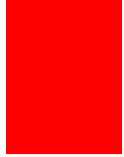


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The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.



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Oracle Fusion Update

Harold Dickerman
Enterprise Business Consultant

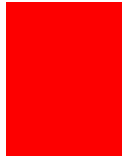


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Thank you.

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The Challenge



Business Continuity

Maximum Availability
Disaster Recovery
Unbreakable



Agility, Flexibility and Responsiveness

Growth and Complexity
New business demands



Transparency

Increased government scrutiny
Severe non-compliance penalties
Elevated business risk



Capital Efficiency

Low Cost Infrastructure
Service Level Agreements
Improve ROA*/ Utilization

*ROA – Return on Assets

Oracle's Customer Commitment

- **Protect**
 - Ongoing dialogue with customers
 - Lifetime Support
- **Extend**
 - Applications Unlimited: continued releases across all suites
 - New features and functions to extend business value
 - Adopt new releases at your own pace
- **Evolve**
 - “Best of the best” built into Fusion
 - Transition is an upgrade process
 - You control your own timetable



Oracle's Customer Commitment

Five product releases ... innovation continues!



ORACLE
E-BUSINESS SUITE

Oracle E-Business Suite 12

- 18 New Products
- 2443 Enhancements



PeopleSoft®

PeopleSoft 9.0

- 2 New Products
- 1478 Enhancements



SIEBEL

Siebel 8.0

- 10 New Products
- 366 Enhancements



J D E D W A R D S

JD Edwards EnterpriseOne 8.12

- 5 New Products
- 291 Enhancements

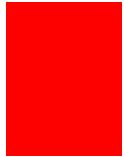


J D E D W A R D S

JD Edwards World A9.1

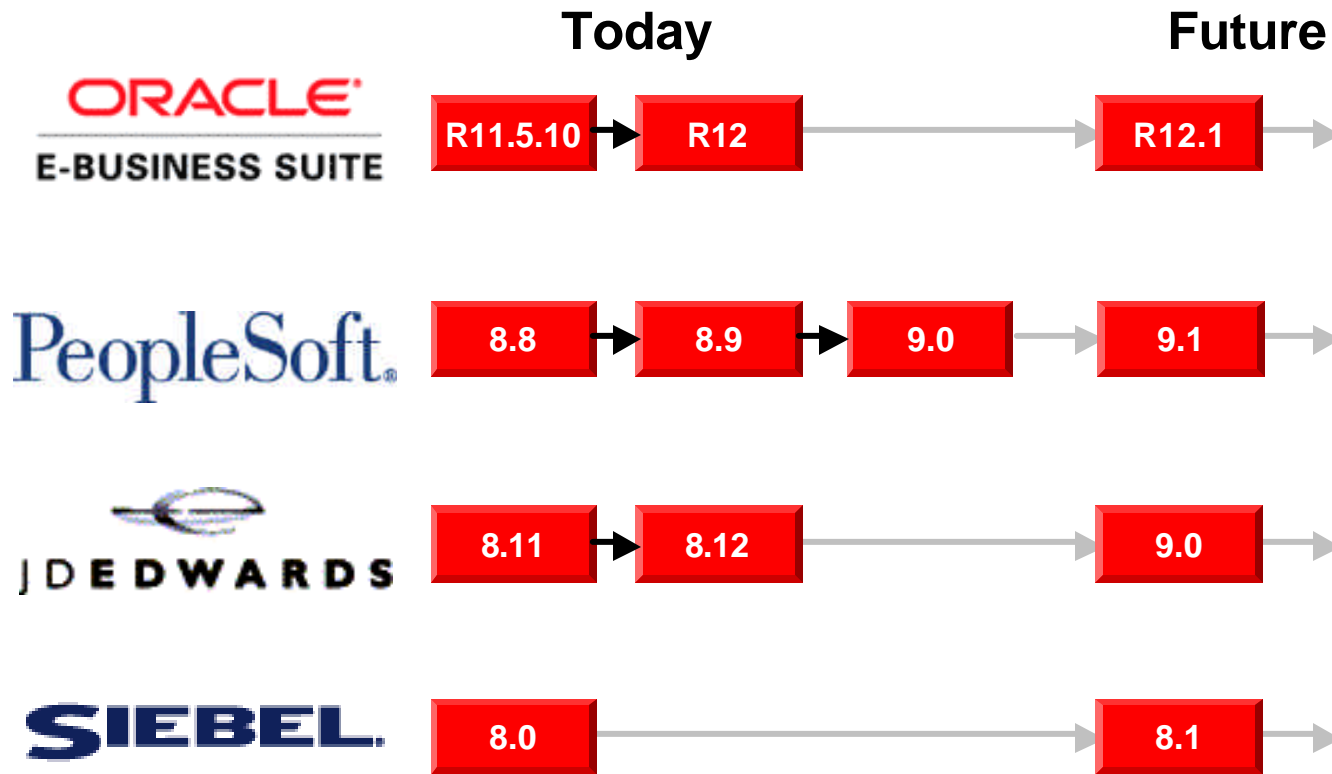
- 4 New Products
- 1297 Enhancements

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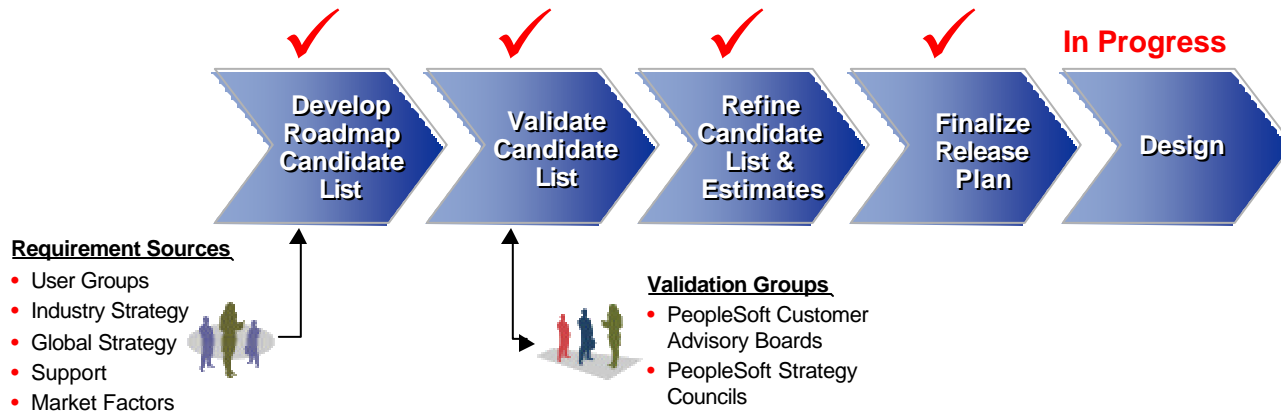
Applications Unlimited

