

PRESENTATION ABSTRACTS

Keynote Presented by ORACLE
ROOM: Exhibit Hall

11:00 a.m. – 11:40 a.m.

**BI Applications for EBS Customers
How Oracle's Business Intelligence Suite
delivers real-time operational analytics
that enable you to make better
business decisions faster**

*Paul Peters, Director of Business
Intelligence*

Abstract: Oracle's Business Intelligence Applications Suite provides business line managers and senior executives with the most effective business intelligence solution--a proven platform that delivers off-the-shelf functionality, enterprise-wide data availability, and valuable analytics and metrics. The unified platform and easy-to-use features offered by Oracle's BI Applications Suite generate improved performance and operational efficiency at every level of the decision making process. The result is rapid and high return on business intelligence tool investment. In this keynote, we will provide an overview of the Oracle's Business Intelligence Applications and how they fit into Oracle's Business Intelligence, Applications, and Middleware strategies. Then we will delve into specific information on the tight integration of Oracle's Business Intelligence Application for the Oracle E-Business Suite.

TRACK: Change Management/Training
ROOM: Crystal 1

8:30 a.m. – 9:10 a.m.

**Achieving Optimization Requires More
Than IT Changes**

Michelle Davies, The Revere Group

The concept of "optimization" is closely associated with technology improvement initiatives – whether it is implementing a new ERP system (such as Oracle), completing an upgrade or looking for ways to further leverage existing software modules. However, making such changes, there are other components that are equally important to consider, such as business process improvements, employee adoption, leadership effectiveness and overall business direction. In this session, we will explore how to leverage these other components during an IT change initiative – with the ultimate goal to maximize optimization in order to drive business growth and profitability.

9:20 a.m. – 10:00 a.m.

**How I Learned to Stop Worrying and
Love Upgrades**

Thomas Colbert, CSS

Is it the upgrading of your current systems that is so difficult, or the way you approach the upgrade process? Usually it is the way upgrades are managed that causes the problems. All too often leadership and employees are not prepared for the natural barriers to change. Using sound principles and proven practices, participants will learn how to gain control over the "people" risks to the upgrade process, and deliver business value.

10:10 a.m. – 10:50 a.m.

Tutor and UPK: A Dynamic Duo for Training Material Development

Jamie Smith, DARC Corporation

Training material development for ERP projects is a major task. Many companies have realized the benefits of implementing UPK, so using UPK with Oracle Tutor can be a big step toward improving development efficiencies for a holistic training solution. This presentation examines the best features each tool brings to the training material development process. It also looks at how you can convert UPK output into Tutor "publishable" documents.

TRACK: Demand Management/Logistics
ROOM: Crystal 2

8:30 a.m. – 9:10 a.m.

12 Strategies to Improve Your Forecast Quickly

Chris Johnson, Lucidity Consulting Group

The top item on the agenda of your company's CFO right now is most likely working capital optimization. According to a recent Aberdeen group report, the number one tool CFO's are using is 'Improving Forecast Accuracy.' The presentation arms users with 12 strategies to improve their forecast quickly. White Paper Available.

9:20 a.m. – 10:00 a.m.

Beyond Forecasting: Using Demantra to Improve your Business

Michael Pearson, Optimum Solutions

Most people understand how Demantra will improve their forecasting. What most people do not understand is how Demantra can improve your business beyond just forecasting. This session will demonstrate how the flexibility, scalability, and adaptability of Demantra along with some creative thinking can vastly improve one's business. Real life customer examples will be reviewed.

10:10 a.m. – 10:50 a.m.

VENDOR: OTM Implementation Best Practices in an EBS Environment

Mauricio Ramirez, Lucidity Consulting Group

Since Oracle's acquisition of G-Log, Oracle has made the proposition of implementing OTM and integrating to your EBS environment more attractive. With built-in interfaces to manage seamless integration between your TMS and ERP application, what are some of the pitfalls to look out for and what can you do to ensure that your implementation will go as smooth as possible.

TRACK: Strategy/Project Management
ROOM: Crystal 3

8:30 a.m. – 9:10 a.m.

