

ORACLE®



# Project Intensive Industries October 2014

David Judge – Director of Alliances



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# Agenda

- 1 Project Intensive Industries
- 2 Developing a joint customer Proposition

# Primavera EPPM

## What is Primavera?

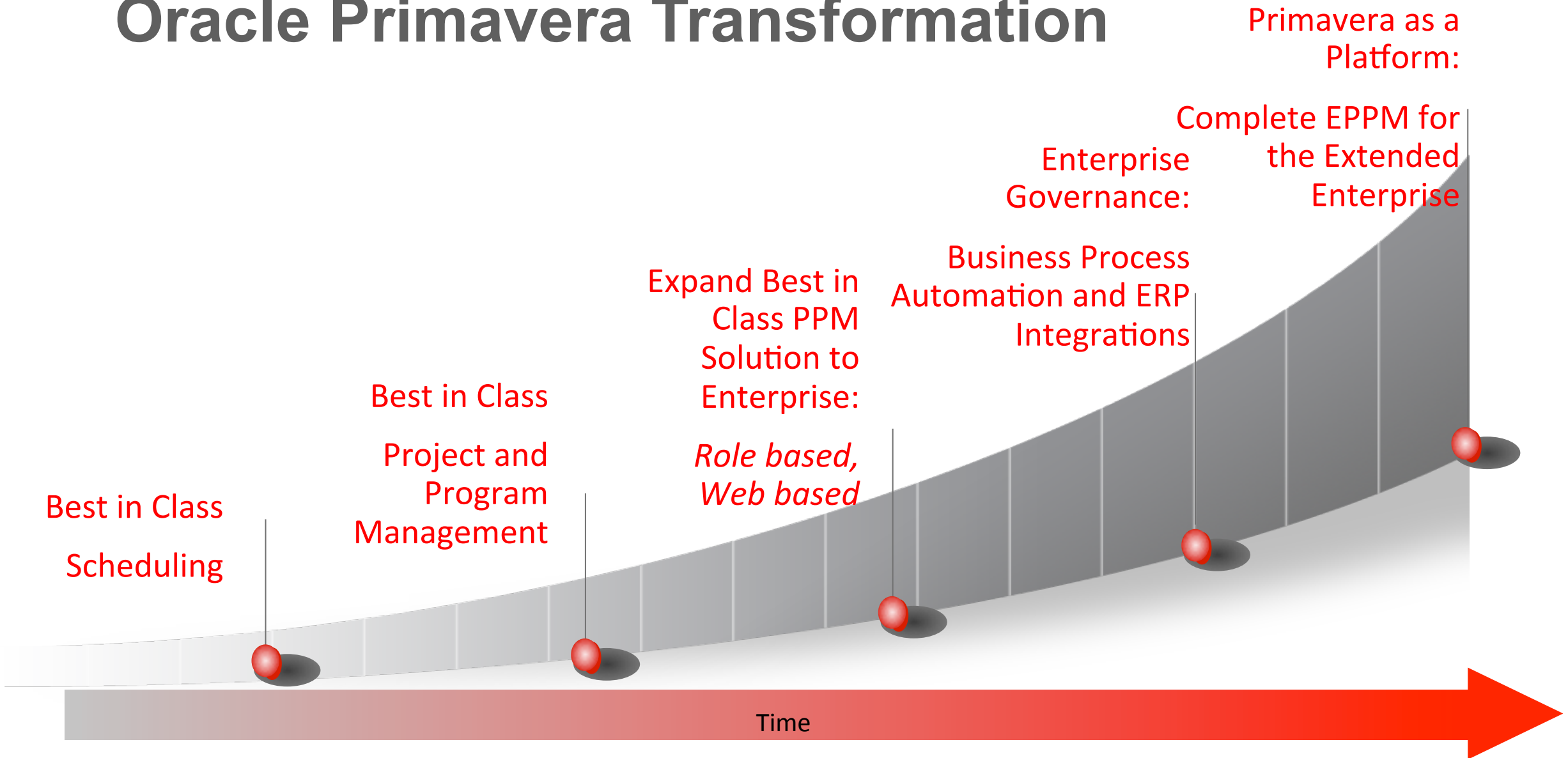


# History

## Primavera facts and figures

- Founded in 1983
- Acquired in 2008, integrated in 2009
- Only GBU to retain core brand name
- Over 900 Primavera focused employees
- Co-founder Dick Faris still with the GBU
- Used by over 5000 global enterprises and 2.5 million users worldwide
- Carried out 3 acquisitions in the last 2 years

# Oracle Primavera Transformation



# The Market Opportunity For Capital Projects and Infrastructure






## Infrastructure & Capital Projects:

The future for  
investment

David Hope  
October 2014

The background of the slide is a photograph of an oil field at sunset. The sky is a deep orange and yellow, with dark, silhouetted clouds. In the foreground, the dark silhouettes of oil pumpjacks and power lines are visible against the bright horizon. Overlaid on the right side of the image are several concentric white circles of varying thicknesses, creating a ripple effect that frames the text on the right.

*...the PPM market is  
poised for  
much-needed  
expansion  
– Forrester March  
2014*

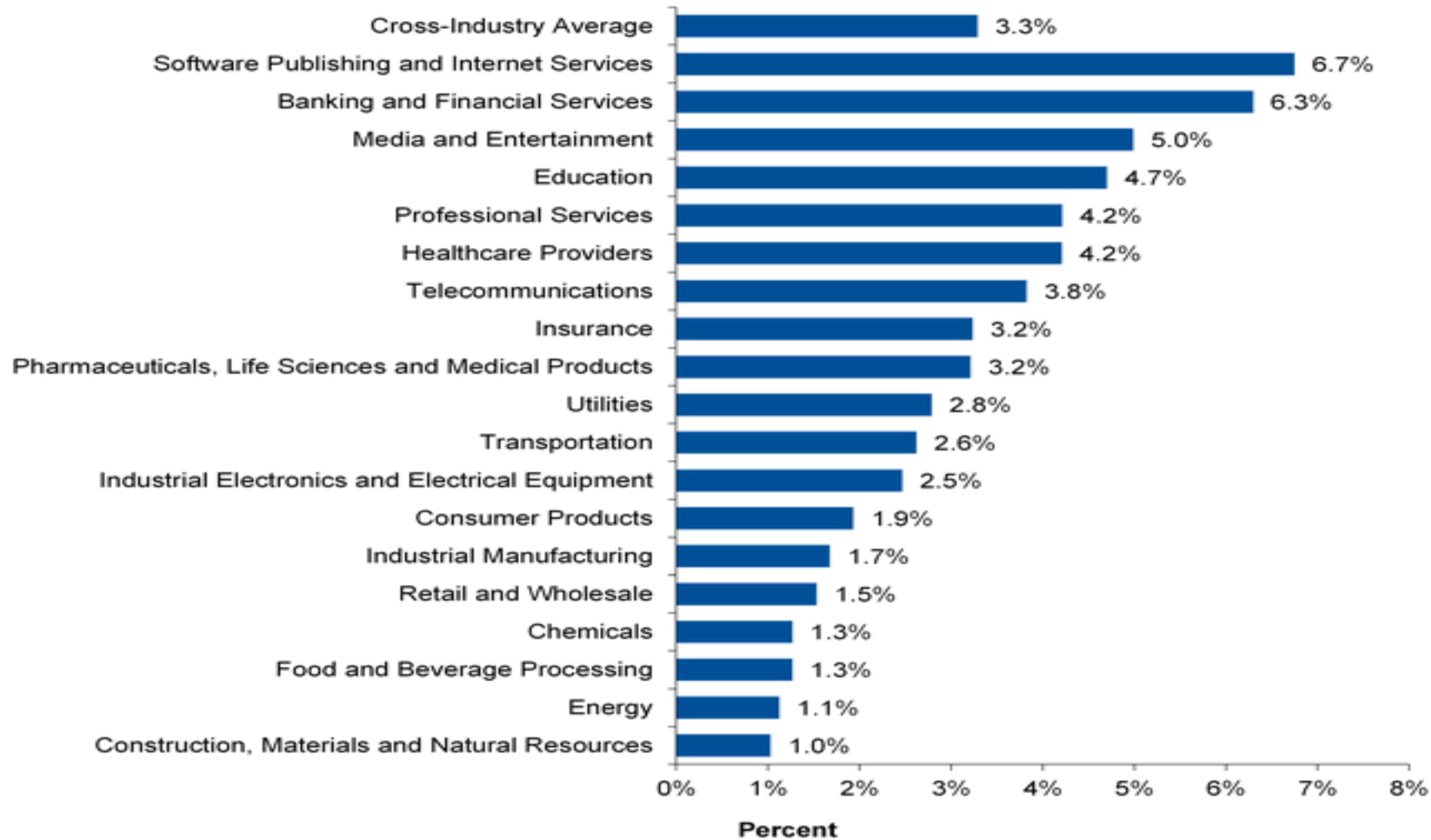


*By 2030 \$46 trillion will be spent on Infrastructure and capital projects globally \**

*Many Major Infrastructure Projects have a value greater than FTSE 250 companies*

*...Private investor funding is driving the trend for greater accountability – PPM is the new ERP*