Continued Product Releases



Continued Product Releases

PeopleSoft Release 9.1 Roadmap Progression

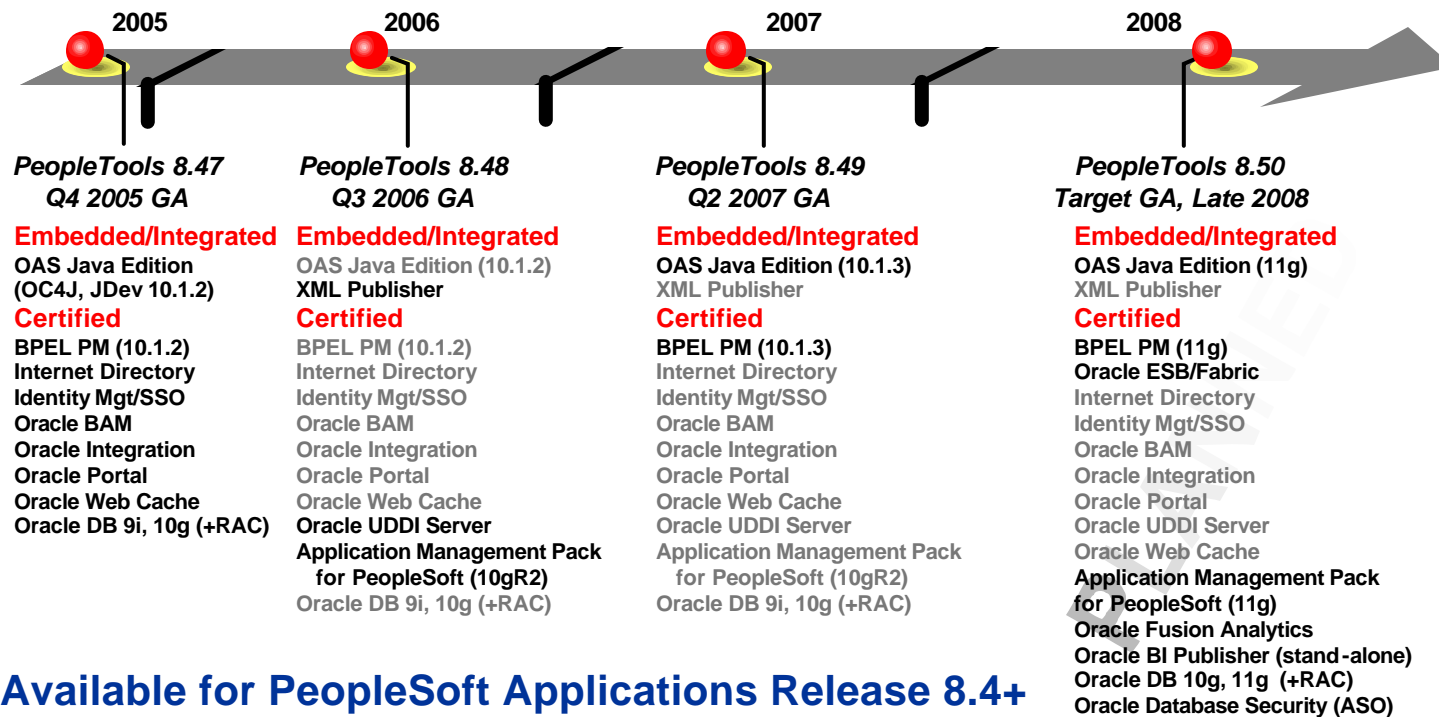


PeopleSoft Release 9.1 Timeline



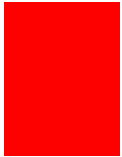
Continued Product Releases

Continuing To Support Oracle Fusion Middleware



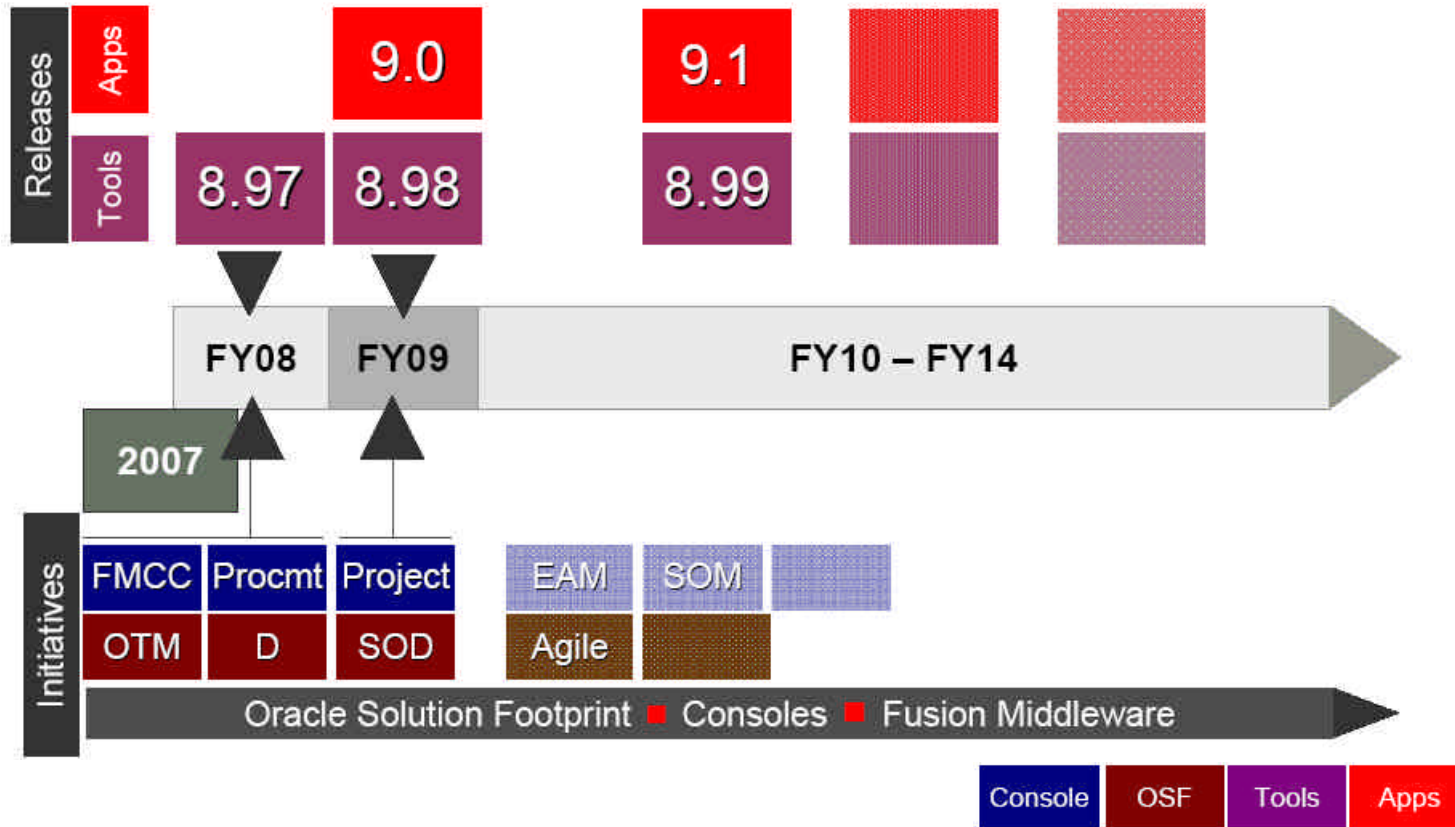
Available for PeopleSoft Applications Release 8.4+