New Best Practices for Data Migration

Matthew Punnoose, Premier International

Gartner says 67% of all data migration projects cause implementation delays and/or large overruns. We will introduce a new innovative approach to data migration that ensures the success of your implementations. Learn how this new approach reduces the time and cost by at least 50%, provides much better data quality, and eliminates the risk from data migration projects.

9:20 a.m. – 10:00 a.m.

VENDOR: Maximizing Your IT Investment in Uncertain Times

Phil Harman, Zanett

Today's IT organizations are being asked to provide strategic leadership in these uncertain times. Technology plays a critical role in any company – from optimizing your supply chain to providing timely and relevant information that drives key decisions. Today's environment requires that new technology initiatives be tightly prioritized to deliver real enterprise value. Zanett helps organizations evaluate their IT portfolio and then helps execute on those investments that have the greatest impact on the enterprise. Join us for a discussion as we explore ways to maximize your IT portfolio in these challenging economic times.

10:10 a.m. – 10:50 a.m.

Realizing Value from Oracle After Going Live

Jim Testa, KPMG LLP

Oracle WebADI provides a number of standard Integrators that use Microsoft Excel to efficiently load data directly from a spreadsheet into database tables via a custom macro. However, Oracle does not provide a tool for creating custom Integrators. This session will provide attendees with the benefits of using WebADI to convert and interface data without the need for ongoing technical intervention and support. In addition, the presenter will demonstrate the ease with which a custom Integrator can be created to load standard interface tables such as "Item Import" or to load custom built interface and conversion tables.

TRACK: Project Accounting/PRM
ROOM: Crystal 4

8:30 a.m. – 9:10 a.m.

Oracle Project Suite R12 Overview

Robert Anderson, Project Partners

Oracle Release 12 addresses a number of challenges in a shared services environment while it strengthens the new functionality introduced with Family Pack M in 11.5.10 in 2005. We'll address questions like "What is the impact on project users to upgrade?" "What new features and functions will be available?" What are some of the things that need to be considered when making the move to R12 in a project centric environment?"

9:20 a.m. – 10:00 a.m.

Oracle Projects and Integration with Other Oracle Applications

Suzana Ferrari, DARC Corporation

This paper will examine the use of data between Oracle Projects and other applications within Oracle E-Business Suite. This includes the flow of data between applications, the referencing of data, and the forms used to record and view project-related data.

Oracle Projects integration within and between the following applications will be covered: Receivables, Purchasing, Payables, Project Manufacturing, Assets, Project Contracts, OTL, iExpenses, General Ledger, Oracle Sales and MS Projects.

10:10 a.m. – 10:50 a.m.

Understanding the Use and Configuration of Subledger Accounting for Project Related Transactions

Phil Miller, Signet Enterprises, LLC

This presentation will educate the audience on how project related transactions are affected by subledger accounting in release 12 as well as highlight differences between subledger accounting and Auto Accounting/Account Generator. The presentation will also cover the configuration of subledger accounting. In addition, the presentation will provide an overview of the subledger accounting upgrade process as well as provide some upgrade considerations.

TRACK: Financials

ROOM: Venetian 1

8:30 a.m. – 9:10 a.m.

Reconciling Oracle Assets to Oracle General Ledger

Brian Bouchard, Chi-Star Technology

The session will look at the how best to reconcile Oracle Assets to General Ledger, looking at the methodology that Oracle intended for reconciliations. We will look at the pyramid methodology for Assets reports and identify when to use which report for reconciliation. We will also look at reconciling within Oracle Assets Corporate Books to Tax Books and how best to keep these in sync.

9:20 a.m. – 10:00 a.m.

eB-Tax-Don't Need the Max? A Simple Approach to Configuring P2P Sales and Use Tax

Jan Cooper, Niveus Consulting

eB-Tax is a powerful tool for intricate tax needs. But what if your tax requirements are not so complex? We'll discuss Oracle tax terminology and show a simple approach to configuring Sales and Use Tax for P2P.

10:10 a.m. – 10:50 a.m.

Still Looking for Desktop ADI? Report Manager is Way to Go in R12!

Praveen Kumar, AST Corporation

This presentation will also discuss how to create, secure, access and publish print quality Standard and FSG reports using Oracle Reports Manager. This process will also provide detailed steps to deploy and use Reports Manager improving overall reporting process.

