

## PRESENTATION ABSTRACTS

**Keynote Presented by ORACLE**  
**ROOM: Exhibit Hall**

11:00 a.m. – 11:40 a.m.

**TRACK: Transportation, Logistics  
& Distribution**  
**ROOM: Crystal 1**

8:30 a.m. – 9:10 a.m.

**Oracle R12 Distributed  
Warehouse Management  
System**

*Dale Welsh and Ron Wind,  
Motorola*

How Motorola deployed their first R12 distributed WMS process. Includes hardware, OS, data migration, setup, rules/extensions, documents etc.

9:20 a.m. – 10:00 a.m.

**A High-Level View of Using EBS  
& OTM to Manage Common  
Transportation Needs at  
Manufacturers**

*Vishal Choudhari, Inyxa*

This presentation will discuss managing transportation needs for a manufacturing organization using Oracle E-Business suite Shipping & Execution, Warehouse Management and Transportation Management (OTM) modules. Starting with a high-level view of common transportation needs at manufacturing customers, this presentation will examine solutions available for addressing these needs, including simple integrations between Oracle Shipping & Execution with Parcel

Manifesting system, and complex end-to-end processes that plan transportation for TL, LTL, and Parcel Carriers by sophisticated load tendering and route planning algorithms using OTM. The presentation will focus on all key integration points and commonly used functionality instead of deep diving into OTM.

10:10 a.m. – 10:50 a.m.

**Successful WMS Deployment  
and Tricks**

*Ron Wind, Motorola*

How Motorola deployed their EMEA WMS process in a mature distribution environment. Includes extensions, documents, labels, interfaces, and also includes working around current customizations.

**TRACK: CRM / Order  
Management / Configuration**  
**ROOM: Crystal 2**

8:30 a.m. – 9:10 a.m.

**Customer driven Order Change  
Control Using Fusion  
Middleware SOA Suite**

*Jason Bletz, OpenText Corp.*

Manufacturers today are faced with growing individualization of customer demand coupled with the pressure to maintain costs of mass production. Complicating Engineer to Order processes are customer changes to configurations after it is released to production. Impact of downstream activities, total cost to manufacture, and restructuring the data elements throughout the process are some of the

challenges of controlling change throughout the organization. This presentation will show how BPEL from Oracle Fusion Middleware is used to orchestrate business processes across various Oracle Ebusiness Modules, and how customer driven change to product can be captured and communicated to various downstream entities.

9:20 a.m. – 10:00 a.m.

**R12 Upgrade Considerations for Existing Oracle Configurator Models**

*James Lindhorst, DARC Corp.*

If an upgrade to R12 is in your company's future and you have implemented Oracle Configurator there are several important changes that will impact your strategy. This presentation will introduce the R12.1.1 initial release of the new Fusion Configuration Engine. It will help you understand how you can take advantage of the improvements offered with the Fusion Configuration Engine through use of the model conversion concurrent request and what automatic changes will happen. It will also investigate how the different CIO impacts extensions currently in use and the remedies you need to put in place.

10:10 a.m. – 10:50 a.m.

**Vendor Rebates and Price Protection**

*Tomlyn Mathews, M Consulting Group*

Come find out how Channel Revenue (aka Trade Management) handles vendor rebates and price protection for companies. Channel Revenue is not only for the TPM side of the company but can now be used in conjunction with the Purchasing side of the business.

**TRACK: Projects / HR/ Payroll  
ROOM: Crystal 3**

8:30 a.m. – 9:10 a.m.

*Performance Management  
Trifecta! Performance  
Appraisals, Comp Workbench,  
and Total Compensation  
Lisa Laine, Solution Beacon, LLC*

The "Performance Management Trifecta" helps companies align, review, reward performance and then communicate the compensation results to their employees. This session will demonstrate how Oracle's three 3 pieces of functionality: performance management plans and appraisals, compensation workbench and total compensation statements work together to help companies align, review, reward and retain employees. This session walks through the information flow of each functional area as it relates to business strategy and focuses on the touch points.

9:20 a.m. – 10:00 a.m.  
**Capital Project Tracking Using Oracle eAM and Projects**  
*Sue Hrib, Signum Group*

This seminar will discuss how organizations have integrated Oracle eAM and Projects to drive construction and maintenance operations. Participants will also learn how actual costs are collected using tools such as OTL to effectively track actual results against budgets.

