



ORACLE®

Plan to Pay (P2P)

**Optimize your process to Manage your Contractors
with Oracle Primavera**

July, 2012

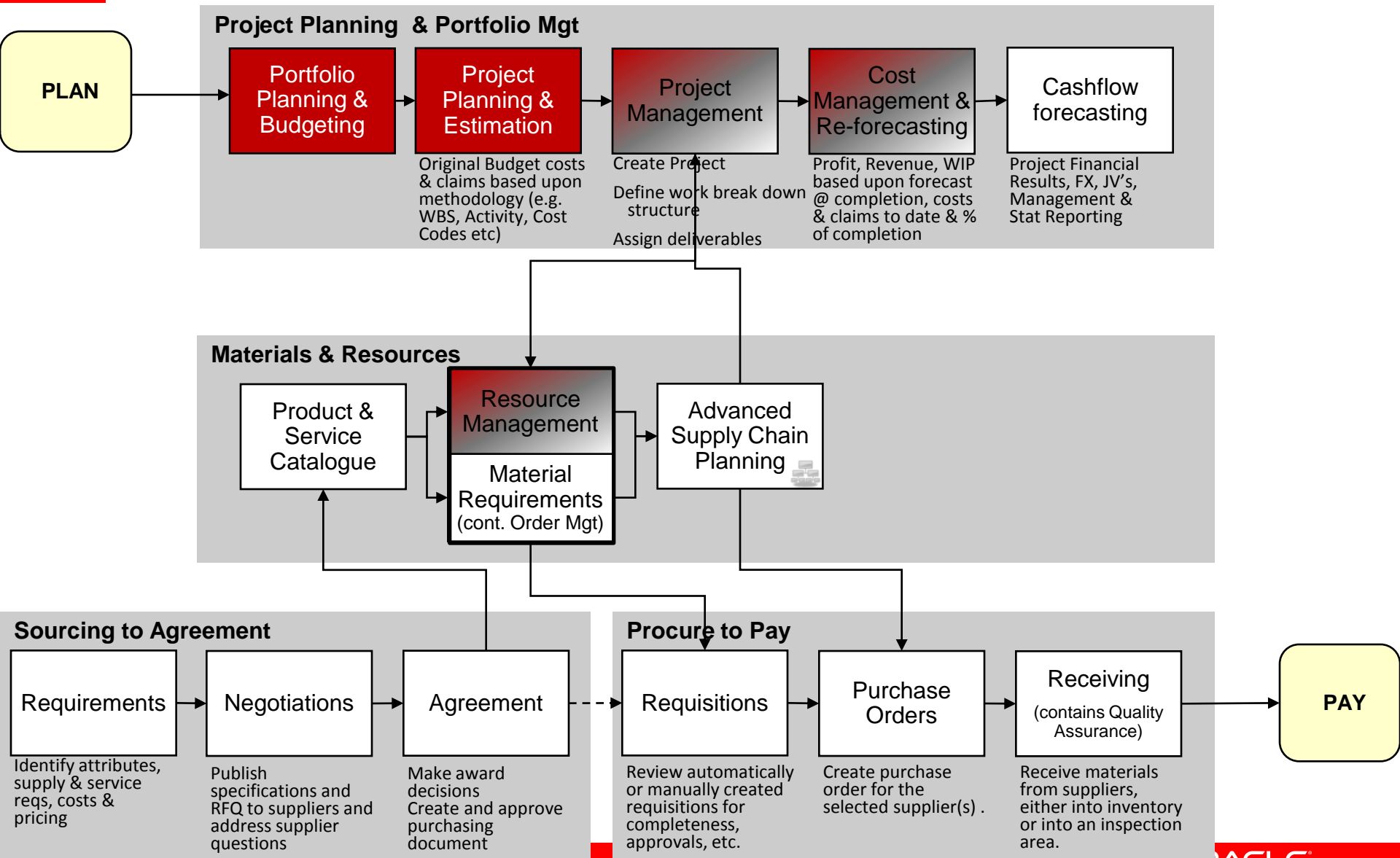
Agenda

- Oracle View of Plan to Pay (P2P)
- Composite Process – Component Review
 - Project Planning & Portfolio Mgt
 - Procure to Pay
 - Supporting Processes & Capabilities
- Summarise / Questions