12:30 p.m. – 1:10 p.m.

Customer Refund Integration in R12

Dave Trch, TUSC

In prior releases of Oracle Financials, a custom solution or a manual process was required for integrating customer refunds with Payables. R12 has addressed this universal need by providing native integration to support this process. This presentation will explain the considerations and setups required to enable this new functionality of R12 Financials.

1:20 p.m. – 2:00 p.m.

VENDOR: Challenged To Do More with Less? Streamline Procure-to-Pay Processes

David Ulin, ReadSoft

Long before the economy's downturn, ReadSoft has been assisting companies to do more with less. Optimizing procure-to-pay processes while maximizing your company's investment in Oracle E-Business Suite is what has made ReadSoft solutions successful at 5,500 enterprises across the globe. The automation of financial processes will be defined in this session as it relates to accounts payable automation. You will hear how companies like Green Mountain Power, Sheridan Production and many more have implemented ReadSoft solutions to increase efficiency, visibility, control and cycle time.

2:10 p.m. – 2:50 p.m.

1099 Processing

Nicole Wilson, TUSC

Learn how to do 1099 processing with an example of how to combine data from legacy systems into Oracle to complete 1099 reporting. Understand tips and tricks to efficiently finish 1099 processing.

3:00 p.m. – 3:40 p.m.

Challenges of Designing Intercompany Transaction Flows in Release 12

*Harshavardhan Limaye,
IT Convergence*

What are the challenges of designing Intercompany transaction flows in Release 12? Do you really need legal entities or only operating units? This white paper aims to provide Financials users an insight into what Oracle Release 12 has to offer and understand key setups for intercompany transaction flows.

**TRACK: R12 Upgrade/New Features
ROOM: Venetian 2**

8:30 a.m. – 9:10 a.m.

Upgrading to E-Business Suite R12 - Architecture and Technology

Amarendra Nettem, New Generation Consultants

The presentation covers overview of Release 12 tech stack, Supported upgrade Paths, Upgrade flow, Best Practices and upgrade benefits.

9:20 a.m. – 10:00 a.m.

Subledger Accounting - A Complete Perspective

Subash Krishnaswamy, AST Corporation

This presentation will cover concepts and benefits of Subledger Accounting (SLA) in Release 12. It will give an overview of the features of SLA, terminology in SLA and the setups required for SLA. An insight into Accounting Methods Builder (AMB) and how it can be customized will be given also.

10:10 a.m. – 10:50 a.m.

VENDOR: Best Practices for an R12 Upgrade - Case Study

Krishna Gandra, Sierra Atlantic

This upgrade case study

- Uncovers the benefits of upgrading to Oracle R12
- Understand the best practices associated with an upgrade
- Provide some key insights into the project details.

12:30 p.m. – 1:10 p.m.

How to Change AP Formats in R12

Robert Rentz, Cambridge Solutions

With Release 12 comes a new process for modifying the formats for checks, positive pay files, and other AP documents. It is vastly different from 11.5.10. The purpose of this session is to explain these differences, and provide a process and an example on how to make these changes in R12. Technical SQL and XML knowledge is recommended to understand the complete solution.

1:20 p.m. – 2:00 p.m.

How to Migrate Forms Based Custom.pll to Oracle Application Framework (OAF) Pages in R12.

Sundu Rathinam, Chain-Sys Corporation

How to migrate your current custom.pll developed for forms to OAF Java Pages. Build OAF advanced personalization using the OAF metadata architecture. Explain in detail the OAF metadata architecture. We'll walk through the steps involved in converting a custom.pll written for Forms screen to OAF pages for personalization. Rules based personalization on OAF pages which will increase the productivity of the R12 investment. This will help you to customize the OAF pages in adding new fields, adding tool tips, adding combo or list box in a text field and zoom to other Java OAF pages or old Forms screen from a source OAF Page.

2:10 p.m. – 2:50 p.m.

Discoverer 10g Upgrade - Flexible Approach

Sam Tong, Forsythe Technologies

Come and see this presentation if your organization is still running old version of Discoverer (3i or 4i), invested a lot in Discoverer reports and you are planning upgrade to Discoverer 10g or R12. New version of Discoverer offers a lot of improvements on a server side as well as in Discoverer Plus and Viewer clients. In this presentation we will discuss different approaches for the upgrade, with the goal to provide maximum flexibility to the upgrade team as well as to minimize impact of the upgrade on Discoverer end users.