# IT Spending as percentage of Revenue

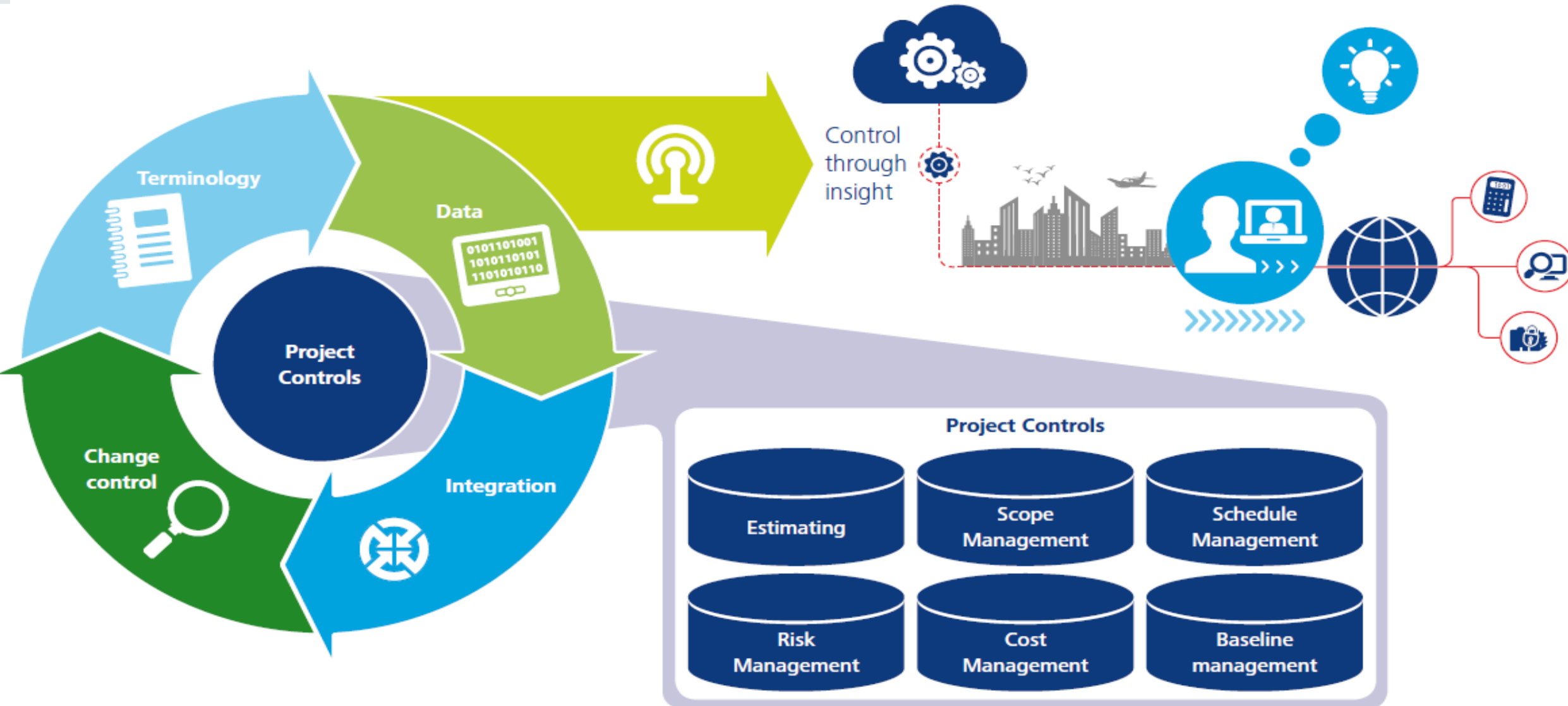


IT Key Metrics Data 2014, Gartner Benchmark Analytics



*2.3 % of \$46  
trillion =  
\$1.058  
trillion*

# Building the Intelligent Client



# Working together



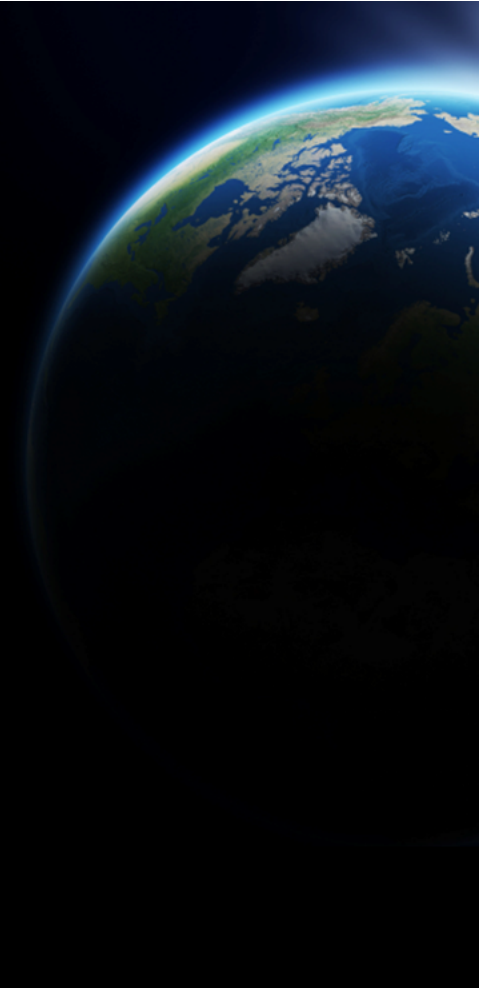
**Deloitte.**

**ORACLE**  
PRIMAVERA

# Opportunity

Huge Global project spend

20% Of  
Global GDP



# Opportunity

PPM growth beyond 2012 spend

9.4%

CAGR Thru 2017

# Opportunity

PPM growth beyond 2012 spend

by 2017 Global PPM  
spend will increase by \$2  
Billion to \$5.65 Billion

# What is Primavera EPPM doing?

With Enterprise Project Portfolio Management, you can:

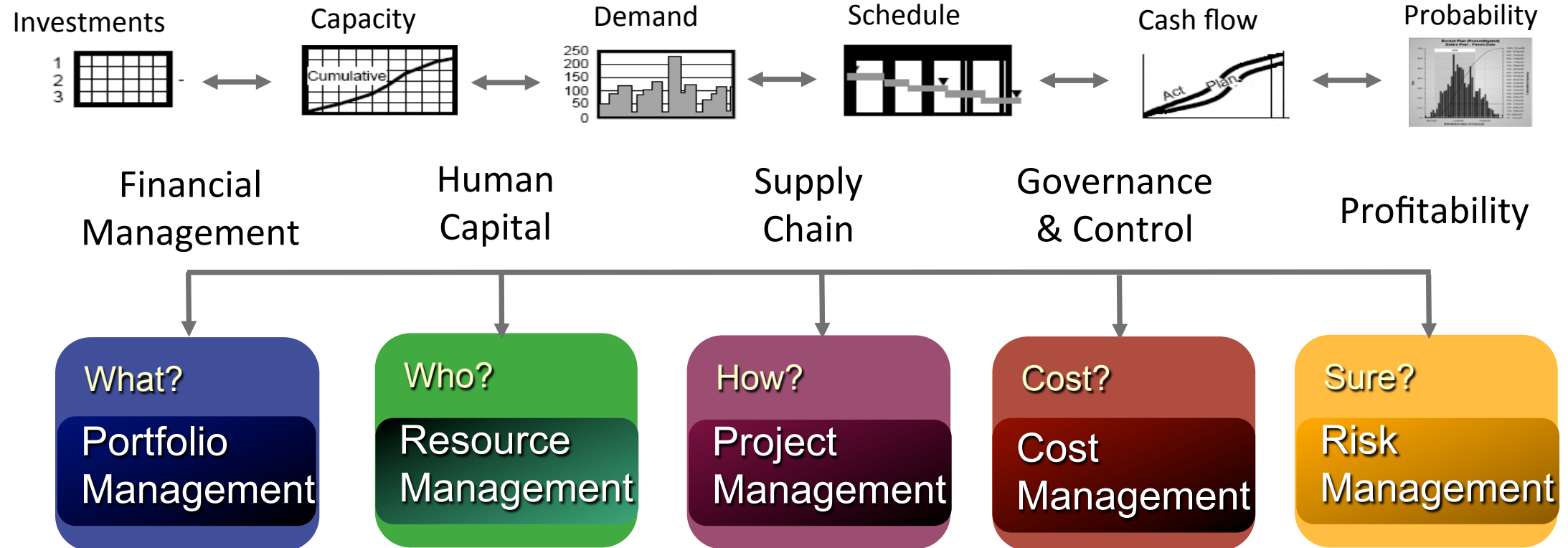
*Identify, prioritize,  
& select the right  
strategic initiatives*

*Assign right people  
to right projects  
at the right time*

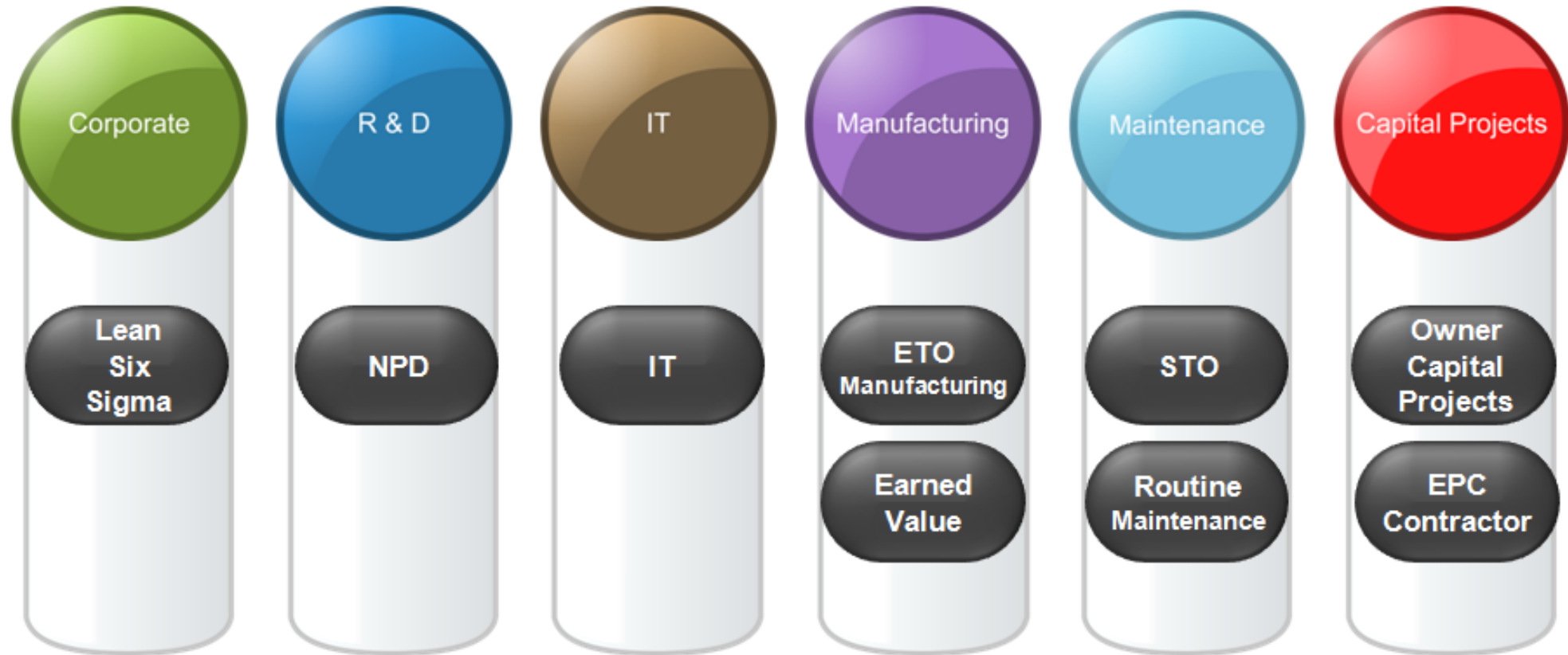
*Plan & execute  
projects on time  
& on budget*

