Introduction - Speaker

ORACLE
ACE Associate

- >12 years of experience in Oracle technologies

- Working for Apps Associates since 2009

- Many years of experience as an Apps DBA

Kai Glittenberg

Practice Manager IMS and Cloud Services

apps associates

Apps Associates Overview

Founded in 2002, principals from Oracle Consulting Services
Headquaters n Action, MA

295 Active Clients
Across the US, Europe and APAC

Locations
US, Europe, India

980 + Total WW Employees
>200 Employees with 5 & 10-year tenure

Cloud Experts
Recognized as „Oracle to Cloud"
600+ Oracle Cloud Migrations
900+ Cloud Certifications

Areas of Specialization
Business Application
Analytics I Integration I Cloud Services
Application & Infrastructure Managed Services

salesforce PARTNER

ORACLE | Partner

aws partner network
Premier Consulting Partner

aws

ORACLE®

salesforce

boomi
Powering the Data Economy

MuleSoft®

UiPath
Robotic Process Automation

apps associates

Three Objectives for presentation
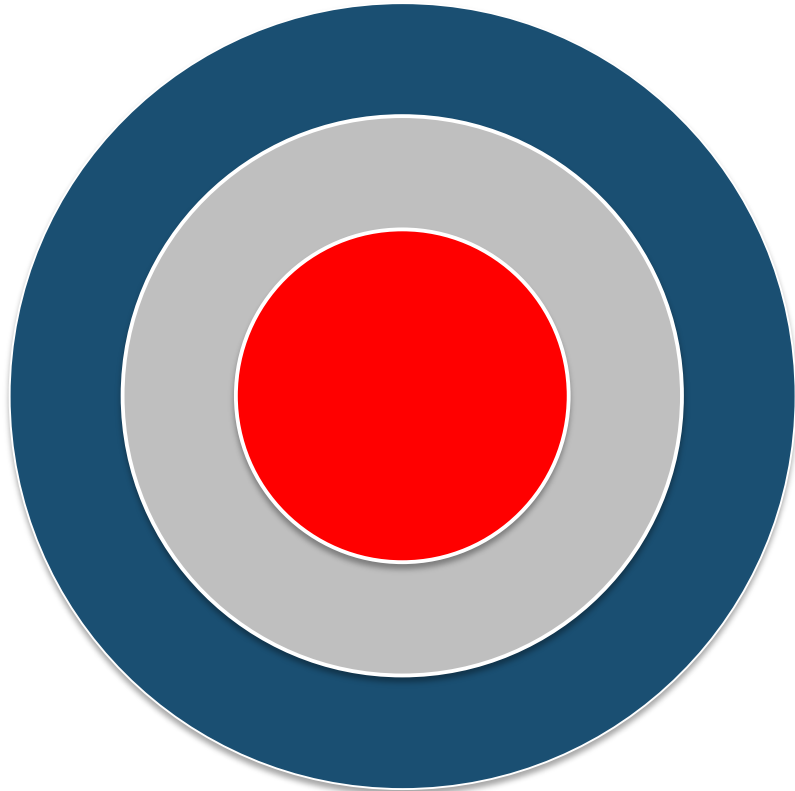
- Understand Options for an Oracle EBS Roadmap

- Get an idea how to create an individual Oracle EBS Roadmap

- Explain importance of an Integration Strategy

Agenda

- Motivation

- Find your future-state-roadmap

- Modernization options

- Cloud Migration – Roadblocks, Pitfalls, Myths

- Big Picture – Importance of Integration

- Conclusion

- Q & A

Motivation

Motivation

- Digital Transformation is the key to a successful future proof IT landscape
  - Key driving factor
  - COVID even catalyzed transformation

- Modernization of key legacy systems became crucial

- Future-Proof your Oracle EBS

- Important to have a Cloud Strategy

Future-State-Roadmap

Find your Future-State-Roadmap

- Business are individual – so is your future-state Roadmap! Every customer's journey is different.

- There is no one set path – you need to pick the course that supports your business now and into the future.

- You need to understand the given options!

- Have a vision – create a plan out of it.

Finally: Think Big! Think Long-Term! Multi-Phase Roadmap

It's Not all About "Lift and Shift"

Reduced TCO	Lower Administrative Overhead	Shift IT Spend → Drive Innovation, Financial Performance, Customer Outcomes
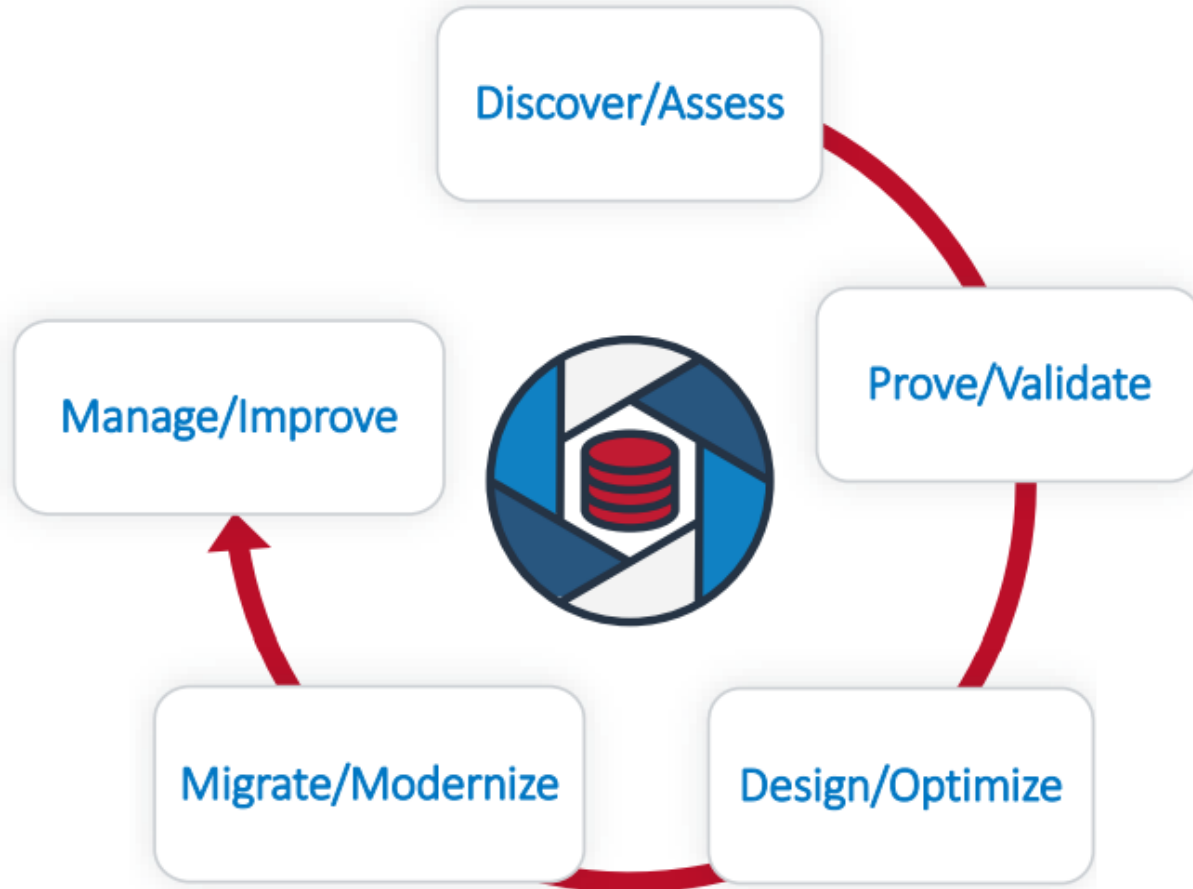
Sample Future-State-Roadmap

