PeopleSoft Financial Management Solutions 9.1 and Roadmap into Release 9.2

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Oracle Application Consulting
The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, and timing of any features or functionality described for Oracle’s products remains at the sole discretion of Oracle.
Agenda

- Financials 9.1 Adoption
- Financials 9.1 Summary
- PeopleSoft Value Roadmap
Applications Unlimited

Delivering Innovation with New Product Releases

Since acquisition, new versions of applications product lines have been released.

New versions are on the horizon.

All backed by Oracle Lifetime Support.
PeopleSoft 9.1

Summary

• 3rd Release Since Acquisition
• 21 New PeopleSoft Solutions
• 1,350 New Features
• 150+ Customers Involved
• 28,000+ Pages Enhanced with Web 2.0 Capabilities
• 300 New Web Services
• 200 Industry Specific Enhancements

“PeopleSoft 9.1 combines all the latest features customers expect in a web-based application with the tools needed to extend it into the future.”

- Larry Bastianelli, Acushnet Company
Sharpen Your Competitive Advantage

**PeopleSoft 9.1 Release Drivers**

"PeopleSoft 9.1 appears to be the culmination of significant development effort by Oracle and illustrates their commitment to PeopleSoft applications."

-- Rebecca Vilsack, Director Information Technology, University of Central Florida

**Increase Productivity**

**Accelerate Business Performance**

**Lower Cost of Ownership**
PeopleSoft 9.1
Traction – What Customers Are Saying

9.1 v. 9.0 Customer Count Over Time

Customer Adoption Counts*

<table>
<thead>
<tr>
<th>Pillar</th>
<th>Count</th>
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<tbody>
<tr>
<td>HCM</td>
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<tr>
<td>FSCM</td>
<td>374 +</td>
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<tr>
<td>CRM</td>
<td>60 +</td>
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<tr>
<td>ELM</td>
<td>45 +</td>
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<tr>
<td>Tools</td>
<td>940 +</td>
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</table>

*Adoption activity detected by Oracle Support or other channels. Some customers have multiple pillars.
What Analysts & Customers Are Saying

Gartner gives PeopleSoft “Strong Positive,” the highest possible ranking, in its report “Market Scope for Core Financial Management Applications.”

Source: Gartner Market Scope For Core Financial Management Applications (June 2009)
Demonstrate New 9.1 Functionality:

- Workspaces
- Related Content
- GL: AWE (Approval Workflow Engine), Audit Logs, Attachments
What’s New in Financial Control and Reporting

**Improve Period End Processing**
- Exclusion based allocation rules
- Incremental consolidations
- Accrual Accounting for liabilities
- Improved General Ledger to subsystem reconciliation
- Multi-dimensional analysis

**Automate Compliance and Controls**
- Approval Workflow Framework
- Transaction level security
- Financials Audit Trail
- Simplified Project Costing Integration
- Attach supporting documentation to financial transactions

**Better Manage Funding Levels and Spend**
- Enhanced budget maintenance
  - Account ranges to define exclusions for budget definition
  - Copy entire budget definition setup
- Enhanced spend management
  - Check only with what-if scenarios
  - Real Time Checking for HCM
  - Enhanced tracking for PO closing entries
# Improve Period Close Processing

**Collaborative Workspaces**

## September 2008 Close

**Welcome**

<table>
<thead>
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<th>Region</th>
<th>Tasks Overall</th>
<th>Tasks Completed</th>
<th>Completion %</th>
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<th>Contact Phone</th>
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<td>53%</td>
<td>2</td>
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- **Configurable milestones**
- **Direct access to any page**
- **Configurable action items**
- **Centralized discussions and related decisions**
- **Route documents to members for approval**

