

### About Cronin

Cronin Business Solutions is a Platinum Oracle Partner that focuses exclusively on project centric organizations. We specialize in providing best practice and business process consulting services for all modules of the Oracle Projects suite.

Our expertise ranges from standard Oracle Project Costing and Billing to advanced features including Oracle Project Analytics, Project Management, Resource Management, Collaboration, Portfolio Planning and Primavera.

Cronin has been working with Oracle Applications since version 9.3. Our team has managed upgrades to 10.7 GUI, 10.7 NCA, 11.03, 11i, 11.5.10 and R12. We have both the experience and competency needed to navigate through the most changing e-Business suite upgrades.

### Why Release 12?

The Oracle E-Business Suite is a strategic platform for innovating and standardizing global business processes across your enterprise. There are a series of reasons to move towards Release 12:

- Take advantage of enhanced functionality
- Ensure continued support and version relevance
- Business Process Improvement
- Organizational Transformation through R12 Best Practices
- Merger and Acquisition

As a trusted advisor, we have helped clients navigate the complex issues surrounding the timing, planning, resourcing, execution and implementation of a Release 12 upgrade. Our clients span the range of project centric industries including:

- Project centric service company
- Engineering and Construction Organization
- Capital Intensive Natural Resources Extraction Entity
- Project based manufacturing firm
- Grants Based Public Sector Entity

Our consultants can help your organization extract the most out of a Release 12 upgrade. We do this by enabling industry best practices, driving business process excellence and providing trusted advice to enable y our organization to meet its strategic objectives.

If your organization is currently leveraging E-Business/Oracle Projects Suite 11i, now is the time to actively evaluate your plans for moving to Release 12.

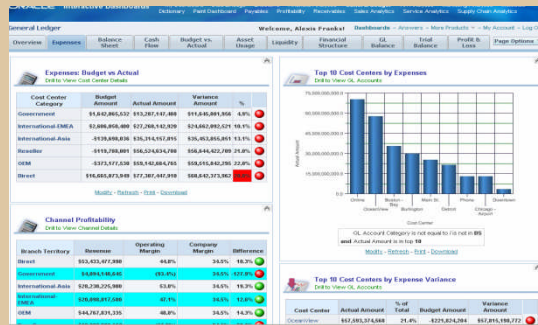
### Is Now the Right Time?

We work with you to determine if R12 is right for you, right now. We're skilled in reviewing your business processes to spot opportunities for streamlining work, tightening controls and adding efficiencies that save time and money. Our expert assessment allows us to determine how well the next release will meet your needs and to estimate your upgrade costs.

Cronin Business Solutions upgrade value assessment gives you confidence that investing in R12 will bring solid benefits – or helps you decide to hold off for now.

### Upgrade versus Re-implementation

One of the first challenges an organization will face when considering Release 12 is whether to upgrade the existing environment or re-implement the e-Business Suite.

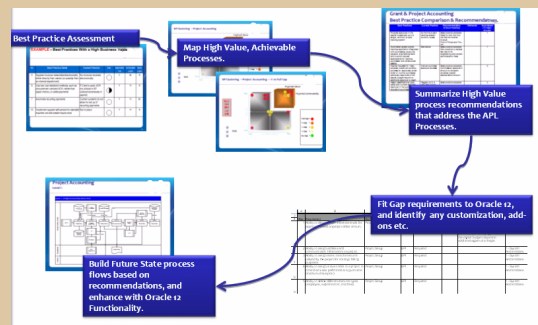


➢ An upgrade is the process of taking the applications from a previous release to the most current by going through pre-upgrade, auto upgrade, and post-upgrade steps.

➢ A re-implementation is the fresh install of the current release of the application, followed by setups and conversion of legacy data.

We have developed a comprehensive decision based matrix tool that will assist in determining the most appropriate path for your organization.

The screenshot shows the 'Project Profitability' report in Oracle E-Business Suite. It features a table with columns for Project Name, Primary Cost Element, Status, Budget, Revenue, Cost, Margin, and Cost to Sales Ratio. The table lists various projects and their financial performance metrics.