*Control budgets,  
contracts, changes  
& documents*

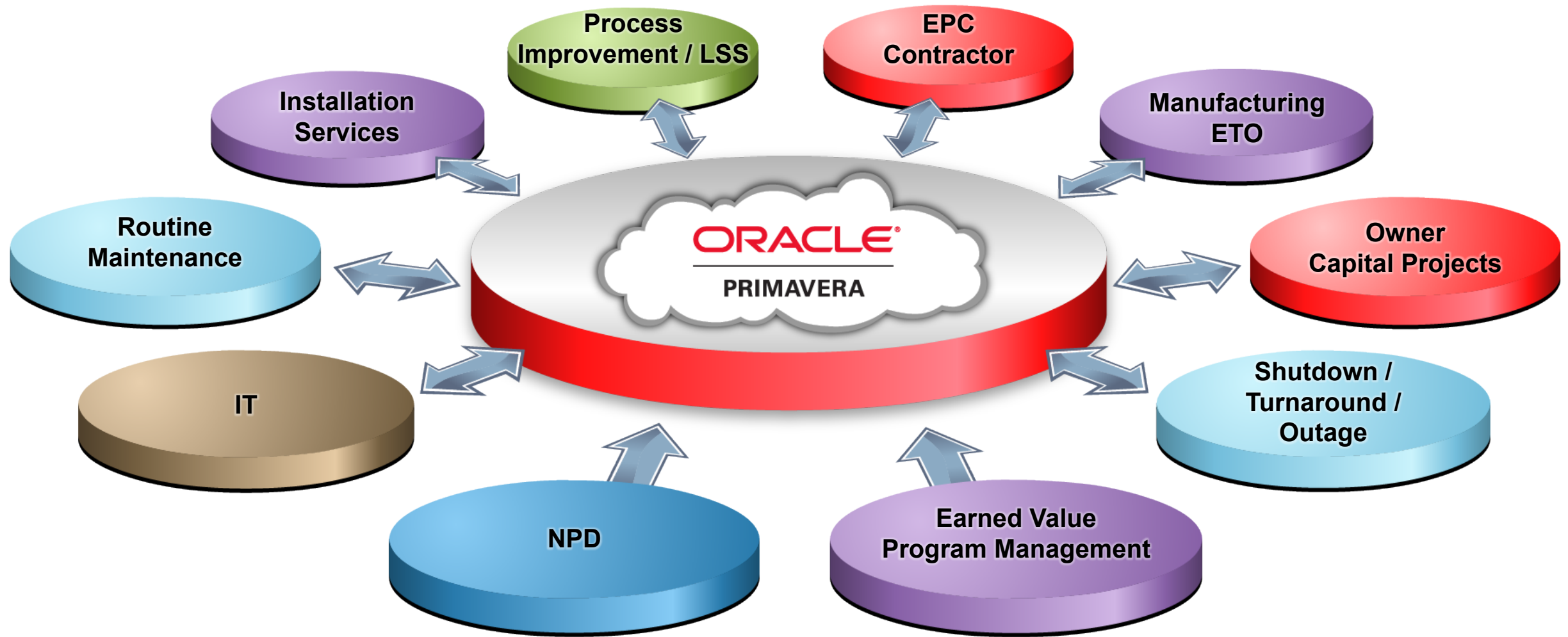
*Mitigate project risk  
through predictive  
analytics*



## Executive Leadership

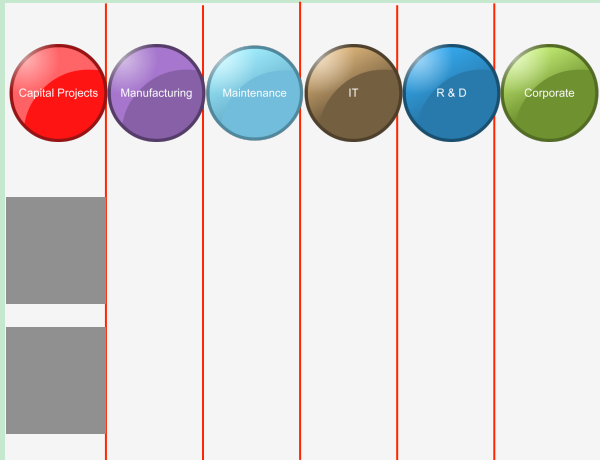


# #1 MULTI-INITIATIVE PPM SOLUTION



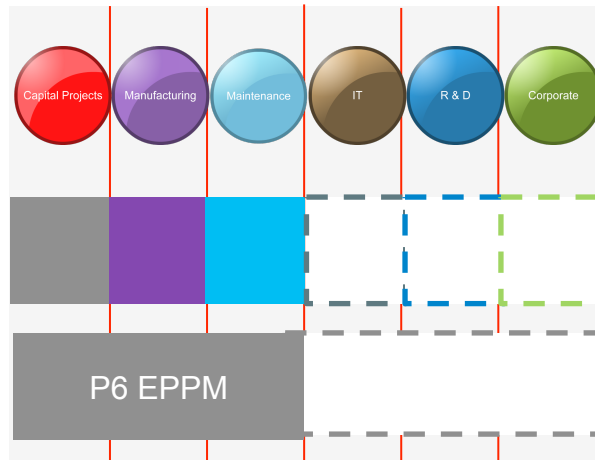
# Oracle EPPM Strategy and Vision

## Phase 1 Niche PPM Leader



**Best-in-Class**  
Capital Projects

## Phase 2 EPPM for Asset-Intensive Industries



**Best-in-Class**  
Capital Projects  
Manufacturing  
Maintenance

**Opportunistic**  
IT  
NPD  
Corporate

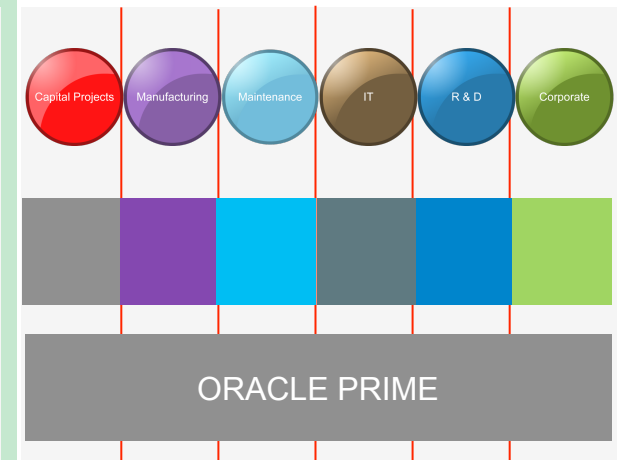
## Phase 3 “Single-Vendor” EPPM for All Major Use Cases



**Best-in-Class**  
Capital Projects  
Manufacturing  
Maintenance

**Best-in-Class**  
IT  
NPD  
Corporate

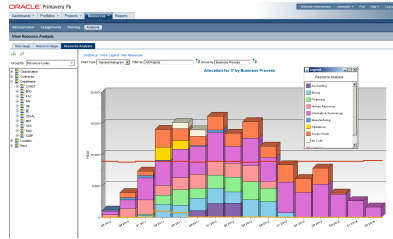
## Phase 4 “Single-Platform” EPPM for All Major Use Cases



**Best-in-Class**  
All major PPM use cases

NOW

# Full Oracle Primavera Suite



**Static & Dynamic Reporting  
Decision Support System**

P6  
Analytics  
& BI  
Publisher

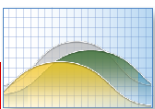
**IT PPM, NPD,  
Lean Six Sigma  
(SaaS)**

Instantis  
V8.6

**Capital Projects & Contract  
Management (5 SKU's)  
(SaaS)**

Primavera  
Unifier  
v9.13

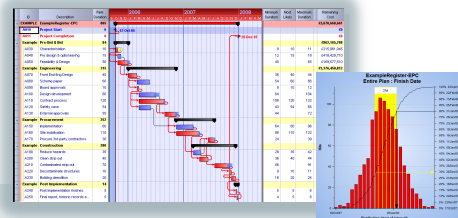
**Excel based, simulation,  
forecasting & optimization tool**



Crystal  
Ball

Primavera  
Risk  
Analysis

**Schedule & Cost Risk Analysis  
Monte – Carlo Simulation**



**Complete Project planning,  
Execution and M&C**

P6 EPPM

**Workflow Engine (Project  
initiation, Stage Gate)**

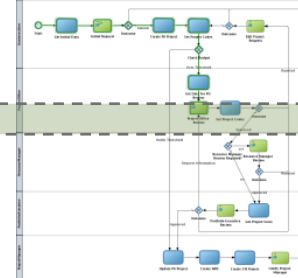
BPM

**Document Visualization  
\*Native Viewer,  
\*No Data Conversion**

AutoVue

**Portfolio - Investment  
Management**

OPPM

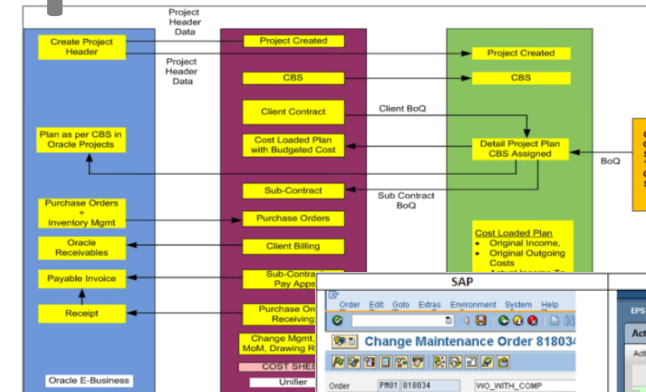


CPM

Prime



**Primavera GATEWAY**



Oracle Primavera

Activities of WO\_IOTEST\_818071

Item	Component	Description	LT	Reagent Qty	UM	IC
10110 100-200	Activation		02	1	PC	L
10220 100-200	Hollow shaft		02	2	PC	L
10320 100-150	Motor Housing		02	1	PC	N

Resource ID Name	Planned Units	Actual Units	Remaining Units
2000-BLCC - Electrical Technician	0.500	0.000	0.500
100-100-200 - M 100-200	1.000	0.000	1.000
2000-MECH - Mechanical Technician	0.250	0.000	0.250

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# Oracle Primavera Solution Footprint

ORACLE | PRIMAVERA

Oracle BI Analytics & Reporting

Oracle Business Process Management (BPM)

## Unifier

Cost Control  
Project Delivery  
Capital Planning

## Primavera P6 EPPM

Project Management  
Portfolio Management  
Resource Management  
Planning & Scheduling  
Team Collaboration  
Risk Management  
Mobile

