, sales & operations planning, and trade promotions management solutions. Demantra, which is broken up into several solutions, allows customers to sense, plan for, and proactively respond to demand by sharing a one-number plan that aligns your organization across departments and users. Demantra also allows planners and managers to gain the information and planning tools needed to take command of day-to-day planning processes. Ultimately giving you the customer a comprehensive sales and account planning environment that allows account managers to manage all routine sales forecasting and account planning activities from a single screen.	Peter Harlan, Oracle Corporation	Oak I

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Track	Paper Title	Topic Description	Presenter	Room
BUSINESS INTELLIGENCE	VENDOR Setting Up a Successful Reporting Solution With Oracle Discoverer and Other Tools	Attend this session and discover options that enable your organization to securely access data from multiple sources in real-time across your enterprise—presenting data from disparate data sources as if that data resided in a single database. In this demonstration we will also discuss how to simplify and extend the value of Oracle DBI and use Oracle's BI tools, including Warehouse Builder for ETL and Discoverer 10g for performing multi-dimensional analysis.	Mike Hoover, Noetix Corporation	Oak II
RELEASE 12	Oracle Assets Release 12 Enhancements	Discuss the new features of R12 and how they will impact the application. Weed through the marketing and get down to what these new features actually do and do not do.	Brian Bouchard, Chi-Star Technology	Venetian I
FINANCIALS & PROJECTS	What is PA AutoAccounting and How Does it Work?	AutoAccounting is a part the Project Accounting implementation setup that determines which GL accounts will be impacted by transactions taking place in Projects. By defining rules and assigning those rules to a function, the system determines which accounts to debit and credit in General Ledger when the PA processes are run. This presentation takes the participant through the basics of PA AutoAccounting, from understanding of how AutoAccounting works, to making the appropriate decisions, then executing the implementation.	Suzana Ferrari DARC Corp.	Venetian II

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Track	Paper Title	Topic Description	Presenter	Room
STRATEGY / PROJECT MGMT	<p>Replacing Ariba:</p> <p>Industry Leading Online Brokerage Firm Implements an Oracle Procurement Solution</p>	<p>Hear the story about how a world class organization migrated from an Ariba Procurement and Contracts system to a total Oracle solution. This presentation describes the comprehensive process which began with the Oracle Insight program, required to ensure a strong business case and executive support. Followed by an extensive RFP process and the challenges, complexities and successes involved in implementing Oracle Purchasing, iProcurement, Sourcing, Contracts and iSupplier Portal.</p>	Glenn Hoormann, Optimum Solutions	Crystal I
HR	<p>Oracle Advanced Benefits/Compensation Workbench</p> <p>Implementation and Troubleshooting Strategies</p>	<p>Oracle Advanced Benefits (OAB) and Compensation Workbench (CWB) are different applications based on the same processing model using Life Events. This presentation covers the more common implementation, administration and troubleshooting strategies to help user better deploy/leverage these applications.</p>	David Neal, KBACE Technologies	Crystal II
GENERAL	<p>Oracle Universal Productivity Kit</p> <p>“Work Smarter Not Harder”</p>	<p>Oracle User Productivity Kit (UPK) gives you the tools to educate project team & end users on implementing, maintaining and using Oracle applications. Create system transaction docs, user acceptance test scripts, post go-live support, & web-based training that visually captures & simulates the exact steps a user should follow within an application for improved competency & productivity. UPK helps ease change management, accelerate end user adoption & reduce implementation times, resulting in a faster return on investment.</p>	Beth Renstrom, Oracle Corporation	English

