

# COLLABORATE 18

## Presentation Topic “Wish List”

The [COLLABORATE 18: Technology and Applications Forum for the Oracle Community – OAUG Forum Call for Presentations](#) is open through 11:59 p.m. EDT Friday, October 20, 2017. Selected education sessions will be organized into “Primary Tracks” by product and then “SmartTracks” by topic. For many of the Primary Tracks/SmartTracks, the presentation selection committee volunteers have compiled a “wish list” of timely, desired session topics. We invite your presentation proposals on these and other subjects.

### Primary Track: E-Business Suite (EBS)

#### Overall Wish List

- Innovation – - Make the Most of Existing Applications
- Tips & Tricks – “I Didn’t Know You Could Do THAT!”
- Compliance With New Regulations (tax, revenue recognition, leasing, etc.)
- Integration Within E-Business Suite, with Cloud, Hyperion and Other Non-EBS Products
- Empowerment of Employees, Suppliers, Customers
- Data Security
- Globalization and International, Divestures, Acquisitions, Compliance, Country Specific Configurations
- Operational Efficiencies
- Adaptive Intelligence, Robotics
- Contingency Workers
- Master Data Management
- Cloud Roadmap Strategy – Should I Go, When Should I Go, How Should I Go,
  - Options, justifications, platforms, mixed models, support
- Change Management

### Primary Track: EBS

#### SmartTrack: Order Management & Logistics

Applications that support the marketing, pricing, sales and shipping of products and services. Products include Customer Hub, Marketing, TeleSales, Field Sales, Quoting, Order Management, Advanced Pricing, Warehouse Management, Inventory, Shipping, Yard Management, Transportation Management and Configurator.

- Customer Management across multiple applications
  - Customers as both customer and suppliers
  - Customers hierarchies (TCA)
  - De-Duplication
- Closing Orders/Lines
- Recording Obligations to Customers in contracts, pricing of obligations
- Recording receipt of goods by customer (satisfaction of obligation to customer)

### Primary Track: EBS

#### SmartTrack: Procurement & Projects

Applications that support the purchase of goods and services and that manage the full lifecycle of projects and portfolio management. Products include Purchasing, iProcurement, Services Procurement, iSupplier, Supplier Hub, Procurement Contracts, Landed Cost Management, Project Costing, Project Billing, Project Management, Project Resource Management, Project Contracts, and Grants Accounting.

- Shopping – Catalogs, Services, configuration of pages
- Managing Construction (advances, recoupment, retainage)
- Best Practices for Closing Projects and creating assets
- Reconciliation
- Best Practices for Implementing Projects
- How do Projects and Enterprise Asset Management work together?
- How does Project Manufacturing work with Projects?
- How can I use the Oracle Inventory application with Projects without Project Manufacturing?
- How do Projects and Capitalized Assets work together?
- What are “Best Practices” for Project Period End processing?
- What reports are available in Projects and how should they be used?
- How are Project Statuses used and what can they do to Control transactions?
- How can Project Expenditure’s be reconciled to the General Ledger?
- What’s available in EBS 12 the Subledger Accounting Engine for Projects?
- What Workflow is available for Projects?
- How should Project Auto Accounting be configured?
- Should I use the forms or the HTML pages for Projects?
- How do I setup and personalize the Project HTML pages?
- What functionality exists in Oracle BI for Projects?
- What’s needed to utilize Contingency Worker with Projects?
- Extending Oracle Projects (e.g. JDeveloper, WebADI, User Defined Attributes, Web Attachments, Key Performance Indicators)
- Project Management Tools (HP PPM, etc.)
- Enhancing Auto-accounting with SLA Rules – Customer Case-study

### **Primary Track: EBS**

#### **SmartTrack: Manufacturing & Planning**

Applications that support planning and manufacture of goods. Products include Product Hub, process (Recipes, Process Execution) and discrete manufacturing (WIP, BOM, Engineering, MRP), Quality, Manufacturing Operations Center, Cost Management, Supply Chain Planning, Demantra and Kanban.