**Milestones**

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
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<tr>
<td>Sep 08 2008</td>
<td>Undo Prelim</td>
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<tr>
<td>Sep 05 2008</td>
<td>Run Prelim</td>
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<tr>
<td>Sep 03 2008</td>
<td>Journal Entry</td>
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<tr>
<td>Sep 09 2008</td>
<td>Release of</td>
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<tr>
<td>Sep 08 2008</td>
<td>Run Closing</td>
</tr>
</tbody>
</table>

**Links**

- General Ledger (2)
- Trial Balance
- Costing (1)
-.gl/W
- Active Percentage Complete
- Assets (2)
- Depreciation
- Accounting Entries
- Accounts Receivable (2)
- Accounts Payable (1)
- Recognition

**Documents For My Approval**

- **Due Date**: Sep 05
- **Action Item**: Approve Deferred Revenue Schedule

**Contact Charles Taylor**

- **Company**: Center for Disease Control
- **Manager**: Candace Laster
- **Email**: cldaster@cdc.gov
- **Phone**: 925-401-9052

**Discussion Thread**

- **September 2008 Closing**
  - Bank Reconciliation - by Greg Logan (Aug 27, 2008)
  - Susan, please ensure that we have bank reconc:
  - Re: Bank Reconciliation - by Susan Troy (Aug 27, 2008)
  - Its on our radar....
  - Reconcile Tax Amounts with Vlex - by Rick Alderman (Aug 27, 2008)
  - Internal Auditors have highlighted the fact t...
What’s New in Invoice to Pay

Improve bottom line and efficiently support compliance

Manage costs and reduce liabilities on balance sheet

• Automatic liabilities accrual
• Manage historical vendor changes
• Improved search criteria
• Approval Framework for voucher processing
• Enhanced duplicate vendor checking
• Attach supporting documents at the voucher level

• Dynamic discounting enables adhoc discounts
• Support for CXML format for suppliers using standard electronic invoices
• Online 1099 report for suppliers
• Support for attachments by supplier at vendor and location level
What’s New in Credit to Cash

Streamline Processes & Automate Compliance

- Simplified Bill Entry UI
- Workflow work for credit and rebill
- Email invoice image as an attachment to customers
- Calculate taxes on free items
- Change credit card and address data and render a precise copy

Improve Cash Flow

- Enhanced payment options
  - Partially pay items with Direct Debit
  - Apply Debits and Credits for a Direct Debit payment
  - Schedule future payments
  - Save Payment Cart for future
  - Render statement image

Improve Collections & Decrease DSO

- Credit and Collections Workbench
- Multi Level customer hierarchy
- Enhanced Payment Worksheet
- Track promises to pay
- Zero dollar pre-note for direct debits
- VAT for AR-Prepaid account entries
- Workflow for AR Write-Off
What’s New in Cash and Treasury Management

Greater Global Cash Visibility

- Cash sweep
- Treasury Dashboards
- Bi-lateral netting
- Support for SEPA (SEPA Credit and Direct Debits Transfers, Exception Handling Process)
- Payment layout catalogue expansion
- Flexible Remittance Advice
- Cancellation of Payment Request via Flat File
- Book to bank reconciliation to include transactions from Expenses through Payables
What’s New in Travel and Expense Management

Greater control over largest indirect cost

Oracle iReceipts - Innovative technology with PeopleSoft Expenses

- Manage cash expenses at your convenience
- Promptly submit cash receipt line items with seamless integration
- Receive real-time status updates of submitted cash transactions
- Automatically tag transactions with user’s location using GPS technology
- Capture receipt images with the iPhone Camera

- New set of reports to manage spend
- Assess risk of non-compliance
- Expense report approval via email
- Automatic accrual of expense reports & cash advances
- Limit access & actions via Privilege Template
- Level Three itemization for Hotel Expenses
- Automatic update of credit card account changes
What’s New in Asset Management