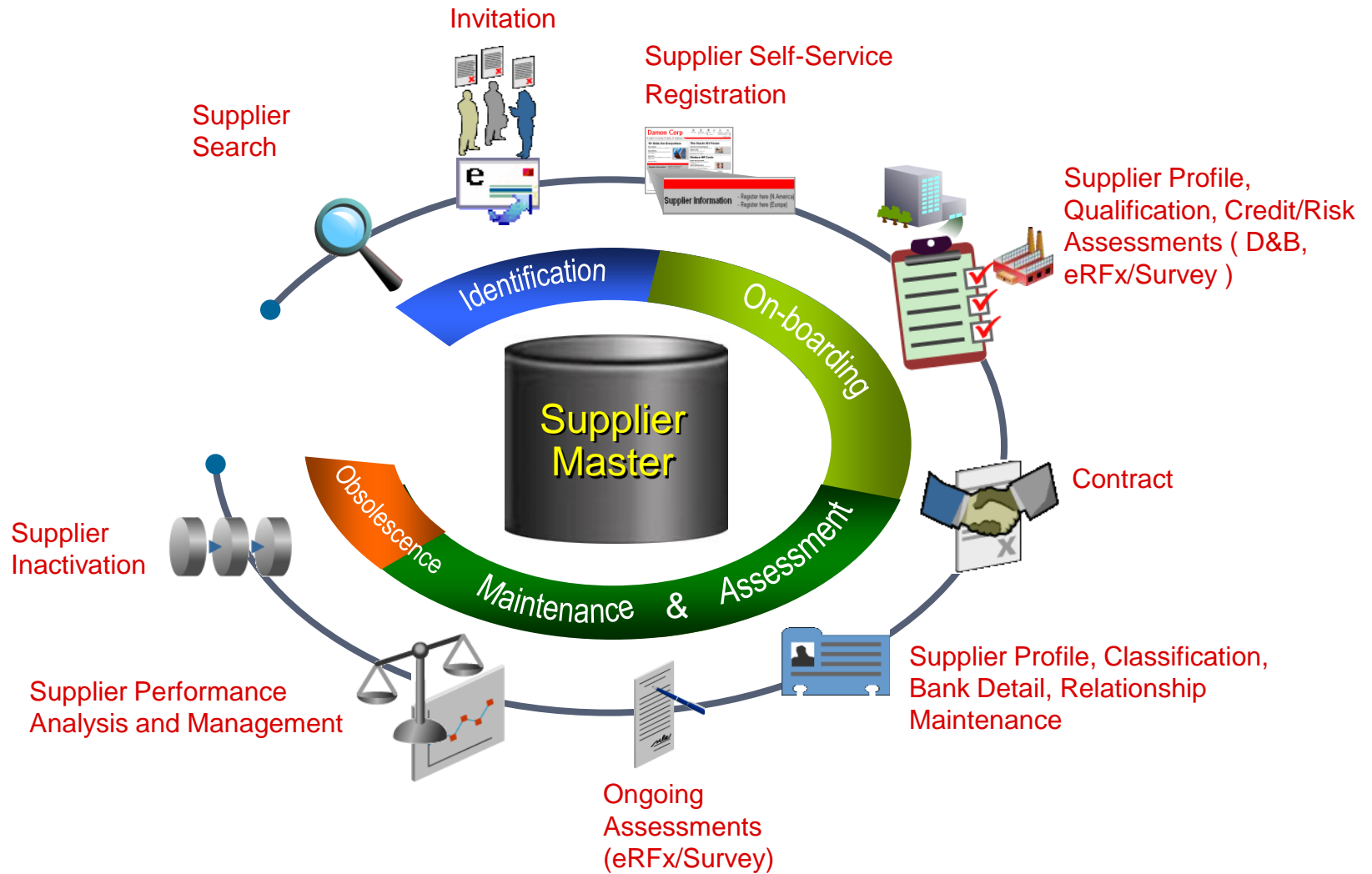
Plan to Pay (P2P) Oracle Perspective



Composite Process

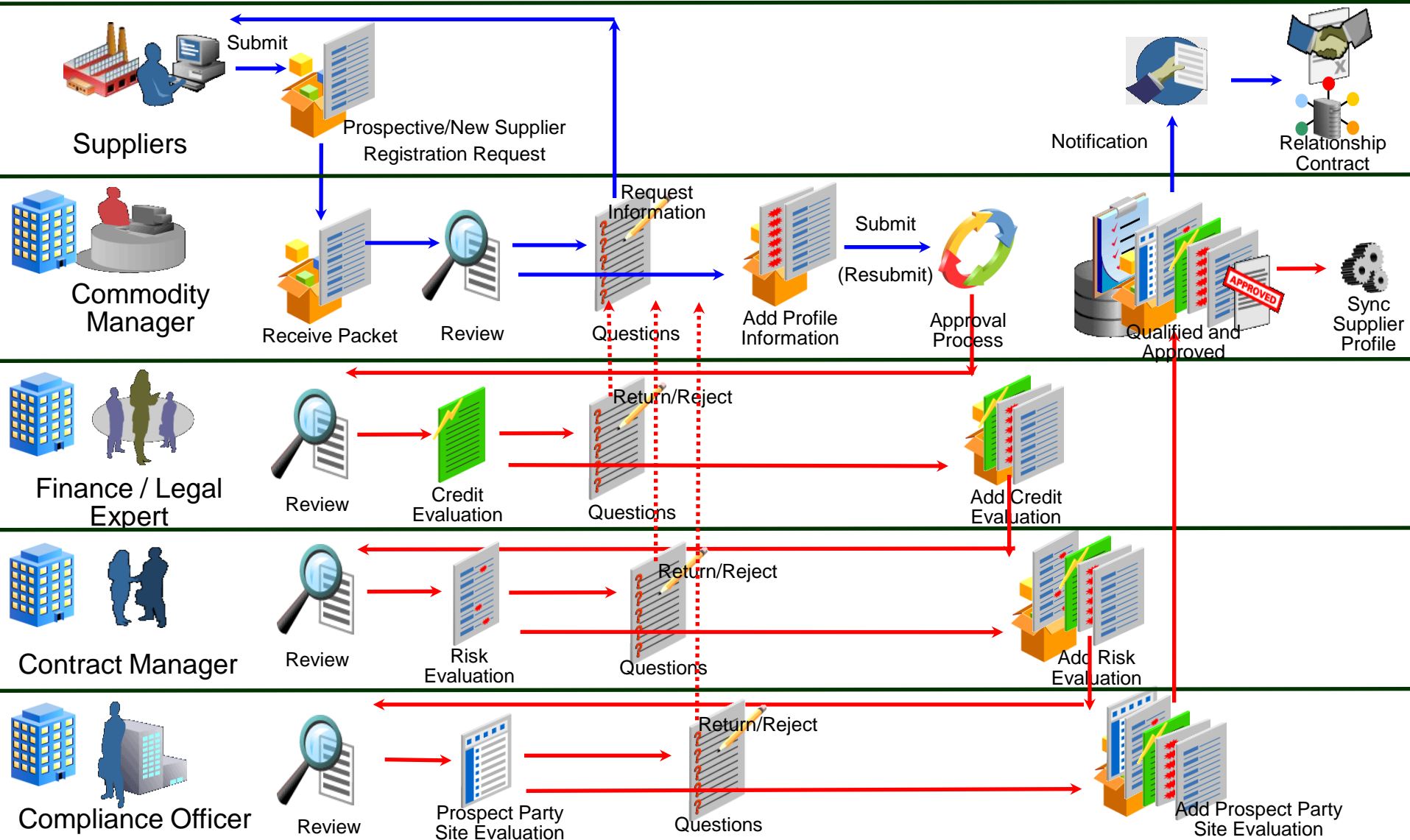


Supplier Management Lifecycle



Supplier Management

New Supplier Qualification and Onboarding



Supplier Management

Supplier Performance Evaluation

ORACLE Sourcing

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Requisitions Negotiations Intelligence Administration

Negotiations > RFI: 5607 > Analyze by Response (RFI 5607)

Compare Requirements (RFI 5607)

Show Chart Title: Supplier Evaluation 103 Status: Closed

Filter By: Quality Performance Go

Label	Target Value	Industrial Dressler	Industrial Dressler	Industrial Dressler
Supplier Site		US HEADQUARTERS	US HEADQUARTERS	US HEADQUARTERS
Supplier Contact		Innis, James	Smith, Jonathan	Wilans, Steve
Evaluator				
Response		202	211	212
Total Score	100		88	85
Section: Quality Performance	20		16	18
Quality Management Policies / Practices / Processes	Outstanding		Very Good	Outstanding
Score	5		4	5
Corrective Action Management	Outstanding		Satisfactory	Satisfactory
Score	5		3	3
Document Management Quality	Outstanding		Outstanding	Outstanding
Score	5		5	5
Product Quality	Outstanding		Very Good	Outstanding
Score	5		4	5

Return to Analyze by Response: RFI 5607

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Invited Evaluators

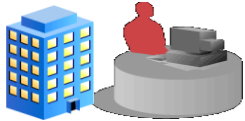
Evaluated Suppliers



Computer Supplies, Inc.



Electronic Supply



Buyer Joe

Is Supplier flexible during negotiations?
 Is Supplier responsive?
 Any Quality complaints?
 Overall Supplier Satisfaction



No

4



Yes

2



Buyer Ed

Is Supplier flexible during negotiations?
 Is Supplier responsive?
 Any Quality complaints?
 Overall Supplier Satisfaction