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Continued Product Releases

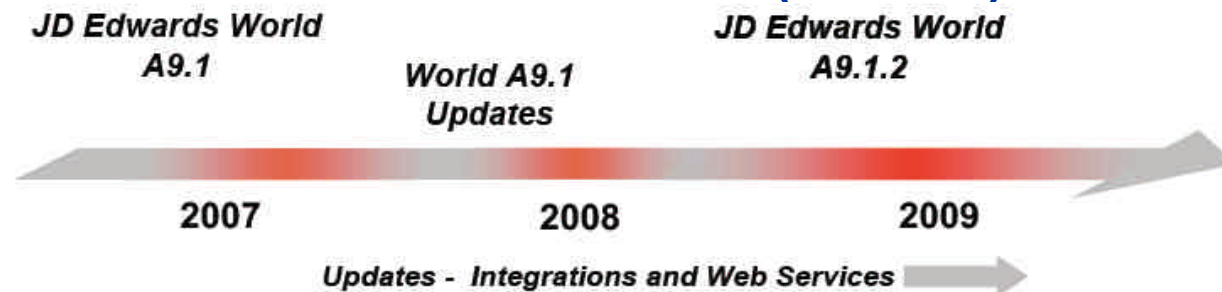
JD Edwards Enterprise




Continued Product Releases

JD Edwards 9.1

- **Focus of JD Edwards World Roadmap**
 - Ongoing adoption of Fusion technology components including Service Enablement
 - Integration to other Oracle products
 - Focus on Project Based Industries
 - New enhancements including ongoing legal and regulatory updates
- **JD Edwards Release Timeline (Planned)**



ORACLE



Oracle's Customer Commitment is Supported by Acquisitions

Helps retain customers and provide certainty needed for them to renew their investment in Oracle

Choice

- Protect value out of what customers currently have
- No disruption to use of existing investments
- No forced upgrades

Innovation

- Provide more value to what customers already use
- Offer complementary applications and infrastructure software

Leadership

- Evolve the acquired technologies to the next generation
- Do so at a reasonable pace that customers can support
- Provide additional choice

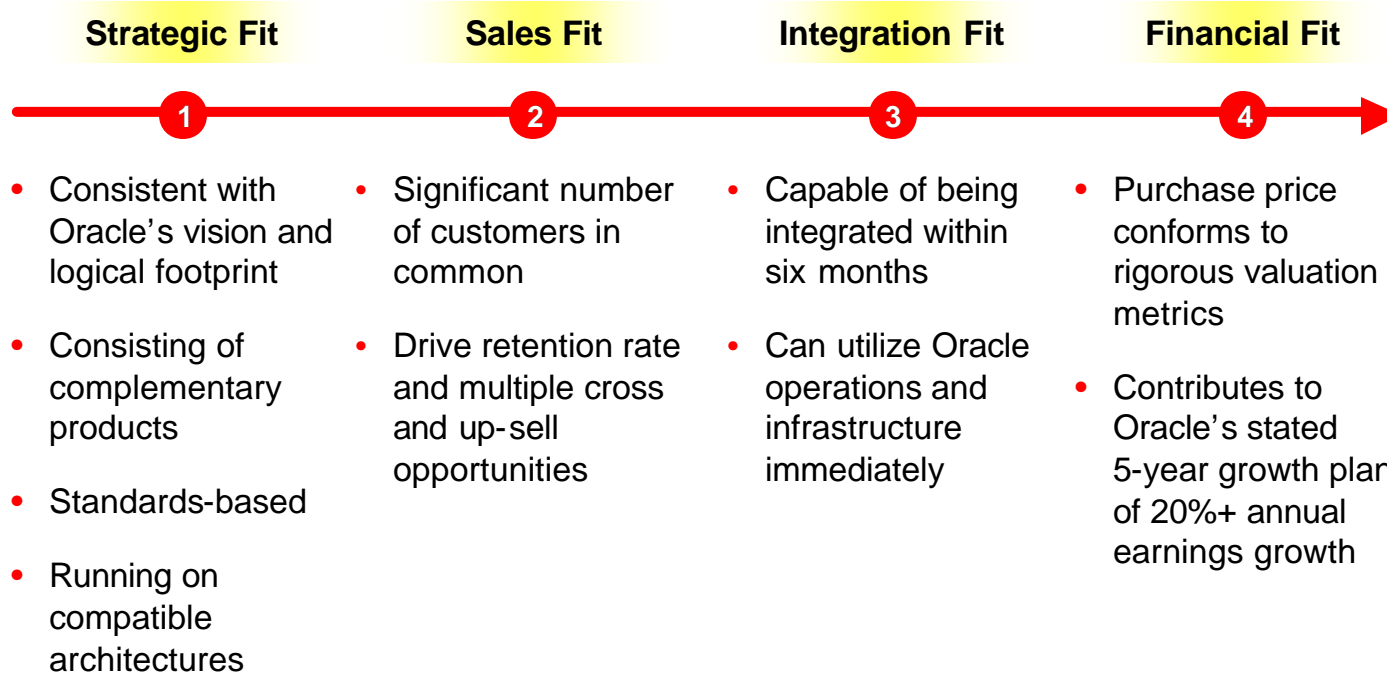
✓ Applications Unlimited

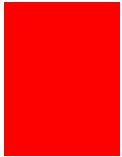
✓ Lifetime Support

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Oracle Employs a Rigorous and Focused Acquisition Strategy

The following criteria must be met for each transaction





Acquisition Timeline: A Recent History



* Includes acquisitions of Covansys and Hexaware operations.