- Improved Demand Management or Promotions Planning or Sales and Operations using Demantra
  - What improved?
  - What were the key factors that improved your Demand Management?
  - Include case study, challenges and solutions
- Did forecast really improve using Demantra?
  - What were the key improvements?
  - Who uses the forecast and does it really impact your bottom line?
  - Include case study, challenges and solutions
- Integration of Project Manufacturing with either Process or Discrete
- WMS and Mobile Supply Chain (MSCA) in Discrete Manufacturing
  - Best Practices in WMS and Managing LPNs
  - Dealing in Multiple UOM in WMS and OPM
  - Managing R12 SLAs in WMS and OPM (details, not high-level instruction)

- Consignment Inventory as Consignee/as Conignor
- Reconciliations to AP and GL
- The "new" DRP in ASCP for Discrete or Process Manufacturing
- User case studies - R12 Manufacturing Upgrades
- OPM
  - SLA for OPM
    - Basics
    - Implementing Custom Rules for OPM
  - OPM Formulator: real world of examples of it being used
  - Engineering Change Control with OPM
  - OPM Variance Reporting
  - OPM functionality available in the next release, 12.2
  - OPM actual costing setups and usage, preferably from a customer
  - Update on OPM OSP progress by Oracle
- Using Shop Floor Tablets in Discrete (EAM)
- Set-up of Item Master General Planning and MRP Planning for use in ASCP
- Best Practices of ASCP
- Labor tracking and reporting in OPM
- Using material substitutions in OPM and use of only approved substitutions
- Best Practices in using Cost Calendars to calculate commodity pricing
- Integration/gateway between OPM Quality and Oracle Quality
- MES for Process Manufacturing: user case studies
  - Implementations
  - Integrations with existing systems
  - Areas where it falls short
- Manufacturing Intelligence
- Mobile Supply Chain (MSCA) with Process Manufacturing
- Landed Cost Management for Process Manufacturing: user examples
- Using PS with Oracle Discrete Manufacturing
- Using PS as a bolt-on
- Non-Manufacturing
  - PLM4P
  - Contracts Management
  - Governance Systems
  - Project Management systems
  - Mobility
  - EBS Security Management
  - WMS Wave Management or WMS Pick Optimization
  - Industry Best Practices
- Cost Management
  - Average, LIFO/FIFO Costing Process flow and Practices
  - Lot/Batch based Costing for Process Manufacturing
  - How to Track, Manage, and Eliminate Intercompany Balances for Inventory
  - Accounting Solutions for Trade and Intercompany Sales

**Primary Track: EBS**

**SmartTrack: Asset Life Cycle & Service**

Applications that support maintenance and service of assets, leasing, and property management – Products include Enterprise Asset Maintenance, Teleservice, Service Contracts, Field Service, Depot Repair, Property Manager and Leasing (note: Fixed Assets is Financials).

- Integration with Fixed Assets, Purchasing, Projects, Manufacturing, Service, etc.
- Predictive Maintenance
- Tracking Maintenance costs – expense vs capitalization
- Warranty Services - costs and impact on COGS / revenue recognition

### **Primary Track: EBS**

#### **SmartTrack: Financials**

Applications that support Commercial, Federal, and Public Sector invoicing, cash, tracking assets, recording transactions, compliance, closing, and reporting and analysis. Products include General Ledger, Assets, Receivables, Payables, Payments, Cash Management, eBTax, iReceivables, Advanced Collections, iExpenses, Treasury, Channel Revenue Management, and Report Manager

- Faster Closing, better reconciliation
- Elimination of paper (invoices, payments, etc.)
  - Document Management
- Reporting – ad-hoc, management, external
- Intercompany, Consolidations
- Payment methods (inbound and outbound)
- Compliance and new laws (Revenue Recognition, Lease Accounting)
- Tax Setup and Maintenance – U.S and International
- Changes in Tax Regulations – what are they and how to comply (India, BEPS, CbCr, SAF-T, etc)
- Best Practices, Tips & Tricks
- Shared Service Centers
- Budgeting and Planning Solutions
- Implementation and Use of new features in R12
- Implementing and Managing Asset Tax Books
- Moving Assets from one ledger to another, consolidating books
- Lifecycle best practices – Procure to Pay, Quote to Cash, Build to Retire (Assets/PA/AP/PO), Record to Report

### **Primary Track: EBS**

#### **SmartTrack: HCM**

Applications that support the management of employees, applicants, and retirees. Products include HRMS, Payroll, Advanced Benefits, Compensation Workbench, Self-Service HR, iRecruitment, Time and Labor and Taleo.

