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**ERP: Can't Live With It,
Can't Survive Without It**

2017 Engineering & Construction Conference

June 28, 2017

Agenda

Module/Topic

What's new in Enterprise Resource Planning (ERP)

Tales from the Trenches: ERP Implementation Lessons Learned

Tales from the Trenches: User Adoption

Q&A

Oracle Solutions

On-Premise and in the Cloud, a collector
of functionality

Enterprise Resource Planning — JDE

New Functionality

- JDE Multi Tier for Oracle Public Cloud, JDE continues “On-Premise in the Cloud” strategy
- Health and Safety Task Management
- Global Revenue Recognition
- Mobile Enhancements and Barcoding
- UX One Foundation and new Project Manager role
- Maps and Gantt Charts with Application Development Framework
- Service Management Usability
- Joint Venture Accounting
- Job Cost Original Budget Reporting

Internet of Things (IoT)

- Asset Tracking
- Equipment
- Health & Safety
- Enabled by:
 - IoT Orchestrator, JDE on Cloud, Mobile apps, and Business analytics

How do I Prepare?

- Upgrade to the latest version E1 Apps 9.2 and Tools 9.2.1.2
- Assign a functionality champion
- Get trained
- Download and install the ASU for Revenue Performance Obligations
- Review Advanced Job Forecast, use of work order (subledger) forecasting , custom Method of Computations, ETC calculations
- Leverage JDE mobile applications
- Prepare for JV Accounting changes
- Consider “On-Premise in the Cloud” strategy and Best of Breed to leverage components of ERP Cloud (HCM, SCM, Primavera and Textura)

What are the Tax Considerations?

- Direct Tax / Intercompany
 - JDE functionality and third party tools
 - Tax revenue recognition
- Third party tool integrations for indirect tax/VAT
 - Vertex / ONESOURCE / Avalara
- Withholding taxes

Enterprise Resource Planning — EBS

New Functionality

- Modern User Experience and Mobility
 - Converged look and feel with Cloud
 - Optimized Tablet user interface
 - Endeca Information Discovery
- Functional Advancements
 - Advanced Asset Management
 - Procurement Command Center
 - Advance Project Planning
 - Schedule of Values
 - Map Visualization
 - OTL Timecard Automation

Why is it Important?

- EBS continues to invest in industry-specific functionality causing confusion in the marketplace
- Closer to the Cloud User Experience

How do I Prepare?

- Upgrade to the latest version 12.2.6
- Prepare for more mobility
- Get trained
- Align EBS and Cloud vision
- Consider Endeca

What are the Tax Considerations?

- Direct Tax / Intercompany
 - Oracle native functionality and third party tools
 - Tax revenue recognition
- Third party tool integrations for indirect tax/VAT
 - Vertex / ONESOURCE / Avalara
- Enterprise Business Tax (eBTax)
- Withholding taxes

Oracle Primavera EPPM

Oracle Primavera PPM offers a comprehensive cloud-based project control and execution platform that manages all aspects and phases of engineering and construction projects.

Primavera P6

Primavera P6 Enterprise Project Portfolio Management is a powerful, robust, and easy-to-use solution for prioritizing, planning, managing, and executing projects, programs, and portfolios in Engineering and Construction.

- Role based
- Cloud based
- Resource Management
- Track progress
- Collaborative user interface
- Robust reporting

Oracle Prime

Oracle Prime is a cloud based enterprise solution that allows users to manage all aspects of project management and project pipeline prioritize through portfolio management.

- User collaboration platform
- Project portfolio management
- Capital projects
- Risk management

Primavera Unifier

Primavera Unifier is a cloud-based solution for managing capital projects and facilities. It combines cost management and control, document management, schedule and resource management, and fund management.

- Interface platform & Web services
- Cost control tracking
- Visibility across projects
- Multi-level hierarchies
- Program dashboards

Oracle Textura Payment Management and Inherited Products

Oracle Textura Payment Management (TPM) streamlines and automates invoicing, compliance, and payment processes, delivering greater efficiency, visibility, and control. Textura includes many familiar products.