3:00 p.m. – 3:40 p.m.

Business Benefits in Release 12

Steve Schuyler, Solution Beacon, LLC

Get up to date on the latest features and functionality in Release 12. With 5 Release Update Packs (RUPs) already delivered for 12.0 and with 12.1 coming soon, make sure that you know what features could be leveraged by your organization for greater ROI. This information will help you determine which release will provide the greatest benefits for your business.

TRACK: ORACLE Presenters

ROOM: Oak 1

8:30 a.m. – 9:10 a.m.

ORACLE: What's New in EBS Release 12 – Manufacturing

Nicki Sommer, Sales Consultant, Manufacturing

Today's businesses demand higher throughput, intelligent scheduling, reduced inventories and information automation to reduce errors and enhance productivity. This can only be accomplished by connecting your manufacturing automation systems with enterprise business solutions. All Oracle business and operations management solutions can be connected, in real-time, with equipment and operations on the plant floor, by leveraging the analytic and connectivity tools tailored for Oracle business solution products. These products include the Oracle MES (Manufacturing Execution System) and the Oracle MOC (Manufacturing Operation Center).

9:20 a.m. – 10:00 a.m.

ORACLE: My Oracle Support Configuration Manager - The Future of Oracle Support

Charlie Freeman, Senior Customer Support Manager

Learn how to prevent problems before they occur! Optimize your systems based on the latest Oracle knowledge and best practices! Resolve your Service Requests faster through the improved creation process! Simplify Support using breakthrough technology and the flash based interface that provides proactive avoidance and faster problem resolution. This seminar will help you learn how to use the configuration manager to effectively organize, collect, and manage configurations. You will learn about HealthCheck and Alert recommendations for Service Requests avoidance. Learn how to get faster problem resolution through improved creation methods and enhanced Knowledge Management with guided searches.

10:10 a.m. – 10:50 a.m.

ORACLE: The Retirement of Metalink – How to Prepare for the Transition

Charlie Freeman, Senior Customer Support Manager

This is a call to action for all Oracle customers that are currently using Metalink 3 and Classic Metalink. These interfaces are soon to be retired and will prepare our customers for this transition. During this session you will be introduced to the new user-friendly, easy to navigate web portal based on Adobe Flash 9 technology. The new interface, which has been completely redesigned with personalized, proactive & collaborative support capabilities now fully integrated into one simplified support platform.

These industry leading enhancements offer a simplified support experience to make your interactions with Oracle Support faster and more efficient. This will lead the customer to improved Service Request management efficiencies, along with improved Knowledge Management utilizing Guided Search capabilities.

12:30 p.m. – 1:10 p.m.

ORACLE: What's New in Supply Chain: Demantra Real-Time S&OP

Douglas Oetinger, Director Advanced Supply Chain Solutions

Predicting, balancing, and optimizing demand and supply against your budget is far from easy; from short shelf-life products to complex distribution networks so many factors can obscure your vision. With Oracle Demantra Real-Time Sales & Operations Planning not only does your entire supply chain become clear and visible, but so does greater profitability. We will cover how Oracle's S&OP product has the ability to profitably shape and predict demand, instead of simply reacting to events. It provides best practice templates to immediately start moving from reactive to proactive processes and the tools to unlock hidden demand and stock or manufacture for optimum profitability.

1:20 p.m. – 2:00 p.m.

ORACLE: Preparing to Transition to International Financial Reporting Standards (IFRS) and International Accounting Standards (IAS)

Jim Springer, Principal Solutions Consultant

The Securities and Exchange Commission remains committed to its proposal to require publicly-traded U.S.-based firms to adopt international financial reporting standards (IFRS) within the next two years. How should you prepare for the transition from generally accepted accounting

principles (GAAP) to IFRS? And, considering that U.S.-based businesses are on the verge of running behind their European counterparts in their average time to close, could the move from GAAP to IFRS help or hinder your company's efforts to improve its performance on this key metric? We will examine these issues and offer practical advice to help your business make a successful transition to IFRS.