Move into Cloud:
- "Lift & Shift" into cloud

Integration:
- Integrate into your system landscape

Migrate to SaaS:
- Move to managed applications in the cloud

Platform Migration:
- Migrate from SPARC Solaris to Linux x86

On-Premises:
- Start your journey from the "as-is-state"

Upgrade:
- Upgrade to the latest version

CRM

HCM

ERP

EPM

Analytics

Integration

Find your Future-State-Roadmap

Understand your Options
- Updates from EBS Product Management
- Support Deadlines
- 12.2.X Upgrade Assessment
- Cloud considerations
- EBS Continous Innovation Roadmap

12.2.X Upgrade Cloud ERP

Understand your Licenses
- Review of Application, Technology, ULA and/or contracts
- Prepartion of renewal recommendations
- Monitoring user activity

Licensing Assessment

Understand your Future Transformation
- Capture and Review Current Customizations and key Business Conditions
- Explore Hybrid EBS and SaaS Enhancements
- Stabilize with Cloud Infrastructure

ERP Health Check Diagnostics

Understand your Support Options
- Premier Support on 12.2.X through 2030
- Application Managed Services
- Infrastructure Managed Services
- 3rd Party Support

ERP Roadmap

Modernization options

Modernization Options

- Understand, evaluate and consider all given options

- Understand options of Oracle EBS
  - On-Prem, IaaS, PaaS
  - Upgrade to 12.2.x – Continuous innovation Release

- Understand future Transformation options
  - SaaS
  - Hybrid → Extend with SaaS

- Understand your "as-is-state"
  - Old Oracle EBS Release? 11i, 12.0.x, 12.1.x → Upgrade Paths
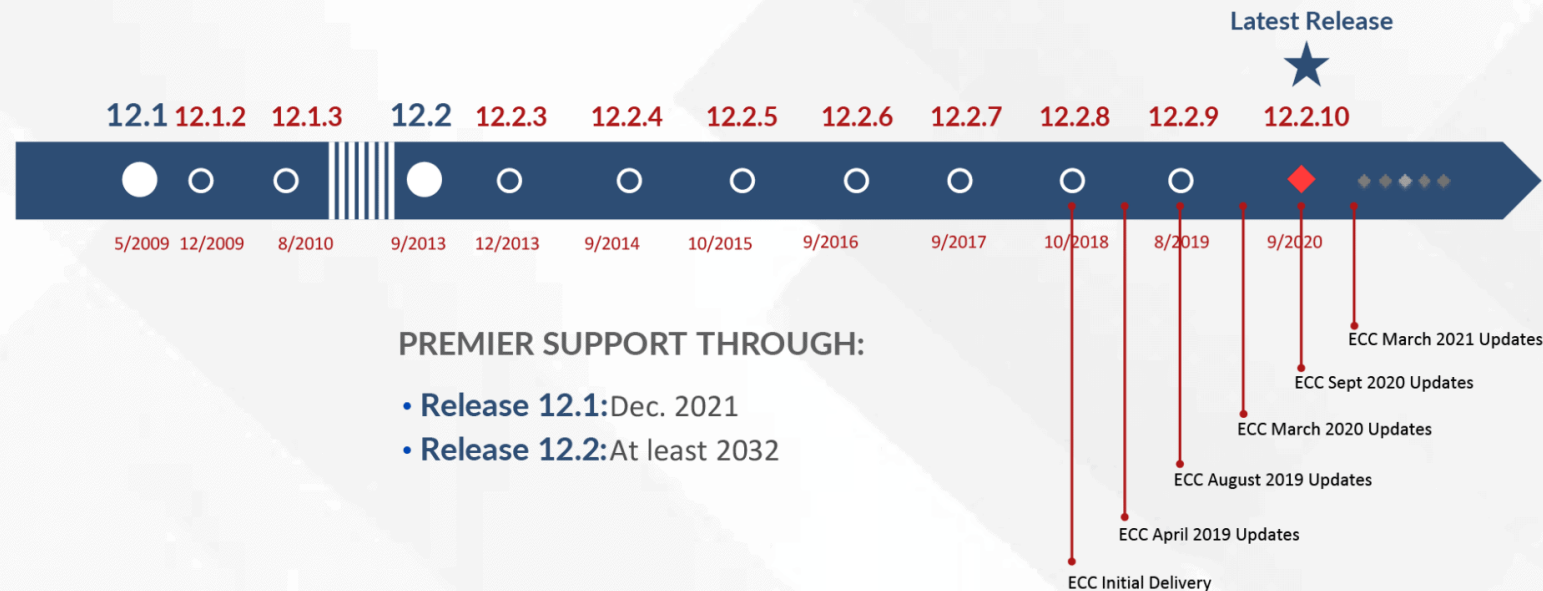 - Support Timelines
  - Licensing

