

E-Business Suite | Project Management
in the Internet Economy

General Overview

*Any Business That Hopes to Survive, and Thrive,
Must Become an E-Business.*

A new model for business is taking shape—*e-business*—and it's built on the largest communications network on the planet—the internet. E-businesses harness the power of the internet to create and capitalize on new business opportunities. The *Oracle E-Business Suite* transforms your business into an e-business by putting your entire customer management, supply chain, and internal operations online. Expand markets, improve efficiencies, and retain customers with Oracle's *comprehensive and integrated* E-Business Suite.

Oracle Projects: The E-Business Solution for Project Management

Successful e-businesses leverage the internet to capitalize on global project opportunities, employing integrated project solutions to consolidate operations and implement worldwide best practices.

Many of today's e-business projects are global, cutting across countries, time zones, languages, and currencies. Critical resources—including employees, suppliers, and subcontractors—are distributed throughout the world. The challenge for companies is to manage these global projects, identify the most profitable opportunities, and assemble the right mix of people and resources to drive a project to completion on time and on budget. Oracle Projects enables successful global project management by leveraging internet technology to streamline operations and reduce costs. You gain fast, reliable access to critical information that reveals the true cost and impact of all your projects-related activities. Full integration with Oracle's E-Business Suite and external applications reduces administrative expense and provides better information for decision making. Oracle Projects is a flexible, powerful solution to help you:

- Capitalize on global opportunities
- Drive enterprise profitability
- Build a smarter business

Capitalize on Global Opportunities

Link Global Project Information to Optimize Resources and Minimize Risk

The internet's expanded market reach, combined with the euro's dramatic elimination of trading borders, enable the transformation to e-business. Successful e-businesses leverage the internet to capitalize on global project opportunities, employing integrated project solutions to consolidate operations and implement worldwide best practices. Oracle offers an internet-enabled, integrated project management solution to help you manage all your global project activities.

Oracle Projects supports the myriad regulations and statutory requirements under which you operate, while also delivering a powerful solution to help you optimize multinational project management with greater flexibility and control.

Link Vital Project Information Around the Globe

Global project opportunities often result in disconnected islands of information about key resources and activities. Oracle's internet-enabled project management solution links dispersed project information around the globe. By combining all your project-related data into a single, integrated repository, you gain access to the information you need to optimize resources and streamline activities. Not only do you eliminate information fragmentation, but you facilitate the dissemination of best practices worldwide.

Optimize Global Project Resources

Successful execution of project-based work requires the right combination of team members and resources, regardless of location. Oracle Projects helps you optimize your project resources and manage global project performance, while ensuring the flexibility to operate according to regional and local conditions. Oracle Projects provides a single information and transaction source that lets you incur, bill, and report project costs in any currency—even multiple currencies—so that you can allocate resources from a global perspective. Oracle Projects is a flexible solution that complies with local, regional, and global regulatory and statutory requirements.

Manage Project Liquidity and Minimize Risk

World-class project performance is a greater challenge when project execution spans country boundaries. Oracle Projects helps you accurately track materials, labor, and overhead, so you execute projects on time and on budget. Full integration with Oracle's E-Business Suite helps you manage project liquidity while also minimizing overall risk. You can easily forecast and control your project cash cycle as well as gain a global view of project performance indicators. Armed with this information, you are better able to analyze and identify profitable opportunities and locations for future projects.

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Drive Enterprise Profitability

Lower Costs with Integrated, Internet-enabled Project Solutions

Project-driven companies can spend more than 40 percent of their revenues acquiring goods and services necessary for executing global projects. Oracle Projects drives enterprise profitability by dramatically reducing total project costs, helping you identify profitable opportunities and optimize enterprise cash flow throughout your project life cycles.

Fully integrated with Oracle's E-Business Suite and external systems, Oracle Projects supports enterprise-wide analysis to help you enhance project operations, and clearly reveal the contracts you should pursue versus those you should let your competitors chase.

Drive Down Transaction Costs With Self-Service Solutions

Companies today are challenged to operate leaner and smarter, finding efficiencies and cost savings where they previously did not exist. Oracle offers a comprehensive suite of self-service solutions including time entry, procurement, travel booking, expense reporting, collections, performance reviews, and more. Together, these solutions dramatically reduce total project transaction costs, while at the same time they connect employees, customers, and suppliers to facilitate global project management. Workflow-driven processes further lower costs by automatically

enforcing business rules, reducing project life cycles, and greatly improving service for all users.

Reduce Administrative Labor With an Integrated Project Solution

Integrated data reduces the administrative burden and costs associated with projects while delivering more complete information about your global project activities. Oracle Projects lets you combine specialized functions of existing external applications with the strengths of project costing and project billing. You achieve data consistency and security across all project systems in your enterprise while retaining seamless integration with existing planning and scheduling applications. Continuous collection and validation of project-related transactions directly at the source, using either an Oracle system or legacy systems, provides the most accurate information at the lowest cost.

