Oracle Max Value 2013
WEBINAR SERIES

PRESENTED BY **Rimini Street**®
Redefining Enterprise Software Support™

Track 2

PeopleSoft

Application Roadmap - Strategies and Recommendations

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Track 1: Annual Support and Maintenance - Facts and Options
January 16-17, 2013

Track 2: Application Roadmap - Strategies and Recommendations
February 13-14, 2013

Track 3: Fusion Applications - Insights and Implications
March 14, 2013

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Today's Speakers

David Rowe
Senior Vice President
and CMO
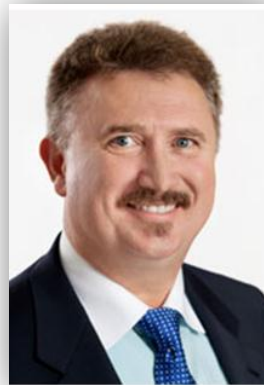
Frank Reneke
Group Vice President,
Corporate Strategy

Chad Kodet
Senior Director,
PeopleSoft Support Service

Agenda

☑ Third Party Support Value- Quick Recap

☑ PeopleSoft Roadmap- Understanding Your Options

☑ Challenges and Considerations- Panel Discussion

☑ Summary and Q&A

Rimini Street - Summary

We believe every enterprise software customer should have a choice of annual support providers

- Rimini Street support replaces your software vendor annual support
- Best value in enterprise software support
  - Award-winning client service and responsiveness
  - 50 percent savings on annual support fees
  - Avoid costly, required upgrades
  - Premium support program with additional support features included at no extra cost
- 7 product lines
  - Siebel, PeopleSoft, JD Edwards, Oracle E-Business Suite, Oracle Database, Hyperion and SAP
- Global service offering
  - Contracted support in more than 70 countries across four continents
  - Tax, legal, and regulatory capability nearly 200 countries
- Third-party support industry leader

"The leading provider for third-party maintenance services is Rimini Street."

Paul Hamerman, VP, Forrester Research

"Application Upgrades: How To Make Upgrade Decisions When Business Value Proves Elusive", June 25, 2010

FORRESTER

Your Enterprise Software World Has Changed

Full-featured, stable software

80'S 90'S 00'S 10'S

Costly Forced Upgrades

Lack of Innovation from ERP

Expensive, low value maintenance fees

92% PROFIT MARGIN

Service Dissatisfaction

59% Dissatisfied

Service Irrelevance

CUSTOM CODE ISSUES **VANILLA CODE ISSUES**

A Choice for your Annual Support Program

	Traditional	Third-Party Support
Focus	Vendor-Centric	Client-Centric
Cost Model	90%+ Margins	50% Savings
Support Coverage	Vanilla Software Only	Custom and Vanilla
Delivery Model	Book Trained Help Desk	Experienced Engineers Assigned to Each Client
Upgrades	Forced Upgrades	Upgrade When Ready
Innovation	Vendor Only	Vendor and Leading-Edge Options
Flexibility	Vendor Lock-In	Keep Options Open

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Redefining Enterprise Software Support ™

Choice. Value. Independence.