12.2.x – Continous Innovation Release
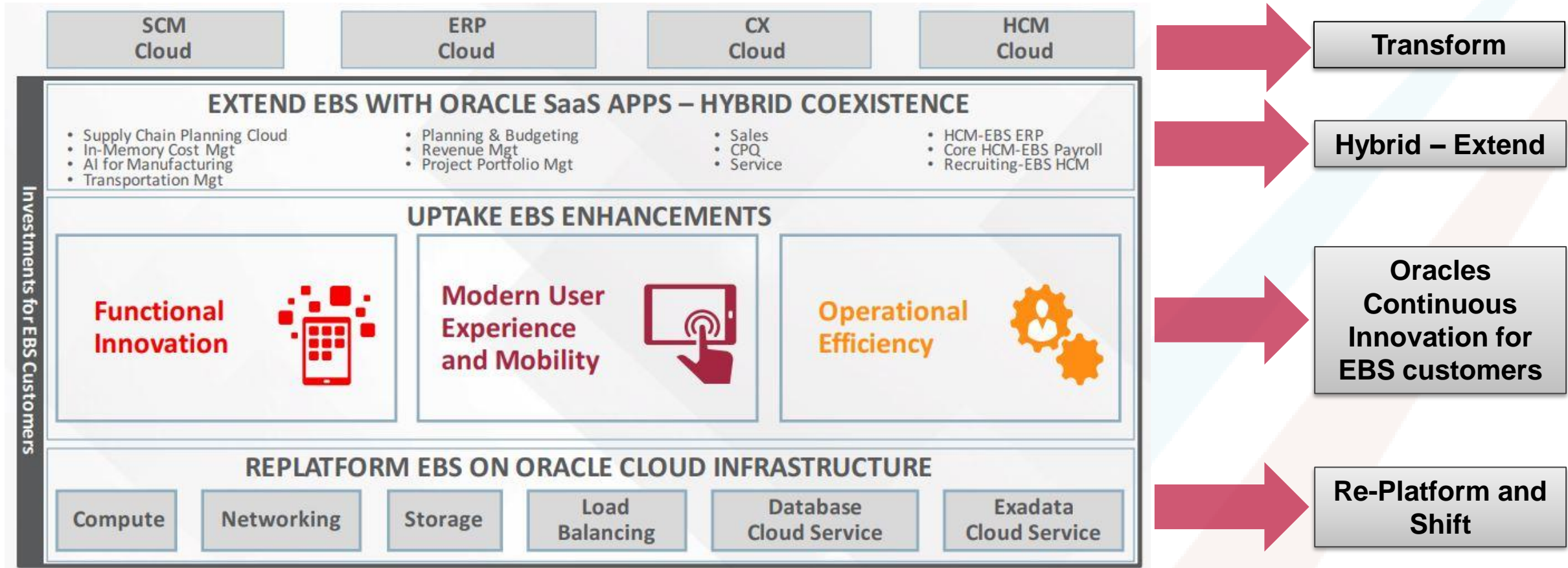
Modernization Options – Continuous Innovation

Oracle E - Business Suite Release Roadmap

Continued Investment & Support for Years to Come

Latest Release

12.1	12.1.2	12.1.3	12.2	12.2.3	12.2.4	12.2.5	12.2.6	12.2.7	12.2.8	12.2.9	12.2.10

5/2009 | 12/2009 | 8/2010 | 9/2013 | 12/2013 | 9/2014 | 10/2015 | 9/2016 | 9/2017 | 10/2018 | 8/2019 | 9/2020

PREMIER SUPPORT THROUGH:

- **Release 12.1:** Dec. 2021
- **Release 12.2:** At least 2032

ECC March 2021 Updates

ECC Sept 2020 Updates

ECC March 2020 Updates

ECC August 2019 Updates

ECC April 2019 Updates

ECC Initial Delivery

- Just Upgrade!
- Latest release is Continuous Innovation Release with long-term support (2032)

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Modernization Options – Re-platform & Shift

- Migrate to Linux
  - Modernize to Linux x86 for compatibility

- Shift to Public Cloud (IaaS / PaaS)
  - AWS
  - OCI
  - Azure

- AWS and Azure are "Authorized Cloud Environments"
 - GCP is not! (at least not yet)

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Modernization Options – Hybrid / Extend

Extend your Oracle EBS with SaaS Services

E-Business Suite and HCM Cloud	E-Business Suite and ERP/SCM Cloud	E-Business Suite and CX Cloud
1. EBS ERP to Oracle HCM Cloud 2. EBS Payroll with Oracle HCM Cloud 3. EBS HCM to Oracle Taleo Cloud 4. EBS HCM to Oracle Talent Management Cloud	**ERP** 1. Planning & Budgeting Cloud 2. Revenue Management Cloud 3. Expense Cloud 4. Procurement /Sourcing Cloud 5. Procure-to-Pay Cloud (Indirect Proc) 6. Project Portfolio Management Cloud 7. Primavera Project Mgt Cloud to EBS Projects **SCM** 8. Supply Chain Planning Cloud 9. In-Memory Cost Management Cloud 10. AI for Manufacturing Cloud 11. IoT Asset Monitoring Cloud 12. IoT Production Monitoring Cloud 13. Transportation Management (OTM) Cloud 14. Global Trade Management (GTM) Cloud 15. PLM Cloud to EBS Item Master	1. CPQ Cloud to EBS Order Fulfillment 2. Sales Cloud with EBS Quoting 3. Service Cloud (RightNow) to EBS Field Service 4. Field Service Management (TOA) Cloud 5. Order Mgt Cloud to EBS Order Fulfillment 6. EBS ERP to Oracle CX Cloud

Modernization Options – Transform

- Transform to SaaS → Oracle Cloud ERP
- Huge Transformation Process
- Integration Strategy is important
- End User Change Management becomes crucial
- Customizations
  - How to deal with?
  - Software Processes can't be customized like in an On-Prem installation
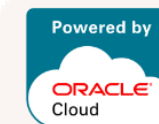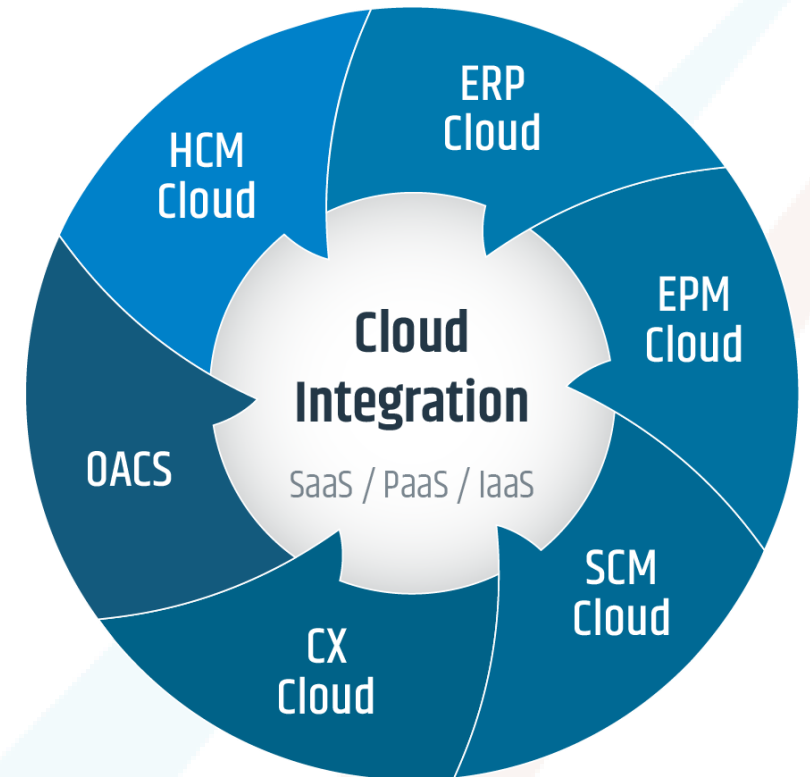
Cloud Migration – Roadblocks, Pitfalls, Myths