No

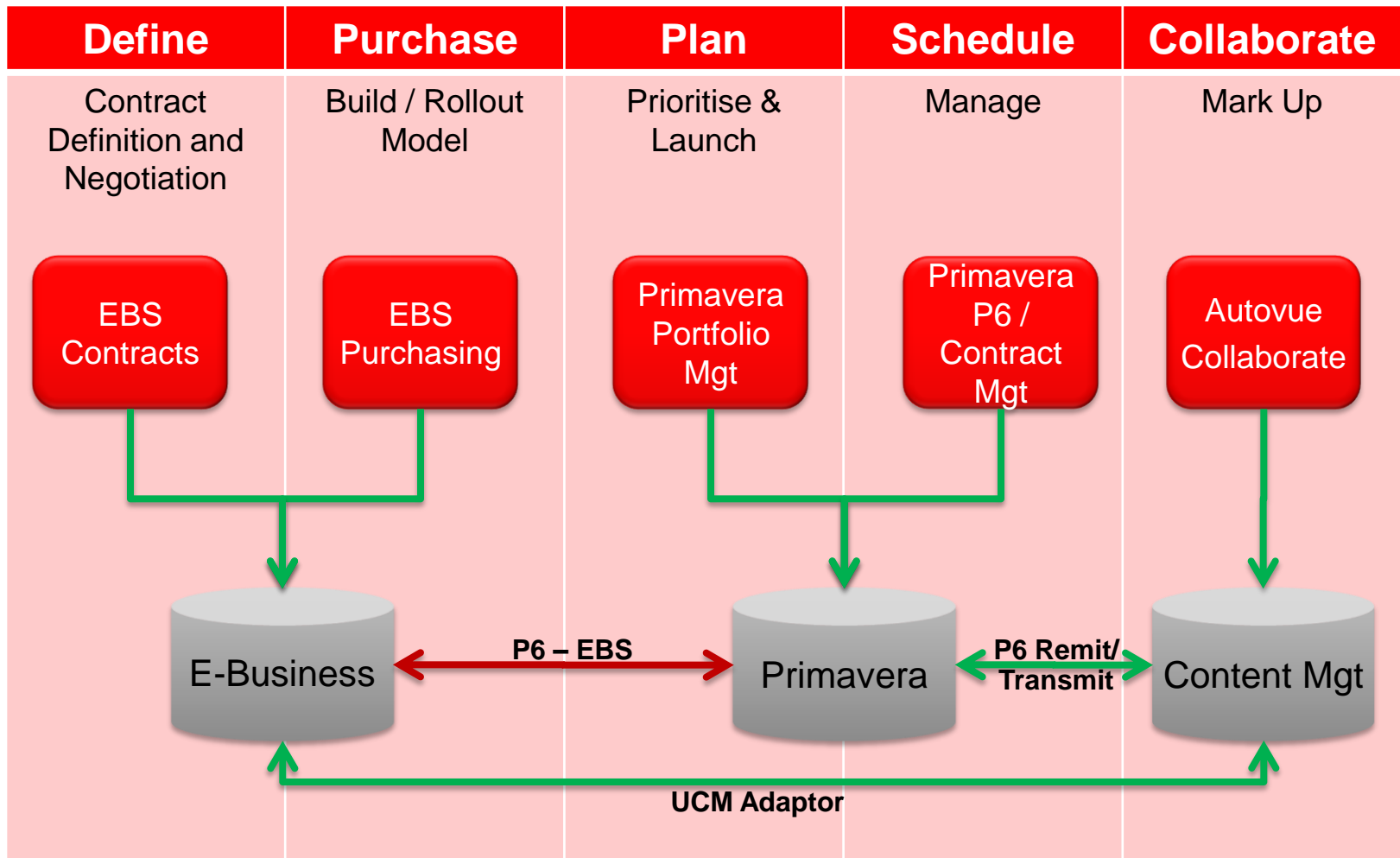
5



Yes

2

Sample Contract Flow





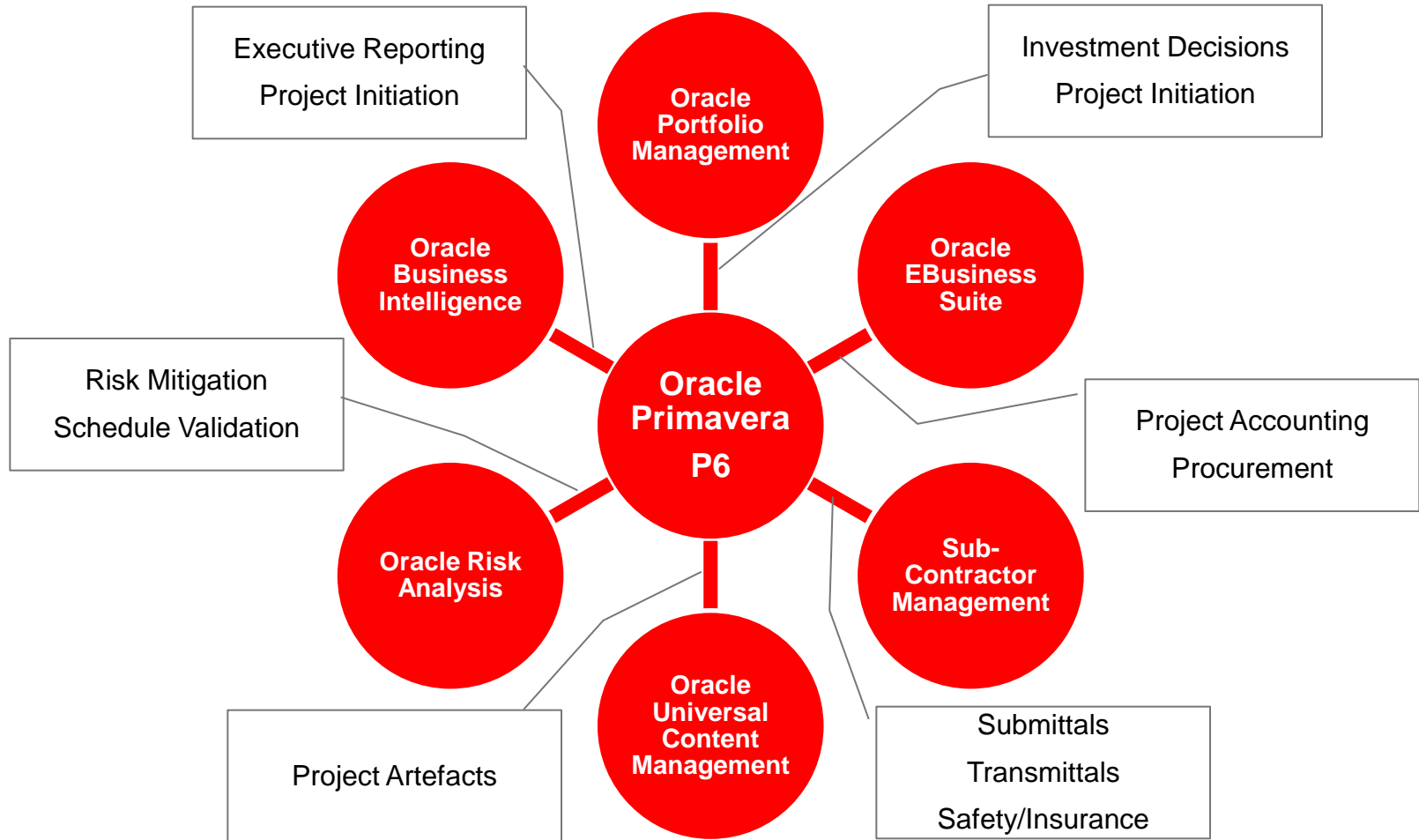
Composite Process

THE SOLUTION TO SUPPORT YOUR P2P

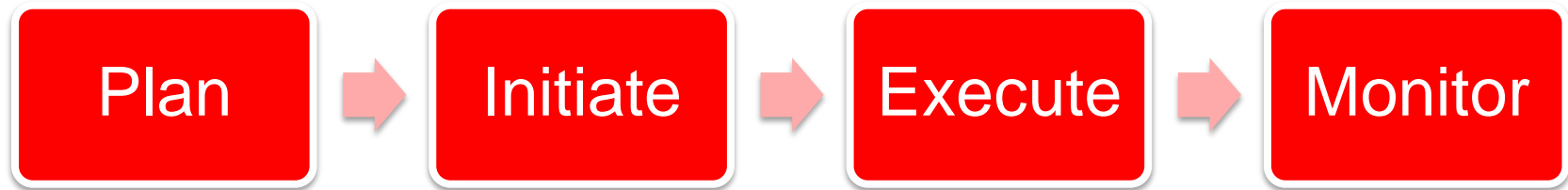
Project Portfolio Management Core Foundation and Leverage



Enterprise Project Portfolio Management



Oracle Project Portfolio Management



- Enabled visibility of a project's status and for project managers to identify risks that may slow down its delivery
- Enabled projects to be completed up to 25% faster
- Saved many hours each day through elimination of redundant data entry
- Improved technical support and project methodologies by encouraging staff to work together

"Allows Downer EDI to meet key deliverables at each phase of an infrastructure project. The tools help us deliver projects on time and on budget."