PeopleSoft Roadmap - Understanding Your Options

Your Options Today

Four Paths to Application Optimization

Modernize

2. Move to shiny new

4. Modernized & surround with best of breed

Application Centric

Best of Breed

1. Stay with status quo
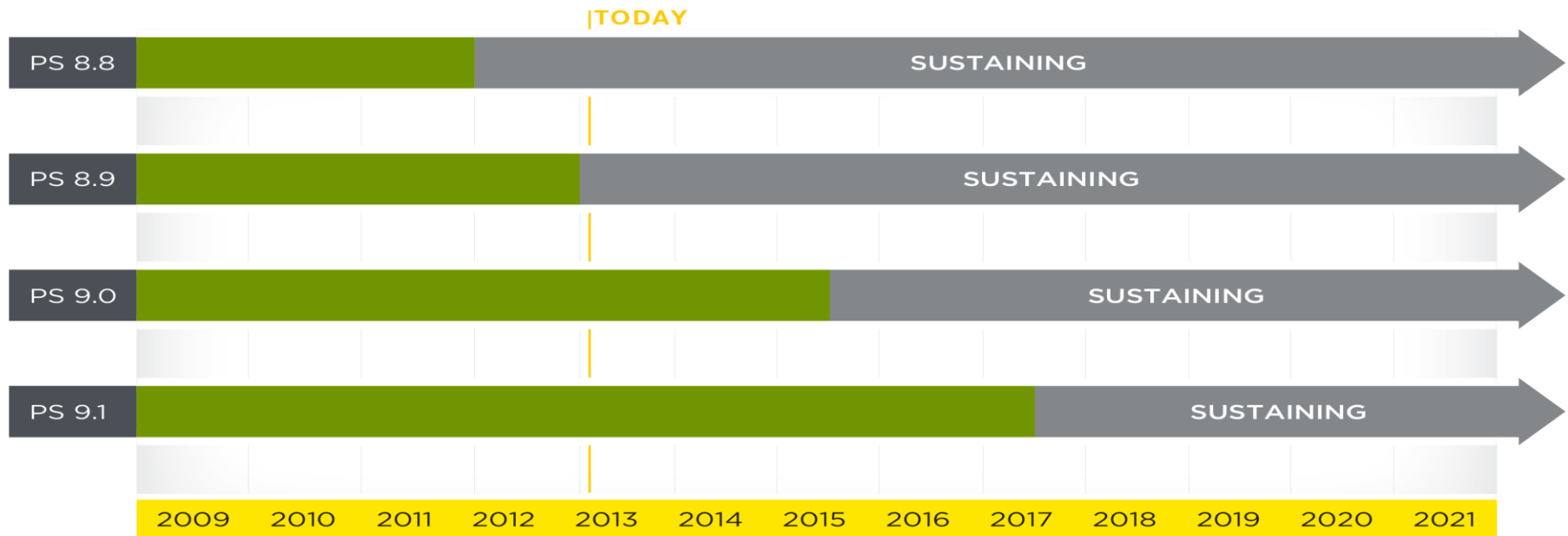
3. Stabilize and augment
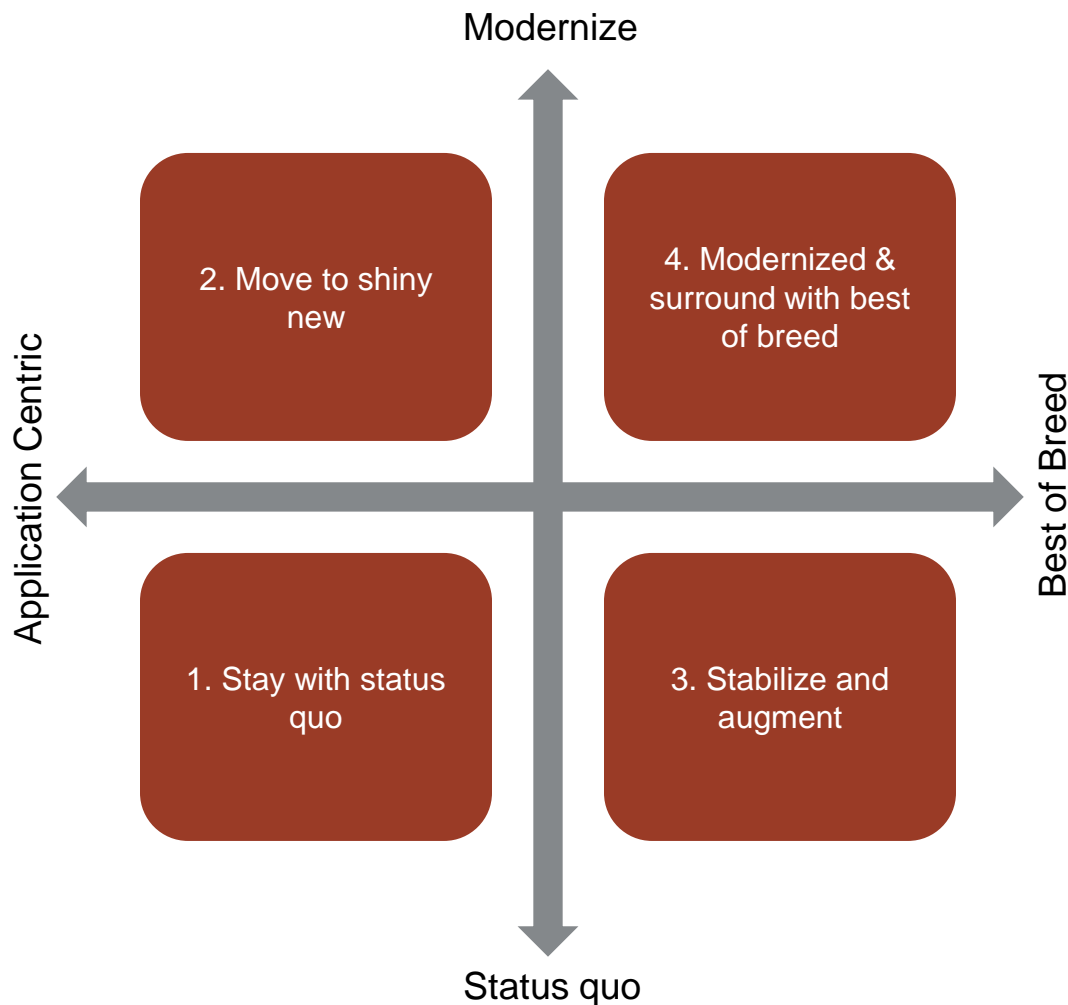
Status quo