2:10 p.m. – 2:50 p.m.

ORACLE: Test Drive Oracle User Productivity Kit (UPK)

Douglas Morrow, Sr. Sales Consultant

In this session, learn how the Oracle User Productivity Kit (UPK) for all Oracle Applications, specifically EBS, provides a valuable platform for increased user adoption leading to higher ROI from your applications investment. Get a detailed look at how User Productivity Kit content provides extremely valuable early-implementation document, pre go-live training and post go-live performance support to support your Oracle applications implementation or upgrade. Also learn how the User Productivity Developer, a multi-lingual single-source tool, can be used to modify and create custom content in a fraction of the time.

3:00 p.m. – 3:40 p.m.

ORACLE: How Oracle HCM Can Help in These Uncertain Times

Latriece Danley, Principal Solutions Consultant

How can HCM help in these uncertain times? We show how by looking at how to increase productivity and reduce costs, identify and develop talent, close critical skill gaps, and develop future executives.

TRACK: Business Intelligence

ROOM: Oak 2

8:30 a.m. – 9:10 a.m.

Understanding Master Data Management and the Benefits

William McKnight, Lucidity Consulting Group

Many companies today are codifying efforts to focus on master sets for customer, product, supplier, and other subjects. This is being done to gain efficiencies and direct or indirect bottom-line company improvement. This session will discuss what MDM is, how it is architected into information management environments, and how to outline the business case. The best approach is demonstrating the proposed economic payback of MDM, which requires the translation of efforts into anticipated cash flow. This practical, experience-based session will organize those justification efforts into a structure to demonstrate payback.

9:20 a.m. – 10:00 a.m.

VENDOR: GL Wand - Do Your Oracle Finance Reporting in Excel

Chris Meyer, Excel4Apps

GL Wand offers an easy Excel interface to Oracle GL enabling highly efficient finance reporting, shorter month ends and fast refreshes. By joining this presentation you will learn more about how 1000's of Oracle users have adopted this easy to use solution to solve their Oracle financial reporting needs. Key features and benefits of GL Wand include:

It's fast

It's easy

No recapturing

No import/export

No data replication

No implementation

Oracle Apps sign-on

Centralized management

No ODBC and no SQL Net

Fast HTTP(s) connections

Fully integrated into 11i/R12

Multi-book, Mass Distribution

Drill to full journal and AP, AR, FA, PO,

INV and PA subledgers

10:10 a.m. – 10:50 a.m.

DBI's- The BI starter Set You May Already Own

Stan Korwin, DARC Corporation

Many Oracle customers have licensed Daily Business Intelligence (DBI) dashboards as a part of their EBS suite, but few have investigated what DBI's offer. With Oracle's introduction of other BI tools, such as OBIEE and Hyperion, DBI's are often neglected. This presentation will explain how DBI's can be a logical, economical first step in an organization's move into Oracle's business intelligence offerings.

12:30 p.m. – 1:10 p.m.

Business Intelligence and Data Warehousing: Getting Started

Eric Fuhrman, O2Works

Do you want to improve your analysis and reporting effort, but aren't ready to sign up for a major implementation effort? There are small, low-cost steps you can take today that will improve your access to important data without breaking the bank. Best of all, the work can be utilized in any future business intelligence or data warehousing project.

1:20 p.m. – 2:00 p.m.

OBIEE, Overview of a Simple Implementation with Oracle E-Business as the Data Source

Al Kannan, Cozent

OBIEE is a powerful Analytics tool for analytics reporting. With its standards based architecture, you can roll it out as an in-house project yourself. It is robust, yet very straight forward to configure Oracle EBS as your data source. This presentation will give you a comprehensive overview of tasks involved to get it up and running which includes architecture overview, basic installation, creating simple repository with EBS as the physical layer, creating a business model and mapping layer and a presentation layer. Using Answers, Dashboards and Delivers I will show the power of the OBIEE reporting capability.

2:10 p.m. – 2:50 p.m.

Oracle Business Intelligence Enterprise Edition (OBIEE) Implementation: A Customer's Perspective

Corey Belt, O2Works

Paul Thomas, ATC Data Analyst, and Corey Belt, O2WORKS consultant, will share their ATC OBIEE implementation project experience, including project goals, implementation tasks, and lessons learned. Additionally, they will discuss OBIEE functionality and administration.