- Onboarding
- Time and Labor and Integrations with non-HR applications
- Benefit compliance and monitoring
- Modern Best Practices for HR and Talent Management
- Success stories and case studies of Oracle HCM Applications
- Co-existence strategies for E-Business Suite and Cloud - lessons learned/how to
- HR Industry Best Practices
- Transformational stories based on Oracle HCM solutions
- HR Mobility Solutions for Employees and Applicants
- How to sessions for
  - New feature setup steps
  - Fast Formulas
  - Advanced Benefits
  - Payroll maintenance and year end tips

**Primary Track: EBS****SmartTrack: ATG / Testing Suite**

Applications that support all the other applications. Products include Database Management, Development Tools, APEX, Workflow, User Management, System Administration, Patching, Upgrades, Alert, EDI Gateway, Archive and Purge, BI Publisher, ADI, Application Management Suite, Support, Migration, Integration, Information Discovery (Endeca), UPK and Testing Suite.

- Upgrading / Patching / Testing Strategies / Change Control
- Faster Testing Cycles how-tos
- Accelerate implementation / upgrade timelines
- Optimize Monitoring / Administration
- Extensions/Configurations – Better / Faster / Maintainable / Enabling
- Customizations – How to find using low / no cost approach
- Alternatives to Customizations
- Secured Access and Secured Data
- Better processes for setting up users and determining proper access
- Auditing – how to know who accessed what, when, and for whom (proxy access)
- Purging Data
- Ad-hoc access to data
- Application Management Suite management of multiple databases at multiple locations (both on-prem and cloud)
- Customer Case Studies for successful upgrades or RCP patching
- Performance Tuning concurrent managers, technology stack, performance monitoring tools
- How to work better with Oracle Support, Support tools such as the analyzers
- 24x7 availability, time zone challenges
- ADF / OAF Best Practices
- Access Manager (SSO replacement)
- EBS and Identity Management and Access Manager
- WebLogic administration
- SOA integrations

**Primary Track: EBS****SmartTrack: Mobile / Self Service**

Applications that support enabling hand-held devices and self-service and development of new apps. Products include all EBS Mobile apps, Mobile REST Services and Mobile Application Archives.

- Setup/Upgrade of Mobile
- Enterprise Mobile app release control
- Custom Mobile Apps
- ADF for Mobile
- Wireless Devices / Scanning

**Primary Track: EBS****SmartTrack: On / With Cloud**

Either running EBS in the Cloud or integrating EBS with Cloud Applications. Focus includes Lift and Shift (re-platform), IaaS, DBaaS, PaaS, Managed Cloud Services, Disaster Recovery, Cloud Reporting applications, Revenue Management, Order Orchestration, Accounting Hub Reporting, Planning and Budgeting, Transportation Management, HCM, CX Cloud

- Customizing and Extending in a PaaS environment

- Cloning / Disaster Recovery with mix of on-Prem / Cloud
- Benefit Analysis – Stay on-Prem, re-platform, mixture of both
- Extra Instances – Development, Testing, Reporting

### **Primary Track: On-Prem EPM/Hyperion**

Enabling organizations to function more efficiently and make better decisions is more than just designing and knowing how to use analytics, but also implementing a combined solution with business processes and knowledge as well as architecture of tools and database solutions. BI and analytics are about better decision making and supporting an organization's competitive edge. This track examines how analytics, warehousing and EPM function together to enable these solutions and assist companies in making the right decisions. This track covers the products available as on-premises offerings.

### **Primary Track: On-Prem EPM/Hyperion**

#### **SmartTrack: Reporting and Analysis**

Products for reporting and analysis of the Oracle EPM (Hyperion) product suite, including Hyperion Financial Reporting (FR), Interactive Reporting (BRIO), SQR Production Reporting, Web Analysis, and Smart View for Office (Smart View).