Cloud Migration – Roadblocks, Pitfalls, Myths

- **Licensing Myths**
  - My Licenses are not valid when I move to a third-party cloud vendor!
    - Unless there is a specific clause in your contract prohibiting cloud migration, your contract has no bearing on your cloud strategy. We've yet to see a contract with this provision.
    - Oracle acknowledged in a [2017 policy statement](#) that companies can run Oracle applications in a third-party private or public cloud environment.
  - My Licensing costs are doubling when moving to a third-party cloud vendor!
    - **Amazon EC2 and RDS** - count two vCPUs as equivalent to one Oracle Processor license
    - **Microsoft Azure** – count two vCPUs as equivalent to one Oracle Processor license
    - [2017 policy statement](#)
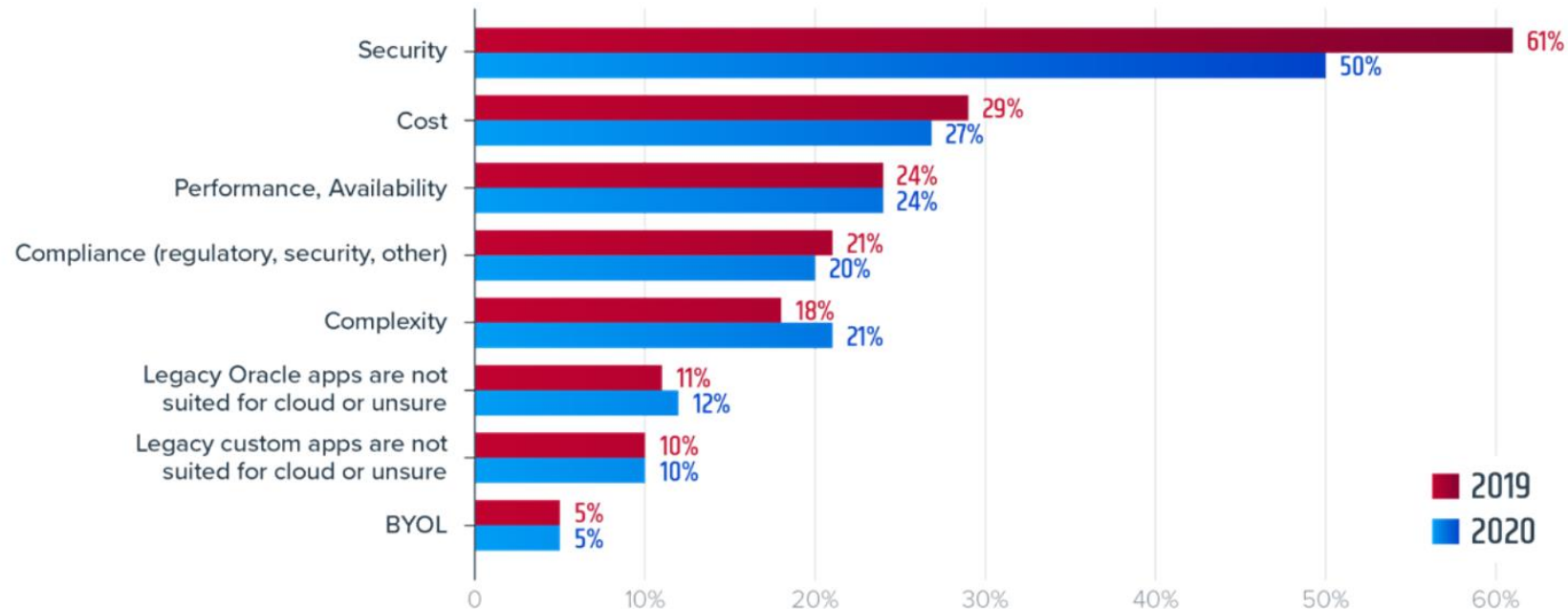 - My Licenses acquired under an ULA are not valid when moving to third-party cloud vendor!
    - Licenses acquired under unlimited license agreements (ULAs) may be used in Authorized Cloud Environments
    - [2017 policy statement](#)

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Cloud Migration – Roadblocks, Pitfalls, Myths

Roadblock Security

When it comes to moving to the cloud, what is your biggest concern?

- Security — 2019: 61%, 2020: 50%
- Cost — 2019: 29%, 2020: 27%
- Performance, Availability — 2019: 24%, 2020: 24%
- Compliance (regulatory, security, other) — 2019: 21%, 2020: 20%
- Complexity — 2019: 18%, 2020: 21%
- Legacy Oracle apps are not suited for cloud or unsure — 2019: 11%, 2020: 12%
- Legacy custom apps are not suited for cloud or unsure — 2019: 10%, 2020: 10%
- BYOL — 2019: 5%, 2020: 5%

Cloud Migration – Roadblocks, Pitfalls, Myths

Roadblock Security

- Develop a Risk Mitigation Strategy
  - A greater **depth of knowledge and preparation** to address cybersecurity risks can help fuel cloud migration efforts!
    - Cloud can be a risk mitigator
    - Cloud can help ensure minimal IT downtime
    - IT was able to manage the immediate shift to remote workforce demands caused by the COVID-19 pandemic with minimal change or disruption
    - Cloud platforms provide built-in business continuity, remote support, and maintenance
    - Cloud platforms provide built-in business continuity, remote support, and maintenance
    - The business perspective on the cloud is overwhelmingly positive

Cloud Migration – Pitfall Architecture - Global

NORTH AMERICA

EUROPE
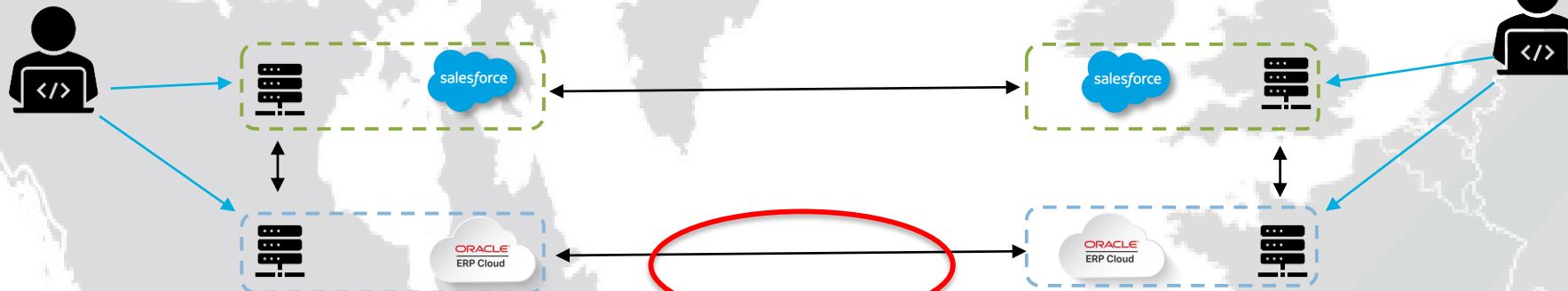
Almost double operating cost

- No automatic background Sync
- Custom *Integration* / Sync needed

- Local Installations
- User latencies and bandwiths local

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Cloud Migration – Pitfall Architecture - Global