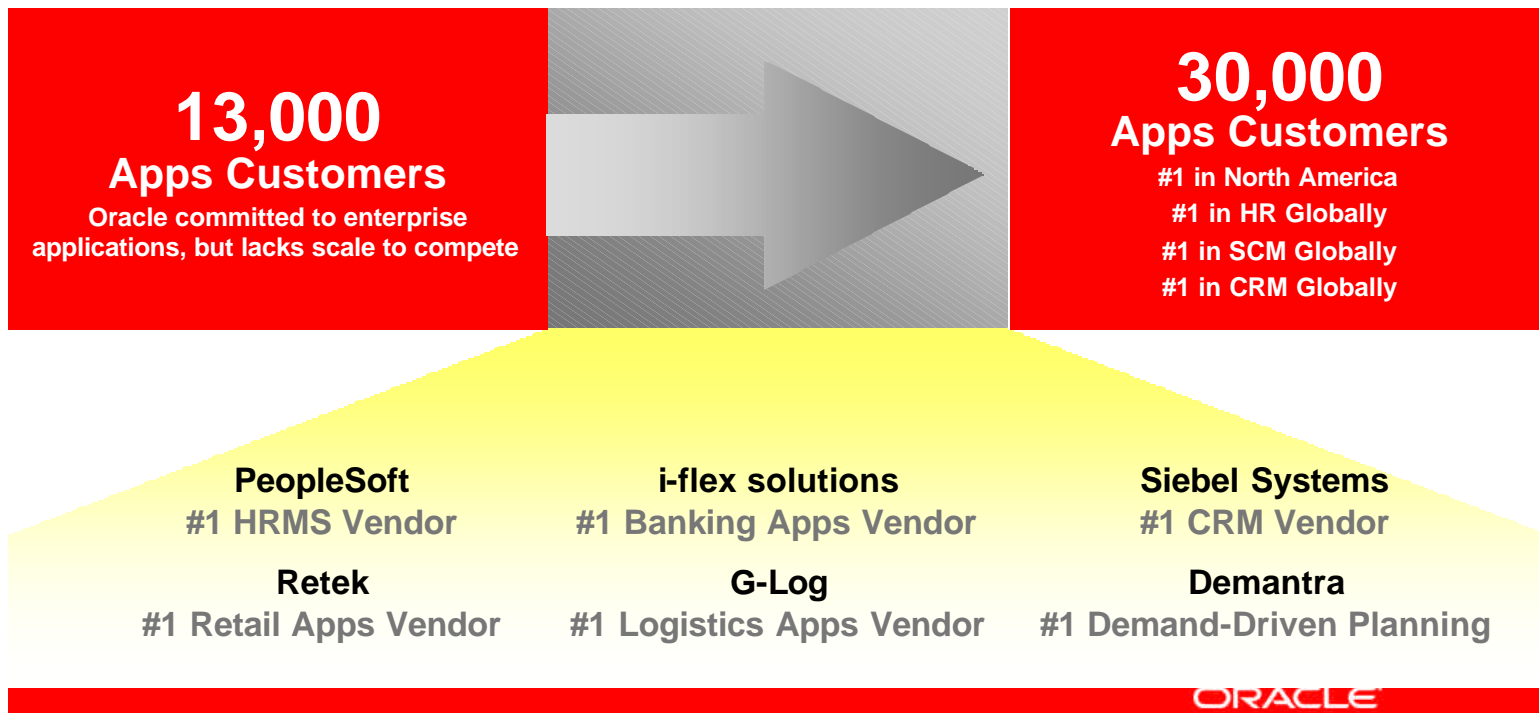


Oracle Customers benefit from Oracle's Acquisitions

- Our success with PeopleSoft, Siebel, Retek and others is proof that acquisitions are an important tool to meet customer needs
- Our customers benefit from Oracle's acquisitions as we can provide more complete and integrated solutions as well as enrich the technologies on which they run
- Our products benefit from the combined intellectual capital and accumulated knowledge

Best-in-class Enterprise Applications Suite

Acquisitions have enabled Oracle to build a best-in-class enterprise applications suite





Examples “Best of” Functionality

Some Benefits to **PSFT Enterprise Customers**

Some Benefits to **ORCL EBS Customers**

Fin

- Subledger Accounting
- XML Publisher
- Cash Basis Accounting
- Broader Localization Coverage
- Bill Presentment Architecture
- Credit Management
- Advanced Collections
- Out-of-the-Box Credit Card Processor Integrations

- Graphical Hierarchies (Trees)
- Data and Access Partitioning (Set ID)
- Open Item Reconciliation Processing
- Rules-Based Engine for AP Matching
- Comprehensive Budgetary Controls
- Centralized Inter-Unit Setup and Processing
- Multi-Level, Flexible Cash Positioning
- Travel Authorizations and Cash Advances

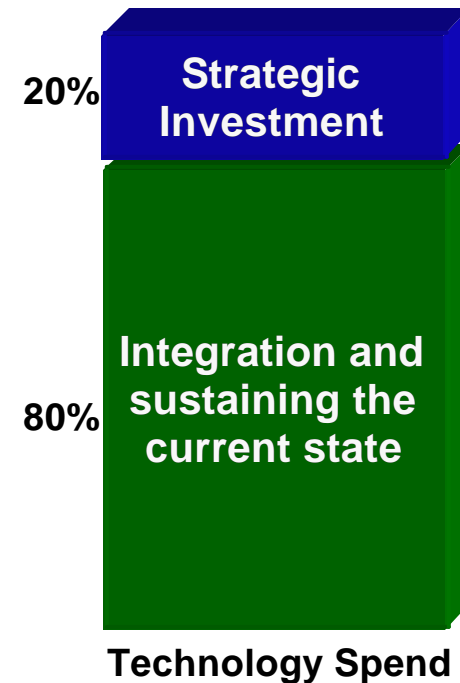
HCM

- New Manager Self-Service Transactions (e.g., Country Extensions, VOE)
- Compensation Workbench / Total Comp Statement
- Objectives Management
- Global Benefits Solution
- Localizations: Nordics, Middle East, Eastern Europe, Korea

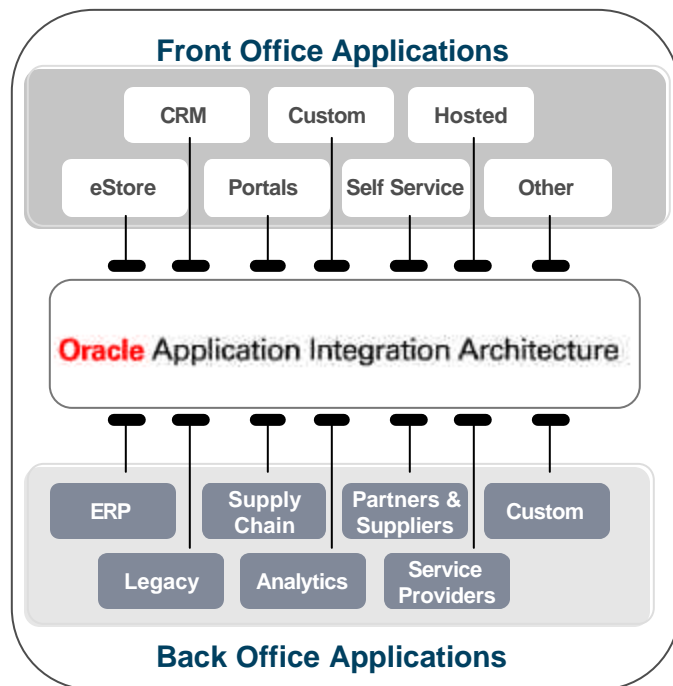
- Enhanced Multiple Job Capabilities
- Interview Management, Employee Referral
- Layoff and Recall Functionality
- Payroll to Accounts Payable Integration
- Expenses to Payroll Integration
- Localizations: Brazil, Switzerland, Malaysia