The four paths can be described as:

1. Business as usual by keeping the system moderately current with tax and regulatory updates.

2. Replace and do a full reimplementation with the cost balanced against the status quo.

3. Isolate and surround with complementary third party solutions to gain critical functionality.

4. Upgrade to current and add best-of-breed on to legacy applications

constellation
R E S E A R C H

Time Lines
PeopleSoft Release Schedule

|TODAY

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021

- **PS 8.8** — SUSTAINING
- **PS 8.9** — SUSTAINING
- **PS 9.0** — SUSTAINING
- **PS 9.1** — SUSTAINING

0-12 Month Planning Cycle

- Life Events
- Pay Check Modeling
- Streamlined Expense Reporting
- Global Search using SES

Post 12 Month Planning Cycle

- Mobile Applications
- Treasury Portfolio Analysis
- New Self-Service Framework
- New Workflow Framework

Oracle's Suggested Strategy for Your Enterprise Applications[1]

1. Continue on your current path
   - Upgrade to the latest release of your existing applications unlimited product

2. Adopt standards-based technology
   - Utilize Oracle Fusion Middleware

3. Adopt a co-existence strategy
   - Add new Fusion Applications modules or entire product families

4. Embrace the complete Fusion Application suite
   - "If and when appropriate"

1 – http://www.oracle.com/us/products/applications/fusion/fusion-changing-the-game-185230.pdf

CIO Priorities

Grow and innovate while reducing costs lead CIO strategy priorities*

Business strategies call for revenue growth, new connections with customers and reduced costs

Business strategies	Ranking of business strategies CIOs selected as one of their top 3 in 2012				
Ranking	2012	2011	2010	2009	20
Increasing enterprise growth	1	1	*	*	
Attracting and retaining new customers	2				
Reducing enterprise costs	3				
Creating new products or services (innovation)	4				
Delivering operational results	5				
Improving enterprise efficiency	6				
Improving profitability (margins)	7				
Attracting and retaining the workforce	8				
Improving marketing and sales effectiveness	9				
Expanding into new markets and geographies	10				
Improving governance, compliance, risk and security	11				
Implementing finance and management controls	12				
Improving business processes	13				

CIO technology priorities concentrate on the customer experience

CIO technologies	Ranking of technologies CIOs selected as one of their top 3 priorities in 2012			
Ranking	2012	2011	2010	2009
Analytics and business intelligence	1	5	5	1
Mobile technologies	2	3	6	12
Cloud computing (SaaS, IaaS, PaaS)	3	1	2	16
Collaboration technologies (workflow)	4	8	11	5
Virtualization	5	2	1	3
Legacy modernization	6	7	15	4
IT management	7	4	10	*
Customer relationship management	8	18	*	*
ERP applications	9	13	14	2
Security	10	12	9	8
Social media/Web 2.0	11	10	3	15