## Portfolio Management

Strategic Portfolios  
Ideation

## Risk Analysis

Simulation

## Standards-based Open Platform

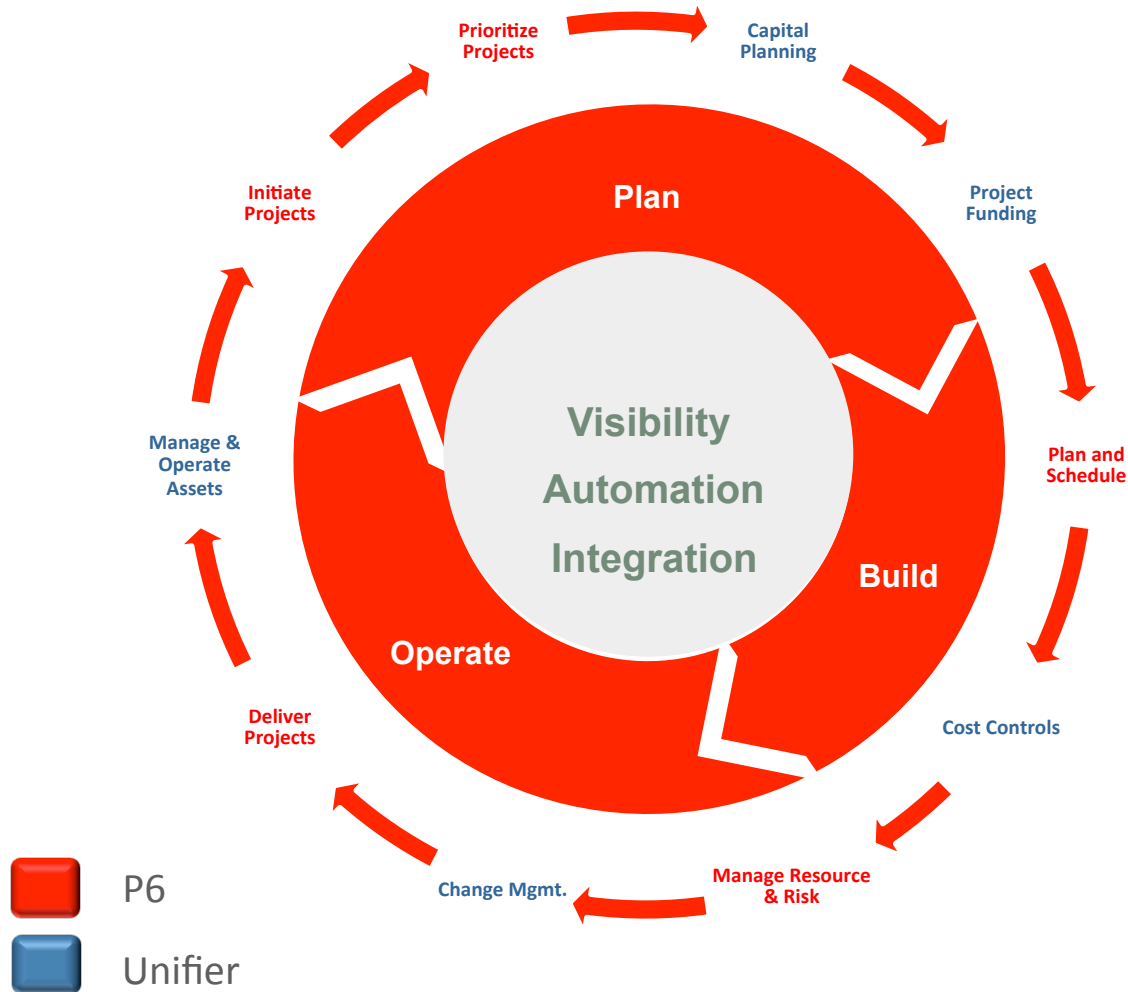
Primavera API, Web Services & Event Enablement

## Application Integrations

E-Business, JDE, PeopleSoft, Fusion, UCM, UPK, AutoVue, EAM, Agile PLM  
SAP Inspire  
Partner Add-ons

# Oracle P6 EPPM + UNIFIER Joint Solution

Delivers a Comprehensive Enterprise Project Portfolio Management Platform



## Visibility Across the Entire Lifecycle

- Complete governance over all project phases from planning and building to operations and maintenance
- Drives transparency into the entire lifecycle workflow to provide users with accurate data to make informed decisions

## Automated Processes with Easy-to-Use Workflows

- Developed by industry veterans with focus on ease of use
- Capture key workflows and knowledge to build best practices across the enterprise and reduce cycle time

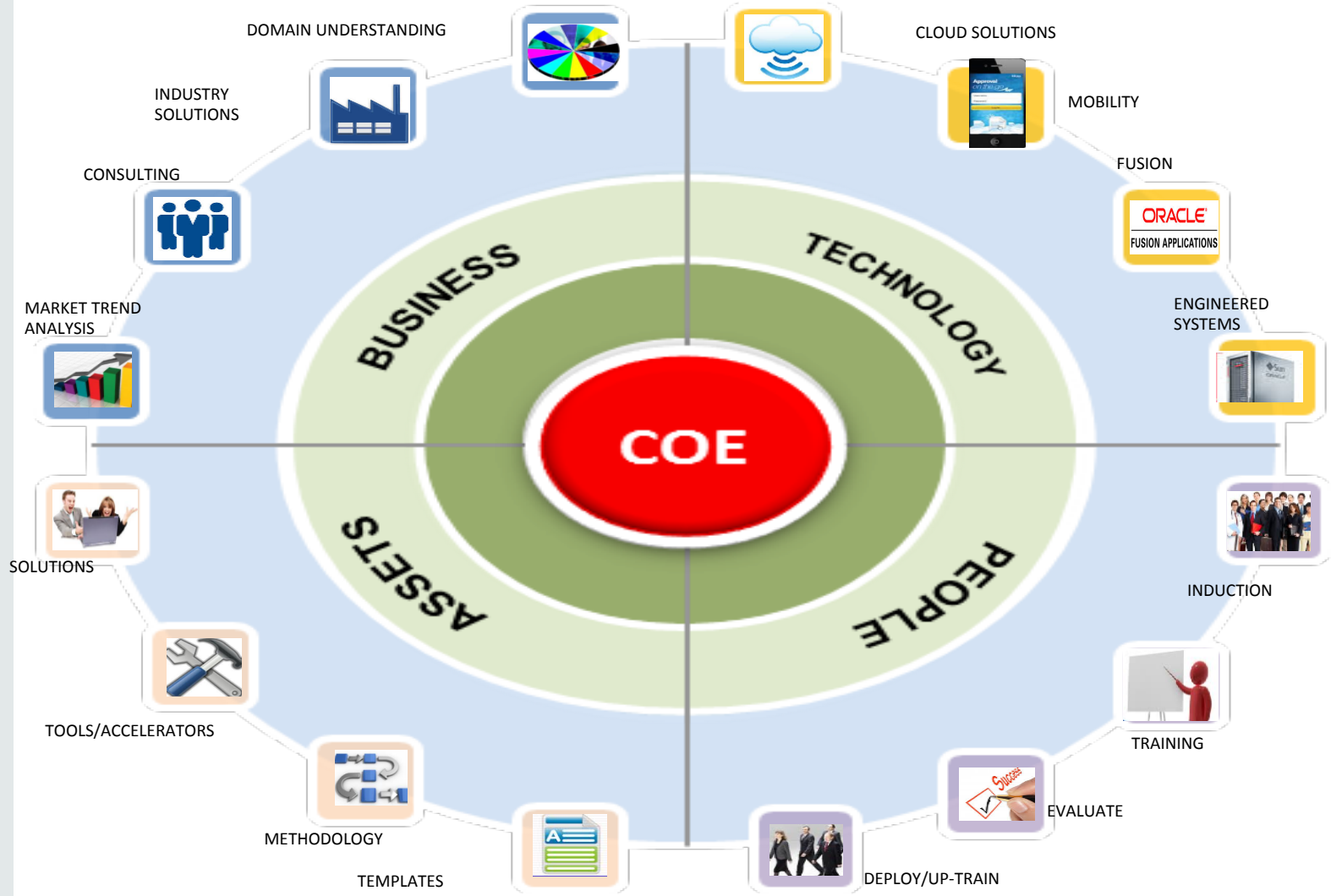
## Integrated with Analytics and ERP

- Easily monitor, visualize and adjust plans according to actual financial forecasts
- Balance resource capacity with real-time information
- Complete integration with Enterprise Resource Planning (ERP), Human Capital Management and Financial systems



# TCS Oracle Primavera Unit

# TCS Entsol Oracle – The 360° View



SKILLSET	PEOPLE	PROJS
ORACLE EBS/JDE	6,600+	225+
PSFT ENT'PRISE	1,000+	85+
JD EDWARDS	125+	10+
INDUSTRY PRODUCTS	600+	50+
ORACLE MW	4,000+	200+
ORACLE DB & OTHERS	7,000+	300+

15,000+ best of the breed engineers backed up by 20+ years of Experience; 400+ customers



# TCS Oracle Primavera Capabilities Snapshot

## Experience

- Implementing projects since 2002
- UK Water Utility Project awarded the best project implemented using Primavera in 2004 in Utilities sector.
- Water Utility Scotland Project - shortlisted in the final 4 for the Utility Industry Achievement Awards under the category "IT Initiative of the Year- 2011".
- Launched "Colosseum" Solution Framework for Capital Project Management in Oracle Openworld 2013.

## People

- Focused group with Sales/ Pre-Sales, Delivery & CoE functions across geographies
- Experienced and highly trained pool of Primavera Consultants with **50+** Primavera P6 EPPM Certified Implementation & Support Specialist and **10+** Primavera Unifier Implementation Specialist
- **100 +** Consultants working in Primavera including - Functional, Technical, and Primavera Administrators

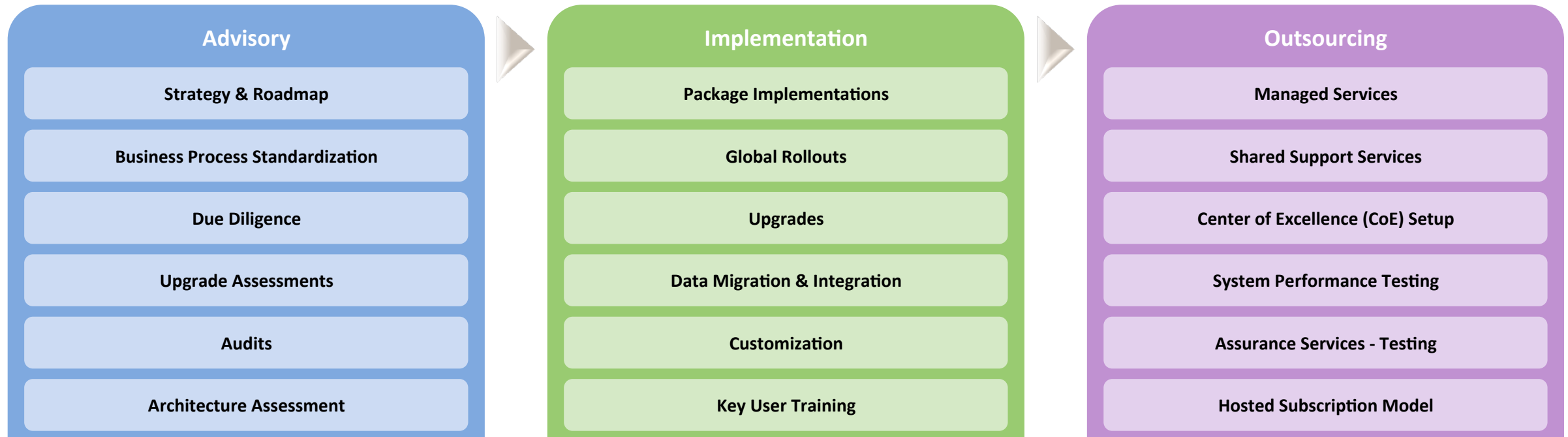
## Oracle Primavera Relationship

- Oracle PGBU's preferred Global Systems Integrator
- Joint go-to-market & business development strategies
- Joint Solution Development along with Oracle Industry Unit for Industry Vertical Solutions
- Setup of dedicated Oracle Primavera CoE and relationship management through TCS and Oracle Alliance, enabling better customer focus

## Vision

"To be recognized as the world's leading business solution provider and the partner of choice for our worldwide clients using Primavera applications and technologies"

# TCS Oracle Primavera Offerings



**Organizational Change Management and Business Transformation**

- Offerings designed for Global Network Delivery Model™
- Methodologies integrated with TCS iQMS™
- End to End Service Offering

# Colosseum Solution

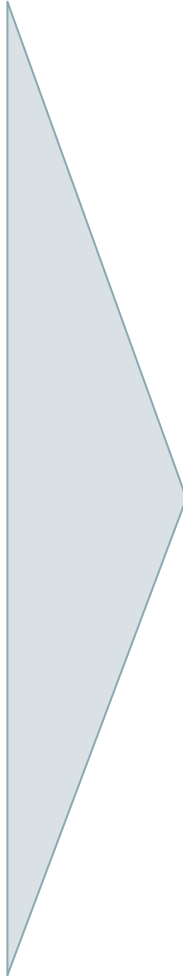
## Problem

Disparate processes and systems to coordinate. Multiple service providers.