What we are hearing

- Customers use multiple applications
- Integrations are costly and inflexible
- Integrations need to be rebuilt during upgrades
- Proprietary technologies and methods are required
- *Oracle also has multiple application suites*



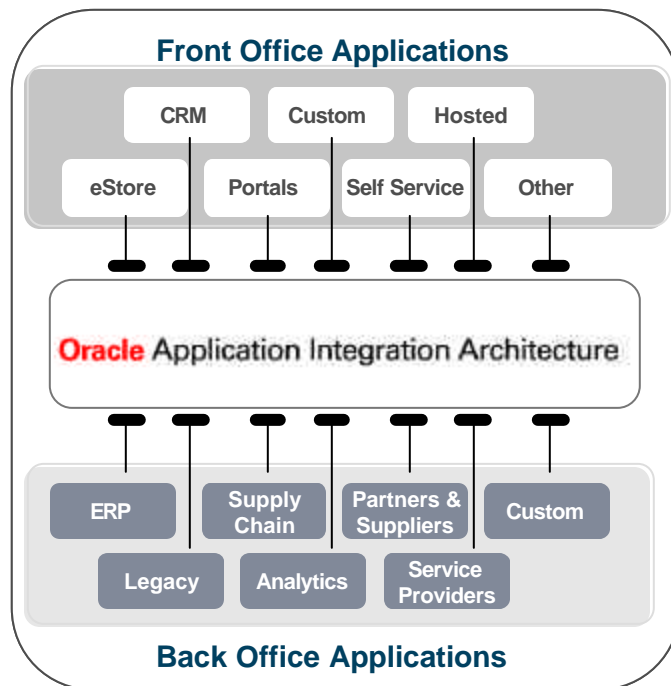
Oracle Application Integration Architecture (AIA)



- **Industry Reference Models** or business processes to optimize your business
- **Process Integration Packs** which are pre-built, supported integration that unites multiple applications
- **Infrastructure** and foundation that enables integration and continuous enterprise innovation

Value Proposition

Turns rigid IT systems into flexible, integrated environments that can adapt and scale to business needs so that they can better align



- **Unifying your application portfolio**
- **Minimizing integration costs and risk**
- **Adapting business processes to changing business needs**

Oracle AIA Foundation Pack accelerates your move to SOA

- AIA Foundation Pack enables you to jumpstart your own custom SOA based process integrations between multiple applications:
 - Reference Architecture & SOA Design Patterns
 - Enterprise Business Service and Object library
 - Lifecycle Management Components eg. BSR
 - SOA Management Policies
- AIA leverages industry standards and SOA, allowing you to rapidly deploy prebuilt composite business processes.
- AIA helps you drive down cost and risk and evolve your Applications Unlimited towards Fusion Applications.



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Application Integration Architecture Gets You Closer to Fusion Apps

- **Processes and Models:**
 - The models and industry processes will serve as the foundation for Fusion Applications.
- **Architecture:**
 - The Application Integration Architecture uses key elements that will make up Fusion Applications.
 - Investments in this architecture will continue to offer value with Fusion Applications.
- **Fusion Applications Application Compatible:**
 - Oracle intends to make sure that Fusion Application modules can be plugged into Application Integration Architecture enabling customers to upgrade to Fusion but retain their investments.
 - Customers can be assured that investments in Application Integration Architecture will continue to have value even after they adopt Fusion Applications.