3:00 p.m. – 3:40 p.m.

Implementing OBIEE and the Financial Analytic Applications to Drive Business Value

Todd Randolph, Optimum Solutions

Join Optimum BI & Financial experts in this session as we discuss the value customers can realize by implementing OBI EE and the Financial Analytic Applications to drive business value through better decisions. From development of a BI roadmap through an OBI EE and Financial Analytic implementation we will discuss the components of a successful BI project.

**TRACK: Supply Chain Management
ROOM: English**

8:30 a.m. – 9:10 a.m.

ASCP – 102

Sandeep Gandhi, Omkar Technologies

Last time I presented ASCP-101. That presentation covered basic setups and steps for implementing ASCP. I would like to continue and present some intermediate concepts such as constrained planning, forecasting and item substitution.

9:20 a.m. – 10:00 a.m.

Advanced Supply Chain Planning at USG

Amy David & Ian Cole, USG

In 2006, USG, the North American leader in building supplies manufacturing and distribution, implemented Oracle Advanced Supply Chain Planning as part of a multi-year ERP implementation. This presentation highlights the evolution of USG's Sales and Operations Planning process as enabled by ASCP. In addition, we will share key benefits achieved from the implementation, lessons learned, and the future direction of supply chain planning at USG.

10:10 a.m. – 10:50 a.m.

Cycle Counting - Strategy & Process

Edward McDonough, TUSC

This presentation will explore the process & strategy of the cycle counting functionality in the Oracle inventory module. It is meant to be a "high level" view only, however we will get touch on quite a bit of detail in both setting up the applications necessary to deploy as well business process decisions that are needed to deploy.

12:30 p.m. – 1:10 p.m.

Integrating Bar-coding with Oracle Mobile Supply Chain Applications

Gary Wojda, AST Corporation

Organizations with an established inventory or manufacturing process looking to automate with real-time mobile input utilizing handheld devices and bar-coded labels can seamlessly add Oracle Mobile Supply Chain Applications to their operation with a little forethought and planning. MSCA helps to not only make entering transactions more efficient, but it reduces the number of manual errors typically observed using the GUI forms. This presentation will discuss some of the base business process requirements and intricacies of integrating to scanner input and bar-coded label output with Oracle Mobile Supply Chain.

1:20 p.m. – 2:00 p.m.

Integrating Oracle Advance Pricing with Oracle Purchasing in Release 12

Sundeep Sharma, Terillium

Oracle Advanced Pricing is now integrated with Purchasing and iprocurement. Using Advanced Pricing, procurement professionals can now leverage complex pricing structures to be used in Oracle Purchasing and iProcurement in turn automating pricing for procurement documents.

2:10 p.m. – 2:50 p.m.

Intercompany Flow

Ravindranath Sagaram, UTSTARCOM

The presentation discusses the Intercompany flow -- both material and financial flows, transfer pricing using cost and advanced pricing, and related setups in oracle.

3:00 p.m. – 3:40 p.m.

Oracle Process Manufacturing Production vs. Accounting, the Month End Battle Continues

Robert Smith, Abeam Consulting

Cost accountants and production personnel often don't see eye to eye on when the calendar month is closed. Through this paper learn how to see issues from both points of view in 11.5.10, identify the tasks to be accomplished and proactively resolve issues.

TRACK: Security, Compliance & Controls

ROOM: Crystal 1

12:30 p.m. – 1:10 p.m.

VENDOR: Closing the Data Privacy Gap

Tom Howell, IV, IBM: Optim

Everyone is talking about data governance. What is it and how can you achieve sound data governance? Securing and protecting data requires a holistic approach taking into consideration the broad range of data threats. Companies need to understand these threats and develop a comprehensive strategy security policy. Come see how to tackle the challenge of data governance head on. Don't let a data breach happen to you.

1:20 p.m. – 2:00 p.m.

VENDOR: Archiving: Improve Production Performance, Reduce Costs, Retire Any Applications - Oracle, PeopleSoft, Siebel, SAP, Custom, DB2, etc.