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Track	Paper Title	Topic Description	Presenter	Room
DEMAND MANAGEMENT	VENDOR Oracle Demantra Suite: Overview & Utilization in a Demand Driven Supply Network	Supply Chains have historically concentrated on reducing costs through inventory reduction, enhanced planning, lowering of transaction costs, and improved supplier management. Becoming “demand driven” is a shift on how you do business and can improve revenue and profitability by 5% to 10%. During this information-packed presentation, executives will learn how current technologies such as Oracle Demantra can be utilized to gain a competitive advantage in a Demand Driven Network.	Curtis Ardle, Emerging Solutions	Oak I
BUSINESS INTELLIGENCE	DIAMOND SPONSOR VENDOR Benefits of Packaged Business Intelligence Solutions	Wade Anderson of InFocus will present the benefits of a packaged BI solution and its impact at InFocus Corporation. This presentation delves into how InFocus is now capable of leveraging and extending information to all levels within InFocus, how it uses the packaged data warehouse for meeting Sarbanes Oxley compliance and how it has allowed InFocus to retire legacy systems. Wade shares his experiences with packaged solutions and how the solution provided value in a very short period of time.	Wade Anderson, InFocus Corporation & JAROS Technologies	Oak II
RELEASE 12	Release 12 New Features and functionality of TCA/CDH	This presentation primarily focuses on all new features and functionality introduced as part of R12 for Trading Community Architecture (TCA) and Oracle Customer Data Hub (CDH) product.	Mani Kumar Manda, Rhapsody Technologies	Venetian I

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Track	Paper Title	Topic Description	Presenter	Room
FINANCIALS & PROJECTS	<p>VENDOR</p> <p>Revolutionizing Spreadsheet Automation</p> <p>Enhance Your Oracle® Application Using Global Software, Inc.'s Microsoft® Excel-Based Automation Tools</p>	<p>Make spreadsheets more powerful by enhancing data integrity and placing more control on the spreadsheet process. Learn how to limit risks often associated with inaccurate spreadsheet information and gain more control over your business environment. Global Software, Inc., the number one provider for spreadsheet automation in the Oracle® marketplace, will introduce a variety of concepts and best practices within the Microsoft® Excel and Oracle environments that will enhance the overall Oracle application experience.</p>	Daniel Havey, Global Software, Inc.	Venetian II

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Track	Paper Title	Topic Description	Presenter	Room
SOA, INTEGRATION & SECURITY	<p>VENDOR</p> <p>Simplify and Accelerate Oracle Integration Using an Integration Appliance</p>	<p>You are an enterprise that has invested in Oracle's business applications and databases. Integrating Oracle with the rest of your enterprise is key to driving your business but you're tight on time and resources. Sound familiar? Join us to find out how Cast Iron Integration Appliances rapidly integrate Oracle with other systems using a "No Coding" approach.</p> <ul style="list-style-type: none"> • Why integration is critical to Oracle customers • How real companies integrate Oracle with CRM, supply chain, e-commerce, custom applications and business partners • See a live Oracle ERP to CRM 10 minute demo. 	Jason Bonds, Cast Iron Systems	Crystal I

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Track	Paper Title	Topic Description	Presenter	Room
CRM / ORDER MANAGEMENT	<p>Oracle Content Management</p> <p>Critical Piece to a Successful Sales and Marketing Implementation</p>	<p>Oracle Content Management is a key component of the Sales, Marketing and Ecommerce applications which enables the creation, storage and management of content in a centralized repository, thereby forming a single source of truth for accurate and consistent content. This paper talks not just about the advantages & Disadvantages of the above component but the do's and don'ts that need to be addressed during the implementation.</p>	Ashok Kowdle, AST Corporation	Crystal II
PROCESS INNOVATION	<p>Implementing OTL for Multiple Business Groups</p>	<p>This presentation will discuss solutions provided to a client which required one instance but multiple business groups for an Oracle OTL implementation. It will show the ease in which multiple Business groups can utilize OTL. A case study from Polk County (FL) will be used to illustrate the topic.</p>	Gene Jannece, AST Corporation	English
SUPPLY CHAIN MGMT / LOGISTICS	<p>Warehouse Management</p> <p>Using LPNs and the Packing Workbench</p>	<p>This presentation will demonstrate the basic setups and implementation steps for using the packing workbench with Oracle Warehouse Management System. It will also show the introduction to WMS, LPNs and how packing is used for shipping; explain the basic setup steps, and; demonstrate how to get your product from inventory to packing station and then to shipping in a streamlined and efficient process.</p>	Sean Lee, DARC Corp	Oak I