- Retirement options configured at the asset book, asset profile, and asset ID levels
- Capitalization thresholds
- Expanded Group Assets to support asset-intensive industries
- Transfers across business units with different currency codes
- Facilitate the administration of investment properties (IAS 40)
- Fair value calculations in accordance with FAS 157
- Bonus Depreciation – American Recovery and Reinvestment Act of 2009
- Depreciation method for Japanese Tax Reform
- Calculation of VAT recoverable adjustments
PeopleSoft Financial Management 9.1

Summary

**IMPROVE PERIOD CLOSE PROCESSING**
- Enhanced allocations rules
- Incremental consolidations
- Consistent chart of accounts validation
- Automated accruals for liabilities
- iReceipts for the iPhone
- Real Time Reconciliations
- Enhanced Commitment Control

**MAXIMIZE CASH**
- Credit and collections workbench
- Schedule future payments
- Partial payments through direct debit
- Direct Debit Prenotes
- Dynamic discounting
- Cash sweep
- Treasury dashboard
- Enhanced matching workbench
- Improved book to bank reconciliation
- Integration of FG to Swiftnet
- Enhanced bi-lateral netting

**AUTOMATE COMPLIANCE AND CONTROLS**
- Risk Scoring and Assessment
- Transaction level security
- Configurable financials audit tracking
- Use Tax on Free Goods
- Approval via email
- Level Three Credit Card Data
- Approval Framework for
  - Vouchers & Vendors
  - Journals
  - Credit and Rebill
  - Lease monitoring and site acquisition
PeopleSoft Financial Management

New Capabilities Summary by Product

General Ledger
- Enhanced Allocations Rules
- Incremental Consolidations
- Real Time Reconciliations
- Consistent Chart of Accounts Validation
- Approval Framework for Journals
- Integration to Hyperion Planning

Accounts Payable/eSettlements
- Dynamic Discounting
- Approval Workflow for Vouchers & Vendors
- 1099 Visibility on Supplier Collaboration
- Improved search usability
- Automated Accruals for Liabilities
- Vendor History
- Enhanced Matching Workbench

Billing/eBill Payment
- Online Invoice Rendering
- Email Invoice as Attachment
- Approval Framework for Credit and Rebill
- Use Tax on Free Goods
- Authorization reversal and CVV for Credit Cards
- Save eBill Payment Cart
- Partially pay items with Direct Debit
- Schedule Future Payments

Accounts Receivable
- Credit and Collections Workbench
- Multi-Level Customer Hierarchy
- Direct Debit Prenotes
- Customer Promises Tracking
- Risk Scoring
- Usability for cash application worksheets

Expenses
- Oracle iReceipts for cash expenses
- Risk Assessment
- Approval via Hand Held Device
- T&E Metrics
- Automated Accruals
- Level Three Credit Card Data

Treasury Management
- Cash Sweep
- Treasurer’s Dashboard
- Improved Book to Bank Recon
- Integration of FG to Swiftnet
- Enhanced Bi-Lateral Netting
- Reconciliation Process Performance

Global & Common Components
- European Union SEPA Payments
- Transaction Level Security for FMS
- Financials Audit Trail
- Attachments
- VAT Enhancements
- UK Construction Schema Withholding
- Enhanced Intrastat processing & reporting

Industry Business Processes
- Real Time Validation of HCM Activity
- Multi-Year Grants in HCM
- Check Only Capability (for Funds Control)
- Improved Control Budget Setup
- Claims Payments for Insurance
- Merchandise lifecycle controls for Retail
- Centralization of accounting rules for FSI
PeopleSoft Financials Release 9.1

Expand Value when Upgrading

- Business Intelligence
- UPK
- GRC Applications
- Hyperion EPM
- Hyperion Disclosure Mgt (XBRL)
- Oracle Retail
- Customer Care & Billing (utilities & FSI)

- Financial Control & Reporting
- Invoice to Pay
- Credit to Cash
- ESA/ALM
- Treasury Management
- Travel & Expense Management