Lack of visibility in project execution. Long cycle time for reporting.

Inability to have effective working capital management and financial control.

Lack of tracking impact of changes on project budget and bottom line.



## TCS solution

Single integrated system with overlaying process framework for all stakeholders, enabling transparency across workgroups

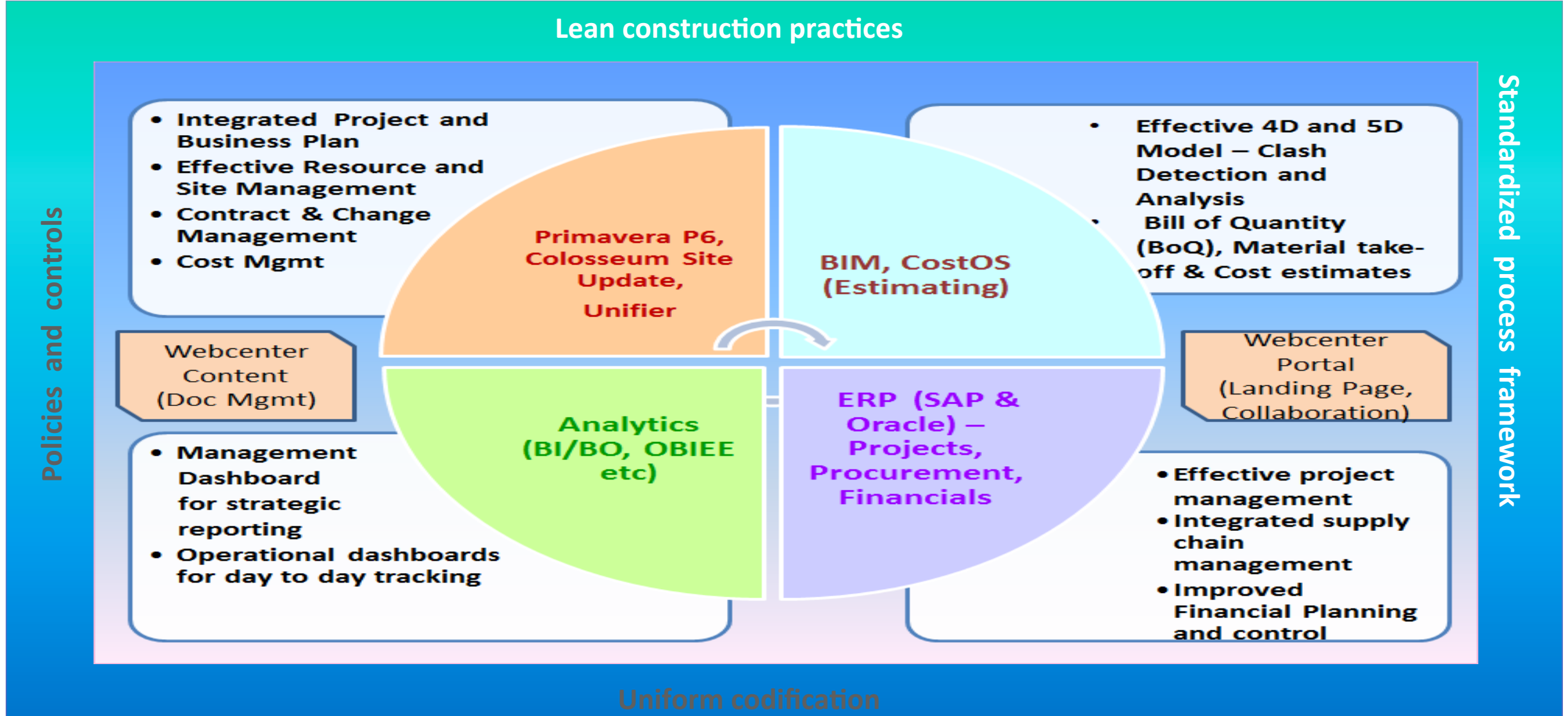
Improved vendor management and seamless process workflows with lesser cycle time

Effective management and control of both project execution and financials

- Task automation
- Reduce manual & duplicate activities
- Forecasting Estimate to Complete
- Actual versus planned views
- Business Intelligence, trend analysis

Effective Change Management using RFIs, Proposed Change Orders, MoMs linked with Project Cost Sheet for visualization of impact on Project Budget and Bottom-Line.

# Colosseum: Solution



# Oracle Primavera – Investments by TCS

- ✓ Focused Primavera Unit involved from Pro-Sales to Delivery
- ✓ Colosseum solution for Capital Investment Projects
- ✓ Domain experience in implementation and managed services to Utility, Engineering and Construction, Oil and Gas industry in collaboration with TCS Industry Units
- ✓ Some notable developments are:
  - Experience of OBIEE Analytical Dashboard development with Primavera and ERP Financial data
  - Integration between CostOS Estimation tool and P6 and Unifier.
  - Primavera Suite Instance / Application availability monitoring tool – notifies administrators via e-mail
  - Primavera P6 archival tool – Archive unused projects to a different instance
  - Colosseum Site Update – Update BoQ & task completed at site on Web or handheld.
  - Colosseum Single Landing Page – Single source for P6, Unifier and ERP

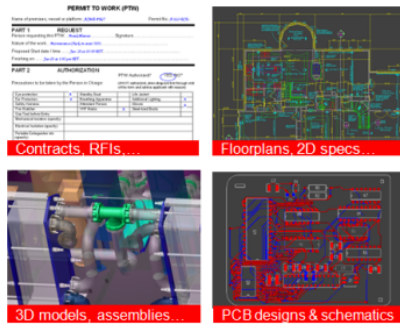
# Thank You

## Vikash Sureka

Vikash.Sureka@tcs.com

# Primavera Solution for Asset Intensive Clients

## P6 Analytics (KPI's, EV Manag., Decision Support Sys.)

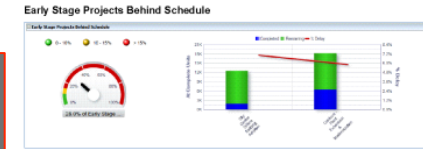


- 2D-3D Digital Data Visualization
  - Creating Mark-ups
  - Document Version Control
  - Real Time Collaboration (RTC)

- Contract & Cost Management
- Flexible Workflow Design
- Enterprise Collaboration



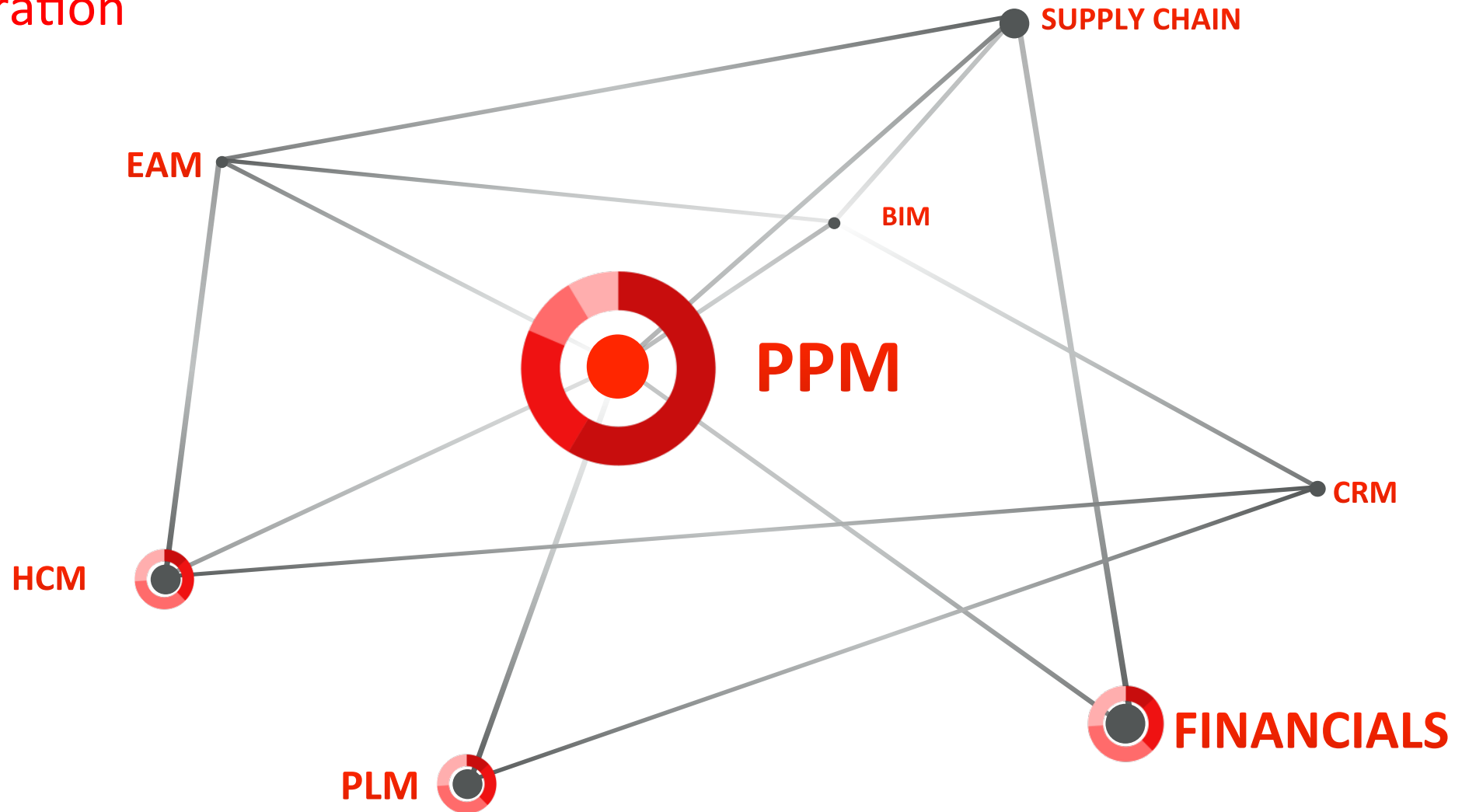
- Project Planning,
- Project Execution,
- Project Monitoring & Control,
- Enterprise Wide Resource Management