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Track	Paper Title	Topic Description	Presenter	Room
BUSINESS INTELLIGENCE	Convert E-Business Suite Transactions to Actionable Information with Oracle Enterprise Performance Management, Hyperion & Business Intelligence	Oracle's EPM System enables management to link strategy to plans & execution, monitor financial & operational results against goals, and apply analytics to drive enterprise-wide performance improvement. Oracle's EPM offering is hot-pluggable with existing investments and enables pervasive information access for everyone in an organization from front line employees to senior management. The presentation will cover how the Hyperion products are integrated with Oracle's financials products and how OBI Suite EE Plus supports ERP applications.	Fred Richards, Oracle Corporation	Oak II
RELEASE 12	VENDOR Best Practices for Accelerated E-Business Suite Release 12 Upgrade	Sierra Atlantic's Upgrade Methodology helps accelerate the upgrade lifecycle and leverage on best of Release 12 applications. Learn how you can leverage on some of the best practices to accelerate your upgrade initiatives and attain a unified data model that provides a single view of your manufacturing process.	Krishna Gandra, Sierra Atlantic	Venetian I

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Track	Paper Title	Topic Description	Presenter	Room
FINANCIALS & PROJECTS	Mystery Solved: Pay on Receipt	Oracle's Pay on Receipt functionality can drastically reduce costs associated with invoice entry. Much of the data on setting up and using this functionality is spread out in the Purchasing and Payables User Manuals, and there is no existing single-source, go-to reference guide. Beginning with setup, we will explore the appropriate order in which to complete setup steps, including Payables Options and Profile Options, setup from a user perspective, and the AutoInvoice process, including error resolution. Various options will be explored along the way, including Tax options and invoice inquiry.	Melissa Sider, DARC Corp.	Venetian II

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Track	Paper Title	Topic Description	Presenter	Room
SOA, INTEGRATION & SECURITY	Oracle Critical Patch Updates: Insight and Understanding	Security bugs in Oracle Applications are now fixed by Oracle on a quarterly basis with Critical Patch Updates (CPU). The security researcher who has discovered many of these bugs will provide insight into the types of security issues fixed by these patches. Understand what are buffer overflows and SQL injection attacks by seeing how these types of security bugs compromise the security of Oracle Applications. Best practices for installing and testing CPU patches will be discussed.	Stephen Kost, Integrigy Corporation	Crystal I

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Track	Paper Title	Topic Description	Presenter	Room
CRM / ORDER MANAGEMENT	Oracle Incentive/ Sales Compensation Lessons Learned	Every company and every sales compensation plan is unique in nature. The Oracle Incentive Compensation module is a very dynamic tool that can help achieve these intended results. This paper and presentation will provide examples of how the application can work for your individual situations. The audience will gain an understanding of the best approach to implement the module through lessons learned.	Lisa Barthel-Daluge, Creative Consulting Solutions, Inc.	Crystal II
PROCESS INNOVATION	Oracle Approvals Management	Using Oracle Approvals Management, you can build approver lists for those applications integrated with AME or use it for a custom application. This session will cover the basics for the functional user and show you how AME works with Oracle Workflow to approve documents. Use these tools to build your own approvals based on your unique business rules.	Jon Moll, O2Works LLC	English
SUPPLY CHAIN MGMT / LOGISTICS	Optimize Your Transportation Costs with Oracle Transportation Management	Oracle Transportation Management delivers robust transportation planning and execution capabilities to shippers and third party logistics providers. It integrates and streamlines transportation planning, execution, freight payment, and business process automation on a single application across all modes of transportation. Oracle Transportation Management lowers transportation costs, improves customer service and asset utilization, and provides flexible, global fulfillment options.	Jim Gewargis, Oracle Corporation	Oak I

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Track	Paper Title	Topic Description	Presenter	Room
BUSINESS INTELLIGENCE	Executing an Enterprise-Wide Business Intelligence Strategy Using the Oracle BI Applications	Learn how Optimum utilized our BI Strategic Roadmap Methodology at DRS to successfully develop and execute a BI Strategy that included the implementation of the following Oracle technologies: OBIEE, BI Analytic Applications, Discoverer, and Portal to change DRS into an information-driven organization. The case study will include an overview of the process followed to develop the BI Strategy, our experiences during the implementation process, and an overview of the benefits of the approach and technologies chosen.	Glenn Hoormann, Optimum Solutions	Oak II
RELEASE 12	Oracle's E-Business Suite Release 12 Multi-Org Access Control (MOAC) An Inside Look	Join us for a focused look at the new Multi-Org Access Control (MOAC), which supports the enhanced shared service functionality in Oracle's E-Business Suite Release 12. Topics will include detailed setup instructions and processing flows after MOAC is enabled. Technical impacts of the MOAC architecture will also be discussed at a high level. At the conclusion of the presentation, a demonstration of the setup steps will be shown on a Vision instance.	Daryl Geryol, Solution Beacon	Venetian I