*Gartner, "Amplifying the Enterprise: The 2012 CIO Agenda, January, 2012

Key Decision Points
Application Release Strategy

- Support levels and timelines

- Upgrade value vs. cost / risk

- Stay ahead of requirements from business units

- Innovation and new technology adoption

- Cost reduction and optimization

- Tax, legal and regulatory compliance

- Vendor management ("partnership" vs. lock-in)

- Prepare for future next-generation application platforms

Take Back Control Strategy

Options

- Upgrade

- Move to other Oracle applications

- Stay put

- Migrate away from Oracle
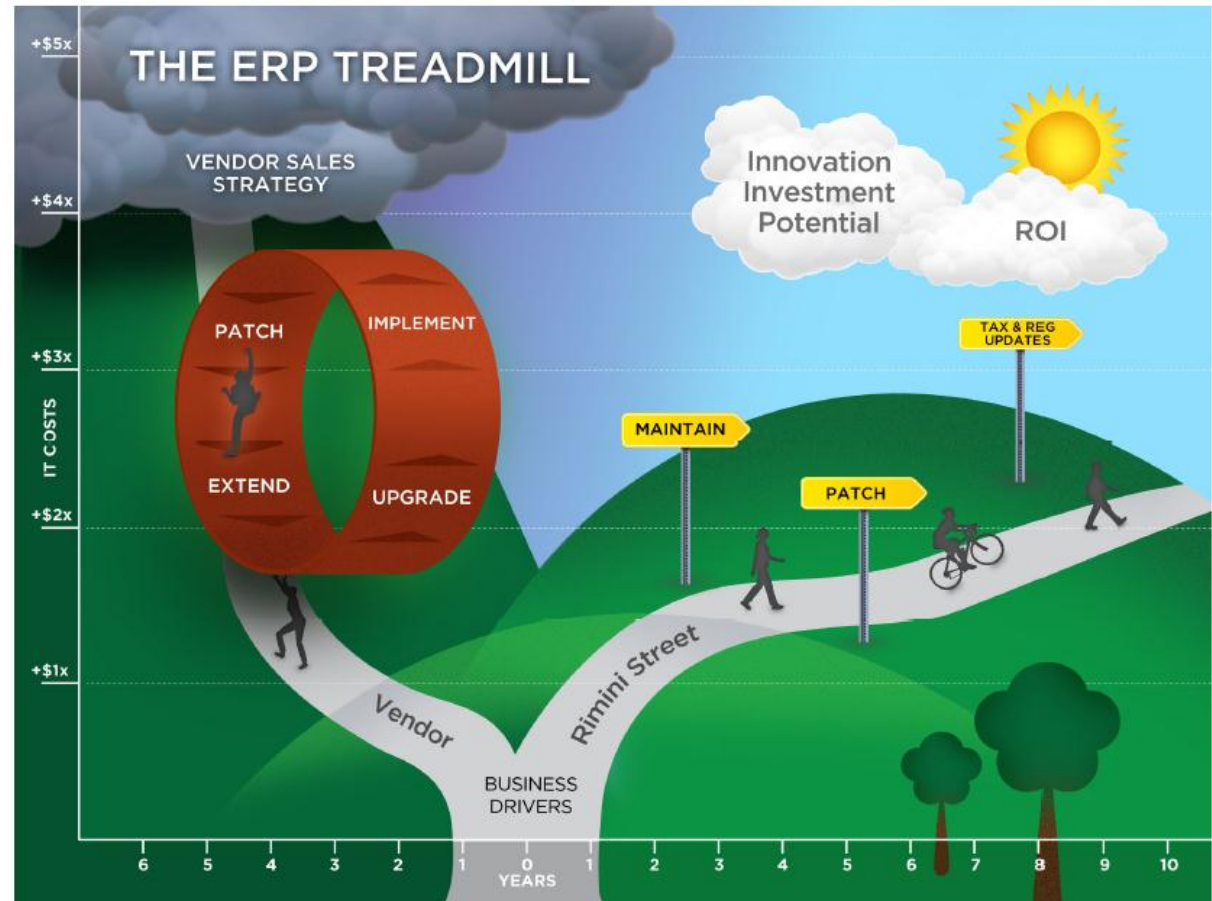
- Are you or your vendor in control of your IT budget?
- "Staying Current" devours budget, stifles innovation and delivers questionable value.
- Take Back Control and set your own agenda and get off the never ending maintenance treadmill.