- Optimize Payment Processes
- Increase Efficiency
- Enhance Visibility & Control
- Improve Lien Waivers
- Integrate with ERP
- Enable Early Payments
- Planswift: Takeoff/Estimating
- PQM: Qualifications
- GradeBeam: Bid Invitation
- Early Payment Management
- LATISTA: Field Management
- Submittal Exchange

Tier 2 Solutions

Alternatives to the big two, functionality rich and Cloud ready

Enterprise Resource Planning — CMiC

New Functionality

- Integration with Vico (3D, 4D, 5D)
- New Revenue Performance Obligation functionality
- Scheduling integration with Primavera
- New mobile solutions
- Cloud ready

Why is it Important?

- CMiC leads the pack in solution completeness
- CMiC is Cloud enabled
- CMiC is 10 years old and a credible Tier 2 ERP
- Limited large client experience

How do I Prepare?

- If you are considering a change, be sure to understand the selection process.
- Concentrate on business process and functionality, not bells and whistles
- Use scripted demos with weighted scoring and results
- Don't be swayed but the most dominant player on the selection team
- Review tax considerations and functionality

Enterprise Resource Planning — Sage / ViewPoint / Dexter & Chaney

New Functionality

- Sage
 - Affordable Care Act, Payroll Outsourcing Interface, Integration to Sage CRM, Employee Self Service
 - Recent efforts include Sage Bid Management and Sage Construction Project Center both increase team collaboration
 - Not a pure Cloud solution
- ViewPoint
 - ViewPoint Buys Maxwell Systems
 - Compliance with EEO, Certified Pay, DOT, OSHA, and ACA
 - Navigation still needs some work
- Dexter & Chaney Spectrum
 - Has been delivering solutions for 30 years
 - Cloud enables, user friendly dashboards
 - Robust functionality for most types of construction
 - Limited HR and Payroll functionality

Why is it Important?

- Look for company viability and customer list, conduct due diligence
- If you are considering a change, be sure to understand the selection process.
- Concentrate on business process and functionality, not bells and whistles
- Use scripted demos with weighted scoring and results
- Don't be swayed but the most dominant player on the team
- Time to consider a more robust Cloud solution
- Review tax considerations and functionality

SAP solutions

Great product, not well understood in the U.S.

Enterprise Resource Planning — SAP

New Functionality

- **Integrated Project & Corporate Systems** “Single Version of the Truth”
- **Mobile Platform** Secure, near real-time & accurate status from Field
- **5D+ Technology** Visualization technology to “Harmonize” various models and extend the design into the field
- **In Memory** Performance improvement integrating various platforms & tools
- **Total Workforce Management** Complete visibility into employees and contractors (on-boarding, compliance, training, etc.)

Why is it Important?

- SAP continues to invest in industry-specific functionality
- SAP continues to invest in S4/HANA
- SAP still struggling with a complete Cloud solution

How do I Prepare?

- Upgrade to the latest version SAP ERP 6.0
- Consider an SI partner that has pre-built solutions and understands the industry
- Conduct a Fit/Gap, prepare for functionality gaps and the need for development

What are the Tax Considerations?

- Direct Tax / Intercompany
 - SAP native functionality and third party tools
 - Tax revenue recognition
- Third party tool integrations for indirect tax/VAT
 - Vertex / ONESOURCE / Avalara
- SAP S4/HANA tax implications
- Withholding taxes

Tales from the Trenches

Lessons learned from teams that have been there

Veronica Lubatkin – RAILWORKS

David Spaker - SKANSKA

Special Guests

Who is using what, how, and why.

- Your name, company and role
- What ERP you are using (if any)
- How do you use and not use your ERP
- What do you like about your ERP
- What do you not like about your ERP

Q&A



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