Doug Marr, Project Controls Manager, Downer EDI Engineering



- Overall project savings of over \$100 million
- Decreased design schedules by 50 percent, from 6 to 3 weeks.
- Optimised processes, maintained project consistency, and repeated past project successes



- Bridging the scope, schedule, budget, and project documents.
- Multiple parties can collaborate through one database and one schedule.
- Primavera's flexibility enables partners and subcontractors to have their own code fields.

"It is blatantly obvious that Primavera's enterprise solutions are the best."

Patti Drewitt, Regional Manager

Project Portfolio Management Core Capabilities and Demonstration

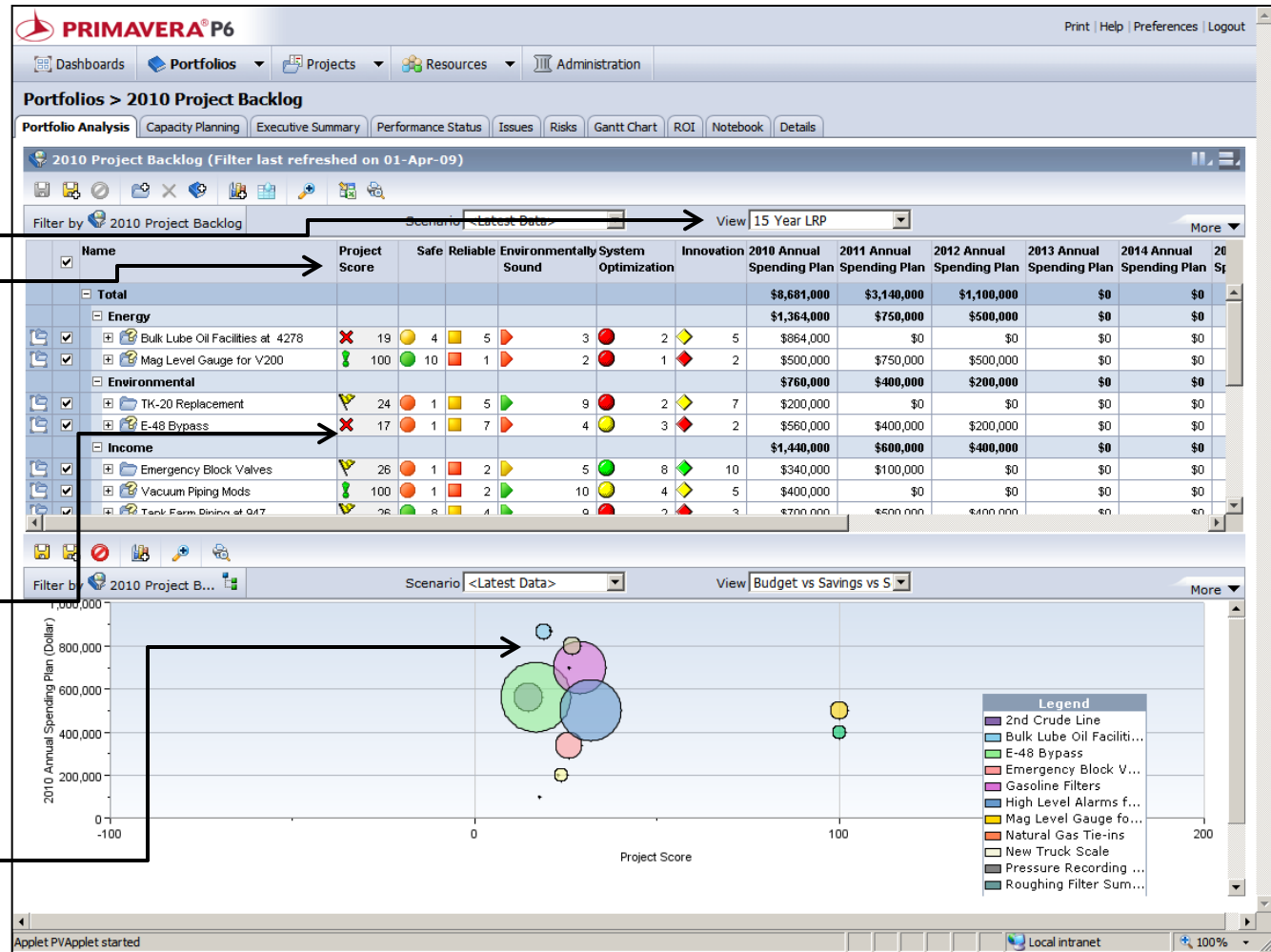


Project Portfolio Optimisation: Assessing, Prioritising & Selecting the Right Capital Projects

• Plan -- Create a long range plan and rank projects

• Execute -- Update, track and react to project changes & risks

• Measure -- Easily assess project financials and KPIs



Create a competitive advantage by prioritising enterprise investments based upon financial considerations, risk tolerance and resource constraints

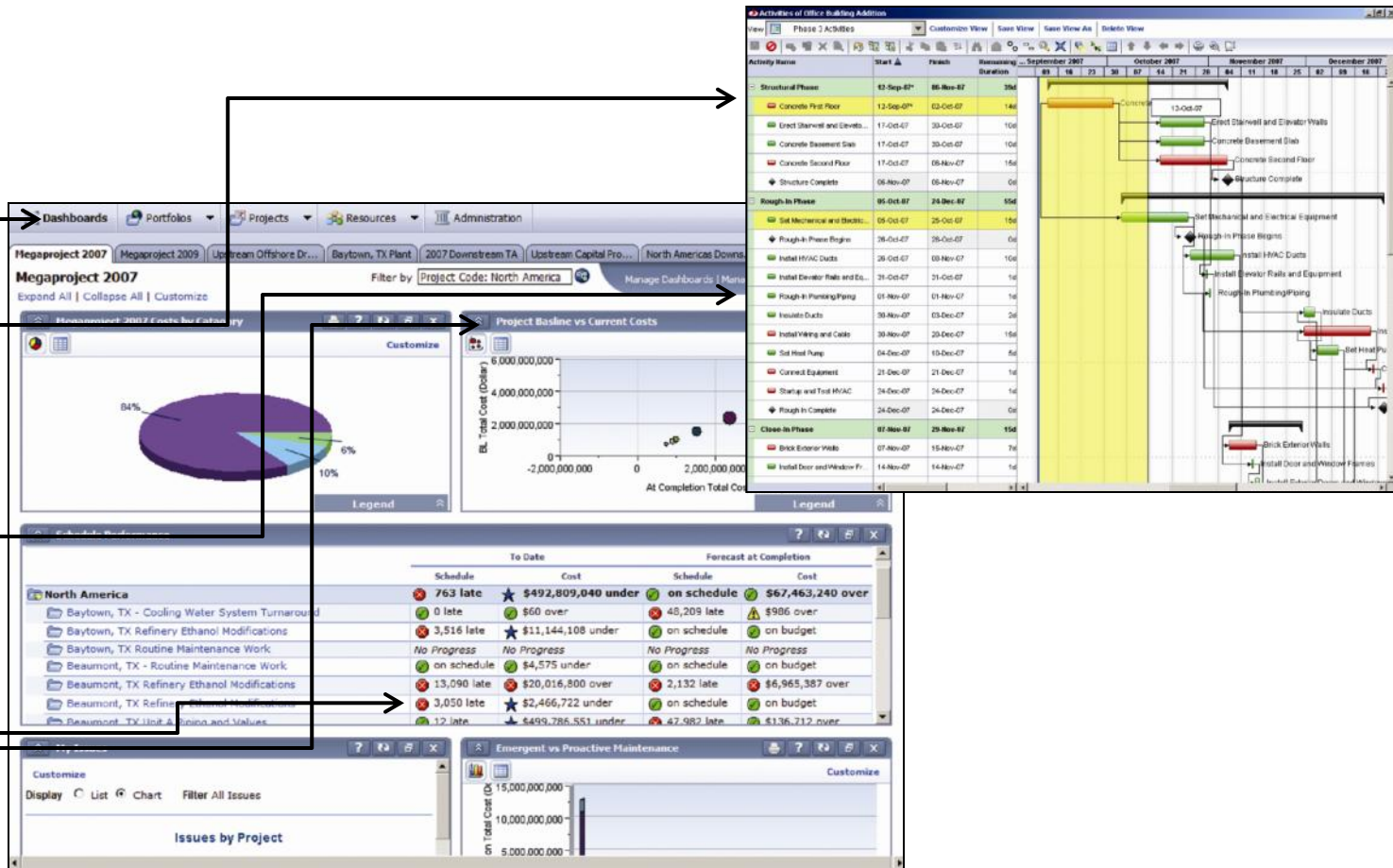
Optimising Existing Assets: Completing Projects On-time and On-budget