Josh Alpern, Applimation, Inc.

Find out from the experts how effective application archiving enables your environment to keep pace with your business needs. This session from the leading independent enterprise application data management provider will help you. You'll learn how to:

- Improve performance of your production environment
- Archive inactive transactional data automatically to an online database with native access for your users
- Create smaller, fully functioning databases for testing and development purposes
- Retire any application to save cost of software, database, hardware, server, storage, human capital, and maintenance with an offline highly compressed flat file which includes your normal reports and easy, Google-like access
- Address legal, audit, regulatory and compliance requirements
- Improve your bottom-line

2:10 pm. – 2:50 p.m.

Control Item Setup in Oracle EBS – A Workflow-Based Solution Using Oracle's GRC Tool

Kevin Zhang, Knowles Electronics, LLC

Item setup is arguably one of the most important functional setups in Oracle Applications. An incorrect or incomplete setup will cause many downstream problems – problems that many times are addressed with band-aid solutions or increased production support time. After months of chasing issues, we initiated an enterprise-wide project to fix the root cause. Oracle's Logical Apps tool served as the backbone and development platform for Knowles Electronics to implement a structured, workflow driven item setup process. The process coordinates efforts of several functional groups, across disparate -geographic locations, to ensure the proper setup of master and org-controlled items. The "item setup dragon" can be slayed – come see how we did it.

3:00 p.m. – 3:40 p.m.

Identity and Access Management

Deepak Sharma, New Generation Consultants

Identity and access management as the need of the day. Explanation of the key concepts of identity management with focus on Oracle Identity Management products available today in the market today.

TRACK: CRM/Order Management/Configurator

ROOM: Crystal 2

12:30 p.m. – 1:10 p.m.

What Does it Really Take to Implement Oracle Sales and Marketing

Bob Brown, DARC Corporation

The E-Business Suite Sales and Marketing applications contain a rich set of functionality. But what does it really take to get the basics of managing accounts, leads, opportunities, and marketing campaigns up and running for sales reps and managers? This presentation will help clarify the capabilities of the Sales and Marketing applications in the context of an implementation. Specific recommendations on planning and executing the implementation will be given.

1:20 p.m. – 2:00 p.m.

Metals Industry Pricing, Invoicing and Revenue Accounting

Brian Mikes, TUSC

This presentation will expand the reader's understanding of Advance Pricing, Order Management, and Receivables. In a case study format, this presentation will cover a variety of topics. First, it will present three different approaches to achieve "index-based" pricing. Then, a complete "base plus surcharge" pricing and printed invoice solution will be discussed. Real world examples of various custom and standard Oracle solutions will help explain key set ups, integration points and lessons learned.

2:10 p.m. – 2:50 p.m.

Oracle Incentive/Sales Compensation and Territory Manager Case Study

Lisa Barthel-Daluge, Creative Consulting Solutions, Inc.

The Oracle Incentive Compensation (OIC) module is a powerful tool to calculate and pay variable compensation to internal or external resources. One of the most challenging components of a project is to identify the resources that receive credit for the transactions generated in OM, AR, or legacy systems. The territory manager module is a configurable module to identify the qualifiers that drive the rules on the credit recipients. This presentation will discuss the core functionality of OIC and how the territory manager module is integrated and provides the basis for credit recipients. The presentation will provide a case study of the integration between the two modules through sharing the experience.

3:00 p.m. – 3:40 p.m.

Advanced Pricing Does More Than Just Pricing!

Sanjay Jain, Fujitsu Consulting

Advanced Pricing application is extremely extensible and sophisticated. It provides integration with multiple other applications, but integrates best with Order Management. There are several Order Management requirements, which can be efficiently met using Advanced Pricing features. This paper discusses some of those business scenarios and solutions using Advanced Pricing. These include:
Restrictive Selling
Custom Messaging
Quantity Constraints
Ad-Hoc Kits

TRACK: Hyperion/Excel

ROOM: Crystal 3

12:30 p.m. – 1:10 p.m.