### Release 12- New Features

Release 12 has added a series of new features that can add immediate value to an organization. Those features include:

Enhanced User Experience:

**A New User Experience for R12**  
Accelerate global roll-outs with simplified user interface and business flows




- Reduced pop-ups and duplicate screens
- Re-designed and streamlined entire workflows
- Reduced the number of steps to complete key tasks
- Improved overall look & feel and visual style
- Increased personalization capabilities

**Improved Workflow in Targeted Areas**

- Campaign Management
- Customer Support
- Collections & Payments
- Loan Management
- Financial Consolidation
- Online Candidate Registration
- Absence Management
- Salary Administration
- Self-Service Purchasing
- Sourcing
- Supplier Collaboration
- Business Intelligence

Subledger Accounting:

**Subledger Accounting**  
Centralized Rules, Common Repository: Global Control




- Internal control and compliance with multiple accounting policies through user-defined accounting rules
- Single source of truth for all subsystem accounting activity with a common data model and repository
- Accounting, reconciliation and reporting facilitated by centralized data model
- Streamline closing process with common posting engine
- Auditable and transparent entries accessible with full drilldown

➤ Multi Organization Access Control

**MOAC: Multi-Org Access Control**  
Role based access to Operating Units

Perform multiple tasks across operating units without changing responsibilities



**Functional Tasks**

- Order Management
- Dunning, Collections, Billing
- Requisition, Demand & Purchase Orders
- Receiving & Drop Ship
- Invoice Receipt, Disbursement
- Customer Data Management
- Accounting Setup

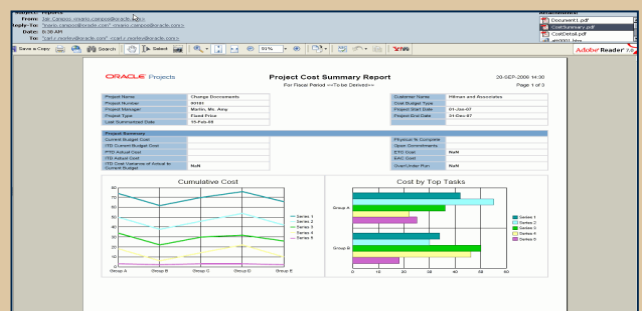
### Oracle Projects – New Features

New Oracle Projects Features included in Release 12:

- Project Costing: Subledger Accounting
- Project Costing: Contingent Worker Clearing Enhancement
- Project Billing: Cascading Bill Schedule Overrides
- Project Billing: Agreement Definition Enhancements
- Project Billing: Pre-payment Receipt Applications
- Project Billing: Federal Budgetary Accounting for Revenue
- Project Management: Audit Process for Setup Validation
- Project Management: New Parameters on the PPR Processes
- Project Management: Work Plan Enhancements
- Project Management: Budget and Financial Plan Enhancements
- Project Collaboration: Self Service Expenditure Inquiry
- 3rd Party Integration: Microsoft 2007 Certification
- 3rd Party Integration: Primavera
- Resource Management: Enhanced Resource Search
- Resource Management: Validation of Project & Assignment Date
- Resource Management: Improved Maintain Resource Process
- Grants: Award Status Inquiry Enhancements
- Grants: Budgeting Enhancements
- Project Reporting: Additional Standard Reports
- Project Reporting: Project Performance: New Measures
- Project Reporting: Supplier Cost Dashboard
- Project Reporting: Reporting Pack for XML Publisher Reports

### Project Manager Reporting Pack Overview

- A reporting pack consists of a **set of report templates** and named recipients by project role
  - The **report template** controls the content and layout of each report
- Using XML Publisher tools, your system administrator can create new report templates to **configure the content and output** to meet your business needs
- The Generate Reporting Pack concurrent program uses the report templates to **generate and distribute** these reports to the recipients via e-mail



### Contact Us

For more information about Release 12, please visit [www.cronininc.com](http://www.cronininc.com) or call 1.954.243.3101 to speak to a Cronin Business Solutions representative.