Upgrade to R12.2.x or Implement SaaS Cloud?

July 21, 2017
EVERY PATH IS UNIQUE

Bias Corporation’s TruNorth Program can help you determine the best strategy for your Organization.

Upgrade?

Consolidate?

On Premise

Hybrid

Cloud

Platform as a Service (PaaS)

Software as a Service (SaaS)

Database as a Service (DBaaS)

Infrastructure as a Service (IaaS)

Business Intelligence

Security

Full SaaS: ERP, HCM, EPM, CX

Enrich with PaaS

Full OnPrem Apps on Oracle IaaS

Full OnPrem Apps on Other HW

EQUINIX
About BIAS Corporation

Who We Are...

• Founded in 2000

• Distinguished Oracle Leader
  – Oracle Excellence Award – Big Data Analytics
  – Technology Momentum Award
  – Portal Blazer Award
  – Titan Award – Red Stack + HW Momentum Awards
  – Excellence in Innovation Award

• Management Team is Ex-Oracle

• Location(s): Headquartered in Atlanta; Regional offices in Reston, VA, Denver, CO and Charlotte, NC; Offshore – Hyderabad and Bangalore, India

• ~300 employees with 10+ years of Oracle experience on average

• Inc.500|5000 Fastest Growing Private Company in the U.S. for the 7th Time

• Voted Best Place to work in Atlanta for 2nd year

• 35 Oracle Specializations spanning the entire stack
Agenda

- Upgrading from R12.1 to R12.2.x
  - Approach & Sample Timelines
  - New Feature Functionality
  - New EBS Mobile Applications
- Oracle SaaS Cloud
  - Overview
  - Feature Functionality / Configuration differences
  - Implementation differences
- Q&A
Upgrading to R12.2.x
Approach & Key Considerations
BIAS Corporation’s Project Approach

Upgrade Project Delivery Lifecycle

<table>
<thead>
<tr>
<th>Plan</th>
<th>Architect</th>
<th>Construction</th>
<th>Transition</th>
<th>Production</th>
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</thead>
<tbody>
<tr>
<td>Discovery</td>
<td>Upgrade Impact Analysis</td>
<td>Upgrade Iterations/Testing</td>
<td>Transition</td>
<td>Go Live</td>
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</tbody>
</table>

3 Key Phases of an Upgrade Project. **Impact Analysis Results drive the success of the Project**
BIAS Corporation’s Project Approach

Upgrade Components

<table>
<thead>
<tr>
<th>Plan</th>
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<th>Transition</th>
<th>Production</th>
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<tbody>
<tr>
<td>Pre-Upgrade</td>
<td>Impact Analysis</td>
<td>Iterations</td>
<td>Transition</td>
<td>Go Live</td>
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</tbody>
</table>

Upgrade Assessment & Pre-Upgrade Discovery

- Project Plan, Governance
- Impact Workshops
- Test Script Update / Build
- Trial Upgrade
- CEMLI Benchmarking & Impact Analysis
- Architecture Assessment

Upgrade Configuration

- Project Management
- Upgrade Configuration
- Test Execution
- Upgrade Iterations
- CEMLI Inventory
- CEMLI Retrofit

Transition Strategy, Cutover

- Testing Support
- Go Live
- CEMLI Support

Infrastructure / Performance / SOA

PM  | Functional / Testing | Upgrade | CEMLI | Infrastructure |
Mandatory Upgrade Considerations R12.1.3 to R12.2.x

Application Upgrade = Fusion Middleware 11g

Database Upgrade = 11gR2 11.2 Online Patching

CEMLI Retrofit = Code Violation / Online Patching compliance * + potential retrofit work

Functional = No mandatory application changes required

The Online Patching Readiness and GSCC reports are available as a patch from the My Oracle Support website using Doc ID 1531121.1 or clicking on the link: https://support.oracle.com/esmos/faces/DocumentDisplay?id=1531121.1
## Upgrade Project Timeline Example – Mandatory Only