Extending WebADI to Put Users in Control

Jake Walsh, O2Works

Oracle WebADI provides a number of standard Integrators that use Microsoft Excel to efficiently load data directly from a spreadsheet into database tables via a custom macro. However, Oracle does not provide a tool for creating custom Integrators. This session will provide attendees with the benefits of using WebADI to convert and interface data without the need for ongoing technical intervention and support. In addition, the presenter will demonstrate the ease with which a custom Integrator can be created to load standard interface tables such as "Item Import" or to load custom built interface and conversion tables.

1:20 p.m. – 2:00 p.m.

VENDOR: Validate & Load AP & AR Data into Oracle EBS via Excel!

John O'Keefe, More4Apps

More4Apps offers a range of MS Excel-based products that help you load data into Oracle Applications more quickly and accurately, ensuring the right data is available for the people that need it when they need it. Users will learn how to load data into Oracle Applications quickly and easily through an Excel interface. The Wizards provide data validation and any errors will be returned to the spreadsheet for the user to resolve before loading into Oracle. Data loading Wizards are available for Financials, Project Accounting, Manufacturing, Supply Chain and more!

2:10 p.m. – 2:50 p.m.

Essbase Data Extraction: The Good, the Bad and the Ugly

Quinlan Eddy, Star Analytics

Comprehensive overview of what is available in the market from Oracle and third parties that enables data extraction from Essbase. An in-depth look at the functionality, the performance and the relative merits of each approach. Also an overview of why you would want to extract data from Essbase and the capability to preserve the data, metadata, security, filters and calculations that are the heart of the multi-dimensional environment.

3:00 p.m. – 3:40 p.m.

How to Use Enterprise Performance Management Architect in Version 11

Alexander Ladd, TITAN Technology Partners

This presentation will describe the uses and functionality of the Enterprise Performance Management Architect (EPMA) to the attendees. The presentation will be based on TITAN Technology Partners' experience implementing EPMA version 11 and some customer specific examples will be shared. In addition to best practices for using EPMA, the presentation will point out current "gotchas" and possible challenges companies looking to use EPMA might face. Finally, the presentation will provide examples of when and how to best leverage the functionality within EPMA version 11.

TRACK: HR/Payroll

ROOM: Crystal 4

12:30 p.m. – 1:10 p.m.

From Strategy to Execution, Work Smart Integrated Talent Management Strategy

Loretta Heidorn, Vectren

Vectren has taken a strategic need and created a new integrated talent management strategy to enable strategic execution. This endeavor includes an implementation of the following to support the effort: Oracle HRMS, Talent Mgmt, IREC, OAB, CWB, OLM, HRI, PM.

1:20 p.m. – 2:00 p.m.

Setting Up AME.B for Parallel Processing in Oracle iExpenses

Doug Ross, O2Works

This presentation will show the steps needed to set-up AME.B (Approvals Management Engine) using the new feature of parallel processing. Using parallel processing greatly decreases time from submission to final approval. Based on a recent implementation, this presentation will show how we used a fusion of HR and Projects based hierarchies to create approval rules. It will also highlight some shortcomings with AME.B that we encountered along the way.

2:10 p.m. – 2:50 p.m.

You Want What?!?! - Online Benefits in Less Than 6 Months

Rex McKanry, Medical College of Wisconsin

With hopes of the thrill of victory but anticipating some of the agony of defeat we set sail to change the world (well at least our little corner of it). We had less than 6 months to review, modify, and create setups in Oracle Advanced Benefits and to implement Employee Self Service so that employees could easily enroll in benefits on line versus an outdated paper process. Come along on our adventure through the ups and downs of our successful journey which allowed 5,000+ employees to easily take control of their personal information which has helped improve data quality.

3:00 p.m. – 3:40 p.m.

Implementing HCM Modules After Existing Financials Have Been Live

Gene Jannece, AST Corporation

When a Shared HCM Implementation has been live for some time, one of the most difficult modules to implement would be the full HCM applications. We will demonstrate several ways to implement HCM without damaging the current Financials business processes. There are many pitfalls that must be avoided.

- 1) Converting existing employees without losing existing information. A Shared and Full implementation are quite different. How will you take your employees into the HCM Full environment?
- 2) We will explain common concerns with existing Fin APPS implementations and how to work around them. You will not want to lose transactions that are in process.
- 3) How to avoid possible issues with the Position Hierarchy and the options available to the implementer.