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Track	Paper Title	Topic Description	Presenter	Room
FINANCIALS & PROJECTS	<p>Unraveling the Mysteries in the System Administrator Responsibility</p> <p>Make Oracle Work For Your Users</p>	<p>Discover many mysteries lurking within the System Administrator responsibility and how to use them to your advantage. Whether you are the Sys admin, or a super user who just wonders WHY, you will gain insight on managing menus and request groups, as well as building responsibilities. Benefit from demystifying Profile options and learn valuable tips for defining requests, request sets, and more. We'll also cover some tips to help you if you are planning to work on Release 12.</p>	Judy Vales, O2Works	Venetian II

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Track	Paper Title	Topic Description	Presenter	Room
SOA, INTEGRATION & SECURITY	<p>XML Gateway Inbound Purchase Orders to Oracle Order Management</p>	<p>A technical introduction to the XML Gateway for the delivery of external Purchase orders to Oracle Order Management as messages for order creation. Topics covered will include setup steps to enable the XML Gateway, and an overview of building message maps using Oracle's Message Designer Tool. Special attention will be paid to the Gateway's integration with Oracle Advanced Queuing and the Transport Agent for the delivery of inbound messages from external Trading Partners.</p>	Jason Morrill, O2Works	Crystal I

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Track	Paper Title	Topic Description	Presenter	Room
CRM / ORDER MANAGEMENT	<p>Are you Down with OIP (Order Information Portal)?</p> <p>Come, Listen, Ask & Learn and You Can Be!</p>	<p>Do you have a need to give controlled view only access sales order related data – to internal, as well as, external users? Oracle’s Order Information Portal (OIP) provides the means to that end. It delivers summary & detail data for order header & lines. There are standard hyper links that allow access to the following information: quality plans, invoicing, shipments, and pricing. In addition, users can initiate a Request for Return as well as Report a Defect through the portal.</p>	Michelle Taylor, DARC Corp.	Crystal II
PROCESS INNOVATION	<p>The Power of Personalization in the E-Business Suite</p>	<p>Personalization is a feature of the 11.5.10 Oracle E-Business Suite that is the answer to many previously unavailable capabilities ... how to secure individual fields on a form, how to alter the appearance of non-folder enabled forms, present data not available on the forms, make non-required fields required, etc. This presentation will discuss the various capabilities of the Personalization feature in the context of an Order Management implementation.</p>	Bob Brown, DARC Corporation	English

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Track	Paper Title	Topic Description	Presenter	Room
SUPPLY CHAIN MGMT / LOGISTICS	Accelerate Product Innovation and Maximize Profits with Agile Product Lifecycle Management	Oracle's Agile Product Lifecycle Management (PLM) Solutions enable companies to accelerate product innovation and maximize product profitability by managing the information, processes and decisions about their products throughout the product lifecycle and across the global product network. With a broad suite of enterprise class PLM applications and time-to-value focused implementations, built on a proven track record of delivering value and enabling best practices across 1,300+ global companies, Agile is providing customers with the broadest and most comprehensive end-to-end PLM solutions in the industry.	Sarvesh Jagannivas, Oracle Corporation	Oak I
BUSINESS INTELLIGENCE	VENDOR Real Time General Ledger and Project Inquiry	The GL Company's Inquiry Suite assists accountants to streamline the month end reconciliation process, ensuring the integrity of their EBS financial data and providing interactive financial reports with full drill down. Using revolutionary Virtual OLAP technology, Inquiry Suite consolidates project data instantly to provide ad-hoc inquiry templates and pre-configured project reporting capabilities on the fly directly against Oracle EBS. Attend this session to learn how Real time project consolidation enables analysis across 100's of project dimensions.	Andrew Deeley, The GL Company	Oak II