Rimini Street
Redefining Enterprise Software Support ™

Choice. Value. Independence.

Panel Discussion
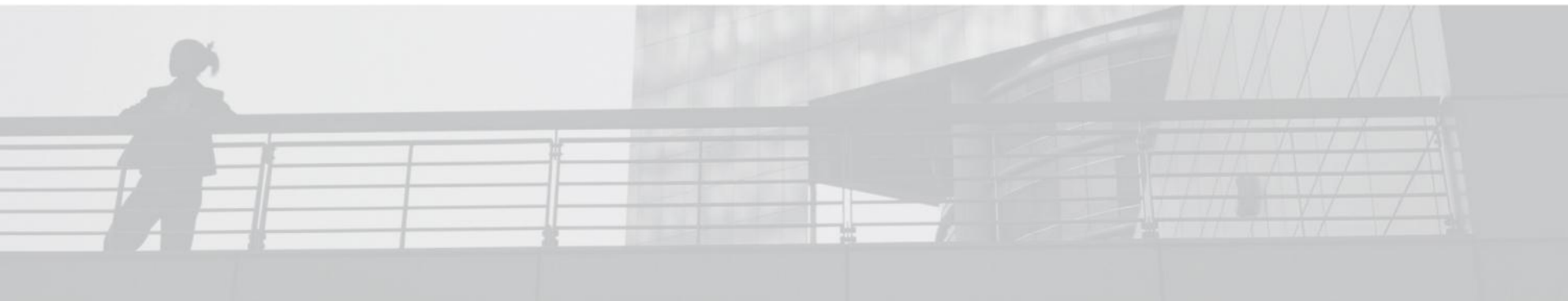
Discussion Topics

1. Determining Whether to Upgrade

2. Innovation and New Technology Adoption

3. Cost Optimization

4. Prepare for Future Next-Generation Platforms

5. Fusion and Your Application Strategy

Determining Whether to Upgrade

"

What are the pros and cons of an upgrade?"

Why does Oracle want me to upgrade?"

What are upgrade strategies across other Oracle customers?"

What does the future look like for my Oracle applications?"

Do I have to upgrade? What are my options?"

Innovation and New Technology Adoption

"

What are the top innovation and technology trends I should be aware of?"

How are other companies innovating without disruption to their core ERP?"

Do I have to upgrade to innovate?"

Analysts talk about an "innovate around the edges" strategy, what does that mean?"

How is third-party support part of an innovation strategy?"

Cost Optimization

"

What is driving the high cost of running and maintaining enterprise software?"

How are CIO's reducing the cost of running their Oracle applications?"

How can third-party support help reduce costs beyond just a 50% reduction in annual support fees?"

Prepare for Next-Generation Application Platforms

"

What are my choices for next-generation platforms? Is this just Cloud?"

How can I best prepare to take advantage of next-generation systems?"

How do I try new platforms but mitigate business and vendor lock-in risk?"

When should I plan for a full transition to a next-generation system?"