Recommended by Oracle

NORTH AMERICA

EUROPE

salesforce

salesforce

ORACLE ERP Cloud

FastConnect

- **Single Global Instance**
- **User latencies and bandwiths become global**

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Cloud Migration – Pitfall Architecture - Local

- Sample:
  - Latency: Cologne → Frankfurt ~8ms
  - Latency: Local DC Cologne ~0.1ms
- What if a Satellite system is querying 1000 rows of data?
  - Latency 8ms → 8sec.
  - Latency 0.1ms → 1sec.
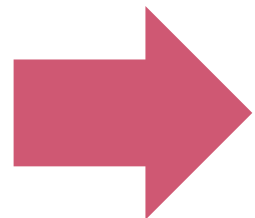
Consider satellite systems when shifting to Cloud

Simple SQL*Plus showcase

```
Arraysize default 15:
    500 Rows selected.
    Execution Time: 00:00:11.57 secs
    Peaks like 16 secs +
    35  SQL*Net roundtrips to/from client
Arraysize optimized 1000:
    500 Rows selected.
    Execution Time: 00:00:03.49
    Stable execution timings
    2  SQL*Net roundtrips to/from client
Arraysize JDBC default 10:
    500 Rows selected.
    Execution Time: 00:00:14.91
    Peaks like 20 secs +
    51  SQL*Net roundtrips to/from client
```

Cloud Migration – Pitfalls

Transform to SaaS – Pitfall Customizations

Can I still customize the software? Yes and No!

– Process for customizing completely different approach

Extend SaaS Approach:

– Customizations in the System
- Sandboxes
- Application Composer
- Page Composer

– Custom Extensions
- Extend with PaaS (Java Cloud Service, APEX, ..)

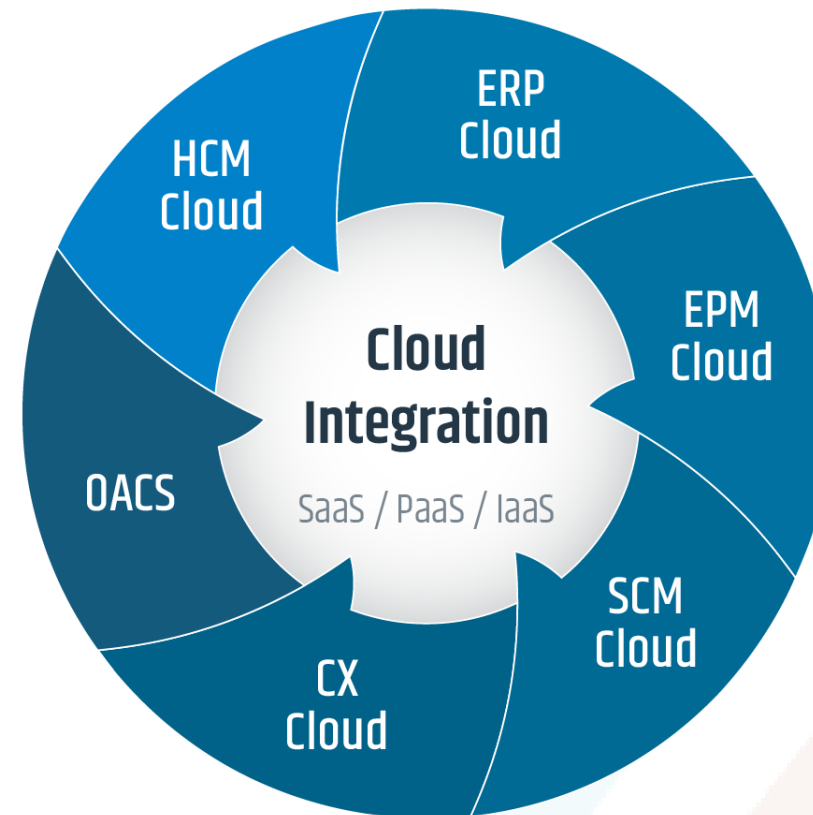– Custom Processes outside of the System (API Driven *Integration*)
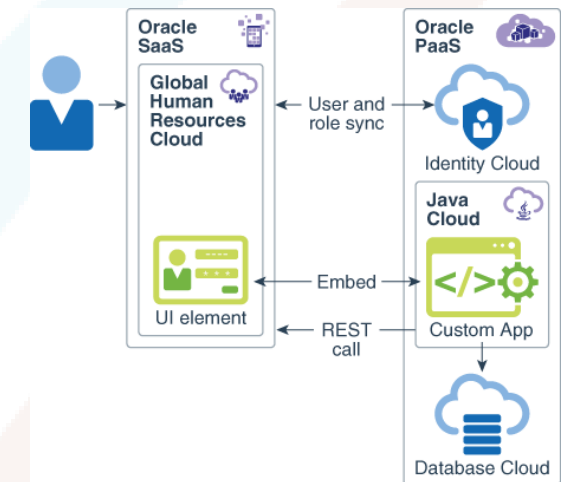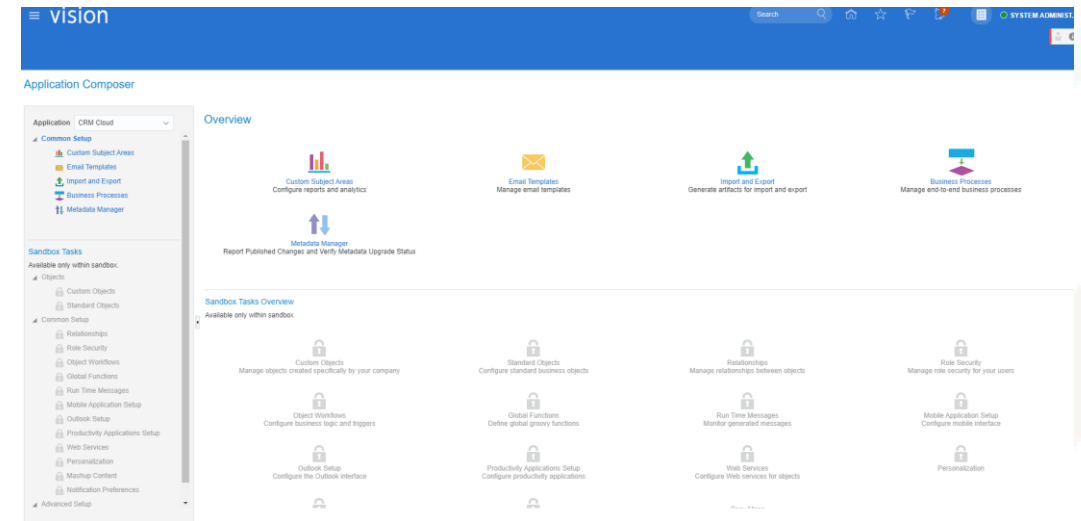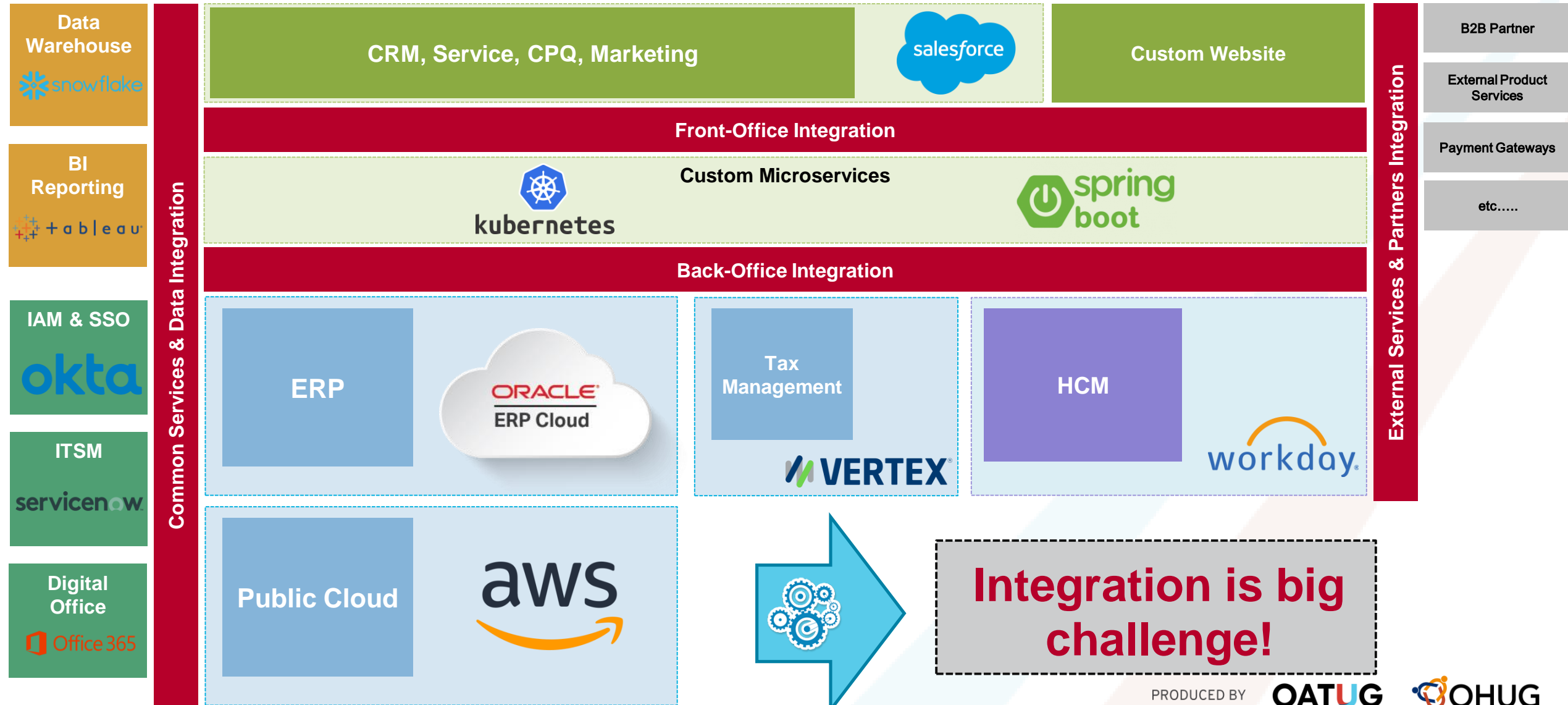
Focus on End-User Change Management not on CEMLIs!

