

ePrentise® Partnering For  
Success



# 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.



ORACLE

Partner

## 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 began 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.



CRYSTALLIZE  
ANALYTICS®

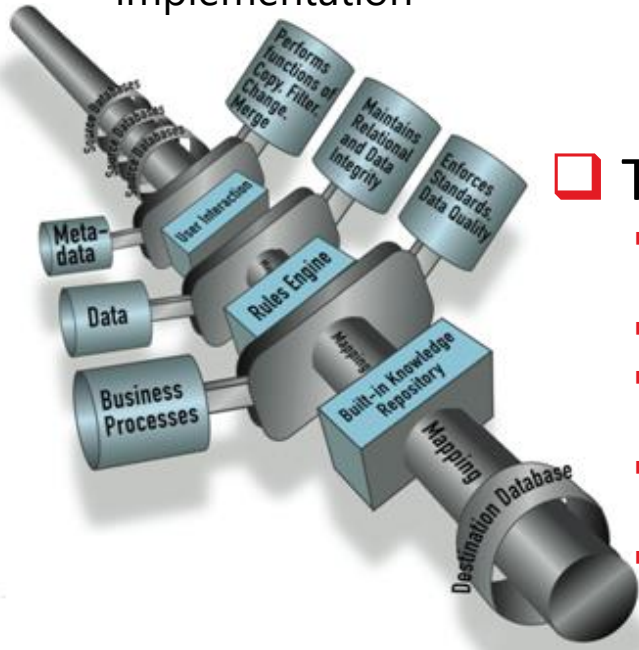
- Automated Audit provides internal auditors and the finance team with drill-down data from a balance sheet report into the transaction-level detail. The software covers hundreds of substantive procedures for the entire enterprise domain and builds in consistent audit processes and workflows across the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

Automated Audit®

# eprentise Transformation Solution

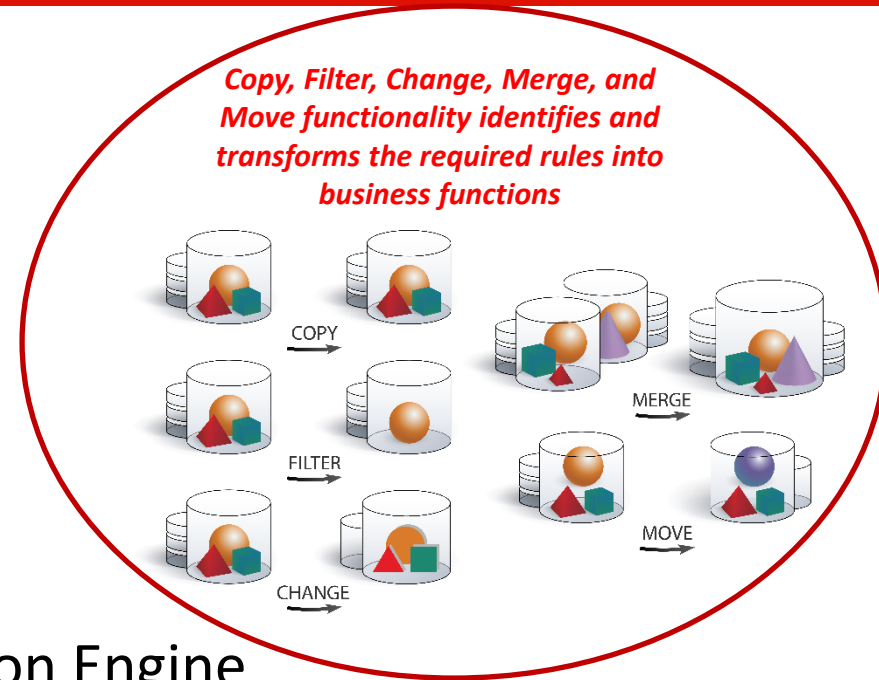
## Metadata Analysis

- 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



## Transformation Engine

- 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***

# Partnering For Success

- ❑ Bidding an eprentise Project
  - (What We Do – eprentise Value)
  - Roles/Responsibilities
- ❑ Post Step Activities
  - (What You Do – Your Value)
- ❑ Sample Project Plans
- ❑ Resource Allocation
- ❑ Sample Staffing Plan

# eprentise Tasks, Roles And Responsibilities

- ❑ **Preparation**
  - Requirements and Specifications Phase (Complex Projects)
  - Rules Analysis / Identification of Source and Target/ Fit to Requirements
  - Run Book
  