- Plan – Quickly develop & communicate projects more effectively

- Execute – Manage tasks & activities

- Measure – Assess costs and risks easily



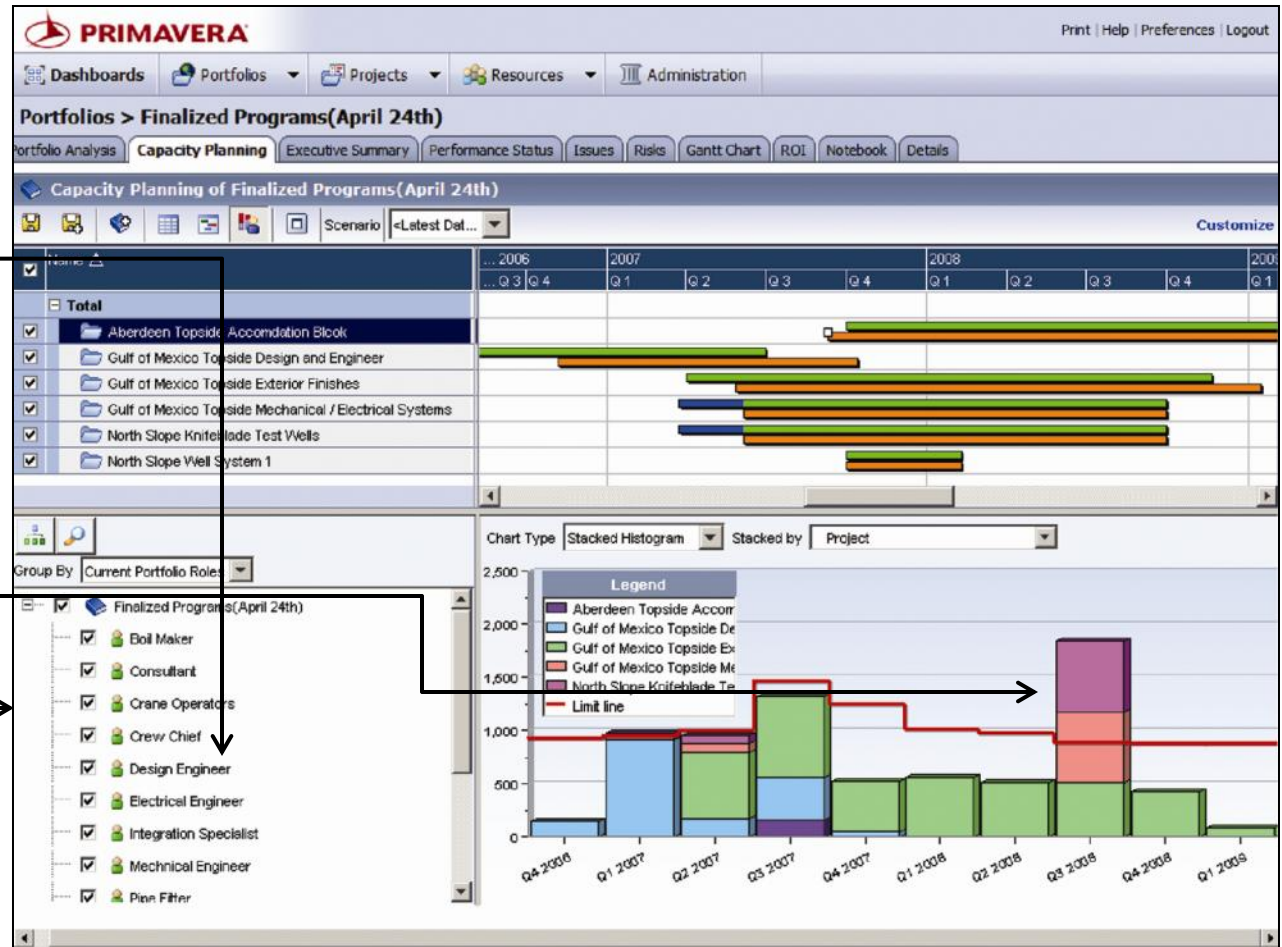
Reduce operating costs by managing schedules, resources, and costs across all complex – construction, shutdown, and routine maintenance projects

Doing More with Less: Manage Resources and Capture Knowledge

- Plan – Get the right resources for the job

- Execute – Manage resource bottlenecks and over allocation

- Measure – Capture best practices



Level resources across all projects – capital, routine, etc. – and proactively track resource demand so workforce is not over allocated

Project Delivery – Mitigating Risk

Identify, manage, mitigate, and prevent risk impacts

- **Schedule: Risk Ready State**

- Best Practices check
- Pre-Analysis check

- **Risk Identification**

- Estimate uncertainty
- Risk events

- **Develop Risk Model**

- Apply uncertainty estimates
- Map risk events to activities

- **Preliminary Analysis & Review**

- Analyze project plan
- Review, adjust, and remodel

- **Final Model & Report**

- Model mitigation scenarios
- Finalise risk response plans



Risk Analysis – Quantitative Definitions

Probability Scale

Items in the scale 5 ...

	Probability
Very High	>70%
High	>50%
Medium	>30%
Low	>10%
Very Low	<=10%

Impact Scales & Types

Add Impact Type Delete Impact Type Items in the scale 5 ...

Impact Types	Score?	Very Low	Low	Medium	High	Very High
Schedule	<input checked="" type="checkbox"/>	<=10	>10	>20	>50	>150
Cost	<input checked="" type="checkbox"/>	<=£100,000	>£100,000	>£500,000	>£1,000,000	>£5,000,000
Performance	<input checked="" type="checkbox"/>	Failure to meet a minor acceptance criteria	Failure to meet more than one minor	Shortfall in meeting acceptance criteria	Significant shortfall in meeting acceptance	Failure to meet acceptance criteria

Tolerance Scale

Items in the scale 3 ...