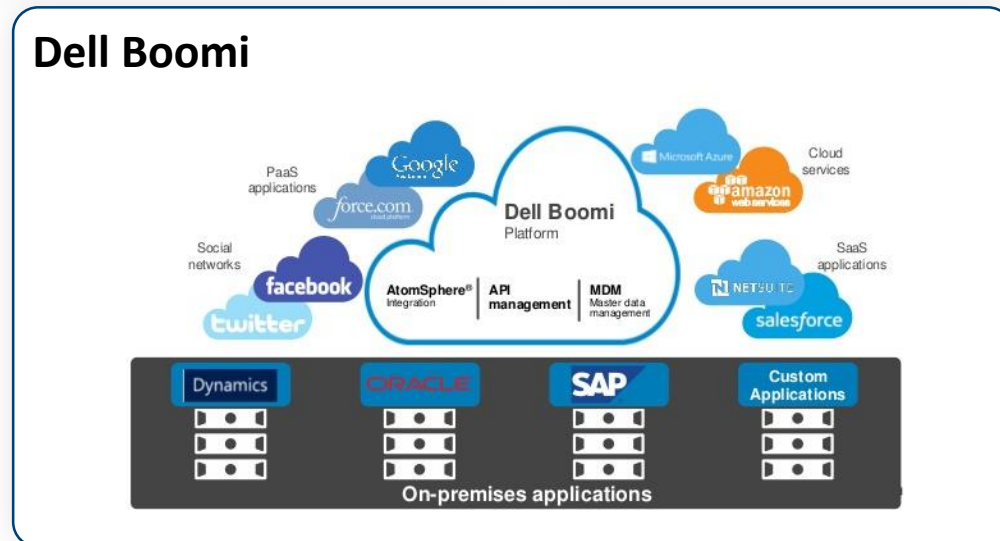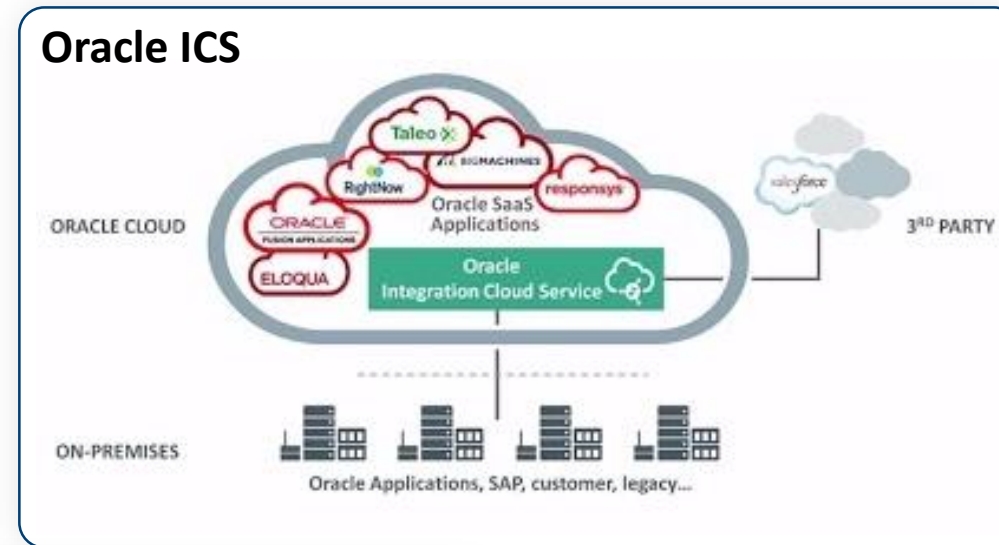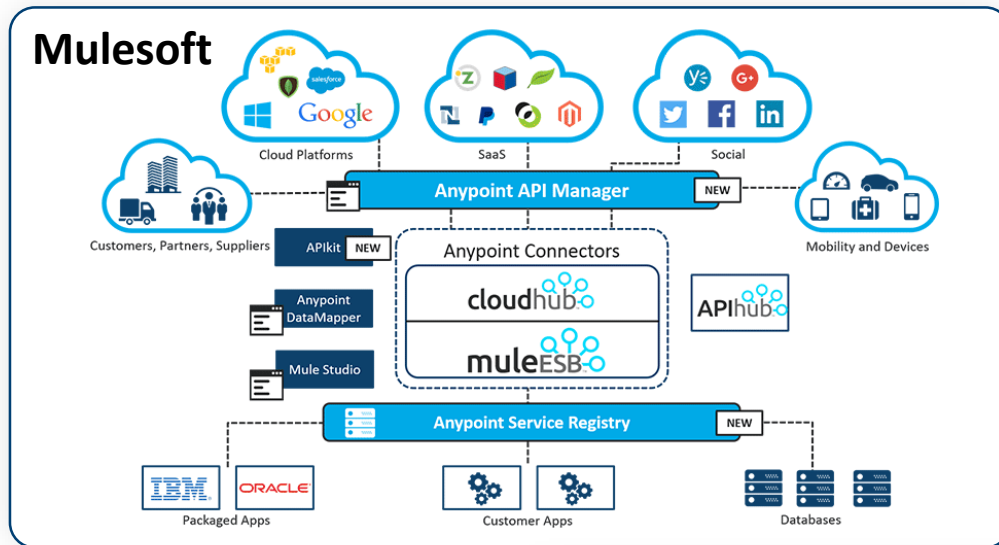# Big Picture – Importance of Integration