- ❑ **Software Runs**
  - Iterative Process
  - Rule Revisions
  - Validation of Results (backend)
  - Software Execution and Performance
  - Run Book Modifications
  - Software Quality Assurance
  
- ❑ **Product Support**
  - Patches
  - Issue Resolution
  
- ❑ **Remote with Many Concurrent Projects**

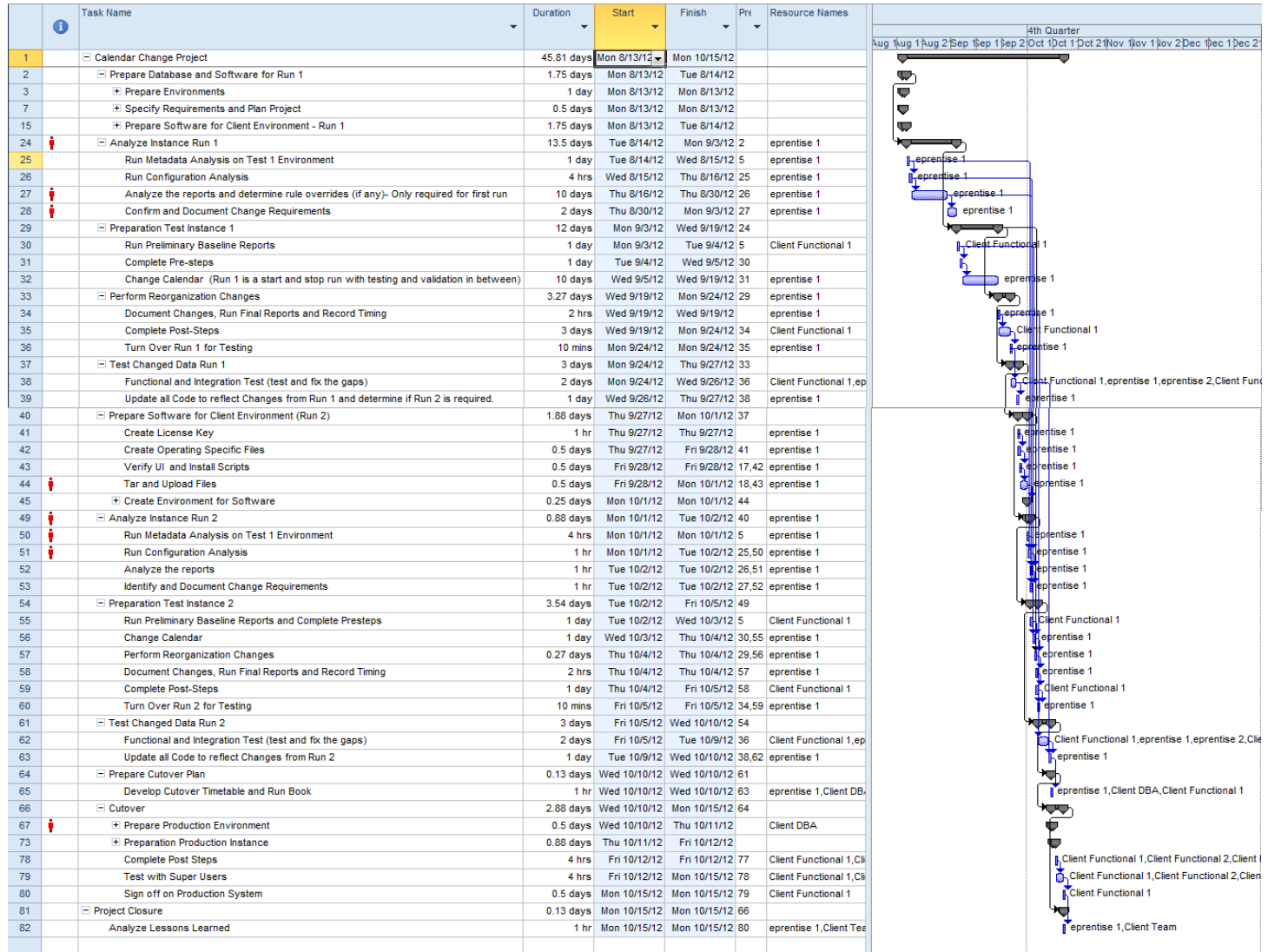
# Customer/Partner Tasks, Roles And Responsibilities