	Color	Score
High		>23
Medium		>5
Low		<=5

Probability and Impact Scoring (PID)

Risk score is based on: Highest Impact Average of Impacts Average of Individual Impact Scores

	Impacts				
	Very Low	Low	Medium	High	Very High
Very High %	5	9	18	36	72
High %	4	7	14	28	56
Medium %	3	5	10	20	40
Low %	2	3	6	12	24
Very Low %	1	1	2	4	8

Print...
Manageability and Proximity...
Load...
Save...
OK
Cancel

Governance: Templates establish standards critical to project success

WHAT

- Highest quality results without rework or waste
- Management of best practices and core project knowledge

HOW

- Easy-to-define and use project template capability, with coding for better organization, administration and retrieval (new)
- Shared dictionaries for projects and templates (new)
- “Fragnets” easily added to existing projects

RESULTS

- Repeatable project success
- Consistency across projects and programs

The screenshot displays the Oracle Primavera P6 interface. The main window shows a Work Breakdown Structure (WBS) for 'Project: Proj1234'. The WBS is organized into levels: 'WBS: Proj1234.CP684' (Total Cost: \$37,200.00) and 'WBS: Proj1234.CP684.IV' (Total Cost: \$0.00). A context menu is open over the 'WBS: Proj1234.CP684.IV' node, with the option 'Add WBS from template' highlighted. The background shows a Gantt chart for the year 2010, with various milestones and activities plotted.

The screenshot shows the 'Create New Template' dialog box in Oracle Primavera P6. The 'General' tab is selected, and the user is prompted to 'Choose the project data to copy to the template.' The dialog is divided into two main sections: 'Project & WBS Data' and 'Activity Data'. Each section has a list of items and an 'Include' checkbox.

Project & WBS Data	Include
Documents	<input checked="" type="checkbox"/>
Funding Sources	<input type="checkbox"/>
Issues	<input type="checkbox"/>
Risks	<input checked="" type="checkbox"/>
Activities	<input checked="" type="checkbox"/>
Notebooks	<input checked="" type="checkbox"/>
WBS Milestones	<input checked="" type="checkbox"/>

Activity Data	Include
Activity Codes	<input checked="" type="checkbox"/>
Expenses	<input checked="" type="checkbox"/>
Notebooks	<input checked="" type="checkbox"/>
Relationships	<input checked="" type="checkbox"/>
Resource and Role Assignments	<input checked="" type="checkbox"/>
Steps	<input checked="" type="checkbox"/>

Driving Accountability through Actions and Alerts

Accountability and Visibility

ORACLE Primavera Contract Management
Business Intelligence Publisher Edition

Welcome Steve Johnson Transmittal Queue Search Print Help User Productivity Kit Logout

Contract Management Control Center

Control Center

September 14, 2011

Workspace (My Workspace)

Actions

Actions

High

Normal

Low

77

0

Alerts

High

Normal

Low

Last System Refresh: Se

Action List - All

Request for Informa

High

Change Management

Glazed Facing Tile

Change Order Request

Additional Parking Required

Compensation Event

Approved Changes

due 178 days ago

Daily Report

Daily - 00004

entered 259 days ago by

Daily - 00009

entered 253 days ago by

Daily - S0009

entered 253 days ago by

Early Warning

Clearance of emergency access...

due 254 days ago

Replace underground piping

due 240 days ago

Risks

Inappropriate Concrete Mix

opened for 186 days

Rock in Trenches

opened for 249 days

Meeting Business Item

Action List
Workflow Driven
Enterprise Wide
Printable/Exportable

ORACLE

Contract Summary

Real time contract information

Cost Control

School Addition-Automotive Center (DEMO) Contract : AA450-01000 | Standard Paving, Inc.

Control Center > Contracts - Committed Log > Contract

Contract Summary

Original Contract/PO Sum	\$522,983.00	Original Completion Date	Mar 9, 2010
Approved Changes	\$3,000.00		
Revised Contract Sum	\$525,983.00	Revised Completion Date	Mar 10, 2010
Actual to Date	\$128,000.00		
Balance	397,983.00		

Initiate Change Management

Title	Type	Change Management	Change Date	Approved Date	Approved Changes	Pending Changes	Status
Additional Parking Required (00001, Oct 19, 2009)	Change Order Request	Additional Parking Required (00005, Oct 18, 2009)	Oct 19, 2009			\$7,000.00	New Item
Rock in Trenches (00003, Nov 6, 2009)	Change Order	Rock in Trenches (00003, Sep 11, 2009)	Nov 6, 2009			\$5,500.00	New Item
Underground Utilities (00001, Sep 26, 2009)	Change Order	Underground Utilities (00002, Sep 7, 2009)	Sep 26, 2009		\$3,000.00		Approved

- Summary
- Changes
- Insurance
- Payments
- Submittals

Payments

Negotiate and track actuals

Cost Control

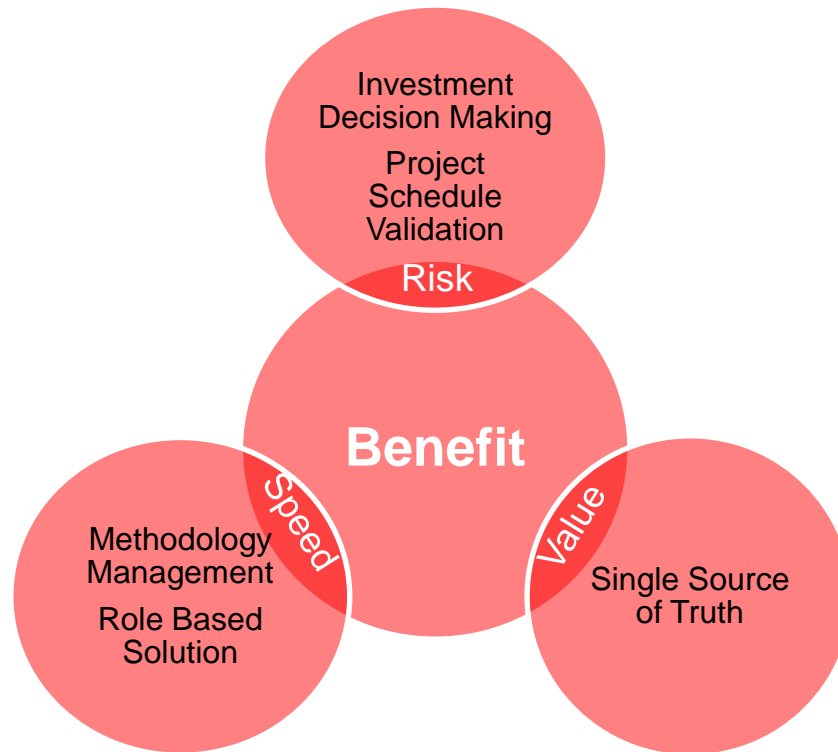
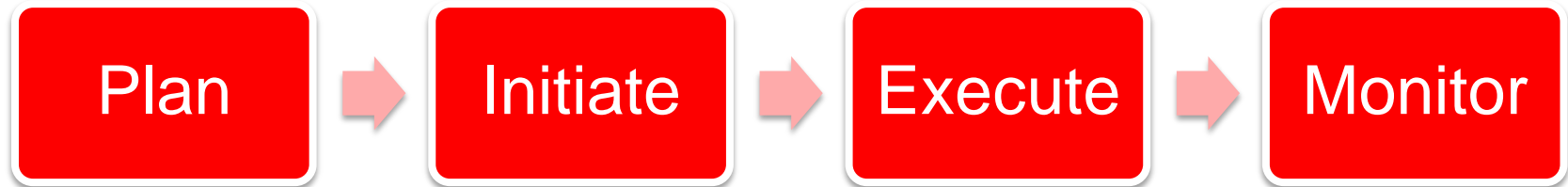
- Link contract line items to P6 activities for easy update based on activity's percent complete
- Collect approved changes and materials so nothing slips