### **Primary Track: On-Prem EPM/Hyperion**

#### **SmartTrack: Financial Close and Consolidation**

Products for bringing together financial information from multiple general ledger (GL) instances and related processes, including Hyperion Financial Management (HFM), Financial Close Management (FCM), Disclosure Management, and Tax Provision.

### **Primary Track: On-Prem EPM/Hyperion**

#### **SmartTrack: Planning, Budgeting and Forecasting**

Products that support the planning, budgeting and forecasting processes for an organization, including Hyperion Planning, Public Sector Planning and Budgeting (PSPB), Strategic Finance (HSF), Workforce Planning, Capital Asset Planning, and Project Financial Planning (PFP).

### **Primary Track: On-Prem EPM/Hyperion**

#### **SmartTrack: Profitability and Cost Management**

Products used for identifying the drivers of cost and profitability for an organization, including Hyperion Profitability and Cost Management (HPCM).

- Product profitability

### **Primary Track: On-Prem EPM/Hyperion**

#### **SmartTrack: Data Management & Integration**

Products for integrating data within the Oracle EPM (Hyperion) product suite, including Data Relationship Management (DRM), Data Quality Management (FDQM or FDMEE), and Data Relationship Governance (DRG).

- FDMEE content to integrate between on-Prem and cloud

### **Primary Track: On-Prem EPM/Hyperion**

#### **SmartTrack: On-Prem Essbase**

The OLAP database underlying most of the Hyperion products, including Essbase, Essbase Integration Services (EIS), and Essbase Studio.

## **Primary Track: Cloud EPM/Hyperion**

Enabling organizations to function more efficiently and make better decisions is more than just designing and knowing how to use analytics, but also implementing a combined solution with business processes and knowledge as well as architecture of tools and database solutions. BI and analytics are about better decision making and supporting an organization's competitive edge. This track examines how analytics, warehousing and EPM function together to enable these solutions and assist companies in making the right decisions. This track covers the products available as SaaS (cloud) offerings.

## **Primary Track: Cloud EPM/Hyperion**

### **SmartTrack: Planning, Budgeting and Forecasting**

Products that support the planning, budgeting and forecasting processes for an organization, including Planning and Budgeting Cloud Service (PBCS) and Enterprise Planning and Budgeting Cloud Service (EPBCS) with modules Strategic Modeling, Workforce Planning, Capital Asset Planning, Project Financial Planning and Financial Statement Planning

- PBCS beyond the finance department

## **Primary Track: Cloud EPM/Hyperion**

### **SmartTrack: Reporting and Analysis**

Products for reporting and analysis of the Oracle EPM (Hyperion) product suite, including Enterprise Performance Reporting Cloud Service (EPRCS), Hyperion Financial Reporting (FR) and Smart View for Office (Smart View)

- Full Financial reporting how-tos

## **Primary Track: Cloud EPM/Hyperion**

### **SmartTrack: Financial Close and Consolidation**

Products for bringing together financial information from multiple general ledger (GL) instances and related processes, including Financial Consolidation and Close Cloud Service (FCCS), Account Reconciliation Cloud Service (ARCS), Tax Reporting Cloud Service (TRCS)

## **Primary Track: Cloud EPM/Hyperion**

### **SmartTrack: Profitability and Cost Management**

Products used for identifying the drivers of cost and profitability for an organization, including Profitability and Cost Management Cloud Service (PCMCS).

## **Primary Track: Cloud EPM/Hyperion**

### **SmartTrack: Cloud Essbase**

The OLAP database underlying the majority of the EPM products, including Essbase Cloud Service (ESSCS)

## **Primary Track: Big Data, BI & Analytics**

Enabling organizations to function more efficiently and make better decisions is more than just designing and knowing how to use analytics, but also implementing a combined solution with business processes and knowledge as well as architecture of tools and database solutions. BI and analytics are about better decision making and supporting an organization's competitive edge. This track examines how analytics, warehousing and EPM function together to enable these solutions and assist companies in making the right decisions. This track covers the products available as both SaaS (cloud) and on-premises offerings.