- ❑ **Project Manager**
  - Project Plan, Client Resources/Schedule
  - Status Meetings and Reports
  - Client Liaison
  - Tracking Testing/Issues
- ❑ **Database/System/Network Administrator**
  - Access for eprentise Team
  - Negotiation with Hosting Company
  - Standard Database/System Administration, Maintenance, Patching
  - Instance Strategy, Preparation of Test and Reference Instances, and Environment Refresh
  - System and Database Performance
- ❑ **Functional Team**
  - Testing, Recording of Issues, Requirements Changes, Reporting of Results
    - Testing Includes Full Close Cycle for Each Module, Running of Standard Reports, Creation of New Transactions, Update of Open Items
    - Pre- and Post- Steps
- ❑ **Technical Team**
  - CEMLI Objects
  - Reconfigure and/or Reload of Data Warehouse

# Partner Opportunities (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
- ❑ **New EBS Features**
  - New Modules/Functionality
  - Some Configuration – New CoA, Secondary Ledgers, Reassign changed Balancing Segment Values (BSVs), etc.
  - Upgrade to New Release
- ❑ **Definition of target**
- ❑ **Testing and Cutover Strategy and Execution**
  - Reconciliation
- ❑ **Business Rules (Specific to a Company)**
  - Cross Validation Rules
  - Consolidation Rules
  - Account Derivation Rules
  - Accounting Generator
  - Roll-up Groups
  - Security Rules
  - Summary Templates
  - Mass Allocations
  - Costing and Revenue Recognition Rules
  - Descriptive Flexfields
  - "Auto" – anything
  - Tax Books
  - Intercompany and Intracompany Transactions, Rules, and Clearing Accounts

# Project Planning





# Partner Benefits

- ❑ **Move up the value chain with higher-end services**
  - Obtain higher margins on larger projects
  - Example Reimplementation
    - Fixed price of \$10,000,000
    - License Fees and eprentise support \$1,000,000
    - Partner Services \$1,000,000
    - Margin \$8,000,000 plus margins on services, plus commissions, discounts on license fees
- ❑ **Require less experienced team because software handles technical matters and automatically generates and executes code**
  - Shorten project durations enabling consultants to move to other projects more quickly
  - Focus on business issues and analysis rather than on tedious tasks
- ❑ **Complete larger projects with fewer resources, many resources can be remote**
  - Complete with lower price, higher quality than other consulting firms

# Sample Staffing Plan: eprentise Software

- ❑ Requirements are defined by the source and target
  - No need for an extensive requirements analysis phase
- ❑ Project management is primarily for status meetings, tracking issues and testing results, maintaining the client's project plan and schedule
- ❑ No need for technical resources
  - Does not include CEMLI objects
  - Does not include DBA support and standard db and application maintenance
    - If additional runs are required, DBA observes/participates with eprentise team after the first run
- ❑ Functional resources required for testing, pre-post steps
- ❑ Resources required only after run results are turned over to the client, not when eprentise is doing the run

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
1																		
2			Run 1				Run 2			Run 3 (Dry Run)		Preparation Production						
3			Run 1				Run 2			Run 3 (Dry Run)		Preparation Production						
4			Run 1				Run 2			Run 3 (Dry Run)		Preparation Production						
5		week#	1	2	3	4	5	6	7	8	9	10	11	12				
6	Run 1																	
7	Kickoff and Requirements Confirmation																	
8	Perform Changes																	
9	Test/Fix/Update Software																	
10	Run 2																	
11	Perform Changes																	
12	Test/Fix/Update Software																	
13	Run 3 (Dry Run)																	
14	Perform Changes																	
15	Test/Fix																	
16	Update Software and Prepare Run Book For Production																	
17	Go Live																	
18	Post Production Support																	
19																		
20																		
21	Resources																	
22	Executive Oversight	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	13	
23	Project Manager	2	2	2	2.5	3	3	2	2.5	3	2.5	2	2	2	2	30.5		
24	Supply Chain Consultant	2			10	20	20	2	10	20	10	10	2	10	116			
25	Functional Consultant	2			10	20	20	2	10	20	10	10	2	10	116			



# Available Resources

- ❑ Deal Registration
- ❑ Customer/Partner Download Site
  - Diagnostic Script
  - Product Documentation
  - Presentations
  - Project Plans
  - White Papers
  - Case Studies
- ❑ References
- ❑ Project Expectations
- ❑ Cost-Benefit Analysis
- ❑ Assistance with bidding projects

# 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*

# 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

# 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 reimplementaion (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 reimplementaion can accommodate changing requirements either during the duration of the project, or afterwards without a significant amount of recoding