<table>
<thead>
<tr>
<th>Project Phases</th>
<th>Month 1</th>
<th>Month 2</th>
<th>Month 3</th>
<th>Month 4</th>
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<td><strong>Plan</strong></td>
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<td>Finalize Scope &amp; Baseline Project Plan</td>
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<td>Onboard Team &amp; perform Kickoff</td>
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<td>Infrastructure / Project environment readiness</td>
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<td><strong>Architect: Impact Analysis Phase</strong></td>
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<td>Perform R12.2 CEMLI Code Violation resolution</td>
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<td>Perform 1st upgrade iteration (CRP1)</td>
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<td>Conduct CRP1 + Issue Resolution</td>
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<td><strong>Construction: Iteration Phase (Retrofit &amp; Test)</strong></td>
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<td>Retrofit CEMLIs, if required</td>
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<td>Perform 2nd upgrade iteration (SIT)</td>
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<td>Conduct SIT + Issue Resolution</td>
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<td><strong>Transition Phase &amp; Cutover / Production Support</strong></td>
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<td>Perform 3rd upgrade iteration (UAT)</td>
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<td>Perform Dry-Run &amp; Conduct User Acceptance Test</td>
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<td>Production upgrade iteration / Cutover / Go-Live</td>
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**NOTE:** Testing for this example was all manual. Test Events can be expedited through the use of automated testing tools such as OATS.
New R12.2 Feature Functionality

Original Release
Online Patching
Dramatically Reducing Patching Downtime

Solution

- Functionality leverages Oracle 11g R2 Edition-Based Redefinition features to support online patching
- Patches can be applied while the production system is fully operational
- Only a short downtime is required to complete patching process
- The amount of downtime required by any patch will be consistent
Online Patching

Online Patching Cycle - Overview

- **Prepare**
  - Copy the production app code
  - Create a new Patch Edition in the DB

- **Apply**
  - Apply one or more patches to the Patch Edition

- **Finalize**
  - Compile invalid objects
  - Wait for a good downtime window

- **Cutover**
  - Restart application on Patch Edition

- **Cleanup**
  - Remove obsolete objects

- Users Online
- Users Offline
- Users Online

- **Online Patching cycle includes 5 phases**
- **Application is only offline during the “Cutover” phase**
- **Online Patching is used to apply all patches in 12.2**
E-Business Suite 12.2 Functional Highlights
Customer-Driven Features, Simplified User Flows

- **ERP**
  - Enhanced Labor Costing with Projects & Payroll
  - Project Cost Breakdown Structure
  - Contract Lifecycle Management for Public Sector (CLM): Electronic Contract File, Concurrent Modifications, and more
  - Channel Revenue Management: Simplified HTML Flows

- **SCM**
  - Order Mgt: Selling Subscriptions
  - Order Mgt / WMS: Advanced Catch Weight
  - WMS: Mobile Personalization
  - MES: Electronic Kanban (E-Kanban)
  - MES: Express Transact for Serialized Mfg

- **ALM & Service**
  - Project Accounting for Service Operations
  - Service: Simplified HTML Flows
  - EAM: Safety Management: Lockout – Tagout
New R12.2 Feature Functionality

Key Differences between first release of R12.2 and R12.2.6
Strategic Investments In EBS R12.2.6
Building Upon the Strengths of EBS Integrated Global Suite

**Functional Innovation**
- Rich functional flows for modern business in integrated global suite
- The Subscription Economy
- Outcome-Driven Procurement
- Customer-Driven Enhancements
- Globalization and Localization

**Modern User Experience and Mobility**
- Simple and actionable user experience for operational roles
- User Experience Convergence
- Smartphone Applications
- EBS Information Discovery

**Operational Efficiency**
- Lower effort and cost to operate and optimize EBS system
- Online Patching
- Applications Management
- Automated Testing
More HTML UIs

More Flexible, Modern User Interface Built with Oracle Application Framework 12.2.6

• More Tablet Optimized UIs
  – Logistics: Shipping
  – Logistics: Receiving for Lot and Serial
  – Logistics: Reservations