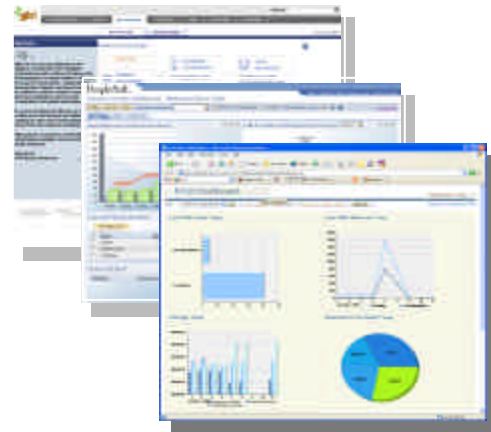
Fusion Concepts



Fusion Middleware



Fusion Architecture



Fusion Applications

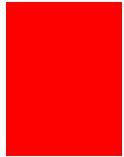
Fusion Concepts



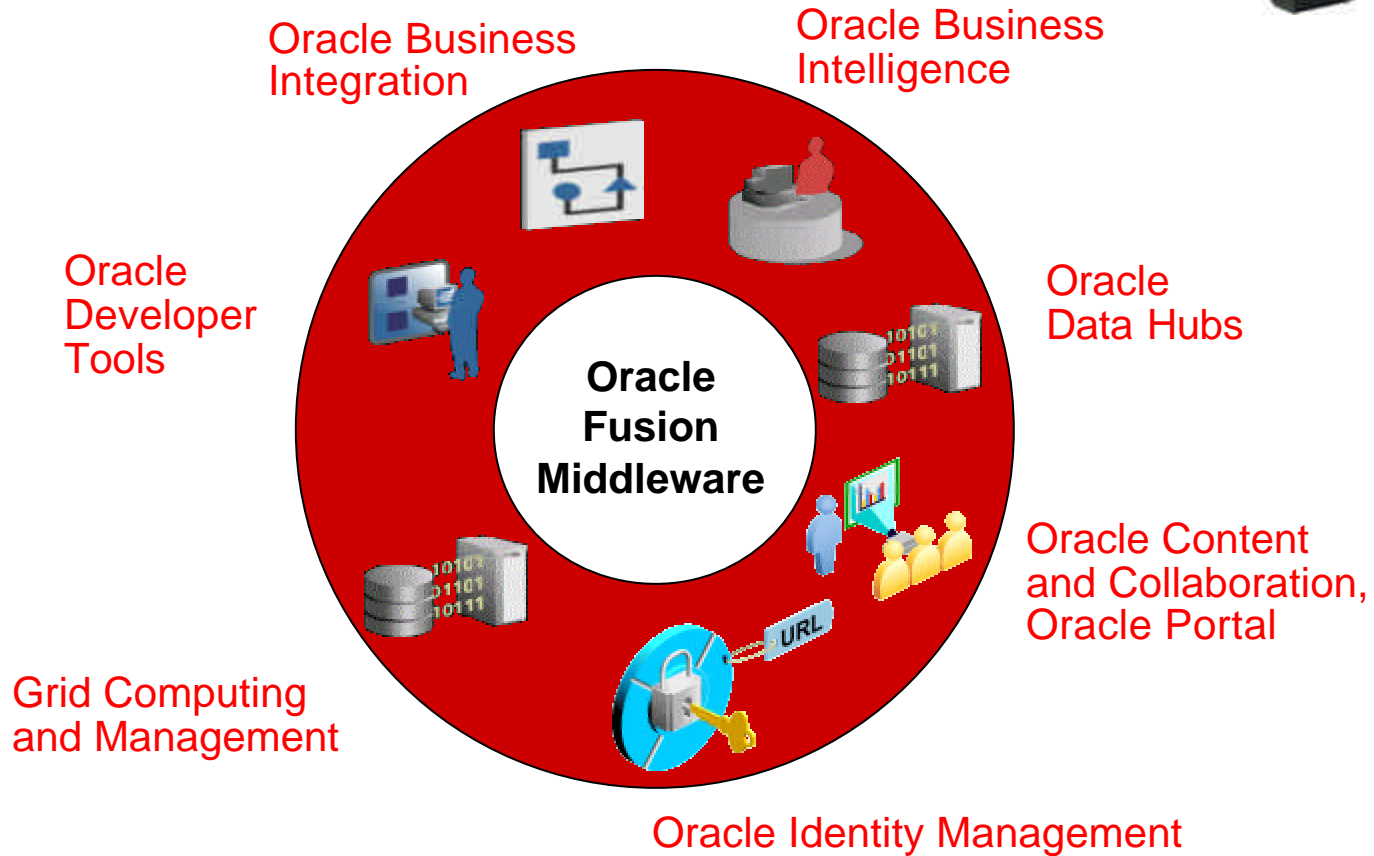
Fusion Middleware

Fusion Middleware

- Engine that runs applications
- Complete & integrated application infrastructure
- Best of breed middleware
- Industry leadership: Gartner MQs; Forrester; 145+ Awards
- Thousands of existing customers
- Standards based technology



Fusion Concepts



Fusion Concepts



Fusion Architecture

Fusion Architecture

- Blueprint for using Fusion Middleware for applications
- Supports a Service Oriented Architecture for Oracle and non-Oracle applications
- Information Driven
- Grid Enabled

Fusion Concepts

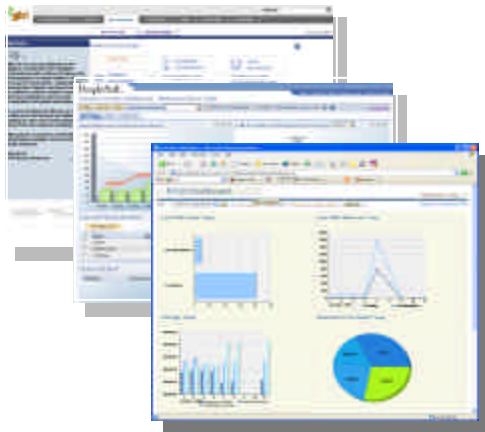


“In the world of business, stacking a thousand doghouses one atop the other to build a skyscraper is a great proposition for doghouse vendors, but not for future occupants. Skyscrapers need an architecture of their own-- their own paradigm, not a sequel to the doghouse paradigm.”



-- Peter Fingar and Howard Smith
“Business Process Management: The Third Wave”

Fusion Concepts



Fusion Applications

Fusion Applications

- Oracle's next generation applications
- Best features of all into one application
- Designed for change and innovation
- Services based
- New applications technology paradigm