## Primavera Risk Analysis (Schedule and Cost Risk Analy.)

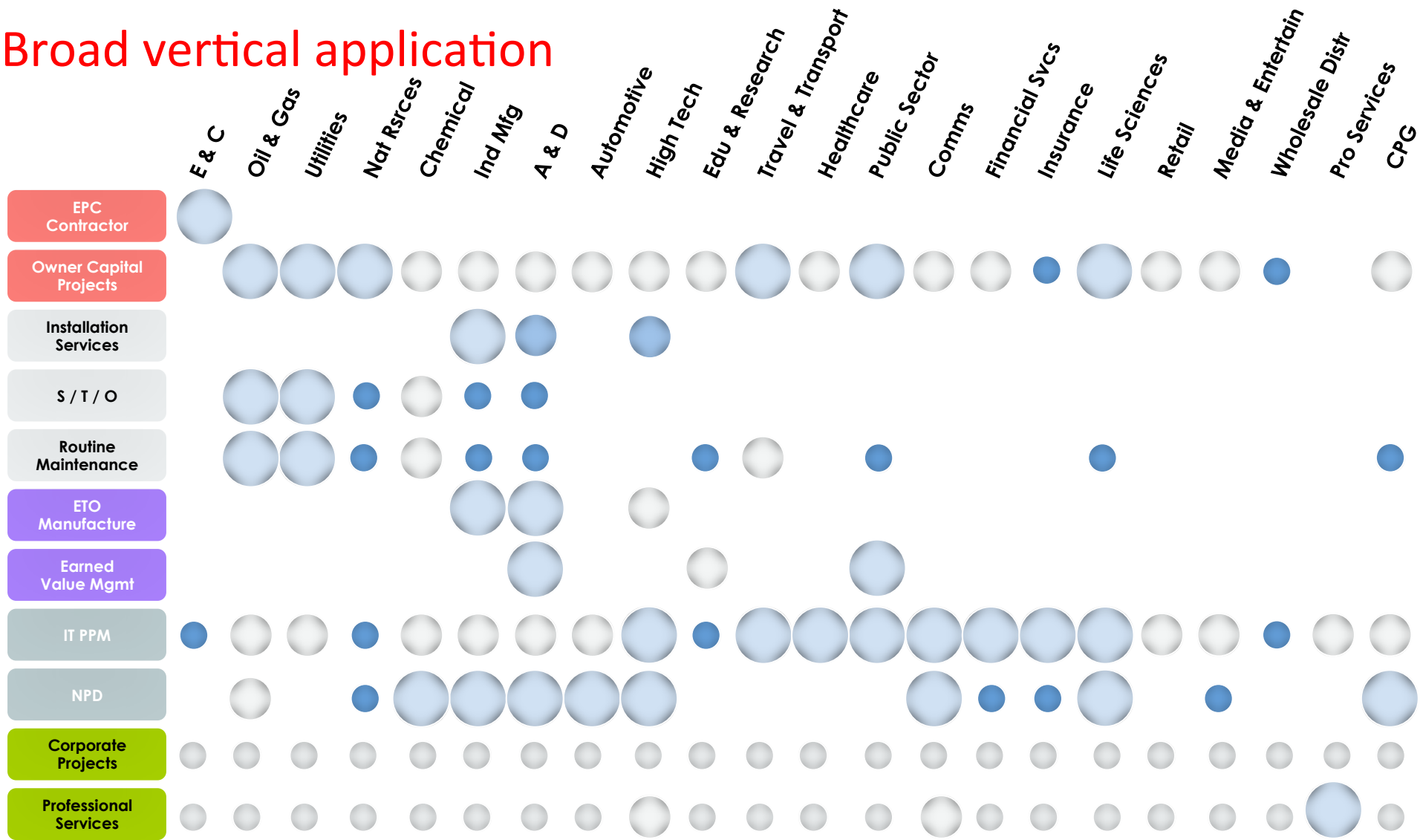
# Key Trends

## Integration



# Go to Market

## Broad vertical application



# Go to Market – System Integrators and Primavera

Answering key questions, addressing core topics, winning key accounts

## What?

Identify, select, and prioritize the right strategic initiatives

## When?

Plan and execute high quality projects on time, on budget

## Who?

Right resource, Right project, Right time

## Cost

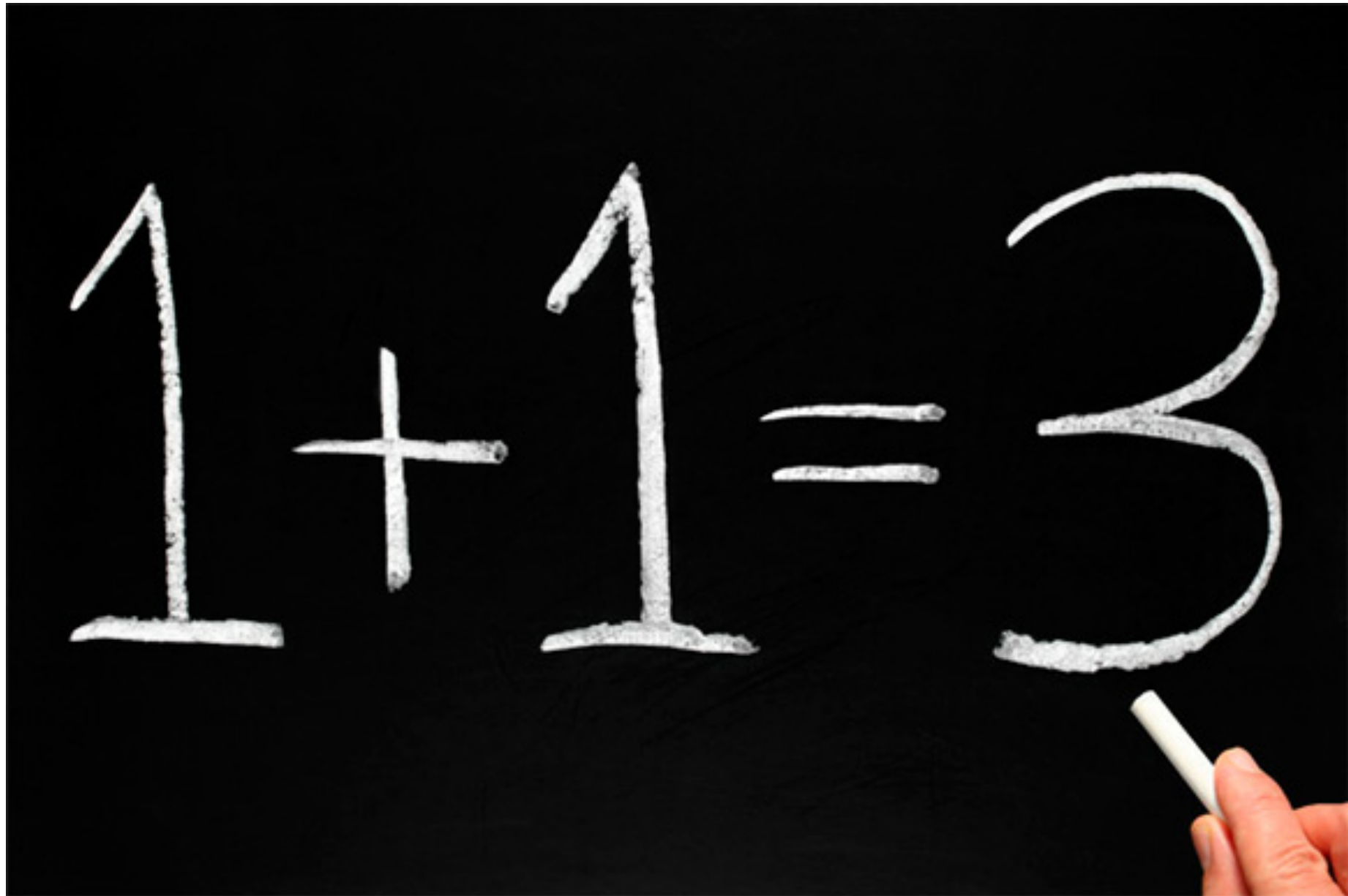
Cost tracking and Earned Value reporting

## Change

Manage contracts, commitments, changes

## Risk

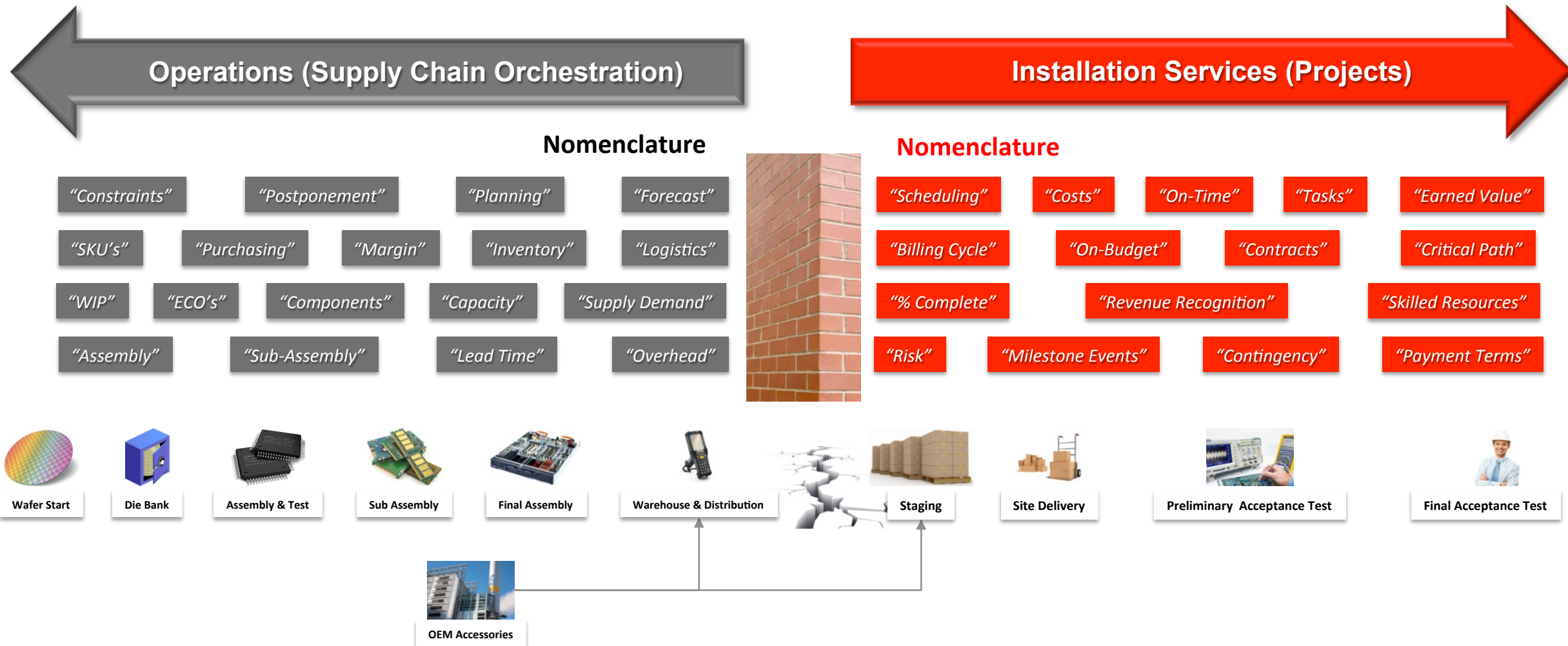
Mitigate risk through predictive analytics



A hand-drawn equation  $1 + 1 = 3$  is shown on a black chalkboard. The numbers and symbols are drawn with white chalk. A hand is visible in the bottom right corner, holding a piece of white chalk, having just finished drawing the number 3.