10:10 a.m. – 10:50 a.m.  
**An In-Depth Look at Oracle Time & Labor, and Why it Can Do a Lot More Than Capture Hours for Payroll**  
*Ekta Sirohi, Inyxa*

This presentation will examine overall architecture of the timestore, deposit & retrieval, and dive into what type of information can be captured in OTL, along with Oracle built-in process for retrieval and use of that information by various modules. We will discuss options for leveraging the self-service OTL module, changing self-service UI or building/ integrating with 3rd-party time capture systems. We will also examine a custom mobile front-end for enabling time entry into OTL using Blackberry and other smartphones. This presentation will be of use to companies that use Projects, Payroll, MRO, service or other EBS module that needs periodic access to entered time and work information.

**TRACK: Supply Chain Management**  
**ROOM: Crystal 4**

8:30 a.m. – 9:10 a.m.  
**Wonderful World of Demantra**  
*Michael Pearson, Inspirage, LLC*

This presentation will step through the Stepping Stones for Success as well as spell out the Pitfalls to Avoid when implementing and utilizing Demantra based upon information gathered from direct implementation experiences and inputs into the Demantra SIG. This presentation will also explore Thinking outside the Box to solve real life business problems by using Demantra.

9:20 a.m. – 10:00 a.m.  
**Oracle PLM and PIM 101**  
*Mani Kumar Manda, Rhapsody Technologies, Inc.*

This presentation focuses on the basic concepts of Product Life Cycle Management (PLM) and Product Information Management (Oracle PIM), a.k.a., Oracle Product Data Hub (Oracle PDH) applications from Oracle. Often times the key question that gets asked is what is the difference between PLM and PIM and why do we need both? This presentation will also answers questions such as What business problems are being solved using these products?, What is PLM?, What is PIM?, When do we need to use What?, etc., type of questions during the session. This is a 101 type of session.

10:10 a.m. – 10:50 a.m.

**Using JDeveloper and ITS to Manage Batches in OPM**

*Robert Rentz, Xchanging*

Entering detailed recipe information with quantities and lots is a requirement for maintaining process batches. Recording this information on paper and transferring that information to Oracle is not always a reliable process. See how scanners have improved this process, and gain an understanding of how to implement a similar solution for your organization. A demo if the solution will be shown.

12:30 p.m. – 1:10 p.m.

**Implementing R12.1 - Focus on Financials & SCM**

*Goetz Schmitz, Optimum Solutions*

It's a challenge to find focus among the multitude of new features in the latest Oracle EBS R12.1 release. We will discuss key new features, functions and technologies in Financials and Supply Chain Management and how they have been successfully implemented to ultimately lead organizations towards making more informed decisions, improving operations, driving performance and reducing costs. We'll cover:

- Overall centralized processes, shared services and configurations in 12.1
- Security via MOAC
- SLA
- Primary/Secondary ledgers in GL
- AP/AR changes
- eBusiness Tax

- OM/Purchasing/SCM

1:20 p.m. – 2:00 p.m.

**MRO Planning Using Oracle Applications**

*Dean Steiger, Signum Group*

This seminar will discuss how organizations are increasing the efficiency of their MRO departments by applying the same forecasting techniques as standard inventory items. Participants will learn what Oracle tools / applications are available for increasing MRO inventory turns and how to measure results.

2:10 p.m. – 2:50 p.m.

**Supercharging Supply Chain Processes Using Supplier Hub & Life Cycle Mgmt. Apps.**

*Madhavi Adivi, Rhapsody Technologies, Inc.*

Traditionally, E-Business suite implementations often fall short when it comes to evaluating and managing suppliers across the trading life cycle. With the introduction of both Supplier Life Cycle Management and Supplier Hub Master Data Management (MDM) applications, the whole Supply Chain process can be managed more effectively by not only managing Supplier data across the trading life cycle, but also by providing a single, 360 degree view of the Supplier across the enterprise using Supplier Hub's capabilities. This presentation focuses on the capabilities of Oracle's Supplier Life Cycle Management and Supplier Hub products in the context of real-life use cases.

3:00 p.m. – 3:40 p.m.