Big Picture

- Think Big! Think Long-Term!

- Best of Breed Approach

- Heterogenous landscape

Big Bicture – Sample Architecture

Big Picture – Integration Strategy

Mulesoft

Oracle ICS
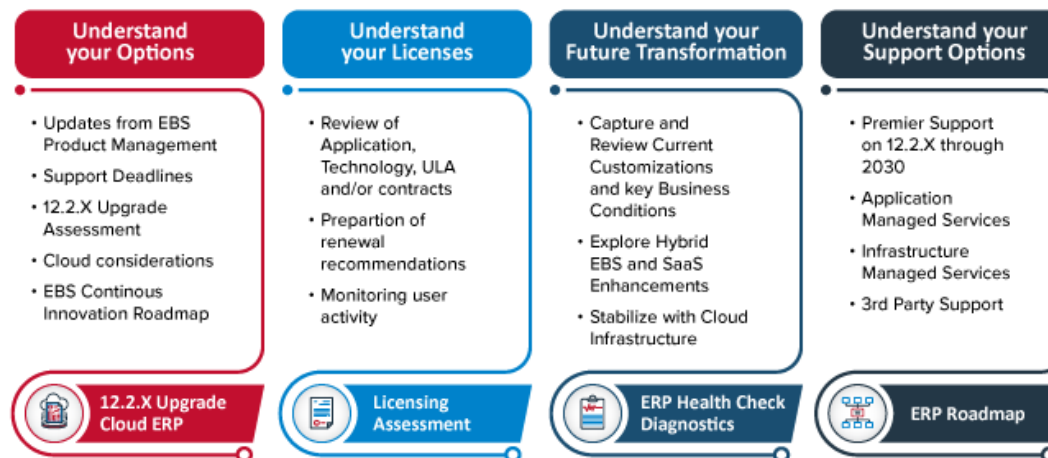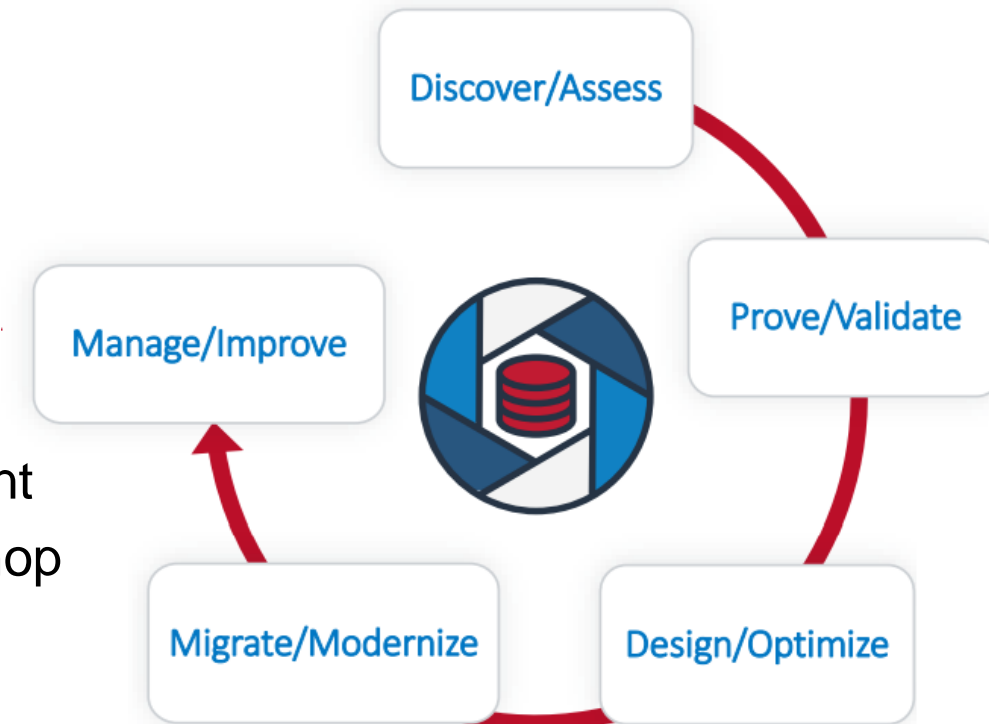
Dell Boomi