# Disconnected Operations from Installation Services...

*Bridging the "Gap"... Connect Key Transactions, Allow for Domain Relevance*



# Current business trends and challenges

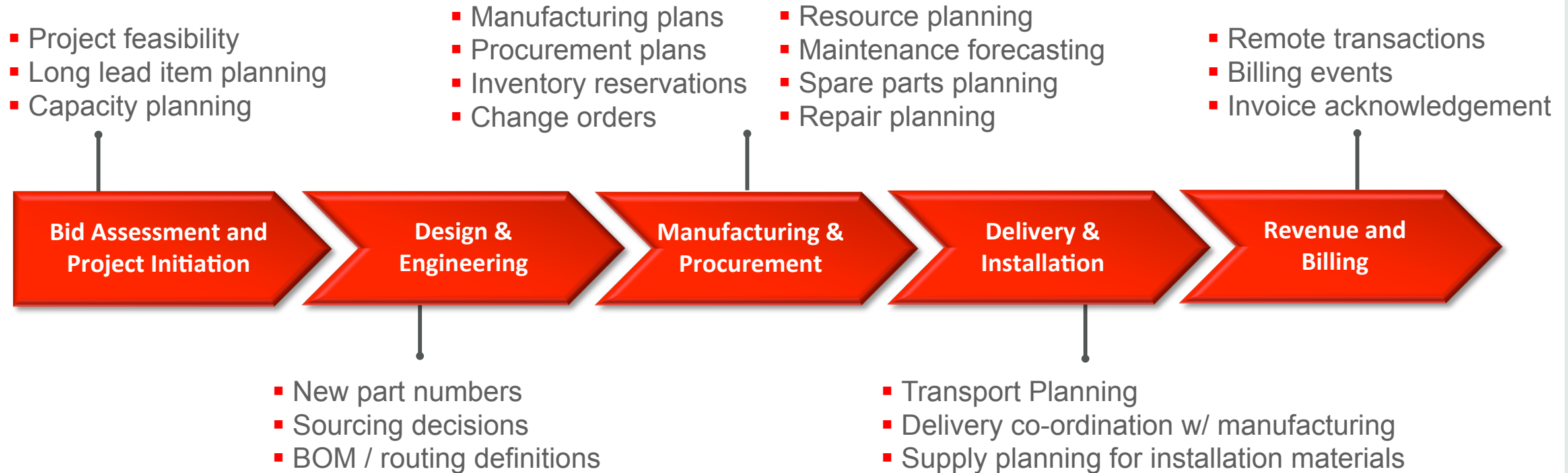
## *Projects focused business*



- Rapid trend toward providing turnkey installation services
- Costs tied up in long term projects
- Revenue planning and management
  - Late delivery penalties
  - Complex supply chain dependencies
  - Customer requiring shorter lead times with persistent supply lead times
  - Internal and external project risks
  - Increasingly volatile business conditions driving requirement to be more nimble

# Project Driven Supply Chain

## *Supply Chain Planning in a project lifecycle*





# Project plan created with manufactured item

XT#6 - Ship To Customer - S...	A1300	Not Started	10.0d	20-Jul-15 08:00 AM	31-Jul-15 04:00 PM	Houston				XT#6 - Ship To C
Customer Receipt	A1310	Not Started	0.0d	03-Aug-15 08:00 AM	03-Aug-15 08:00 AM	Housto...	1,832,250	Key Mile		Customer Recei
<b>Manifolds</b>			<b>865.0d</b>	<b>20-Dec-13 08:00 AM</b>	<b>14-Apr-17 04:00 PM</b>		<b>18,205,200</b>			
<b>Manifold - General Activities &amp;...</b>			<b>10.0d</b>	<b>20-Dec-13 08:00 AM</b>	<b>03-Jan-14 04:00 PM</b>					
Mobilisation (+ Contract Revi...	A1320	Not Started	10.0d	20-Dec-13 08:00 AM	03-Jan-14 04:00 PM	Detroit				Mobilisation (+ Contract Review + Kick Off Mtgs
<b>Manifold - Engineering</b>			<b>65.0d</b>	<b>06-Jan-14 08:00 AM</b>	<b>05-Apr-14 04:00 PM</b>					
Manifold Engineering	A1330	Not Started	65.0d	06-Jan-14 08:00 AM	05-Apr-14 04:00 PM	Detroit				Manifold Engineering
<b>Manifold #1</b>			<b>580.0d</b>	<b>20-Dec-13 08:00 AM</b>	<b>11-Mar-16 04:00 PM</b>		<b>10,287,900</b>			
Procurement	A1340	Not Started	130.0d	07-Apr-14 08:00 AM	03-Oct-14 04:00 PM	Shang...				Procurement
Procurement Piping & Valves	A1350	Not Started	240.0d	07-Apr-14 08:00 AM	06-Mar-15 04:00 PM	Shang...				Procurement Piping & V
Receive Valve	A1360	Not Started	20.0d	09-Mar-15 08:00 AM	03-Apr-15 04:00 PM	Shang...				Receive Valve
Receive Control Lines	A1370	Not Started	20.0d	09-Mar-15 08:00 AM	03-Apr-15 04:00 PM	Shang...				Receive Control Lines
Receive Forging Assembly	A1380	Not Started	20.0d	06-Oct-14 08:00 AM	31-Oct-14 04:00 PM	Shang...				Receive Forging Assembly
Fabricate& Assemble Structu...	A1390	Not Started	80.0d	06-Oct-14 08:00 AM	25-Jan-15 04:00 PM	Shang...				Fabricate& Assemble Stru
Fabricate & Assembly Piping	A1400	Not Started	80.0d	09-Mar-15 08:00 AM	28-Jun-15 04:00 PM	Shang...				Fabricate & Assem
Install Controls	A1410	Not Started	55.0d	29-Jun-15 08:00 AM	13-Sep-15 04:00 PM	Shang...				Install Control
FAT / EFAT - Ready For Load ...	A1420	Not Started	30.0d	14-Sep-15 08:00 AM	25-Oct-15 04:00 PM	Houston				FAT / EFAT

Requirement for a  
manufactured part

# Manufactured item attributes defined



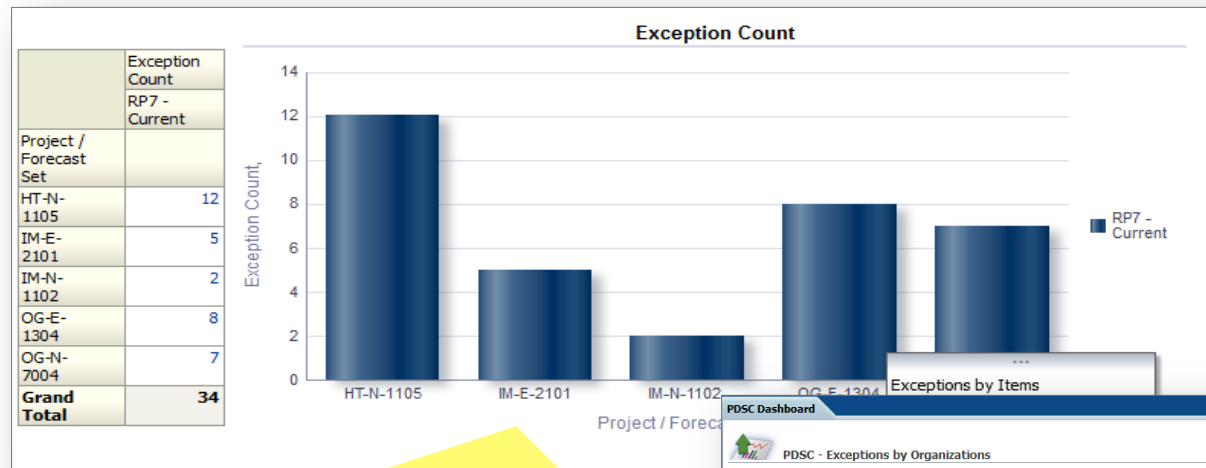
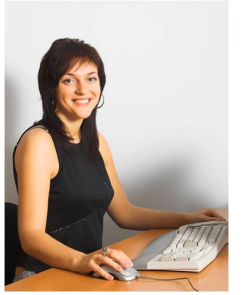
Name	Description	
IOMASTER	100	
Valve-OG-1222-1303	Valve-OG-1222-1303	
Valve-OG-1222_1	Valve-OG-1222_1	
Valve-OG-1222_11	Valve-OG-1222_11	

Overview   <b>Attributes</b>   Revision   Where Used   Attachments   Change Management   Relationships			
<input checked="" type="checkbox"/> Item	<input type="checkbox"/> Structure		
Name	Current Value	New Value	Override Value
Item			
Project Attributes			
Project Attributes			
1			
Projects Enabled	Yes		
Min Duration		45	
Max Duration		75	
Most Likely Duration		60	
Duration Distribution	Triangle		
Min Cost		3800	
Max Cost		4400	
Most Likely Cost		4000	
Cost Distribution	Triangle		
Physical Attributes			
Sales and Order Management			
Planning			
General Planning			
Inventory Planning Method	Not planned		
Planner		SC Planner	
Make or Buy	Buy		

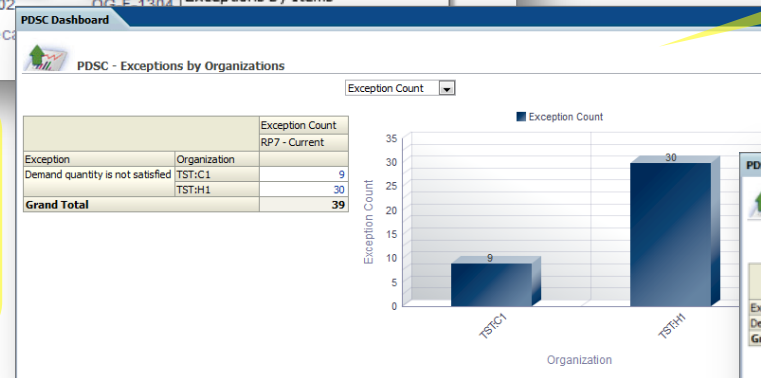
Required item attributes defined by category including lead times, costs, and risk factors