**How a Defense Contractor Saved \$2.5m by Reconfiguring Supply Chain Systems and Processes**

*Sandeep Gandhi, JDM System Consultants*

In Jan 2009, we started working at a large defense contractor. Over the next several months, we:

- 1) Simplified complex material flows by configuring subcontract supplier locations as inventory orgs. This led to substantial savings in procurement, inventory and transportation costs.
- 2) Reduced Excess & Obsolete inventory by implementing PFEP processes
- 3) Implemented procurement tracking tools to aid smooth project implementation
- 4) Improved System Availability

**TRACK: Hyperion**

**ROOM: English**

8:30 a.m. – 9:10 a.m.

**Bracing for Impact – Preparing for Oracle EPM**

*Eric Helmer, Linium, LLC*

Oracle Ace Director Eric Helmer gives a complete introduction to the Oracle EPM suite from a technical perspective. Learn how you can prepare for EPM and understand the impact on your IT department. Topics include services sizing, Hardware and software considerations, operating systems, helpdesk integration, database administration, and on-going system administration support expectations. Learn

from the mistakes of others as Eric helps you prepare for Oracle EPM. Learn what you can expect when rolling out a new EPM solution in your IT department.

9:20 a.m. – 10:00 a.m.

**Integrated Business Planning: Providing Insight Behind the Numbers**

*Brian Eccher, MarketSphere Consulting*

In today's market, it is vital to be smart, agile, and aligned. Integrated Business Planning is a critical area that helps organizations develop and execute their strategy. Attend this session and hear how leading practices and modern technology have integrated operational, financial and strategic planning to bring planning to the center of an organization. The session includes not only the theory and market trends in Enterprise Planning but also includes real world examples of companies who have re-invented their planning process with Hyperion Planning.

10:10 a.m. – 10:50 a.m.

**Oracle Essbase Beyond Finance: Sales Reporting & Analytics**

*Tracy McMullen, interRel Consulting*

After financial reporting and budgeting, the next application people will often choose is sales analysis for Essbase. You can deploy a sales solution that provides key metrics and insight so you can make rapid decisions and

course corrections. Analyze metrics such as win rate, average opportunity length, and deal size. Perform trending analysis to provide changes in your pipeline across weeks and days. Attend this session to see our demonstration of how Oracle EPM end user tools coupled with Essbase allows you to slice and dice critical sales information by customer, channel, geography, distribution center, manufacturing source, and beyond.

12:30 p.m. – 1:10 p.m.

**Introduction to OBIEE+ with the Hyperion Suite**

*David Quinn, Key Performance Ideas*

This presentation focuses on future reporting possibilities from the Hyperion suite leveraging OBIEE+. First, we will examine the current reporting options and then describe reporting from OBIEE+. Finally, we will review some sample reports and real life situations where OBIEE+ really shines.

1:20 p.m. – 2:00 p.m.

**World Class Close and Financial Governance, Risk and Compliance**

*Tammy Norton, Emerging Solutions*

We will review the 5 Key steps to ensure that your company has a world class close:

1. Create an accountable organization
2. Ensure Financial Data Quality
3. Improve Transparency
4. Automate reporting

5. Reduce the cost of compliance

We will review the current and new products that Hyperion now has available to achieve your company's goals! We will explore concerns of the CFO and key steps you can take to delivering a world class close. Audit trails and drill back features reduce cost of analysis and validation and allow you to shine using the best technology available.

2:10 p.m. – 2:50 p.m.

**VENDOR: Driving Success with Hyperion Profitability Cost Management**

*Kathy Horton, Ranzal*

Join Ranzal's Solution Architect, Kathy Horton for an in-depth look at Hyperion Profitability Cost Management, the new addition to Oracle's Enterprise Performance Management suite. Learn how HPCM is helping to provide organizations with the sound information needed to make critical business decisions and navigate to success. Attendees will gain insight into how the HPCM application provides a platform to determine profitability by customer, product and/or activity.

3:00 p.m. – 3:40 p.m.

