ERP: Can’t Live With It, Can’t Survive Without It

2017 Engineering & Construction Conference
June 28, 2017
## Agenda

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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

## 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)

## Internet of Things (IoT)
- Asset Tracking
- Equipment
- Health & Safety
- Enabled by:
  - IoT Orchestrator, JDE on Cloud, Mobile apps, and Business analytics

## 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

**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

**Why is it Important?**
- EBS continues to invest in industry-specific functionality causing confusion in the marketplace
- Closer to the Cloud User Experience

**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

**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 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

**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

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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.)

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

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

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
• Witholding 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