• More HTML UIs
  – EAM: Update Assets
  – AOL: Define Users
  – AOL: Define Responsibilities
  – AOL: Register Flexfields
  – AOL: Audit Trail Search
EBS Information Discovery: More Product Content

Identify and Act on Priority Transactions without Custom Operational Reporting

• More Product Content
  – OM: Order 360 Dashboard
  – Fin: Asset Reconciliation with GL
  – Fin: Asset Additions Pipeline

• Enhanced Product Content
  – OM: Customer Explorer includes Service and Lease Contracts
  – Inventory: Locator Capacity Support
  – Installed Base: Boolean Search Support
  – Field Service: Parts Only Tasks in Tasks View
  – Depot: Repair Costs and Revenue
  – CMRO: Non-Routine Codes
E-Business Suite 12.2.6: ERP & HCM Release Highlights

Product Family Highlights

• **Financials**
  - Adv Collections: Collect on Related Accounts; Actionable Work Items
  - AR: Multiple Tax Rates on an Invoice; Tax-Inclusive/Exclusive Support
  - Financials Info Discovery: Asset Reconciliation; Additions Pipeline
  - iReceivables: End Date Bank Accounts without Payment Processing
  - Loans: Project Account for Direct Loan Disbursement; Floating and Variable Interest Rate Types by Date
  - CHRM: Period Management; Enhanced AutoPay

• **Procurement**
  - Proc Command Center: Strategic Sourcing; More Supplier Performance; WebADI for PO Bulk Update
  - iProc: Spot Buy for Privileged Requesters; Foreign Currency Catalog Req
  - iProc Info Discovery: Preferred Items; Relevance Ranking; Home Pages for Casual and Experienced Users; Visibility into Proc Operations
  - Purchasing: Improved Notifications; Multiple Communication Methods; Acknowledgement Due Date Offset; Drop Ship Date Sync
  - Srv Proc: Enh Work Confirmation Approval; Foreign Currency Requests
  - Project Proc: Revision Tracking for Project Procurement Changes
  - Proc Contracts: Relate Purchasing Documents to Repository Contracts; Contract Hierarchy with Advanced Search
  - Sourcing: Initiative Task Reporting; Alternate Negotiation Terms
  - ISupplier: Support for ASN Printing with Barcodes; Cancel ASN Line
  - CLM: PRDS Outbound & PDS Inbound

• **Projects**
  - Proj Costing: Acctg Adjustment Options; OU Derivation for Timecards
  - Proj Billing: Consolidated Invoice Review UI
  - Proj Planning & Control: Effort Coefficients Between SOV & ARR
  - Proj Planning & Control: Enhanced Revenue Budgeting & Forecasting at Top Task Allocated to Child Tasks
  - Proj Planning & Control: Year End Rollover for Financial Plans
  - Grants: Automatic Recalc Burden Option; Award Personnel API

• **Human Capital Management**
  - Payroll: Enhanced Retropay Analysis
  - OTL: Credit Overtime as Absence Accrual
  - OTL: Calendar UI for Timecards
E-Business Suite 12.2.6: SCM Release Highlights

Product Family Highlights

**Order Management**
- OM: Recurring Billing
- OM: Performance improvements in Scheduling and Import
- Order Mgt Info Discovery: Order 360 View; Enhanced Customer 360
- Quoting: Document Approvals with eSignatures; Usability Enhancements
- Customer Hub: Google Maps Integration; Enhanced Merge

**Logistics**
- INV: Material Classification during Shipping and Picking
- INV: HTML UIs: Shipping, Reservations (New), Receiving (Enhanced)
- LCM: Landed Costs for Project Manufacturing; New Reports
- WMS: Inbound Task Mgt; Zone Based Counting & Label Printing
- Yard: Distributed Yard Mgt; User Configurable Rules; Graphical WB
- Inventory Info Discovery: Locator Capacity Support

**Manufacturing**
- Project Mfg: Landed Cost Mgt Support
- Outsourced Mfg: Enhanced Allocation and Adjustments
- MES for Discrete: Enhanced Serialized Mfg Options
- OPM: Yield Management
- MOC: Archive and Purge