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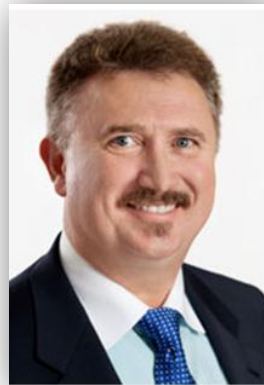
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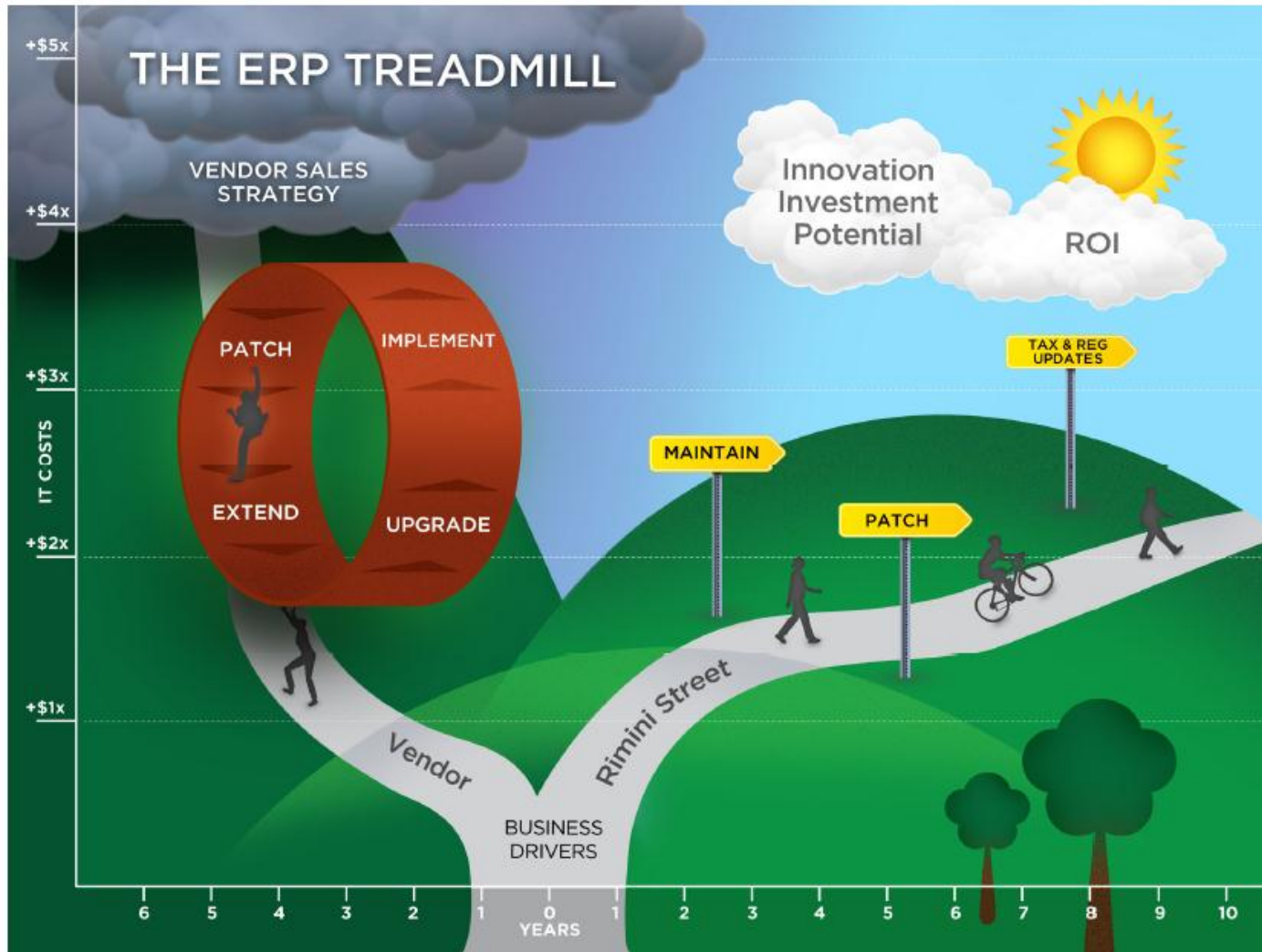# Questions and Answers

David Rowe
Senior Vice President
and CMO

Frank Reneke
Group Vice President,
Corporate Strategy

Chad Kodet
Senior Director,
PeopleSoft Support Service

Please submit your questions in the chat box now!

Is there a FUSION Storm on the Horizon?

There's an old sailor's saying that goes like this:

Red sky at night, sailor's delight. Red sky at morning, sailors take warning.

Mark Your Calendar

Track 3: Fusion Applications - Insights and Implications
March 14, 2013

Larry Dignan, "Oracle leaks Fusion HCM, Taleo pitches and pricing", ZDNet, August 29, 2012, http://www.zdnet.com/oracle-leaks-fusion-hcm-taleo-pitches-and-pricing-7000003430/, accessed September 6, 2012.

Thank you

Webinar slides

To request a copy of today's webinar slides, email clientservices@riministreet.com

Webinar playback

The recorded version of this webinar will be available shortly after this broadcast and you will receive an email with the playback instructions.

White paper

The post-webinar email will also include a link to the new white paper "*Take Back Control of Your ERP Investment.*"

Sign up for Track 3

http://info.riministreet.com/OracleMaxValue

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