**Integrating Hyperion Strategic Finance and Crystal Ball**

*David Felsenthal, Blue Stone International*

In today's economy, finance executives are being asked to proactively analyze the financial impacts due to

sensitivities from both operational and macroeconomic drivers. By leveraging Hyperion Strategic Finance's robust business modeling capabilities and Crystal Ball's stochastic modeling tool sets, organizations can evaluate their strategic goals and key performance indicators like never before. Learn how leading organizations are utilizing this solution to monitor liquidity and profitability ratios as well as evaluate impacts from strategic decisions such as capital intensive projects and managing their capital structure.

**TRACK: ORACLE Presenters**  
**ROOM: Oak 1**

8:30 a.m. – 9:10 a.m.

**Recognize and seize market opportunities with Oracle's CRMOD**

*Terry Zafiro, Sales Consultant*

Identify your best prospects and turn them into customers. Boost sales. Increase market share. Oracle CRM On Demand enables all this and more by combining the comprehensive and strategic customer relationship management capabilities of Siebel CRM with an efficient, cost-effective way to manage your technology over the long term.

9:20 a.m. – 10:00 a.m.

**Managing Risk in your R12 Upgrade**

*Terry Roe, Applications Sales Manager*

In this presentation you will learn why building compliance into your R12 upgrade will reduce costs and design risk directly into the R12 upgrade process. Learn how Oracle's Governance Risk and Compliance Controls solutions can enforce controls directly in the E Business Suite in real time to manage segregation of duties conflicts and prevent future conflicts at the point of provisioning. Likewise, learn how Oracle can track key configuration changes in real time and track these setting in multiple instances to verify consistency across the development, test and production environments. Join Gary Phipps, Sr. Sales Consultant from Oracle as he shares his previous experience in managing risk during E Business Suite implementations and upgrades.

10:10 a.m. – 10:50 a.m.

**Why Upgrade to Oracle E-Business Suite Human Capital Management?**

*Latriece Danley, Sales Consultant*

This session will explore why upgrading to Oracle E-Business Suite Human Capital Management (HR) will help you:

- Improve operational efficiencies by managing talent enterprise-wide

- Conduct business globally while in compliance using delivered best-in-class HCM business processes
- Reduce HR administrative expenses and improve employee productivity by optimizing HR Service Delivery

12:30 p.m. – 1:10 p.m.

**Why Upgrade to Oracle E-Business Suite Advanced Procurement?**

*Dave Lipinski, Sales Consultant*

This session will explore why upgrading to Oracle E-Business Suite Procurement will help you:

- Equip procurement professionals for new challenges
- Spot top savings opportunities
- Establish supplier information and performance management
- Accelerate and enable Procurement Transformation

1:20 p.m. – 2:00 p.m.

**Extend ERP with Collaborative Configuration & Change Management Capabilities**

*Jeff Lauinger, Sales Consultant*

Learn how Oracle provides important enhancements to existing ERP investments by enabling a more collaborative product definition and change management processes. Participants will hear how they can use these additional capabilities to increase productivity and collaboration both within their organization as well as with your design and supply partners.

2:10 p.m. – 2:50 p.m.

**Oracle On Demand**

*Anu Kanneganti, Applications Sales Manager*

Oracle E-Business Suite On Demand helps customers unlock the value of their software by standardizing and commoditizing their infrastructure, and providing better service through engineered best practices, tooling and automation. With direct access to product development and support experts, problems are resolved proactively and access to the latest product innovations and capabilities is accelerated. Customers choose the kind of relationship that will leverage Oracle's core competency in developing and managing their Oracle solutions through Oracle On Demand services ranging from high value advise and assist services to help them manage Oracle solutions to core and additional Oracle On Demand Services where Oracle manages

3:00 p.m. – 3:40 p.m.

**Why Upgrade to Oracle E-Business Suite Financials?**

*Bill Kasinak, Sales Consultant*

This session will explore why upgrading to Oracle E-Business Suite Financials will help you:

- Increase operational efficiency across finance
- Improve end-user productivity
- Improve management visibility and financial reporting

**TRACK: Business Intelligence**  
**ROOM: Oak 2**

8:30 a.m. – 9:10 a.m.

