Farewell Oracle EBS A Smooth Exit





Who Is eprentise?

In 2007 eprentise was founded on its original product, FlexField

Enables customers to make unprecedented changes to their financial chart of accounts while maintaining transactional history and data integrity.



In 2009 we introduced our Consolidation, Divestiture, and Reorganization products

Transformational software which can copy, change, filter, or merge all elements of Oracle EBS financial systems to address ever-changing business needs, such as regulatory compliance and growth opportunities.

Transformation to Optimization

One-time usage to subscription model

In 2020 we are expanding to new markets with our C Collection analytics suite, and our Audit Automation software

C Collection analytics provides transparency and identifies potential problem areas with transactional data. This allows users to reduce costs, leverage opportunities across the enterprise, improve business processes, and increase the confidence level of the users in their data, processes, and operations.



Automated Audit provides internal and external financial auditors with drill-down data from a balance sheet report into the transaction-level detail. The software covers hundreds of substantive procedures for the entire enterprise domain and builds in consistent audit processes and workflows across the organization.





Learning Objectives

After completion of this program you will be able to:

Objective 1: Explore reasons why companies may choose to move away from EBS now or in the future.

Objective 2: Explore why restructuring an existing EBS environment beforehand is the best approach for migrating.

Objective 3: Learn steps to streamline your EBS environment for a more efficient, cleaner and faster transition.

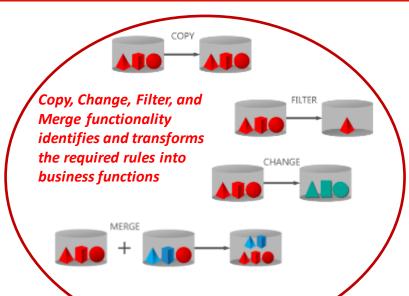
Outline

- Introduction
- Business Scenarios and Challenges for...
 - Multiple Instances, Different Charts of Accounts, Divestures, Multiple Calendars, Unused Data
- Why eprentise?
 - Out-of-the-box Software
 - Proven Methodology and Approach
- Benefits

eprentise Transformation Solution

Metadata Analysis

- Knowledge Repository intelligent, learning and building from each successive implementation
 - Houses hundreds of thousands of rules
- Rules Engine
- Automated conflict resolution and data mapping
- Rules learned automatically during each implementation





- Metadata transformation specific to product (documented & undocumented)
- Knowledge acquired from product and process
- Converts all historical data in every module with 100% accuracy.
- Process Automation to transform data from source to target
- Executes rules in the right sequence to maintain relational integrity

Ultimately Generates the Single Source of Truth for the Customer



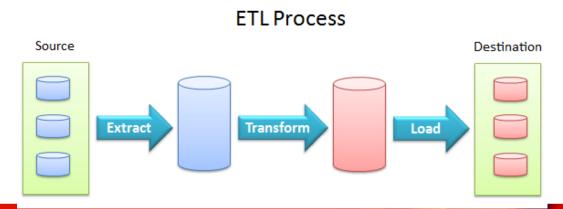
Business Processes

The Business Scenarios

- ☐ You are moving to Oracle Cloud (Fusion/SAAS)
 - > There is no direct migration path to Oracle Cloud from EBS
- ☐ You are moving to the Cloud (IAAS, PAAS)
- You've been acquired
 - ➤ The acquiring company does not use Oracle E-Business Suite (EBS)
 - The plan is to move to SAP or Dynamic or Netsuite or another ERP system within the next two years
- You have been divested from a parent company who used Oracle EBS, and you need a smaller, stand-alone footprint that you can manage with fewer resources

The Extract, Transform, and Load Process

- Set up the target
- Extract reference data, then master data, then transaction data
- Map EBS data to target objects
 - 1:1, Default values, concatenation of multiple columns
 - Cross referencing of values
 - Calculations
 - Open items (in transition)
- Align source data to target custom code
 - Deal with data that is in source but not in target, data required in target but not in source, data that is in a different format in the source and target
 - Deal with differences in charts of accounts, ledgers, operating units, calendars, etc.
 - Make sure changes are made to all related data
- Load transformed data
 - Error handling
 - Revisions in custom code
 - Data volumes
 - Managing relationships