**Asset Lifecycle Management**
- EAM: Linear Assets - Enhanced Work Order Creation
- EAM: Calendar Based Preventive Maintenance Schedules
- EAM: Work Order Packaging Printing with AutoVue
- EAM: Mass Creation/Update of Assets using WebADI
- EAM: Simplified Update of Assets with Templates and HTML UI

**Service**
- Multiple Products on Service Requests
- Task Status Transitions by Task Type
- Spares: Inventory OU Security; Shipment Date/Time optimizations
- Dispatch/FS: PM Schedule HTML UI; GPS Based Emergency Scheduling
- Service Contracts: HTML UI Enhancements
- Depot: eClaims; Logistics HTML UI; Info Disc: Repair Costs & Margins
- CMRO: Enh Component WB for Both Unit Configurations & Items

**Value Chain Planning**
- ASCP: Master Scheduling Enhancements; Supply Planning UI Enhancements
- Inv Optimization, SPP, APCC: Inventory Policy Planning
- SPP: Service Parts Planning UI Enhancements
EBS R12 Mobile Applications
Available NOW with No Additional Licensing Costs
EBS Mobile Apps

22 Mobile Applications

• Horizontal Apps – for most employees
  – Approvals
  – Expenses
  – Timecards
  – iProcurement
  – Self-Service Human Resources
  – Learning
  – Person Directory

• Line of Business Apps
  – Sales Orders
  – Product Information
  – Inventory
  – Procurement
  – Project Manager
  – Project Manufacturing
  – Service Manager
  – Field Service
  – Maintenance
  – Mobile Supply Chain Apps (MSCA)
  – Discrete Production Supervisor
  – Process Production Supervisor
  – Discrete Quality Manager
  – Process Quality Manager
  – Yard

For latest app availability, check EBS Mobile Apps MOS Note 1641772.1 or search ‘Oracle EBS America’ on app store
Apps Availability

- Available on Oracle E-Business Suite Releases 12.1.3 and 12.2
- Supported on both iOS and Android
- No additional licensing costs for licensed users of base products
- Developed using Mobile Applications Framework (MAF)
Mobile Approvals (iOS)...

View pending approvals by approval type

View and act on list of pending approvals

View details; Easily approve or reject

View line details; Can request information
Mobile Approvals (Android)...

App Name

App Logo
Mobile Timecards

- Allows users to quickly capture time worked while on the go
- You can use this app when:
  - You are a Oracle Time and Labor user
  - Server patches applied
  - Services configured in the instance
- Allows to use seeded layouts
  - PAYROLL_TIMECARD
  - PROJECTS_TIMECARD
  - And more…
- Capability to integrate and use custom layouts
Mobile Timecards

Screens

Home Page

Enter Time

Enter Time

Review and Submit

Timecard

Submit

May 29, 2017 to Jun 4, 2017
Draft

40 Hours

May 29, 2017, 8 Hours

CWK201 - Ops CWK Clearing Project-1.0-Clearing Task-17200 - Machine Operator - Straight Time

8 Hours

May 31, 2017, 16 Hours

CWK201 - Ops CWK Clearing Project-1.0-Clearing Task-17200 - Machine Operator - Straight Time

8 Hours

Jun 1, 2017, 8 Hours

CWK201 - Ops CWK Clearing Project-1.0-Clearing Task-17200 - Machine Operator - Straight Time

8 Hours
Technical Architecture Overview

- Interact with the middle tier through REST-based data services and security services
- Launch App, the Security Services invoked to:
  - Authenticate the user based on user credentials
  - Authorize the user by initializing security context
- Mobile App Data Services – provided via server side patches for each app
**Distribution Options**

### App Store Distribution
- Users install apps directly from Apple App Store and/or Google Play Store
- Administrators must plan to upgrade EBS server with patches from new mobile release to provide users with new features

### Enterprise Distribution
- Users install apps from enterprise-controlled site
- Allows version control of mobile apps deployed in the enterprise
- Enables corporate branding / other customizations
Oracle SaaS Cloud

Overview
In 8 Years...
(Digital Transformation) the use of digital technology to radically improve the performance and reach of a company.