**Improving Decision Processes  
with Oracle BI Enterprise Edition  
11g**

*Todd Randolph, Optimum  
Solutions*

We'll provide an early look at the new features and functionality available in the just released Oracle Business Intelligence Enterprise Edition 11g. We'll focus on how OBI EE may be used to improve your organizations decision-making processes by creating closed loop BI processes from analysis to action. This session will cover:

- \* Action Framework provides the ability to act on insight gained by initiating business processes from within BI
- \* Visualization and charting options including geographic views
- \* Unification of ROLAP and OLAP data sources into a single user interface
- \* New Scorecard and Strategy Management
- \* HFM Integration

9:20 a.m. – 10:00 a.m.

**VENDOR: Do Your Oracle  
Reporting & Inquiry in Microsoft  
Excel**

*Ryan Schmidt, Excel4apps*

Are you frustrated trying to access your Oracle Data? Do you need IT even for minor report changes? Finding it a major effort to develop and maintain FSG & Discoverer reports? Do you find yourself exporting to Excel repeatedly?

If these are some of your frustrations attend this session to learn how GL & Reports Wand can change the way you work improving the speed, accuracy and quality of data you are able to retrieve. In this session you will learn how to: Retrieve data in a few simple steps, Empower immediate ad hoc reporting, Accelerate month end close, Integrate Excel in your record to report process

10:10 a.m. – 10:50 a.m.

**Spanning the Oracle EBS  
Reporting Spectrum:  
Operational to Analytics**

*Mike Hoover, Noefix  
Corporation*

Discover how your company can address both real-time operational reporting and analytical (data warehouse) reporting using technology that is quick to implement as part of a cost effective, pre-built solution. This session will cover packaged reporting solutions for versions 11i and Release 12 of Oracle E-Business Suite that leverage existing investments in your current tools, including OBI EE, IBM Cognos, and SAP Business Objects.

12:30 p.m. – 1:10 p.m.

**VENDOR: Beyond Discoverer:  
OBIEE Live in Days? Discoverer  
Workbook Conversion?**

*Andy Donovan, EIS  
Technologies, Inc.*

Is there reporting after Discoverer? Is OBIEE for strategic reporting only? Can existing Discoverer reports be converted? In this session you'll learn what options are

available that can replace Discoverer, see how OBIEE can be used for detailed transactional reporting, and understand how EIS can convert your existing Discoverer reports AUTOMATICALLY! BI Platform and BI Apps are the core elements to OBIEE. EIS will show you how to use them for strategic and tactical reporting against the pre-built BI analytical apps and also for operational reporting. All this in just seven days! This applies to everyone using Financials, Supply Chain, Projects, Manufacturing, and HR/Payroll.

1:20 p.m. – 2:00 p.m.

**Oracle BI & EPM Case Study**

*Glenn Hoormann, Signum Group*

This seminar will discuss a real-world case study of a regional energy company leveraging Oracle Business Intelligence, Hyperion Planning and Signum eAM Analytics to drive greater value and insight from its Oracle E-Business Release 12 and Oracle eAM applications

2:10 p.m. – 2:50 p.m.

**How to Build a Good Dashboard: Tips and Techniques**

*Praveen Kumar, AST Corporation*

This presentation will focus on design of dashboard using Oracle Business Intelligence Enterprise Edition (OBIEE). This presentation will discuss followings:

- \* Effectively using screen space to display relevant information
- \* Effective use of KPIs, different

types of graphs and charts

- \* Effective design of guided navigation and BI workflow
- \* Leveraging BI delivers for MBE (Management by Exception)
- \* Do's and Don'ts of Dashboard design

3:00 p.m. – 3:40 p.m.

**Procurement Transformation Leveraging OBIEE**

*John Stillwell, MarketSphere Consulting*

Transforming enterprise Procurement into a strategic value driver can be a long, costly effort with minimal benefits if not done properly. Attend this session and learn how rapidly growing and improved Procurement Transformation with a specific focus on Procurement Analytics to measure, monitor and improve progress. This session will highlight our ten success factors for successful enterprise Procurement Transformation.

**TRACK: Financials**

**ROOM: Venetian 1**

8:30 a.m. – 9:10 a.m.

**SLA: The Basics**

*Nicole Wilson, Rolta TUSC*

Review of the basics of Oracle Subledger Accounting including Mapping Sets, Account Derivation Rules, Journal Line Types, Journal Entry Descriptions, Journal Line Definitions, Application Accounting Definition, and SLAM.