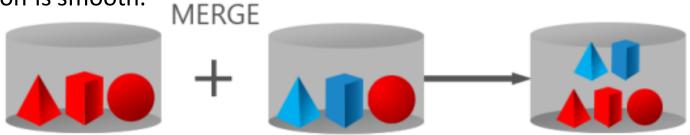


Challenge: Multiple Instances

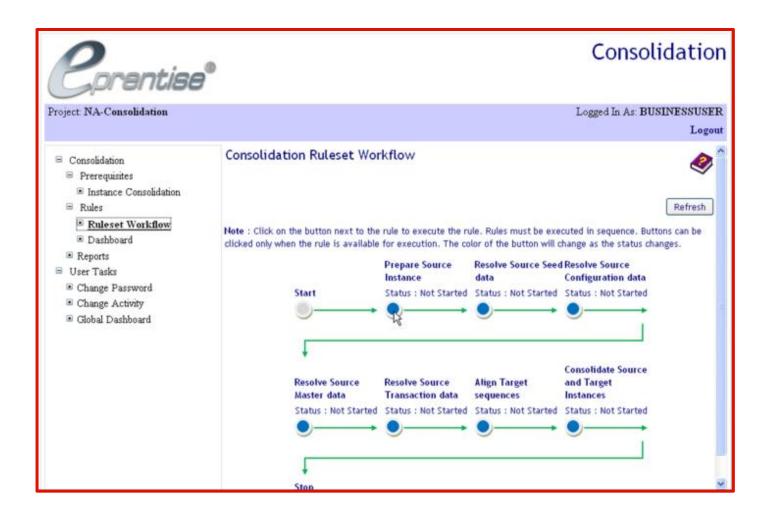
- Data needs to be extracted from multiple systems
 - Different formats in each system
 - Different configurations in each system
 - Ledgers, Operating Units, Inventory Orgs
 - Charts of Accounts
 - Calendars
 - Inconsistent business processes
 - Duplicate data
 - Master data
 - IDs (document sequence numbers, invoice numbers, etc.)
 - Multiple interfacing systems and customizations
- Coordination and synchronization of extracts
 - Multiple teams possibly of hundreds of technical consultants for each team
 - Different extract scripts, error handling, unit testing of code

The Solution: Consolidate Instances

- Automatically find differences among instances
- Automatically resolve conflicts
- Automatically create the mapping from source(s) to target instance
- Consolidation represents the union of all the data including history in each of the instances with duplicates, conflicts, and configuration differences resolved
- Only need to create extract scripts for one instance for taxes, reporting
- Added benefits
 - Significant immediate cost savings
 - Little modification to CEMLI objects that already exist in the target
 - Users see the same data, used in the same way as in their original instance so the transition is smooth.

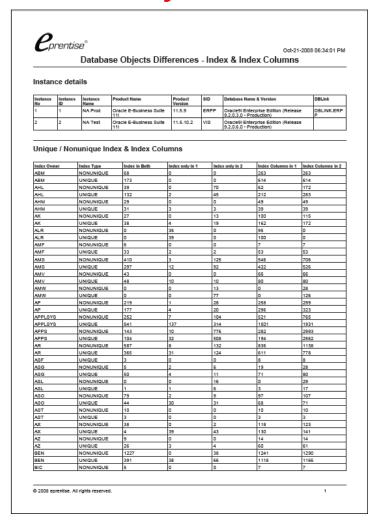


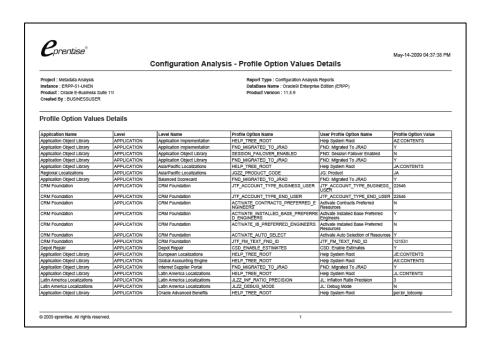
Instance Consolidation



Reports Compare Source and Target

Database Objects





Every Type of Data

- Seed Data
- Configuration Data
- Master Data
- Transaction Data



Automatic Conflict Resolution Between Source and Target

Three Types of Changes:

Name Changes

Source data is renamed so there is no conflict with target names

TAB_NAME	COL_NAME	USER_NON_SEQUENCE_NAME	OLD_VALUE	NEW_VALUE
FND_MENUS	MENU_NAME	APPLSYS Fnd Menu Name	PO_RECEIVING_GUI	PO_RECEIVING_GUI-CAN
FND_MENUS	MENU_NAME	APPLSYS Fnd Menu Name	PO_RECEIVER_GUI	PO_RECEIVER_GUI-CAN
FND_MENUS	MENU_NAME	APPLSYS Fnd Menu Name	PO_PURCHASE_ORDERS_GUI	PO_PURCHASE_ORDERS_GUI-CAN
FND_LOOKUP_TYPES_TL	MEANING	APPLSYS FND Lookup Type Meaning	MTL PHYSICAL WIP	MTL PHYSICAL WIP-CAN
FND_LOOKUP_TYPES_TL	MEANING	APPLSYS FND Lookup Type Meaning	MTL PHYSICAL TYPE	MTL PHYSICAL TYPE-CAN
FND LOOKUP TYPES TL	MEANING	APPLSYS FND Lookup Type Meaning	MTL PHYSICAL TRANSIT	MTL PHYSICAL TRANSIT-CAN

ID Changes

ID of Source data (and all related data)is changed so there is no conflict with target IDs

TABLE	COLUMN	USER FRIENDLY NAME	INCREMENTAL FACTOR	PROCESSED
AP_BANK_ACCOUNTS_ALL	BANK_ACCOUNT_ID	AP Bank Account Identifier	535827	Υ
AP_BANK_BRANCHES	BANK_BRANCH_ID	AP Bank Branch Identifier	76281	Υ
AP_BATCHES_ALL	BATCH_ID	AP Batch Identifier	715530	Υ
AP_CHECKS_ALL	CHECK_ID	AP Check Identifier	3819806	Υ

Synchronization

Source Data is identical to target data but with different IDs. In that case, the ID of the source (and all related data) is synchronized with the target ID

MODULE	TABLE	COLUMN	USER FRIENDLY NAME
HR	PAY_EVENT_GROUPS	EVENT_GROUP_ID	HR Pay Event Group Identifier
HR	PAY_TRIGGER_EVENTS	EVENT_ID	HR Pay Trigger Events Identifier
HR	FF_CONTEXTS	CONTEXT_ID	HR Ff Context Identifier
HR	FF_ROUTES	ROUTE_ID	HR Ff Route Identifier
HR	FF_USER_ENTITIES	USER_ENTITY_ID	HR Ff User Entities Identifier
HR	FF_FORMULAS_F	FORMULA_ID	HR Ff Formulas F Identifier



Challenge: Different Charts of Accounts

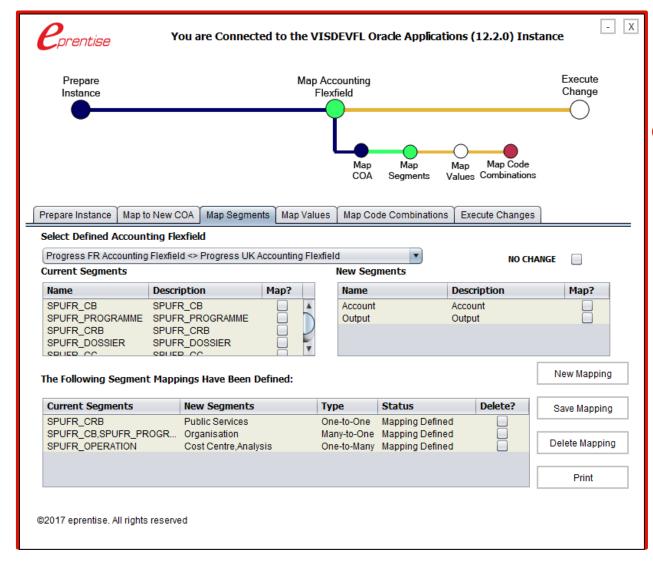
- ☐ You have many different charts of accounts
 - Many systems do not accommodate multiple charts of accounts
 - You need many external products/modules/features (HFM, custom reports, GL Consolidation, secondary ledgers, etc.) to close each month
 - ➤ Each of those charts of accounts will need to be transformed before migrating into the new system
- ☐ Your chart of accounts does not match the acquired company's chart of accounts

The Solution: Change Charts of Accounts with FlexField Software

- There is no software product like eprentise's FlexField product for EBS for any other ERP system
- Add additional segments
- Eliminate redundant information across segments
- Eliminate unused values
- Restructure to align with the new ERP and new business requirements
- Allow for growth in existing segments
- ☐ Simplify for financial management, shortening the close cycle, reporting, compliance with statutory and regulatory requirements, and integration with 3rd party applications