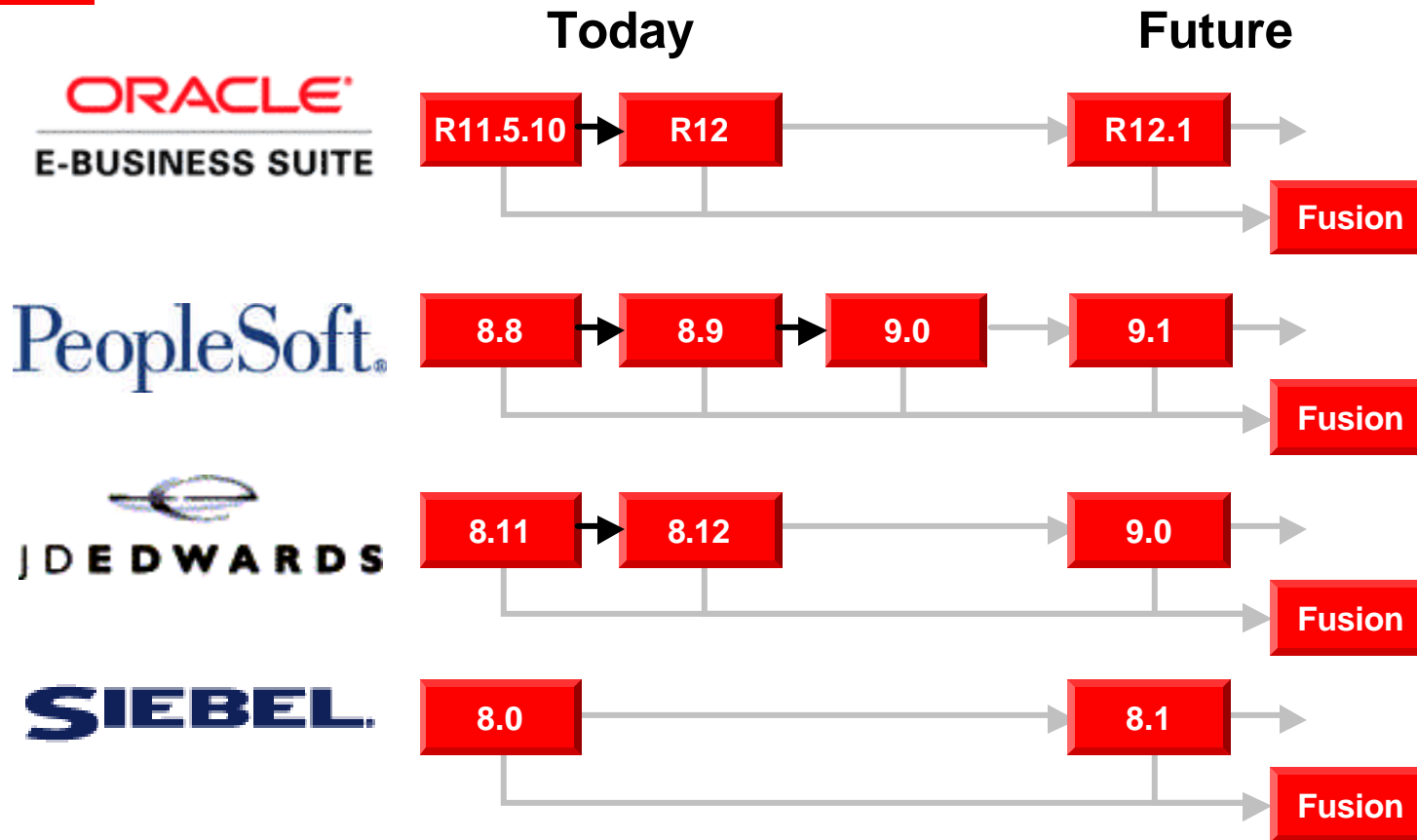
Fusion Concepts

Shift in Application Design



Packaged Applications	Oracle Fusion	Business Value
Function	Process	Adaptive
Static	Dynamic	Agile
Revolutionary	Incremental	Fast
Tightly Coupled	Loosely Coupled	Reusable
Application Specific	Heterogeneous	Open
Proprietary	Standards-Based	Predictable
Line of Business	End to End	Complete

Choice in Upgrade Paths Forward



Why Fusion?

A better way to do things

User Experience



- More useful
- Easier to use
- Works the way users work

Ownership Experience

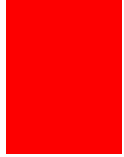


- Faster to deploy
- Easier to manage
- Less risky

Partner Experience



- Easier to integrate
- Easier to extend
- Easier to support



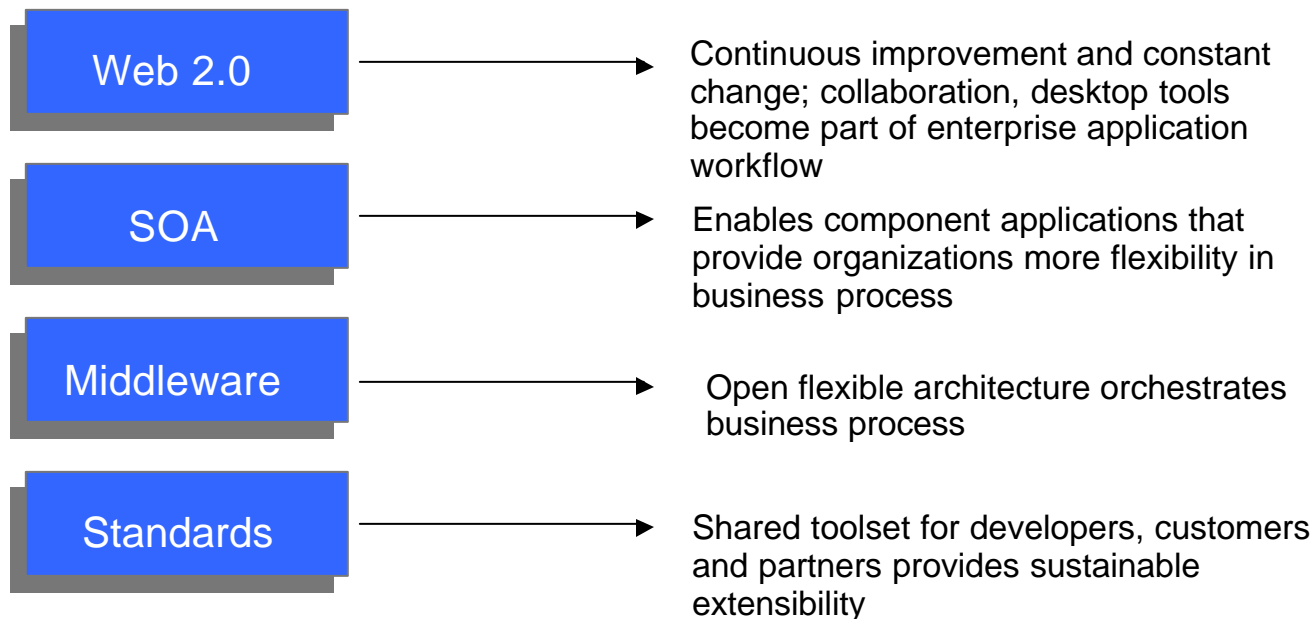
Fusion User Experience

Rich, Productive, Consistent

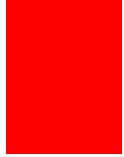
- Desktop widgets
- Desktop access
- Enterprise search
- Search filters
- Contextually-rich work areas
- Built for widescreen
- Built for interruptions
- Extensive data visualizations
- Embedded collaboration
- Embedded analytics
- Multiple sessions per screen (record-level tabs)
- Activity guides
- Transaction tagging
- Contextual assistance
- Excel-like table functions
- Detachable tables
- Excel integration
- Role-based menuing/access
- Role-based dashboards
- Automated worklists
- Personalizable pages
- Integrated OBI EE reporting

Why Fusion?

Technology changes enabling Fusion



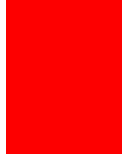
New technology allows for breakthrough increases in user and organizational productivity at significantly lower cost



Fusion Applications

Applications For The Next Generation

- Embedded business intelligence
- Built on standards-based, commercially available middleware
- Superior ownership experience
- Service architecture for simple integration
- Rich, productive, consistent user experience
- SaaS ready (self-service configuration/administration)
- Centralized, data-centric security model
- Embedded business flow-based monitoring and management



Why Fusion?

Better Partner Experience

- Joint definition and design of industry solutions – solution map, business processes, integrations, business objects
- Joint integration development – gain engineering leverage by using partner architects, engineers, etc
- Allow partners to extend solutions to additional business processes, industry segments, ISVs, technologies



Fusion Update Essentials

- Fusion V1 target GA* H2 '08 (Horizontal)
- Oracle Fusion Middleware 11 – Platform
- WebCenter (Web 2.0) default UI for Fusion
- BI Publisher core operational reporting tool
- Oracle Business Intelligence Enterprise Edition (Dashboards & Answers)
- Oracle Enterprise Manager 11 cornerstone of integrated Lifecycle Management



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*Subject to change until delivered



Fusion Core Components

- Technology Enhancements
 - Forms to ADF
 - Workflow to BPEL
 - 11G Database and Fusion Middleware
 - Service Oriented Architecture (SOA)
- User Experience Improvements
 - Business Process Models, Design Patterns
- Functional Architecture
 - Set ID
 - Business Units
 - Trees
 - Effective Dating
 - Flex/Chart Fields



Fusion Guiding Principles

- Exploit Standards and Meta Data Based Technologies
- Deliver Rich, Productive User Experience
- Enable Simpler Customization, Personalization, Verticalization
- Deliver Unified Analytics and Transactions
- Provide Better Ownership Experience Through Comprehensive Lifecycle Management