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Track	Paper Title	Topic Description	Presenter	Room
RELEASE 12	Oracle's E-Business Suite Release 12 - Focus on Financials	This compelling presentation provides an overview of new features and enhancements that can benefit organizations. Topics include shared service functionality enabled by Multi-Org Access Control; centralized processing utilizing the new Subledger Accounting Engine, Payments, E-Business Tax, and the Advanced Global Intercompany System; and key highlights by modules including General Ledger, Payables, Receivables, and Fixed Assets.	Goetz Schmitz, Solution Beacon	Venetian I
FINANCIALS & PROJECTS	VENDOR Optimizing Payables – Best Practice Concepts to Streamline Your End-to-End Payables Process	Streamlining payables through document process automation typically yields 50% to 100% efficiency gains. While efficiency gains contribute to the business case, other solid benefits include increased visibility of processes and liabilities, tighter controls and faster cycle time. This session will show how these objectives are achieved through invoice imaging, capturing data from those images and routing invoices (via workflow) throughout the organization for exception handling, coding and approvals. ReadSoft will explain best practice concepts to optimize your end-to-end payables process.	David Ulin, ReadSoft	Venetian II

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Track	Paper Title	Topic Description	Presenter	Room
SOA, INTEGRATION & SECURITY	Oracle Beehive What is That Buzz?	Beehive is Oracle's next-generation enterprise collaboration platform. Oracle Beehive offers discrete, function-specific services that interoperate seamlessly to provide a wide range of features for enterprise collaboration, compliance, third-party component connectivity, coexistence, user and system administration, and security. This presentation discusses various aspects of Beehive including its key features, architecture and explains how it effectively addresses challenges of collaboration in today's information driven world.	Vivek Pavle, Orabyte LLC	Crystal I
CRM / ORDER MANAGEMENT	De-duplicate Dirty Data Now and Forever Using Oracle Data Quality Management	Thanks to Oracle Data Quality Management, the clean up and de-duplication of customer data is quick and easy for business analysts and end users to perform without the need for technical development. This presentation provides an overview of Data Quality Management and how it can be implemented to identify and merge existing duplicate customer data and to maintain your organization's customers by preventing future duplicate entries in the future.	Rita Beck, KBACE Technologies	Crystal II

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Track	Paper Title	Topic Description	Presenter	Room
PROCESS INNOVATION	Synchronizing Outlook and Oracle TCA for Sales Applications	Learn how Oracle E-Business Suite handles synchronization of contacts, tasks and appointments between TCA and Microsoft Outlook. Oracle's bi-directional synchronization provides an excellent tool to accomplish this to maintain a single source of truth. During this presentation the pros and cons of synchronization techniques between Outlook and Sales Applications will be discussed to create a roadmap for the most effective management of schedules and contacts.	Abhinav Raina, AST Corporation	English
SUPPLY CHAIN MGMT / LOGISTICS	Supply Chain Management Outside Processing Configuration and its Accounting Events	One of the processes in supply chain management is outside processing. Sending material to a vendor who can repair service parts. This presentation will include configuration screen shorts of INV, BOM, WIP, PO, & AP. I will also highlight the accounting events and how combinations are derived.	Al Kannan, Cozent LLC	Oak I
BUSINESS INTELLIGENCE	Changing the Way You Deliver BI Solutions	Oracle Business Intelligence Enterprise Edition (OBIEE) provides a platform for delivering comprehensive BI solutions. A sample of OBIEE at work will be used to guide you through the necessary steps to follow when deploying an integrated BI application. Each component will be covered, showing both a working example and the development process of creating and modifying Dashboards, Answers, Delivers, BI Publisher and Disconnected Analytics.	Matthew Vranicar, Piocon Technologies	Oak II

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Track	Paper Title	Topic Description	Presenter	Room
RELEASE 12	<p>Release 12</p> <p>New Features in QTC Track</p>	<p>The presentation will highlight some of the new features in R12 pertaining to the QTC track. Some of the highlights are Customer Acceptance, Deferred COGS, BSA and Order Approval process, Advanced Pricing for transfer, Price calculation etc.</p>	<p>Ravindranath Sagaram, UTSTARCOM</p>	<p>Venetian I</p>
FINANCIALS & PROJECTS	<p>Complying With SOP 97-2 Using Daily Revenue Rec in R11.5.10 and R12</p>	<p>This is a case study on how we were able to help a client comply with 97-2 with the utilization of Daily Revenue recognition and customization. This will cover doing PCS carveouts and Fairmarket value adjustments for compliance purposes (this presentation was provided at Open world 2007 and has been accepted for the Collaborate 08).</p>	<p>Michael Ivers, Protege Software Services</p>	<p>Venetian II</p>