- Integration between analytics and data capture systems
- Turning data into information
- Ad-hoc analysis
- Replacement for Discoverer

## **Primary Track: Big Data, BI & Analytics**

### **SmartTrack: On-Prem BI/Analytics**

On-premise products for reporting and analyzing data across the Oracle product suite, including Oracle Business Intelligence Enterprise Edition (OBIEE), BI Publisher (BIP), Big Data Discovery (BDD), Data Visualization (DV), Endeca Information Discovery (EID or OEID) and Essbase

## **Primary Track: Big Data, BI & Analytics**

### **SmartTrack: Cloud BI/Analytics**

Cloud products for reporting and analyzing data across the Oracle product suite, including Analytics Cloud (OAC), Essbase Cloud Service (ESSCS), BI Cloud Service (BICS), Data Visualization Cloud Service (DVCS), Day by Day, Synopsis

## **Primary Track: Big Data, BI & Analytics**

### **SmartTrack: Cloud/On-Prem Data Management and Integration**

On-premise and cloud products for integrating data across the Oracle product suite, including Data Integrator (ODI), Golden Gate, Business Activity Monitoring (BAM), Reports Services, Data Integrator Cloud Service (ODICS), Oracle GoldenGate Cloud Service (GGCS)

**Primary Track: Cloud CX**

The customer is always right, so you need to be right about your customers. Creating profitable, loyal customers is the ultimate goal of customer experience applications — customers who will continue to buy from you when a competitive alternative exists. Gain insight and guidance from your peers who are setting the standard for customer-centric business transformations.

- Customer success stories and case studies of implementation and integration with other applications

**Primary Track: Cloud CX****SmartTrack: Sales / Marketing**

Cloud Applications that engage customers, provide exposure to company's products and services via multiple channels, and close deals via increasing sales rep's knowledge and productivity.

**Primary Track: Cloud CX****SmartTrack: Service**

Cloud Applications that ensure purchased products continue working and enable customers to report issues via multiple media.

**Primary Track: Cloud CX****SmartTrack: CPQ**

Cloud Application that enables companies to Configure, Price, and Quote products and services to customers and integrate with various Order Management systems.

**Primary Track: Cloud CX****SmartTrack: Commerce**

Cloud platforms/configurations that provide web, call center, mobile and in-store abilities for customers to order goods and services.

**Primary Track: Cloud CX****SmartTrack: Engagement**

Cloud applications that support sales force automation, partner relationships, sales performance management, and customer data management.

**Primary Track: Cloud CX****SmartTrack: Customer Data Management**

Cloud application than can consolidate and maintain one, accurate customer view from multiple sources that can be shared across multiple systems.

**Primary Track: Cloud CX****SmartTrack: Sales Performance Management**

Cloud application that reinforces sales training, balances sales territories, and that models incentive compensation planes.

**Primary Track: Cloud ERP**

**Primary Track: Cloud ERP**

**SmartTrack: Financials**

Cloud Applications that support invoicing, cash, and closing. Products include Payables, Assets, Cash Management, Payment, General Ledger, Reporting, Receivables, Revenue Management, Collections and Expenses.

- Revenue Management
- Accounting Hub Reporting

**Primary Track: Cloud ERP**

**SmartTrack: Project Financial Management**

Cloud Applications that support capital and expense projects. Products include Cost Control, Billing and Contracts, Grants Management, Project Management, Task Management, Resource Management and Analytics.

**Primary Track: Cloud ERP**

**SmartTrack: Procurement**

Cloud Applications that manage and enhance purchase of goods and services. Products include Sourcing, Contracting, Purchasing and Supplier Management.

**Primary Track: Cloud ERP**

**SmartTrack: Risk Management**

Cloud Applications that document risks and enforce controls.

**Primary Track: Cloud SCM**

**Primary Track: Cloud SCM**

**SmartTrack: Logistics**

Cloud Applications that manage all warehousing needs and transportation modes within and across borders. Products include Transportation Planning, Transportation Execution, Transportation Cooperative Routing, Freight Payment/Billing/Claims, Fleet Management, Trade Compliance, Customs Management, Warehouse Management and Warehouse Workforce Management

**Primary Track: Cloud SCM**

**SmartTrack: Maintenance**

Cloud Application that supports maintenance of assets.