# Supply network modelled for capability

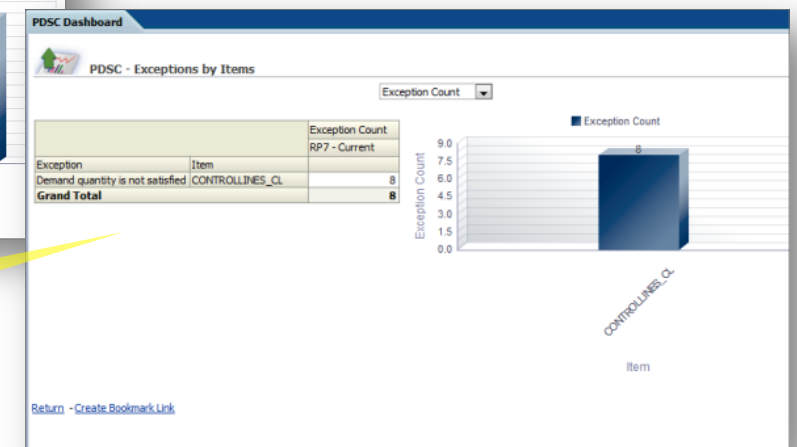


Cindy first drills into the exceptions for this particular project to determine what issues the project might have.

...she next drills into the exceptions by organisation



...and by item



# Achievable completion dates calculated



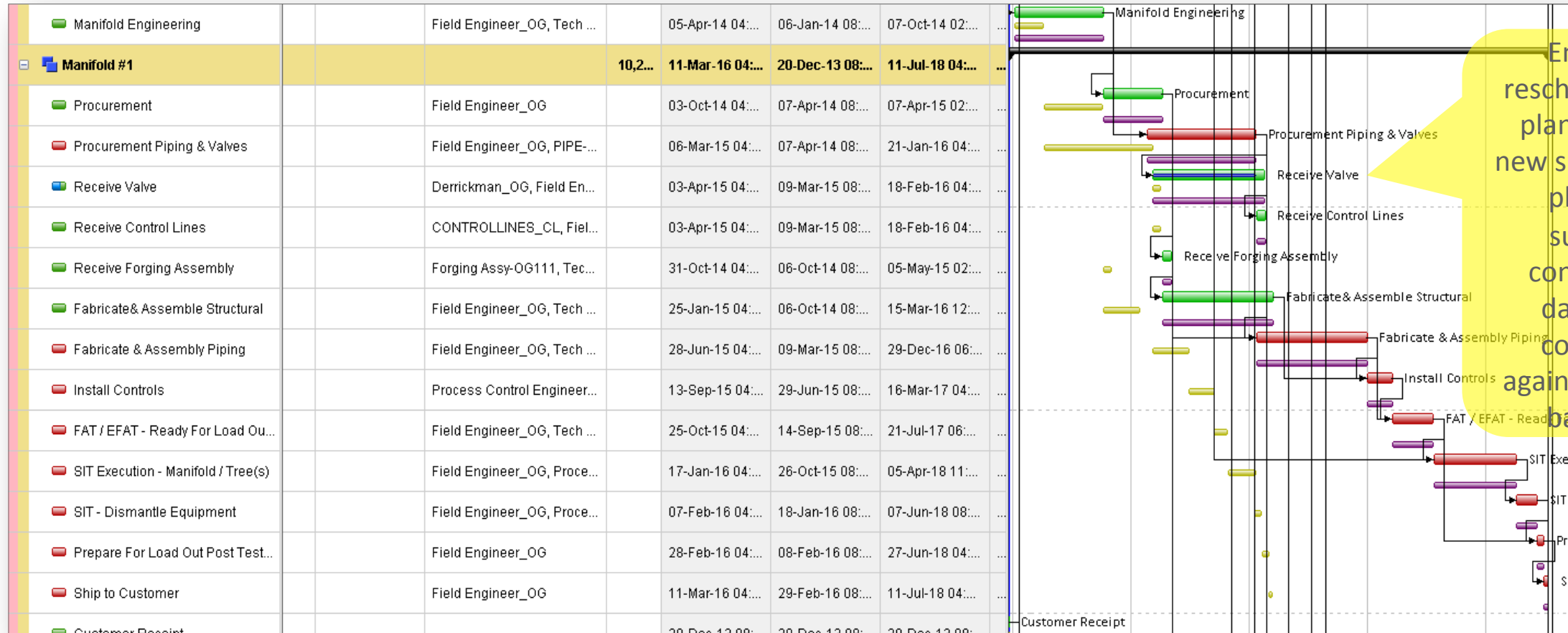
PDSC - Project Sales Order Delays

Exception Name:

Plan	Project Name	Customer	Sales Order Number	Item	Items - Link to Apps	Request Ship Date	Demand Satisfied Date	Days Early / - Late	Exception
SCP-PROD1	Cleveland W and P-1001	City of Cleveland	10009.Standard Sales Order.ORDER ENTRY(19.1)	TURBINE-CX123	<a href="#">TURBINE-CX123</a>	16-Dec-13	14-Jan-14	-29	Late replenishment for sales order
			10009.Standard Sales Order.ORDER ENTRY(2.1)	COMPRESSOR-CX123	<a href="#">COMPRESSOR-CX123</a>	16-Dec-13	14-Jan-14	-29	Late replenishment for sales order
			10009.Standard Sales Order.ORDER ENTRY(4.1)	POWERUNIT-CX123	<a href="#">POWERUNIT-CX123</a>	16-Dec-13	14-Jan-14	-29	Late replenishment for sales order
	Maly OG Project-7007	Malaysia O&G	10027.Standard Sales Order.ORDER ENTRY(31.1)	PIPE-OG1244	<a href="#">PIPE-OG1244</a>	29-Nov-13	14-Jan-14	-46	Late replenishment for sales order
	Shanghai Industrial-1006	Shanghai Industrial	10012.Standard Sales Order.ORDER ENTRY(20.1)	TURBINE-CX123_4	<a href="#">TURBINE-CX123_4</a>	16-Dec-13	14-Jan-14	-29	Late replenishment for sales order
			10012.Standard Sales Order.ORDER ENTRY(21.1)	COMPRESSOR-CX123_5	<a href="#">COMPRESSOR-CX123_5</a>	16-Dec-13	14-Jan-14	-29	Late replenishment for sales order
SCP-PROD2	Cleveland W and P-1001	City of Cleveland	10012.Standard Sales Order.ORDER ENTRY(22.1)	POWERUNIT-CX123_5	<a href="#">POWERUNIT-CX123_5</a>	16-Dec-13	14-Jan-14	-29	Late replenishment for sales order
			10023.Standard Sales Order.ORDER ENTRY(31.1)	PIPE-OG1244	<a href="#">PIPE-OG1244</a>	19-Dec-13	14-Jan-14	-26	Late replenishment for sales order
			10009.Standard Sales Order.ORDER ENTRY(19.1)	TURBINE-CX123	<a href="#">TURBINE-CX123</a>	16-Dec-13	10-Jan-14	-25	Late replenishment for sales order
	Maly OG Project-7007	Malaysia O&G	10009.Standard Sales Order.ORDER ENTRY(2.1)	COMPRESSOR-CX123	<a href="#">COMPRESSOR-CX123</a>	16-Dec-13	10-Jan-14	-25	Late replenishment for sales order
			10009.Standard Sales Order.ORDER ENTRY(4.1)	POWERUNIT-CX123	<a href="#">POWERUNIT-CX123</a>	16-Dec-13	10-Jan-14	-25	Late replenishment for sales order
			10027.Standard Sales Order.ORDER ENTRY(31.1)	PIPE-OG1244	<a href="#">PIPE-OG1244</a>	29-Nov-13	10-Jan-14	-42	Late replenishment for sales order
SCP-SIM	Shanghai Industrial-1006	Shanghai Industrial	10012.Standard Sales Order.ORDER ENTRY(20.1)	TURBINE-CX123_4	<a href="#">TURBINE-CX123_4</a>	16-Dec-13	10-Jan-14	-25	Late replenishment for sales order
			10012.Standard Sales Order.ORDER ENTRY(21.1)	COMPRESSOR-CX123_5	<a href="#">COMPRESSOR-CX123_5</a>	16-Dec-13	10-Jan-14	-25	Late replenishment for sales order
			10012.Standard Sales Order.ORDER ENTRY(22.1)	POWERUNIT-CX123_5	<a href="#">POWERUNIT-CX123_5</a>	16-Dec-13	10-Jan-14	-25	Late replenishment for sales order
	US OG Project-7001	US O&G	10023.Standard Sales Order.ORDER ENTRY(31.1)	PIPE-OG1244	<a href="#">PIPE-OG1244</a>	19-Dec-13	10-Jan-14	-22	Late replenishment for sales order
	Cleveland W and P-1001	City of Cleveland	10009.Standard Sales Order.ORDER ENTRY(19.1)	TURBINE-CX123	<a href="#">TURBINE-CX123</a>	16-Dec-13	10-Jan-14	-25	Late replenishment for sales order
			10009.Standard Sales Order.ORDER ENTRY(2.1)	COMPRESSOR-CX123	<a href="#">COMPRESSOR-CX123</a>	16-Dec-13	10-Jan-14	-25	Late replenishment for sales order
			10009.Standard Sales Order.ORDER ENTRY(4.1)	POWERUNIT-CX123	<a href="#">POWERUNIT-CX123</a>	16-Dec-13	10-Jan-14	-25	Late replenishment for sales order

She next looks across the sales orders where supply is impacting the planned completion date

# Impact on project assessed



# Aegion Improves Operations; Gains Consistency; and Increases On-Time, On-Budget Project Delivery

*Improved construction crew utilisation, reduced penalties related to delays, avoided rush charges, and improved materials planning and utilisation*

“By integrating Oracle’s Primavera solutions with Oracle’s JD Edwards EnterpriseOne and Oracle CRM On Demand, we’ve created a platform that will enable us to **achieve new levels of project management precision and** competitiveness going forward.”

*Justin McFarland, Director of Applications  
Aegion Corp*



# Joint Focus For an SI and Primavera Relationship

- Develop a joint plan
- Focus on What, Who, Where, When and How [much \$\$\$]
- Define a governance model and executive sponsors
- Local execution, leveraging SI & Oracle competency, is crucial
- What should a detailed Project Plan look like
  - P1 SI's buy in to PGBU with focus on skills and clients/industries
  - P2 Build and execute plan towards agreed timescales
  - P3 Exit Joint FY15 have won x joint deals worth \$y in specified regions & Industries
  - P4 3 year plan to grow joint business



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