9:20 a.m. – 10:00 a.m.

**All In The Family-Intercompany in R12**

*Stan Korwin, DARC Corporation*

Although inter-company transactions could be accommodated in earlier Oracle versions, R12 provides significant new flexibility and convenience in defining and managing intercompany and intra-company activity. This session will describe inter-company and intra-company capabilities in R12 and provide practical advice on how to best use the functionality.

10:10 a.m. – 10:50 a.m.

**VENDOR: Excel to Oracle: Validate and Upload Data Into Oracle E-Business Suite Through Excel!**

*Sarah Conzemius, More4Apps*

Users will learn how to validate and upload data into Oracle E-Business Suite quickly and accurately through an Excel interface using More4Apps Wizards. We will demonstrate using Wizards to provide data validation before the data is loaded into the Applications, and any errors will be returned to the spreadsheet for the user to resolve before loading into Oracle. We will demonstrate how to load AP or AR invoices seamlessly and other data easily and quickly. Data loading Wizards are available for Financials, Project Accounting, Manufacturing, Supply Chain, Order Mgmt, Fixed Assets and HR.

12:30 p.m. – 1:10 p.m.

**VENDOR: Quick and Easy Adjustments to Oracle Financials Lead to Big Savings**

*Andrew Fulton, SmartDog Services*

Often clients must make decisions during their original Oracle implementation before they fully understand the software or the impact of those decisions. Further, a company's growth coupled with Oracle's continuous product advancement makes the client's value-based objectives a moving target. User's frequently find themselves playing defense more than offense, but it is imperative for a company to revisit their decisions and evaluate the need to change as their business changes. This presentation encourages Oracle clients to maximize their Oracle investment by continuously reevaluating their plan according to the company's current needs, specifically referring to Oracle Financials.

1:20 p.m. – 2:00 p.m.

**SLA for Non-Accountants**

*Edward McDonough, Rolta TUSC*

Subledger Accounting (SLA) is a powerful tool, introduced to help provide flexibility in creating accounting flexfield values for all accounting related transactions in Oracle applications. Understanding the functionality is not only important from an accounting perspective, but also from a support and implementation

perspective. This presentation attempts to explain how SLA works from a “non-accounting” perspective, in order to bring understanding to those on the “peripherals” of the accounting discipline, which may include project managers, functional and technical support, related module owners and all those just wanting to understand SLA functionality.

2:10 p.m. – 2:50 p.m.

**R12 Financials in an Asset Intensive Environment**

*Roger Kuhn, Signum Group*

This seminar will discuss the flow of costs and transactions into Oracle R12 Financials from both Oracle and other third party applications. Integration areas highlighted will include Asset and Work Management, Projects, Inventory Planning and HR/Payroll.

3:00 p.m. – 3:40 p.m.

**Everything You Always Wanted to Know About Web ADI (But Were Afraid to Ask)**

*Prithis Das, Rolta TUSC*

This presentation is for beginners as well as advanced users of Oracle Financials and the Web ADI tool. Web ADI is included within Financials, yet most customers do not take advantage of this tool. Take a close look under the covers of Oracle R12 Web ADI functionality. Customize Financial transaction entry using custom Web ADI templates.

**TRACK: R12 Upgrade**

**ROOM: Venetian 2**

8:30 a.m. – 9:10 a.m.

**The Twelve Steps to a Release 12 Upgrade**

*John Stouffer*

Join us and learn the latest and greatest tips and techniques for upgrading from Release 11i to Release 12. We will cover the installation challenges, the database upgrade portion and the application upgrade issues. We'll also discuss patching and our approach to making the baseline as functional as possible for the project team. There were a lot of lessons we learned as a result of this upgrade that make it different from any other upgrade we've ever performed, mainly due to the patch upgrade approach.

9:20 a.m. – 10:00 a.m.

**VENDOR: Release 12 Upgrade: An ROI Perspective**

*Dave McNeil and Todd Witter, Zanett Commercial Solutions*

Historically, technology upgrades have been hard to justify from a Return on Investment (ROI) perspective. Today, companies are beginning to justify these upgrades based on a quantifiable ROI that accounts not only for technological advancements but also on business process optimization, efficiency gains and the incorporation of tools such as Oracle Analytics or Hyperion Planning. In this session, Zanett will discuss Oracle EBS Release 12 upgrade ROI trends its customers have experienced and illustrate a streamlined,

best practices approach to upgrades that has proven to mitigate risk, contain costs, and allow for faster time to value.