Traditional ERP Cannot Leverage Digital Technologies

Lengthy upgrade cycles a barrier to innovation consumption

- Vendor Starts Development
- Vendor Releases Latest Version
- Business case for upgrade secured & implementation begins
- Go-Live

2007: iPhone Debuts
2008: 3G
2009: 3GS
2010: 4
2011: 4S
2012: 5
2013: 5S & C
2014: 6 & 6+
2015: 6S
Oracle Cloud – A Modern Platform

One Cloud for Your Entire Business

No Limits on Expansion

The Right Information the Right Way

Personalized

Complete

Global

Insight Driven

Secure

Digital

Easily Change Your Cloud Experience

Connect Your Business, Connect Any Person, Any Thing

Enterprise Grade Security and Compliance

Native Mobile, Social and Optical

BIAS
Every Layer of the Solution

SaaS

PaaS

IaaS

Applications
Middleware
Database
Operating System
Virtual Machine
Servers
Storage
One Fully Integrated Cloud

Sales
- Sales Force Automation
- Territory and Quota Management
- Incentive Compensation
- Sales Forecasting
- Partner Relationship Management
- Configure, Price, Quote
- Customer Master Data Management

Support
- Web Customer Service
- Cross-Channel Contact Center
- Knowledge Management
- Policy Management
- Field Service
- Customer Master Data Management

Marketing
- Contact & Lead Management
- Campaign Management
- Marketing Measurement
- Loyalty Management
- Social Marketing
- Customer Master Data Management

HR
- Workforce Management
- Workforce Rewards
- Workforce Optimization
- Workforce Analytics
- Recruiting & Onboarding
- Performance & Succession
- Learning & Development
- Talent Analytics
- Social Workforce
- Social Talent Management

Finance
- Financial Management
- Planning & Budgeting
- Travel & Expense Management
- Cash Management
- Revenue Management and Collections
- Financial Analytics

Procurement
- Supplier Management
- Strategic Sourcing
- Contract Management
- Procurement Management
- Inventory and Costing
- Procurement Analytics

Project Office
- Project Financial Management
- Project Management
- Project Control
- Portfolio Management
- Project Analytics

R & D
- Innovation Management
- Product Development
- Product Hub
- Project Portfolio Management

Logistics
- Transportation Management
- Global Trade Management
- Inventory and Costing
- Order Orchestration
- Order Management
- Configurator
- Price Management
- Supply Chain Orchestration

Manufacturing
- Discrete Manufacturing
- Mfg Cost Management
- Planning
- Order Promising
Modern Finance: Reporting & Analysis

REAL TIME MULTI-DIMENSIONAL BALANCES AS SINGLE SOURCE OF TRUTH
The Right Information, The Right Way
Real-time Multidimensional Analysis, Predictive Intelligence & Board Quality Reports

**Employee**
“Modern”/consumer-like user experience with embedded collaboration

**Manager**
Simplified user experience with quick access to key information, tasks and alerts

**Professional (or Executive)**
Contextual user experience tailored by role with graphical representation
Modern Finance: Native Mobile, Social & Optical
End to End Processes Re-imagined with Digital Technologies

**Imaging**
Fully integrated out-of-the-box invoice imaging

**Mobile**
Mobile accessibility for the on-the-go workforce

**Social**
Secure collaboration directly tied to transactions
Easily Change Your Cloud Experience

Your cloud. Your way. Update safe.

YOUR BRAND

- Tailor your application based on your needs
- Update software on your terms and protect configuration changes

Designed To Be Yours

Create New and Enrich Applications

- All on one standards-based cloud platform from Oracle
- Pre-built services
- Certified apps from partners
Oracle Modern Cloud Delivers Full Tenant Isolation

Multi-Tenancy Model (100% Shared)

Isolated Tenancy Model (100% Isolated)

The Benefits of Cloud Without the Risk

Secure
Flexible
No Co-Mingling
Extensible
Oracle SaaS Cloud
Implementation Differences
Cloud platforms ARE different than on premise...