Item Number (A)	Description of Work (B)	Scheduled Value (C)	Previous Applications (D)	This Period (E)	Materials Presently Stored, Not in D or E (F)	Completed and Stored to Date, D+E+F (G)	% Complete G/C	Balance to Finish (H)	Retainage (I)	Retain %	Tax Rate (J)	Activity ID
10	Summary	\$240,000.00	\$240,000.00	\$0.00	\$0.00	\$240,000.00	100.000%	\$0.00	\$0.00	0.00000%	0.000%	
11	Administration Requirements	\$274,264.12	\$274,264.12	\$0.00	\$0.00	\$274,264.12	100.000%	\$0.00	\$0.00	0.00000%	0.000%	
12	Adminstration Reqmnts - Schedule	\$244,500.00	\$183,375.00	\$61,125.00	\$0.00	\$244,500.00	100.000%	\$0.00	\$0.00	0.00000%	0.000%	
13	Quality Requirements - Testing	\$65,000.00	\$39,000.00	\$19,500.00	\$0.00	\$58,500.00	90.000%	\$6,500.00	\$0.00	0.00000%	0.000%	
14	Quality Requirements - Software	\$7,735.88	\$7,735.88	\$0.00	\$0.00	\$7,735.88	100.000%	\$0.00	\$0.00	0.00000%	0.000%	

Project Portfolio Management Core Wrap Up



Oracle Project Portfolio Management



What Customers are Achieving...



reduced MRO item costs by 20%



sourced 50,000 items and reduced costs by 20%



increased purchasing volume discounts by 5%



reduced purchase order cycle time by 75%



reduced purchase order processing time by 86%



reduced purchasing processing costs 89%



saved over \$11M from Procurement & other EBS apps



saved over \$1.1M annually via integrated procurement



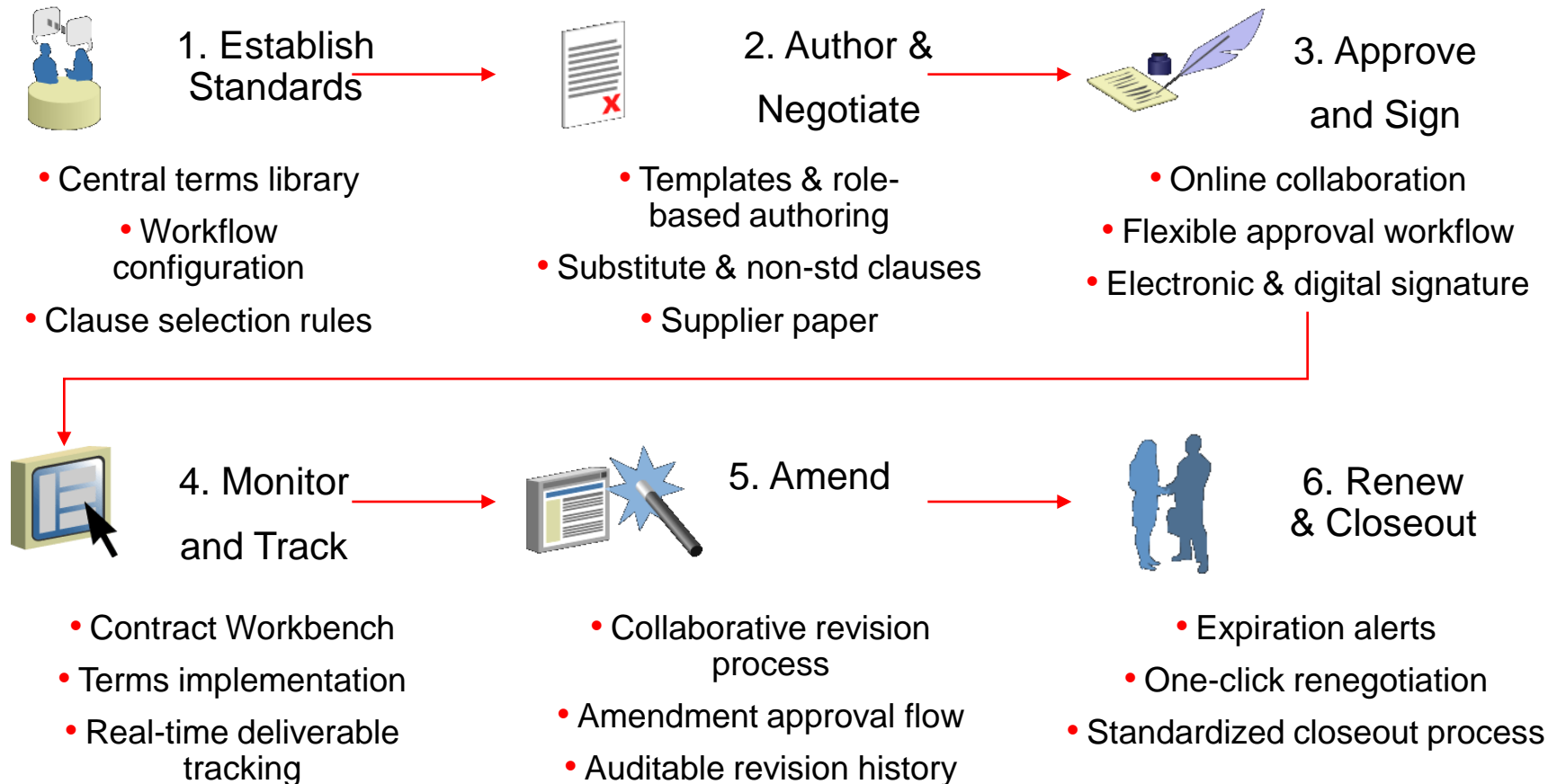
saved over 25% on indirect goods purchases