Combined efficiencies delivered by Oracle's self-service and integration capabilities can reduce your project administration labor by 30 percent or more!

Save Money on Project Resources With Internet Procurement

Oracle's industry-leading, internet-based procurement application can save your company up to 20 percent on everything it buys. Oracle Internet Procurement allows your project managers to purchase goods and services at the lowest total cost. In addition to tracking supplier performance, Oracle's self-service solutions enable fast online ordering and approvals. Automated commitment tracking gives you an accurate picture of your outstanding purchases today, rather than making you wait until after vendors have been paid.

Identify Profitable Project Opportunities

A true picture of your profits comes from linking costs and revenues directly to the activities from which they are generated. Oracle Projects enables you to track every type of activity in your organization, from internal research to capital development to bread-and-butter contract projects. Ultimately, you can use this information to drive strategy—refining business processes to further increase profitability. Oracle Projects employs activity- and project-based accounting methodologies to reflect the true costs of doing business. Together, Oracle Projects and Oracle Activity Based Management provide you with the tools to identify profit zones within the enterprise, including specific customers, products, and projects.

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Optimize Cash Flow with Flexible Project Billing and Revenue Recognition

Oracle Projects helps you maximize your cash flow. Oracle Projects generates the right billings at exactly the right time, based on the terms and conditions negotiated in each contract.

Oracle Projects' billing controls ensure that only the right charges appear on customer invoices, because you can't always bill for every cost incurred on a job. Oracle Projects' billing events automate invoicing associated with specified milestones or timeframes. Oracle Projects' unsurpassed integration allows you to produce government-certifiable progress billings based on percent complete and earned value, automating and streamlining a formerly complicated manual process. Flexible revenue-recognition lets you easily recognize revenue differently for each project. Online billing review and adjustment simplify and shorten the invoicing cycle to improve cash flow.

Build a Smarter Business

Centralize Project Information to Measure Performance and Improve Decision Making

Executives require enterprise wide business intelligence to chart a profitable course for global projects. Oracle's integrated business intelligence provides a financial and operational perspective on your project performance, enabling you to regularly refine strategy to meet plans.

Oracle's resource-management capabilities, centralized project-management information, key performance indicators, and ability to assimilate changes in business structure help you build a smarter business—one that is both well informed and able to act on the information it gathers.

Achieve Optimal Project Performance

To achieve optimal project performance, your company must identify and assign the best available people to its projects. Oracle Resource Management maintains a global repository of skills and experience plus the ability to track project assignments and utilization rates. As you define project requirements, you can quickly locate qualified and available people throughout your operations. You can also identify any additional training and hiring necessary to fully staff project teams.

Centralize Project Information for More Informed Decision Making

Oracle Projects' information repository is easily accessible by other systems and users in the format that serves each best. By centralizing relevant data, the total picture of project operations and activities comes into focus, providing critical information on the full life cycle of enterprise projects. Oracle Projects helps you manage the entire scope of project costs, activities, and assets so that you can maximize operational efficiency. By tracking projects from initial concept through final closeout and asset retirement, Oracle Projects allows you to control the costs of each operation, making better decisions along the way.

Measure Project Success with Key Performance Indicators

Multidimensional capabilities—including simulation, modeling, and forecasting—take the guesswork out of interpreting and predicting your project's performance.

Oracle's multidimensional analysis tools integrate seamlessly with core financial systems, allowing you to analyze financial and operational information stored directly in general-ledger, project-management, purchasing, and sales-information systems. Sophisticated analysis helps you measure project success and identify trends that require action, trends you may not have discovered using traditional reporting methods.

Facilitate Project Information Flow and Decision Making

Successful project management requires timely information flow to ensure optimum decisions. With Oracle Projects, you can publish relevant activity and expense reports from thousands of users in a central, secure repository that delivers this information to the right person. Using Oracle's E-Business Suite, employees share business intelligence through tailored Web portals that allow them to quickly view reports, graphs, and charts, as well as drill down to supporting detail. Configurable performance indicators make it easy for employees to monitor project operations and automatically receive notifications based on user-defined exceptions.

Maximize Operational Agility

By design, Oracle Project Management handles changes that commonly occur in agile companies, such as reorganizations, new lines of business, and the reengineering of business processes. Using Oracle Projects, line man-

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agers have complete flexibility to organize and control project work for maximum productivity. Unlimited work-break-down structures operate independently of the general-ledger chart of accounts, yet Oracle Projects employs your business rules to summarize and map project transactions to your financial accounting system. This behind-the-scenes intelligence means that the finance department views relevant data in the general ledger and subledger systems with which they are familiar—while project managers operate in the most efficient manner to achieve their project goals.