Segment Mapping



Map Segments and Values or Code Combinations

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- All setups
- All history
- Chart of accounts was part
 - of the original 1 implementations
- Full audit trail, drill down, roll up
- Built in exception reporting

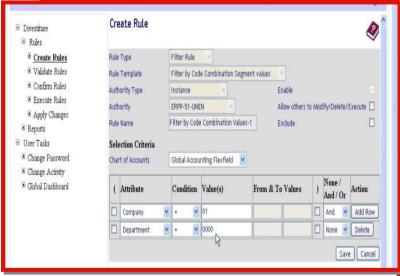


Challenge: Carve-out is Sold to Different Company

- You have been divested from a parent company who used Oracle EBS, and you need a smaller, stand-alone footprint that you can manage with fewer resources
- □ Acquiring company doesn't want all divisions
- → Acquiring entity is planning on doing a flip of selected lines of business
- Only a few divisions are going to be integrated into the new ERP

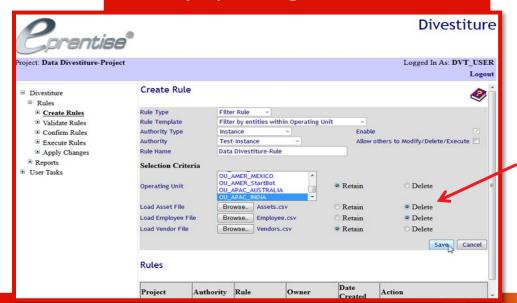
Filter on any Criteria and on Multiple Criteria

Code Combination Segment Value





Filter by Operating Unit with File Load



Specify Retain or Delete



Challenge: Different Calendars

- There may be a statutory or regulatory requirement to have a different year-end, change the number of periods, or to change the period dates to align with an acquiring company's systems.
- In the case of an acquisition, preparing consolidated financial reports and revaluing assets must be completed shortly after the acquisition date.
- It is useful to have year-over-year reports and projections with the same periods to obtain an accurate financial picture of an acquired company.
- Multiple calendars require additional custom extract, transform, and load scripts and make the migration to a new system more difficult.

Challenge: Too Much "Unused" Data Challenge: Streamline and Simplify

- Over time, as companies grow by acquisition and sell parts of their business, EBS accumulates data that the current business does not need
 - Historical data from an acquired system that does not belong to the current company
 - Data from divisions that have been divested
 - Modules that are no-longer in use or have been replaced by another system
 - Localizations that are not needed for the new company
- Ledgers, operating units, inventory orgs are redundant and make EBS more complex
 - Data that exists after a "start-over" when a new ledger or legal entity or operating unit was created and the old, historical data is beyond the required retention period
 - Migration is more complex when there are duplicate business processes
 - The "garbage-in", "garbage-out" means that reporting and operations in the new system will inherit the same issues that you had within your EBS environment that made your close cycle longer, reconciliation more complex, and required extensive use of spreadsheets and third-party systems
 - Data in the new system will not be complete, consistent, and correct

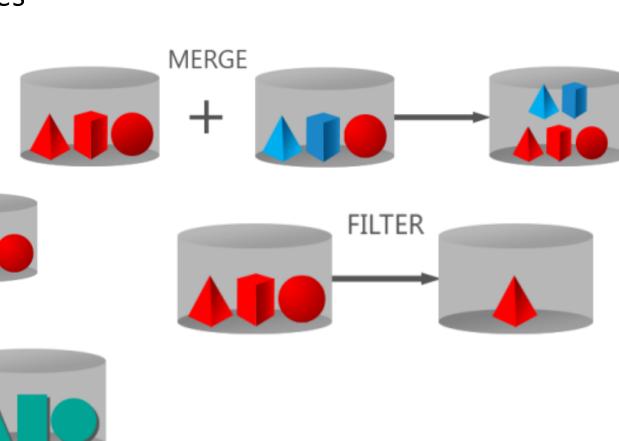


Solution: eprentise Reorganization Software

Copy, Change, Filter, and Merge functionality identifies and transforms the required rules into business functions