**On Premise Applications**
- CAPEX upfront investment
- Customer owned upgrades and patching
- Data centre and hardware costs including disaster recovery
- Costly Customisations created and maintained

**Cloud Applications**
- Annual Support Costs
- Retention of Own IT subcontract staff required
- Managing own network, security and access
- Outdated software resulting in missed business benefit

- Rent a Flexible Service/pay as you grow
- Standard security and access Anywhere / whenever
- No upgrades but latest functionalities via regular releases

Oracle Cloud

Business Super Users rather than IT support

Embedded Modern Best Practice Processes

BIAS

Platinum Partner
therefore application adoption needs to be approached differently
A Structured Approach

Start-up & Plan
- Familiarization Workshops
- Translate workshop output to the baseline configuration

Architect
- Execute test scripts to validate results

Construct & Validate
- Final validation and acceptance of results

Transition
- Realize benefits and prepare for next uptake

Production
- Repeat as necessary

Project Management & Change Management

BIAS
Native Tools

- Modern Business Process Flows
- Flexible configuration options
- Rapid Implementation toolkit
- Business user reporting toolkit
- Data conversion toolkit
- Integration toolkit
- Real-time data access reporting toolkit
- Project Governance toolkit
- Team Onboarding & Readiness
# Customer Example – ERP Financials & Procurement

## Key Activities

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<thead>
<tr>
<th>Activity</th>
<th>MON1</th>
<th>MON2</th>
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<td><strong>Project Start Up &amp; Plan</strong></td>
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<td>Migration and Validation, Training, Integration, Security, Cutover, Support, Change Management)</td>
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- Initial Configuration Validation
- Validation #2
- End to End Validation
- Final Validation
- GO-LIVE

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**BIAS**
Proposed End State Solution Overview

Internal Systems

- Siebel
- Maximo

3rd Parties

- Banks
- Suppliers

Financials
Procurement
Self Service Proc
Sourcing
Contracts
Expenses

Legacy System on IaaS or Custom Solution on PaaS
Embarking on the Journey

01 Envision your TruNorth State.
02 Discover your Pathway.
03 Launch your Go-Forward Plan.
TRUNORTH 
LAUNCH PROGRAM

ENVISION your TruNorth State

Day 1
Initial meeting to Understand Your Vision & Objectives

30 Minute Session
DISCOVER your Pathway

Day 2-4~

Overview of Environment
- Current Processes
- Challenges/Pain Points
- Integrations/ Customizations
- Potential Solution Options

60 Minutes per session focused on topics across all in-scope business areas.
**BIAS TruNorth: Discover Schedule Example**

Schedule duration is based upon scope, complexity & availability of participants

<table>
<thead>
<tr>
<th>Day 1</th>
<th>Day 2 (if required)</th>
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<tbody>
<tr>
<td>Topic 1 Review: 45 – 60 min</td>
<td>Topic 6 Review: 45 – 60 min</td>
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<td>Topic 2 Review: 45 – 60 min</td>
<td>Topic 7 Review: 45 – 60 min</td>
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<td>Topic 3 Review: 45 – 60 min</td>
<td>Topic 8 Review: 45 – 60 min</td>
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<td>Topic 4 Review: 45 – 60 min</td>
<td>Wrap-Up / Confirm Open Action Items</td>
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<td>Topic 5 Review: 45 – 60 min</td>
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</table>

Topics can cross all your business areas:
- Applications
- Analytics
- Middleware
- Infrastructure
- Security

Each Session’s Agenda:
- Key Process Overview
- Discussion
- Integrations
- Customizations
- Pain Points
- Reporting
- Data Strategy
LAUNCH your Go-Forward Plan

Day 7-10~

Recommended Options Review Session

60 Minute Session to finalize your path
- strategy, cost, timeline, complexity, & risks

60 Minute Session to present to your leadership and launch towards your TruNorth