Fusion Guiding Principles



Visibility:

- Reliable, timely, relevant information
- Actionable information for your business
- Spans Oracle, non-Oracle applications



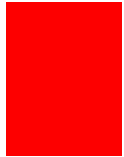
Agility:

- Best-practices, industry-leading processes
- Highly reconfigurable
- Enables innovation



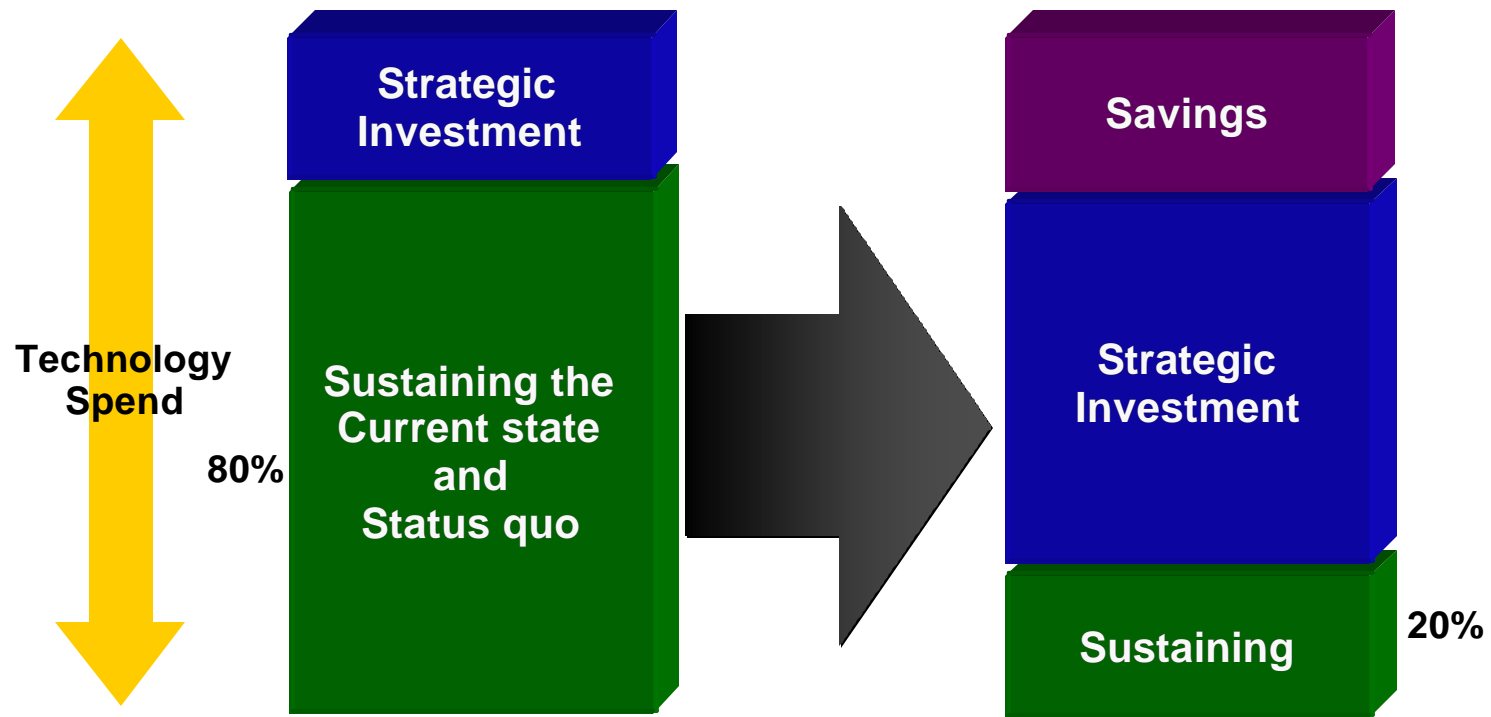
Efficiency:

- Lower TCO
- Reduce effort to install, implement, maintain and upgrade
- Leverage innovative technology to maximize user effectiveness



Fusion Guiding Principles

Free Capital to Invest In Strategic Initiatives





Will Rogers
Humorist, Philosopher, and
more...

**"Even if you're on the right track,
you'll get run over
if you just sit there."**

10 things to do now to prepare for Fusion

Plan → Prepare → Proceed

1 Determine Drivers To Fusion

2 Prepare a Fusion Migration Plan

3 Inventory Customizations

4 Train the Staff

5 Stay Current

6 Adopt Fusion Middleware

7 Consider Grid Computing

8 Leverage SOA Based Integration (AIA)

9 Use Next Generation Today

10 Launch a Pilot Project with Jdev/ADF



Getting Started...

- Fusion Adoption Models
 - Healthcheck, Assessments, Roadmap-To-Fusion, Insight Programs
 - Institutional ‘hairball’ = Pilot Project
- IT staff re-tooling
 - Hands-on & Methodology Workshops, POCs
- Ensure future inter-operability
 - Minimize and/or Avoid Re-do
 - Tactical/Strategic Steps
- SOA Maturity Model
 - Surface Web Services
 - Multi-protocol Message Bus with Canonical Models
 - Service Orchestrations



Fusion: Customer Recommendations

- Stay Aligned with our Roadmap
 - Regularly evaluate your Upgrade strategy – does it make sense to move to new releases to take advantage of product improvements?
 - Consider your strategic projects that can take advantages of next generation technology today
 - Define the broad business benefits that you expect from a next generation applications suite. Align your objectives with technology and products that will come in both Applications Unlimited and Fusion
- Keep us Honest
 - We will not succeed without a strong partnership – stay engaged.



Fusion Upgrade Program Office (FUPO)

- Dedicated to helping customers upgrade to Fusion Applications successfully.
- The Office has three main areas of focus:
 - Delivering tools, services and best practices for customers to create a roadmap to Fusion that meets their business need
 - Offering automated upgrade paths from previous releases of Oracle Applications to Fusion Applications
 - Providing migration aids to support the upgrade of custom extensions

Goal of Oracle Fusion



Business Continuity

Maximum Availability
Disaster Recovery
Unbreakable

Better **Execution** of Strategic Business Processes



Agility, Flexibility and Responsiveness

Growth and Complexity
New business demands

More **Innovation** for Competitive Differentiation



Transparency

Increased government scrutiny
Severe non-compliance penalties
Elevated business risk

Better **Visibility** of Key Performance Indicators



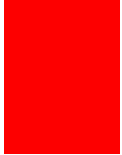
Capital Efficiency

Low Cost Infrastructure
Service Level Agreements
Improve ROA*/ Utilization

More **Efficient** Utilization of Hardware, Software, and Human Resources

*ROA – Return on Assets

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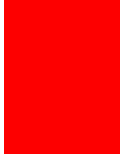


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