10:10 a.m. – 10:50 a.m.

**Get Ready for EBS R12.1! Tasks to Complete Now to Ease R12.1 Upgrade Process**

*Sandra Vucinic, VLAD Group*

Release 12.1 is the biggest and most complex applications release ever! Oracle has introduced major changes to database, tools and technology stack. As DBA, developer, architect or project manager what can you do today to slowly ease into a new Release 12.1 world? This presentation will review in detail tasks you can complete in your existing 11i environment to prepare for R12.1 upgrade in order to save time, reduce cost, decrease risk and resources needed, and eliminate complexity of R12.1 upgrade.

12:30 p.m. – 1:10 p.m.

**How to Manage a Successful R12 Upgrade and Overcome the Challenges – Tips & Methodology That Works**

*Art Dowd, O2Works*

Are you ready for your R12 upgrade? It's different than the 11i dot-release, technical upgrades. The technical tools are better, but it requires a larger change management effort. Because of changes to the look and feel, functionality of key modules, and reporting tools, the impact to end users is significant. We'll take you through key changes and

provide tips and methodology to help you deliver a successful R12 upgrade. Our experience with R12 projects has shown that those organizations who manage the end user change effectively will succeed. Those who "throw it in" expect users to "get it" will fail.

1:20 p.m. – 2:00 p.m.

**11g Upgrade Essentials for the Oracle E-Business Suite Environment**

*Elke Phleps, Humana*

Considering an 11gR1 or 11gR2 upgrade for your R11i or R12 environment? Please join this session to receive guidelines for upgrading to 11g for your Oracle EBS environment. In addition to upgrade tips, top new features for 11g will also be discussed along with changes in 11g that every Oracle Applications DBA needs to know for a successful deployment.

2:10 p.m. – 2:50 p.m.

**Why Do I Need R12?**

*Stan Korwin, DARC Corporation*

This presentation examines business values of R12, R12 key new features, upgrading versus implementing and how to choose what is best for your company. Additional topics covered include: global architecture; tips and practical advise on implementing / upgrading to R12; what does Oracle theme 'Think Globally, Work Globally, and Manage Globally' mean? If time permits, new and changed R12.1.1 will be introduced.

3:00 p.m. – 3:40 p.m.  
**Release 12 Upgrades: Have You Thought About...**

*Alyssa Johnson, Solution  
Beacon, LLC*

There are over 1,200 new features in release 12. Which ones must be configured during the upgrade? Is a purely technical upgrade feasible? This presentation covers the key topics that absolutely must be considered as part of an upgrade to Release 12 in the areas of financials, procure to pay, supply chain, manufacturing, database, development and training. What do you really need to know?'

**TRACK: Change Management/  
Training**  
**ROOM: Crystal 1**

12:30 p.m. – 1:10 p.m.  
**Oracle Training Best Practices**  
*Mary Ellen Campbell, Amway*

We would like to host an open forum to explore training/end user adoption best practices that are being used and implemented in the Oracle end user community. This would not be a presentation format but we would have a formal timed agenda and specific set of questions to lead a discussion that will explore training best practices in our end user community.

1:20 p.m. – 2:00 p.m.  
**What Can the Change Management SIG Do for You?**

*Kathy Jacobs, ACT, Inc.*

The level of interest in the Change Management sessions at the Collaborate10 conference indicated that many OAUG members are interested in learning more about change management (CM) and discussing issues of importance with peers. I'm in the process of organizing monthly webinars for the SIG and want to hear from fellow NCOAUG members about their interests. What do we want or need to know about change? What technical or functional issues do we need to address? Are we communicating about change to sponsors, implementation or upgrade lead users, or managing end user adoption?