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The Internet Transforms Your Business Operations

The internet not only improves the management of your global projects, but also fundamentally changes the way you run your entire business. To succeed in today's competitive environment you need to transform your business into an e-business, harnessing the internet to pave the way.

Manage Operations With Global Business Practices

The Oracle E-Business Suite combines the global reach of the internet with fully globalized products to enable consolidation of your business operations. Achieve this consolidation by moving to shared service centers that allow organizations to exploit economies of scale and enforce consistent business practices. With consolidated information, you can have global sales forecasts, perform global supply chain management, and run your entire business globally. Only Oracle offers a truly global product—allowing you to operate without borders by providing a system that meets local and regional requirements while allowing you to manage your business on a global basis.

Improve Customer and Supplier Relationships with Internet Business Practices

Today's best business practices are obsolete as they are based on the limitations of client/server computing. The Oracle E-Business Suite is changing the way companies compete by enabling new e-business practices: encouraging collaboration with customers and suppliers, and expediting sharing of information. Customers can buy products through electronic storefronts, where targeted marketing and service campaigns personalize their experience. On the supply side, e-businesses can use our internet procurement software to post component specifications on the Web for all prospective suppliers and can then participate in an electronic auction process. E-businesses put their entire supply-and-demand chain online, for more-profitable and efficient business operations.

Eliminate Administrative Tasks with Self-Service

Powered by the internet, self-service changes the way companies conduct transactions and distribute information. By controlling their own transactions and using rules-based workflow, employees can spend less time on administrative tasks. Self-service eliminates intermediaries and delays and produces more-accurate information. Self-service streamlines internal processes by driving out non-value-added activities, enabling more time for strategic analysis.

Make Faster, More Informed Decisions with Integrated Intelligence

Oracle is the only company to offer a comprehensive, integrated suite of applications for enterprise resource planning and customer relationship management. The Oracle E-Business Suite provides integrated enterprise information so that you get a full 360-degree view of your customers and your business. With Oracle's integrated business intelligence, everyone in your organization receives complete and timely information critical to their success—all from a configurable home page. By automatically comparing activity with key indicators, you can monitor performance and make more-informed business decisions.

The Internet Transforms Your IT Infrastructure

In addition to transforming your business operations, the internet allows you to streamline your IT organization. By requiring only a standard browser on the desktop, the Oracle E-Business Suite allows you to centralize complexity onto professionally managed servers and exploit the internet to reach more users, significantly reducing your IT cost infrastructure.

Remove Complexity and Increase Access via a Standard Browser

Simplify support requirements by eliminating desktop complexity. You need only a standard internet browser to securely access the Oracle E-Business Suite—anytime, anywhere. Smaller offices, mobile personnel, international executives—these users need access regardless of location. To further extend your worldwide reach, Oracle has incorporated efficient networking characteristics that enable excellent performance over existing networks as well as global wide-area networks. Oracle's internet-enabled E-Business Suite makes universal access a reality.

Simplify IT Infrastructure with Centralized Management

By adopting internet computing, you move complexity off the desktop to centrally managed servers, requiring fewer IT professionals to deploy and maintain applications. All data, programs, and systems are located in one place, enabling you to leverage scarce IT resources. Software distribution on the desktop is eliminated and users always have access to the latest release, enabling rapid deployment of new software and updates—even to the largest user populations.

Manage Operations with Global Business Systems

Typically, companies have local systems with multiple data centers—resulting in costly maintenance and fragmented data. Because the Oracle E-Business Suite is accessible via a global network, you can have a global system with a single global data center—resulting in reduced IT costs and improved, consolidated information. By consolidating servers, you can maintain your systems more efficiently with fewer IT professionals and more easily safeguard mission-critical data. As you eliminate the abundance of small servers deployed regionally or globally, you eliminate the duplication of effort required to maintain them, while system reliability and scalability improve.

About the Oracle E-Business Suite

The Total Solution

Transform the way you conduct business with Oracle's internet-enabled E-Business Suite. Put your demand chain, supply chain, and internal operations online with Oracle's comprehensive and fully integrated solution. Combine the wide reach of the internet with Oracle's fully globalized products to run your business consistently and accurately worldwide. Reduce costs and complexity by running on corporate intranets or the World Wide Web. It's no wonder so many customers rely on the Oracle E-Business Suite!

ORACLE E-BUSINESS SUITE

Balanced Scorecard	Accounting
Marketing	Budgeting and Planning
Sales	Activity Based Management
Interaction Center	Treasury
Internet Store	Project Management
Order Management	Travel Management
Planning and Scheduling	Human Resources
Internet Procurement	Payroll
Discrete Manufacturing	Service
Process Manufacturing	Business Intelligence

The Next Step

For more information on how the Oracle E-Business Suite transforms your business into an e-business, call your local Oracle sales representative today or check out our Web site, <http://www.oracle.com/applications>. You can also visit the Oracle Store at <http://oraclestore.oracle.com>.