Our Proven Approach

Our Proven Approach – Building a Roadmap
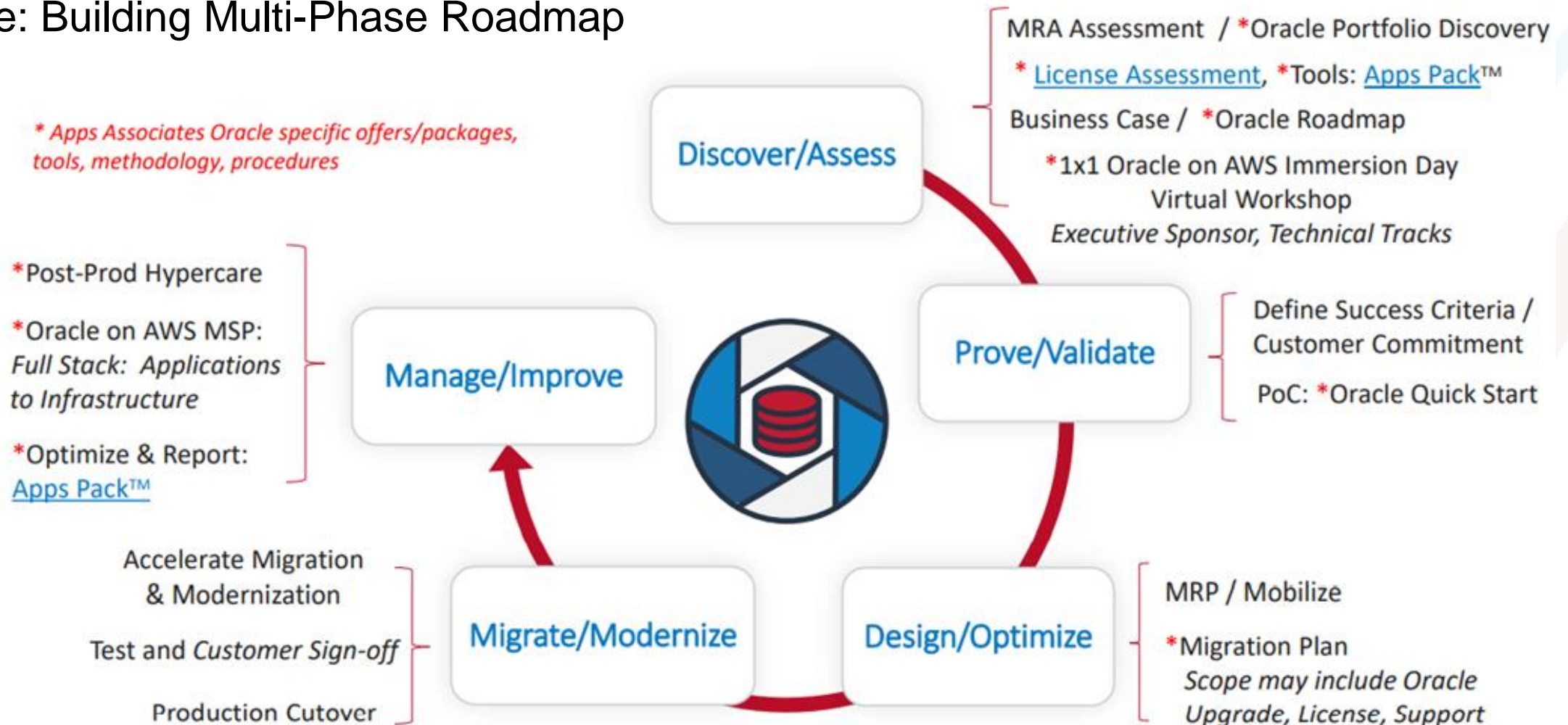
Workshops! Personalized Workshops!

Remember: Every customer's journey is different.

– EBS Future State Analysis Workshop

– Data Platform Modernization and Cloud Migration Workshop

– Oracle BI to Cloud Migration Workshop and Assessment

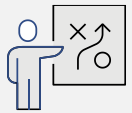– Build Your Hyperion to EPM Cloud Roadmap – Workshop

# Our Proven Approach – Building a Roadmap

Sample: Building Multi-Phase Roadmap

MRA Assessment / *Oracle Portfolio Discovery

* License Assessment, *Tools: Apps Pack™

Business Case / *Oracle Roadmap

*1x1 Oracle on AWS Immersion Day
Virtual Workshop
Executive Sponsor, Technical Tracks

* Apps Associates Oracle specific offers/packages,
tools, methodology, procedures

Discover/Assess

Prove/Validate

Define Success Criteria /
Customer Commitment

PoC: *Oracle Quick Start

*Post-Prod Hypercare

*Oracle on AWS MSP:
*Full Stack: Applications
to Infrastructure*

Manage/Improve

*Optimize & Report:
Apps Pack™

Accelerate Migration
& Modernization

Migrate/Modernize

Test and *Customer Sign-off*

Production Cutover

Design/Optimize

MRP / Mobilize

*Migration Plan
*Scope may include Oracle
Upgrade, License, Support*

Our Proven Approach – Building a Roadmap

APPROACH: CONSULTANT
Finance & Business minded consulting that understand the technology and align to your needs
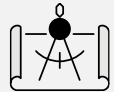
METHODOLOGY: AGILE
Team and Solution based methodology that 3x as effective (42% vs. 14%).

FOCUS: PROCESS IMPROVEMENT
By providing better options and focusing on process improvement drastically increases the value of the tool

GO-LIVE: END USER CHANGE MANAGEMENT
A solutions based focused on strategy, technology, and end user adoption separates failure from success

VS.

APPROACH: PLUMBER
Techie focused on application build with limited finance or business knowledge or focus
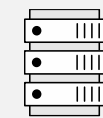
METHODOLOGY: WATERFALL
Task focused methodology that has a history of challenges (57% vs 49%) & failure (29% vs. 9%)

FOCUS: AUTOMATE EXISTING
Replicating current process limitations with a single option while implementing a future technology

GO-LIVE: APPLICATION
Application and build focused check-off that does not create a Finance owned tool

30% of New Business is based on **failed** or **struggling** implementations done by competitors

Conclusion

- Business are individual – so is your future-state Roadmap! Every customer's journey is different.

- There is no one set path – you need to pick the course that supports your business now and into the future.

- There are a couple of options to build an individual Best-Of-Breed Roadmap choosing the most mature cloud vendors and products

- Integration Strategy important factor

Kai.Glittenberg@appsassociates.com

Remember to complete your evaluation for this session within the app!