2:10 pm. – 2:50 p.m.  
**VENDOR: Impacts Automation Has Brought to Oracle Application and Enterprise Interests Panel Discussion**  
*TBD TBD, UC4*

3:00 p.m. – 3:40 p.m.  
**The Winning Formula for Project Success! Essentials of Applying Knowledge, Skills & Attitude**  
*Harshavardhan Limaye,  
IT Convergence*

Project initiation is one of the most critical phases for any Oracle implementation. This is the phase when the project manager has to select the right resources with the right skill sets. The ability of team to apply

knowledge from professional certifications is also significant. It discusses the role of business users, consultants, technical team, & project manager which are essential ingredients for a successful project. If you are upgrading to R12 or starting a new implementation, this presentation is for you.

**TRACK: Integration /  
Middleware / SOA  
ROOM: Crystal 2**

12:30 p.m. – 1:10 p.m.

**EDI Transaction Basics Using  
B2B, BPEL and EBS**

*Jim Chino, NOW Foods*

This presentation will demonstrate the use of Workflow business events for outbound EDI documents. Outbound EDI documents will be written via a custom PL/SQL procedure to feed BPEL and subsequently feed B2B. Inbound document setups will be discussed and the use of TopLink integration will be developed through JDeveloper. A discussion of custom XML maps within JDeveloper will also be a point of focus. If time permits, the use of custom XML documents through B2B will also be presented.

1:20 p.m. – 2:00 p.m.

**VENDOR: A Paperless  
Environment Using Document  
Management Software**

*Robert Kragen, Evergreen Data  
Systems, Inc.*

Evergreen Data Systems will present information on the use

of document management software to create a paperless environment in your organization. Automating the processing of purchase orders, invoicing, payables and all other documents and at the same time saving copies to archive will drastically reduce costs through the elimination of employee document handling. The presentation will also review the scanning of incoming documents into a database for recall using simple browser access.

2:10 p.m. – 2:50 p.m.

**Healthcare IT Applications and  
Performance Management**

*Sundar Bandepalli, The Adeza  
Group*

Hospitals and health systems have made investments in IT infrastructure, electronic health records (EHRs) and clinical applications. A large problem for healthcare organizations is that enterprise information is dispersed across disparate systems that cannot communicate with one another. Performance management in this setting is a dynamically complex task due to factors that contribute to improving health, time delays between implementation of public policy and achieving results. This topic highlights how Oracle's integrated EPM, SOA 11g and MDM suite can deliver a comprehensive, real-time solution and help identify risks, opportunities early helping clinicians make smart and timely decisions.

3:00 p.m. – 3:40 p.m.

**Identity and Access Management Overview**

*Deepak Sharma, OpenText Corporation*

Intent is to provide an overview of all the Identity Management suite products from Oracle. How the oracle products integrate with other systems in an organization? Inform the audience about both basic and advanced features of the IAM products. What are the benefits in terms of 'Return Of Investment' and what is the future of Identity Management in the coming era.

**TRACK: APPS TECH / SYSADMIN / DBA**  
**ROOM: Crystal 3**

12:30 p.m. – 1:10 p.m.

**Accounts Payable Invoices: Orchestrate with BPEL**

*Richard Suchoza, Sargent & Lundy LLC*

The presentation will cover our implementation of the Accounts Payable invoice business process. BPEL orchestration of business processes is touted to bridge the gap between IT and the business community. I have concluded that it indeed does but may introduce other challenges that must be considered before going down the BPM path.

1:20 p.m. – 2:00 p.m.

**Using OATS for System Testing**

*Rob Pierson, DARC Corporation*

Oracle Applications Testing Suite (OATS) provides a robust tool-set for creating, organizing, managing, and executing complex system testing processes. This presentation will identify a detailed approach using OATS to establish robust, repeatable, and auditable testing events.

2:10 p.m. – 2:50 p.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.

3:00 p.m. – 3:40 p.m.

**Maximizing Business ROI by Implementing Oracle Identity Management & OSSO Solutions**

*Arul Senapathi, The Adeza Group*

Ever increasing complexity in the business landscape has led to organizations undergoing a tremendous growth in the number of different IT applications. This rapid growth coupled with a lack of integration between those

applications has resulted in organizations losing productivity and potential revenue as users toggle between multiple applications. Oracle Identity Management and Oracle SSO help enterprises streamline the user experience by effective provisioning. These solutions directly translate to reduction in 'help' calls and can accelerate access to critical systems of employees. This presentation will showcase maximization of ROI by implementing Oracle Identity Management and Oracle SSO.