implemented internet procurement in only 60 days

Procurement Contracts Process Flow

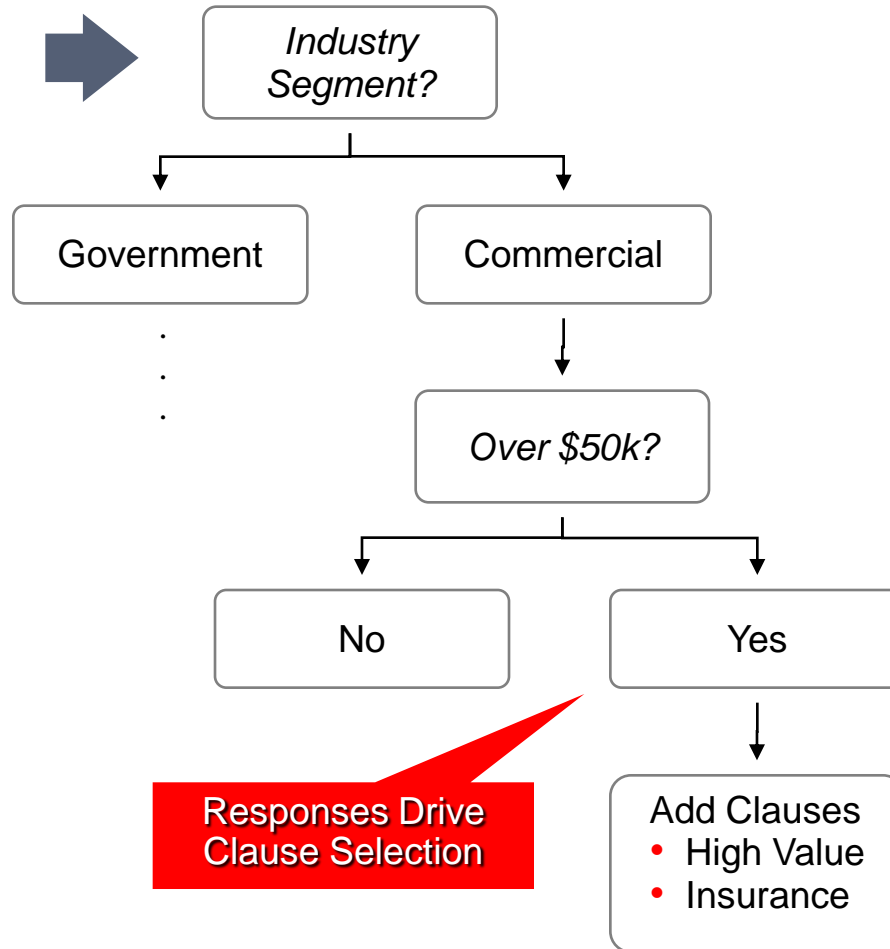
Standardise Terms, Accelerate Negotiation, Drive Compliance



Expert-Based Authoring

Produce Compliant Contracts

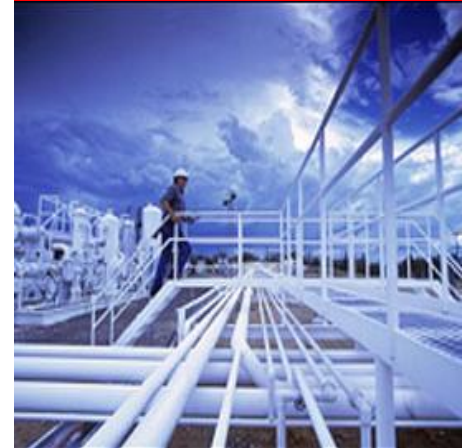
Contract
Template



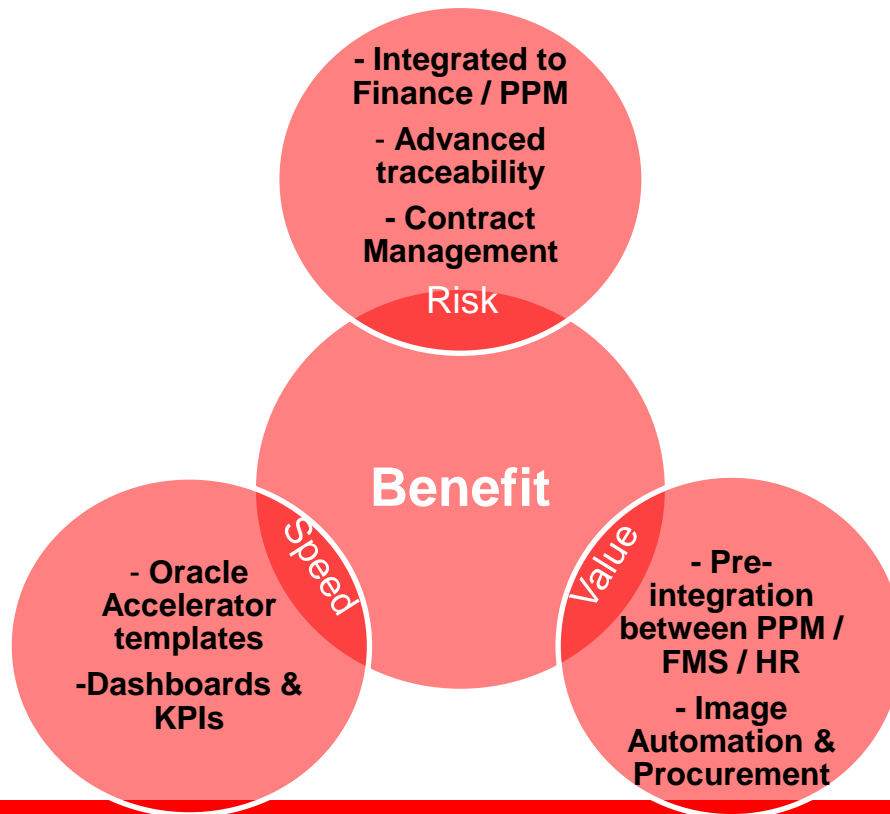
- Configurable rules drive terms selection for complex contracts
- Clauses default based on product, supplier, contract value, etc.
- Author high quality contracts with minimal legal supervision

Draft
Contract

Procurement Core Wrap Up

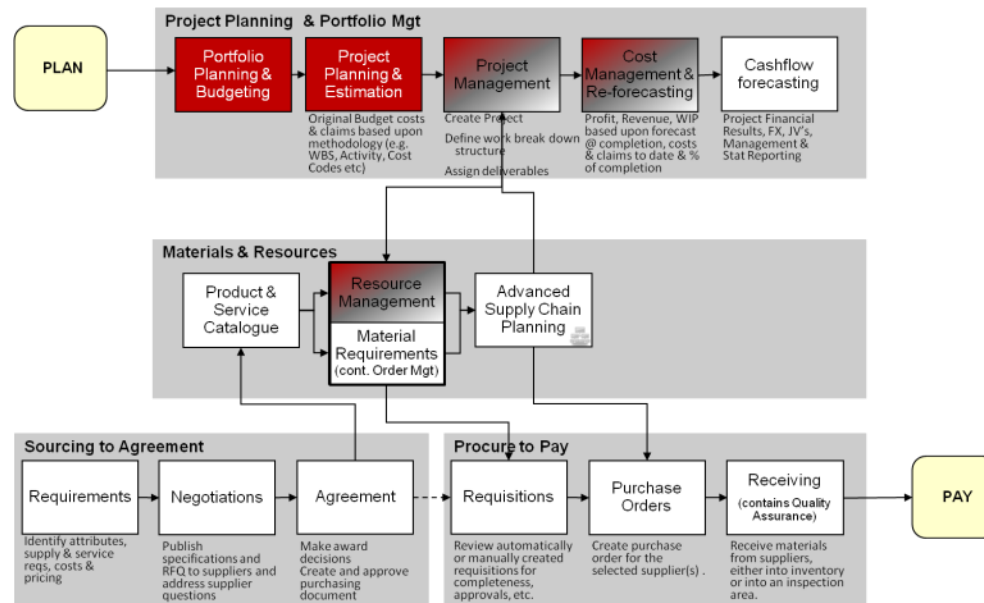


Oracle Procurement



Summary

- Complete composite capability including SCM, VCP, and collaboration – underpinned by scalable technology



Oracle Primavera's Focus

3 Management Areas

Plan

Improve Capital Investment Portfolios

Deliver proven capital project planning, management and control solutions that increase CapEx value, mitigate risk and reduces costs

Build

Enhance the Construction Process

Implement innovative construction management capabilities with EPCs to ensure optimal cash flow and timely project completion

Operate

Optimize Maintenance

Leverage leading project management capabilities to optimize the allocation of limited resources, capture best practices and reduce OpEx costs.

Project Success Drives Financial Performance

Enterprise Project & Portfolio Management

Plan

Improve ROI

Build

Improve Cash Flow

Operate

Improve
Operating
Margins



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