**Primary Track: Cloud SCM**

**SmartTrack: Manufacturing**

Cloud Applications that control manufacture of goods. Products include Work Definition and Execution, Advanced Fulfillment, Supply Chain Orchestration, Cost Management, In-Memory Cost Management, Inventory and Quality

- Costing changes from EBS to Cloud, including implementation and upgrade strategy using the SaaS model
- Process and procedures for how to change the Costing Method for an Inventory Org
- Average, LIFO/FIFO Costing Process flow and Practices
- Lot/Batch based Costing for Process Manufacturing
- How to Track, Manage, and Eliminate Intercompany Balances for Inventory

**Primary Track: Cloud SCM**

**SmartTrack: Order Management**

Cloud Applications that manage orders from all channels. Product include Order Capture, Order Promising and Supply Allocation and Order Orchestration and Visibility.

**Primary Track: Cloud SCM**

**SmartTrack: Procurement**

Cloud Applications that manage and enhance purchase of goods and services. Products include Sourcing, Contracting, Purchasing, and Supplier Management.

**Primary Track: Cloud SCM**

**SmartTrack: Product Lifecycle Management**

Cloud Applications that innovate, develop and commercialize profitable products. Products include Innovation Management, Product Development and Product Hub.

**Primary Track: Cloud SCM**

**SmartTrack: Supply Chain Planning and Collaboration**

Cloud Applications that devise revenue growth and cost reduction strategies and that detect, analyze, and resolve disruptions within your enterprise and with key trading partners. Products include Planning and Demand Forecasting, Demand Management, Sales and Operations Planning, Supply Planning and Supply Chain Collaboration.

## **Business Goals/Outcomes**

In addition to tracks, we are categorizing presentations by the following Business Goals and Outcomes. After selecting a Primary and SmartTrack, prospective presenters may select one or more Business Goals or Outcomes that applies to their session (but it is not required).

### **Career Development**

Technical and business users must constantly update skills to keep pace with today's rapidly changing environments. Which skills are in demand and what is the best method for learning them?

- Project Management skills – requirements, project plans
- Technology skills
- Certifications

### **Optimizing Your On-Premises Applications**

Cloud isn't for everyone. Functionality your business depends on isn't available in a cloud app. However, every company is held accountable for ROI on investments in Information Technology and Systems.

- Process redesign to avoid customization
- I didn't know I could do THAT! – tips and tricks and new features

### **“Lift and shift” for Current Workloads**

This track covers moving applications from one hardware platform or operating system to another or from on-premises to cloud.

- Move / replace customizations
- Planning the move
- Move / replace / test integrations

### **Building the Business Case for the Cloud**

Companies need to justify the cost of moving to the Cloud and how to handle any disruptions to the business.

- How to calculate cost of cloud vs on-prem
- How to make your company cloud-ready
- Planning for constant upgrades to software

### **New Workloads in the Cloud**

Needing a new application? Maybe cloud is the proper place to look. Or maybe you just need more space for a reporting instance, a development instance. Have you looked at your Disaster Recovery plans lately?

- Disaster Recovery
- Extra Instances for dev/test/reporting
- Cloning
- Implementation of new products
- Integration

### **Multi-Layered Security Planning**

Does your data comply with all the regulations concerning who can see what where? When users change jobs, do your user management policies ensure old access is end-dated and new access is granted?

### **Performance in the Data Center**

### **Application Development**

Packaged Applications rarely supply 100% of an organization's needs. When an organization opts for custom solution, what is the best tool? How do you integrate custom apps with Cloud?

- User Experience – how friendly/easy-to-use are your apps?
- Change Control

- Advantages/Disadvantages of the various tools
- How to develop with SaaS applications
- Low-Code Platforms
- Development in the Cloud – justifying the cost of IaaS/PaaS

### **Governance / Compliance**

SOX, HIPAA, PCI, FASB, IFRS are just some of the acronyms for governance and compliance laws. And no one wants their company to be the next security breach headline. How is your company ensuring compliance? How is your company coping with international standards?

- New Accounting Standards
- Data Security
- User Access
- Compliance Reporting