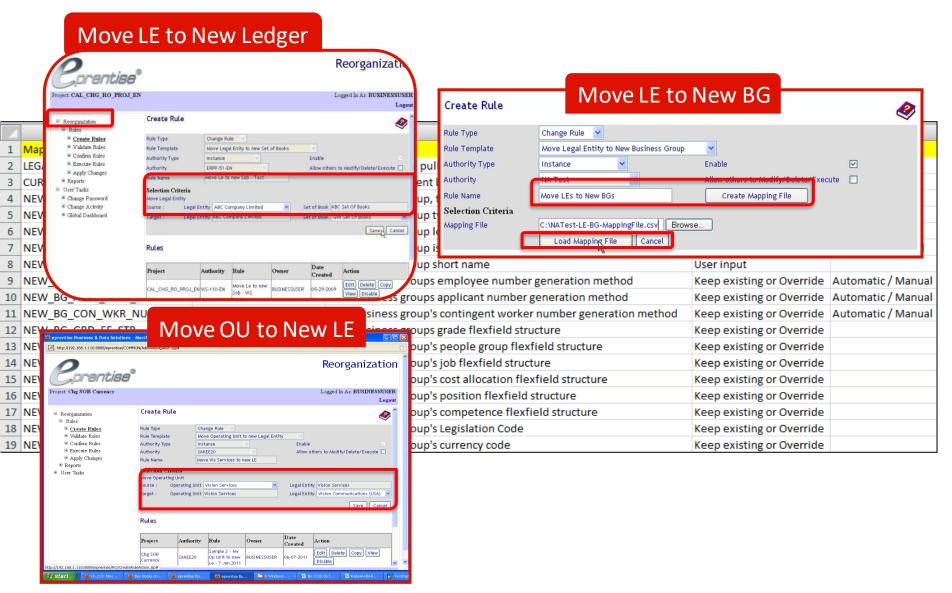
COPY

CHANGE



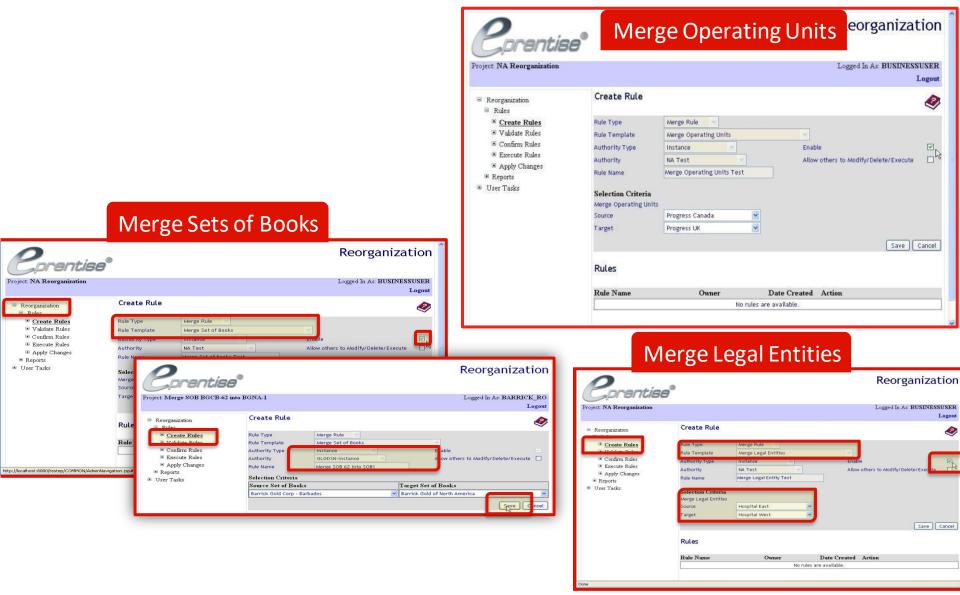


eprentise Reorganization: Move Legal Entities, Operating Units

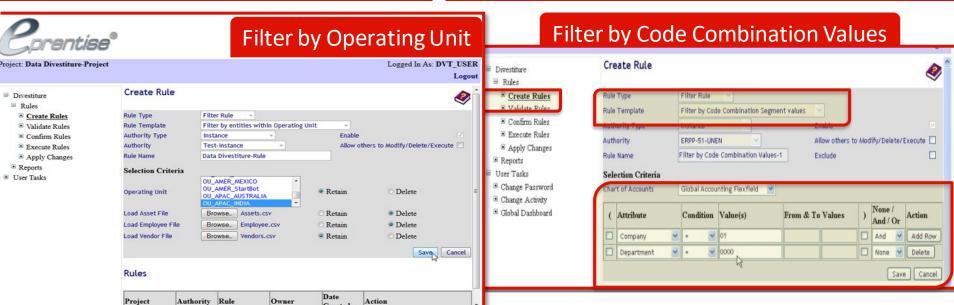




eprentise Reorganization: Merge Ledgers, Legal Entities, Operating Units



Filter to Move or Change Selected Data

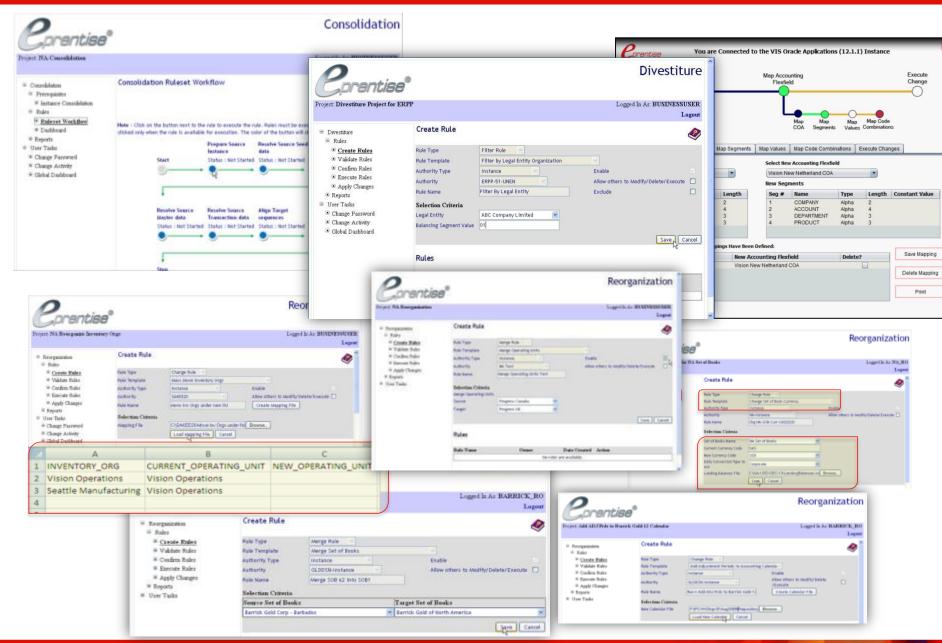








Proven Out-of-the-Box Software Products





eprentise Software Methodology - All Automated

- ☐ Rules Repository and Metadata Analysis mine and validate rules
 - Generic, based on relational database patterns (documented and undocumented)
 - Constraints (unique, primary and foreignkeys)
 - Column names
 - Functional purpose
 - Domains and usage
 - Sequence of transformation operations
 - Automated discovery tools find approximately 90% of rules
 - Analysis/discovery of other 10% of rules
 - New rules discovered through projects are tested and added to the rules repository
 - Rules are validated (impact, completeness, applicability for all customers)
- ☐ Compare sources and targets using Metadata Analysis
 - Every table, every column
 - Every database object
 - Reports generated

- Rules Engine automatically generates mappings, code needed to complete the transformation
- Resolve conflicts
 - Duplicates
 - Conflicting IDs, names
 - Synchronize and rationalize sources and targets
- □ Copy, Filter, Change, Move, and Merge from sources to targets
- Validate results complete, consistent, correct, maintaining all history

Metadata Analysis



Analyze application instance and gather metadata

Rules Repository



Build rules and knowledge repository

Rules Execution Engine



In-place data transformation using rules repository and rules engine



Why is the eprentise Transformation Solution Different Than Traditional Consulting Migration, Integration, or Conversion Projects?

- Complex Business Challenges can not be met with Typical Conversion Approach:
 - > Data between disparate systems doesn't lend itself to simple mapping
 - Effect of change on underlying database structure complicates the process
 - > Users and engineers are often unaware of these intricate, complex issues
 - Changes can impact thousands of tables and columns
- What transformation offers over conversion:
 - Maintaining database integrity
 - Ultimate delivery of consistent data
 - Complete, 100% accurate set of historical financial (and other) transactions
 - Ability to support various situations (mergers and acquisitions, divestitures etc.)
 - Increased data quality
 - Repeatable process reduces risk
- Consistency and completeness:
 - Code is dynamically generated to implement require changes which eliminates coding errors
 - Rules execution engine saves the time and cost of custom coding and error handling, and reduces the risk of compromising the data integrity
 - > Definition, design and re-use of rules
 - Permits modeling scenarios as requirements change
- Enables fastest and safest time-to-value:
 - > Reduces project timelines and costs, allowing IT executives to more efficiently manage the project
 - Improves accuracy and predictability



