



## Key Business Challenges

Most industries are seeing a need for their ERP systems to be more flexible than they are today. Companies running Oracle E-Business Suite (OEBs) have particular challenges when they “upgrade” their business at a macro level and want their Oracle instance or instances to follow and support the new “release” of the business. The table shows the “Upgrade” scenarios and solution operations.

Major Business “Upgrade” Scenarios	Solution Operations
<b>Sell</b> a division	<b>Divide an Oracle E-Business Suite instance</b> into two or more consistent and correct instances.
<b>Acquire</b> another company that uses Oracle E-Business Suite, or <b>Consolidate</b> divisional or regional Oracle instances	<b>Consolidate two or more production instances</b> of E-Business Suite to take advantage of a single shared source of business data.
<b>Reorganize</b> the business’ organizational or legal structure	<b>Reorganize the business structure within an instance</b> by moving transactions from one set of books, operating unit, or legal entity to another, or legal entities between SOBs, or by changing calendars.
<b>Change the Chart of Accounts</b> or segments for financial and operational reporting	<b>Change the accounting flexfield</b> by mapping the old to the new structure. After the change, it looks like the instance was initially implemented with the new segments and code combinations. It is as if you have always used that COA.

## Is your organization planning or executing its next business “upgrade”?

Let eprentise help you clarify whether you can accomplish these objectives in Oracle E-Business Suite using our software, and if so, how. Toward that goal, we explore with you the objectives, project schedule, required resources, and costs. You learn how to use the software, what it does, and how it works. There’s a direct path to collect all the necessary information for you to make a project decision.

### Business Drivers

From the perspective of identifying opportunity it is a reasonable argument that any ERP installed in the 1990s is now in need of an upgrade. Those systems were not designed and configured with change in mind. Now companies are faced with a huge headache, particularly during any significant projects or change. Some of these changes might include:

- » Mergers, acquisitions, or divestitures
- » New or changing regulatory requirements
- » Need for viewing the business in a different way
- » View consolidated position and transaction data at the corporate level to reduce exposure and assist in the identification of opportunities
  - Track intercompany accounting
  - Accommodation of new security concerns
- » Operation of a shared services center

### Business Benefits

As organizations increasingly view their data as mission-critical, the demand for information consistency and interoperability across enterprise applications is causing organizations to move toward a consistent and seamless capture, persistence, transformation, and delivery of information throughout the enterprise. In order to deliver this consistency, enterprises must align their metadata, standards, and data formats. The benefits of having consistent enterprise data include:

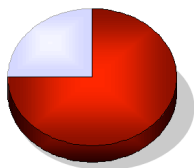
- » Lower administrative and maintenance costs, elimination of manual efforts in reconciliation
- » Consistent view of the business enables comparison of performances of various business units and reliable management information
- » Ability to respond quickly to business demands for new processes or information access
- » Enforcement of data quality, elimination of redundant data and processes

## eprentise and FlexField Business Solutions

Accounting, Finance, and IT Executives are pleased to learn there are now practical software solutions when an organization wants to change its COA or split, reorganize, or combine OEBS instances. They know if their organization wants or needs to do any of these things. They may also know the economic impact and the time value of completing the project. In some businesses and organizations, these projects are being studied. In others, they have already started and the milestone schedule has been published. Commitments have been made.

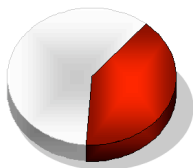
### Data Quality is a Boardroom Issue

"75% of the 599 companies surveyed experienced financial pain from defective data."



...according to a study by PriceWaterhouseCoopers

...data management received insufficient attention at the board level.



...CIOs and IT managers surveyed

PWC has stated that global business will be conducted via automated decisions and automated processes — all relying on the data residing in corporate databases.

The PWC study concluded that "poor data quality is threatening to undermine massive investment being made elsewhere," such as customer relationship management (CRM) and supply chain (SCM) management systems.

### eprentise Software

Use eprentise® software to reorganize, split, divide, or consolidate OEBS instances. At the heart of the eprentise solution is a rules-based engine containing actions and built-in integrity rules that can be combined to change a relational database environment.

eprentise software copies, filters, changes, and merges data from one or more source application instances into a destination. The destination of a project is always a single database instance or application. At the end of the project, the software populates the destination instance. eprentise maps the metadata (structures of and relationships between data), the actual data (identifying duplicates and applying standards), the business rules, and the business processes. When there is a difference between the source application and the destination, the software automatically performs all actions necessary to move the source into the destination. eprentise makes changes in a particular sequence, maintaining all the database constraints. That preserves data integrity, which results in complete, consistent, and correct data that is aligned with the business processes.

An eprentise discussion makes sense in M&A, reorganization, shared service center, single global instance, and IT consolidation scenarios.

### FlexField Software

FlexField® software enables OEBS customers to revise the Chart of Accounts without the need to reimplement the application or invest in extensive IT resources. FlexField software significantly changes the decision factors when you want to change any part of the accounting flexfield. That means you can add, drop, rearrange, combine, or change the size of the accounting flexfield segments or values to streamline your business, almost for convenience, rather than only in extremely urgent and critical situations.

We usually start the discussion with these questions:

- » If the Accounting and Finance managers had a clean slate to re-design the COA, would it be different?
- » Has the business outgrown the COA in any way? (Segment size, number of values, geographic scope; organizational structure; lines of business; M&A activities; globalization?)
- » Would a different COA structure streamline standard financial reporting as well as ad hoc operational analyses? Would it simplify report writing in all the systems and environments downstream from Oracle EBS?

About the Gartner Cool Vendor Selection Process:

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Each year, Gartner identifies a Cool Vendor as a company that offers technologies or solutions that are: innovative—enabling users to do things they couldn't do before; impactful—have, or will have, business impact (not just technology for the sake of technology); and intriguing— have caught our interest or curiosity in approximately the past six months.

Cool Vendors in MDM, 2011 by Andrew White, John Radcliffe, Ted Friedman, 21 April 2011

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