- Business Intelligence
- UPK
- I/PM Integration
- Oracle Retail

- Business Intelligence
- UPK
- I/PM Integration

- UPK

 oracle
PeopleSoft Financials
Value Roadmap
PeopleSoft Investment Strategy
*Deliver Timely Additive Solutions Value That Are Easy To Adopt*

**OBJECTIVES**
- Continue Delivery of Value Add Capabilities
- Provide Capabilities More Frequently
- Adopt Capabilities without Upgrading

**STRATEGY**
- Add Capabilities to Current Release
- Annual PeopleTools Releases
- ~3 Year Major Release Cycle
PeopleSoft Investment Strategy

**Feature Packs**

**Bundles**
Periodic maintenance postings that include updates, fixes, and security alerts

**Maintenance Pack**
Aggregation of last 2 bundles

**Delivery Vehicle**
Application Release 9.1

**Enhancements**
New capabilities that are planned to be included in bundles and maintenance packs; making them available before aggregation into a feature pack

**Feature Pack**
Roll-up of enhancements and maintenance previously delivered via bundles and maintenance packs; re-cut CD and recertification of upgrades and integrations
Release 9.1 Value Add
Available for Customers

Now:
- Extend FMS Audit Trail for Billing
- Attachments/Comments in Quick Invoice
- Support for attachments in voucher inquiry
- Auto Pilot for voucher/payment processing
- File Attachments in the Approval Framework

2011:
- Allow Ad Hoc approval on AWE
- Stop zero payments from reaching FG
- European Community VAT Changes for 2010
- New German VAT Return Layout
Release 9.1 Value Add
Additional Feature Pack Considerations

YE 2010:
- Hyperion Planning to GL 9.1 Certification
- GRC Transaction Governor to Financials/SRM
- Hyperion FCM Integration
- Excel Upload to Billing

2011:
- Supplier Exposure Visualization
- Customer Exposure Visualization
- Operational Reporting Pagelets
- IPM OFR/OCR Integration
- GL Incremental Update to Essbase
- Vendor Matching History

PeopleSoft 9.1
Learn More
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Upgrading to PeopleSoft Release 9.1 Webcast Series

Register to hear how you can realize value today >>

PeopleSoft Enterprise Applications

**WHY ORACLE**

Oracle's PeopleSoft Enterprise applications are designed to address the most complex business requirements. They provide comprehensive business and industry solutions, enabling organizations to:

- Increase Productivity
- Accelerate Business Performance
- Lower Cost of Ownership

Oracle PartnerNetwork has thousands of applications partners that can help get you up and running quickly on Oracle's PeopleSoft Enterprise Release 9.1.

**THE APPLICATIONS LEADER**

With Release 9.1, Oracle has produced the largest PeopleSoft Enterprise release ever:

- 3rd Release Since Acquisition
- 21 New PeopleSoft Solutions
- 1,259 New Features
- 150+ Customers Involved
- 28,000+ Pages Enhanced with Web 2.0 Capabilities
- 300 New Web Services

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PeopleSoft Enterprise Information Portal

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The portal includes our popular Information Solution Sheets and links to our applications community, online help and support.

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The Information Solution sheets contain embedded hyperlinks to PeopleBooks, Documentation Updates, Instructor-Led and Online Courses, User Productivity Kit (UPK), Self-Study CD’s, Certification Programs, and other helpful information. We recommend that you download the Information Solution sheets to your desktop and use this document as a single point of entry to all content that will help you learn and support your applications.

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- PeopleSoft Financial Management Information Solution (PDF)
- PeopleSoft Enterprise Performance Management Information Solution (PDF)
- PeopleSoft SCM and SRM Information Solution (PDF)
- PeopleSoft Customer Relationship Management Information Solution (PDF)
- PeopleSoft Campus Solution Information Solution (PDF)
- PeopleSoft Enterprise Portal Information Solution (PDF)
- PeopleSoft PeopleTools and Technology Information Solution (PDF)
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Questions and Answers