The Benefits Planning for the Transition with eprentise

- Easier migration to the Cloud
- Clean data to go into a new ERP or to Fusion
- Simplified structures that reflect the current business environment
- Easier and faster migration path to new ERP
- Alignment of the business
- ☐ Easier for users to recognize their data in a new environment
- Clean audit trail before the move
- Less expensive than trying to transform the data once you are in the new environment
- Ability to purge data that is no longer needed for the new ERP



eprentise Offers a Competitive Solution

- ☐ No other software products in market for any transformation
 - Many system integrators have scripts that they run
 - Equivalent to custom code for each customer
 - Has not gone through extensive testing, code review, or impact assessment
 - Requires very qualified technical consultants or there is a significant risk of data corruption or violating the relational integrity
 - Qualified consultants are not readily available and are only assigned to one project at a time.
- Most often for eprentise customers the competitive solution considered was a reimplementation (setting up a new environment, or a new organization unit from scratch). The alternatives:
 - Typically migrate only a year's data and beginning balances
 - > Data is extracted, transformed and loaded into new environment
 - Requires maintaining a sunset environment for audits, compliance, and historical data
 - Often takes more than a year, and can cost millions of dollars
- Neither migration scripts or a reimplementation can accommodate changing requirements either during the duration of the project, or afterwards without a significant amount of recoding



Acquisition – Adding Value Quickly

- Align calendars and charts of accounts with acquiring company
- Investigate statutory and regulatory requirements in all countries in which the combined entity will operate
- Revalue assets and date placed in service
- ☐ Align versions of Oracle E-Business Suite
- Consolidate instances
- Reorganize within a single instance to align Sets of Books (or ledgers), Legal Entities, Operating Units, Inventory Organizations to standardize business processes and leverage synergies of both companies

Post-Change Steps (Not covered by Software)

- Hard-Coded (RICE-W or CEMLI Activities)
 - Interfaces to third-party systems
 - Data Warehouse
 - Reports
 - Workflows
 - OFA Oracle Financial Analyzer
 - ADI Templates
- Uses Ranges
 - Approval Assignments
 - Budget Assignments
- ☐ EBS Features/ Functions
 - New Modules/Functionality
 - Some Configuration New CoA, Secondary Ledgers, Reassign changed Balancing Segment Values (BSVs), etc.
 - Recompile Fast Formulas
 - Re-run Global HR Patch
 - Upgrade to New Release

- Definition of target
- Testing and Cutover Strategy and Execution
 - Reconciliation
- Business Rules (Specific to a Company)
 - Cross Validation
 - Consolidation
 - Account Derivation Rules
 - Accounting Generator
 - Roll-up Groups
 - Security Rules
 - Summary Templates
 - Mass Allocations
 - Costing and Revenue Recognition Rules
 - Descriptive Flexfields
 - "Auto" anything



eprentise Value Proposition

Software - not Consulting Transformation - not Migration or Integration

- Proven track record
 - eprentise software has been successfully utilized to support over \$250 billion of merger, acquisition and divestiture deals
 - Software product company with unique approach to common business issues
 - Success stories Many Fortune 50 companies 100% Customer satisfaction
- Competitive advantages
 - Much lower cost of implementation (product vs. services)
 - Unique knowledge set developed from years of use
 - Proprietary, patented, proven technology
 - No other software in the market
- Benefits of eprentise approach
 - Maintains database integrity
 - Retains all history
 - All conflicts resolved
 - Reduces risk
 - Reduces project duration

- Efficiency gains because of shorter project duration with fewer resources translates to lower costs
 - Repeatable results, reusable as requirements change
 - Requires significantly less time and resources than consulting efforts
- Accurate, consistent results
 - No custom code
 - No need to worry about different coding styles, standards, skill levels, corrupting database, differences in different versions
 - Eliminates need to "qualify" consultants on technical skills
 - Generates code automatically without technical knowledge
- No need for external mapping, data warehouse, or reporting to reconcile different businesses

Data Transformation with 100% Accuracy



Thank You!



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One World, One System, A Single Source of Truth -

Questions and Responses shared on EBS Answers: http://www.linkedin.com/groups/EBS-Answers-4683349/about



