

ORACLE®
PRIMAVERA



Rid the World of Project Failure

ORACLE®

ANIMP – Primavera Unifier

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Oracle Primavera Global Business Unit

Roma, 28 Marzo 2013

Agenda

- Oracle Primavera Business Unit
- Primavera Unifier acquisition rationale
- Functional Overview
- Case Study
- Q&A



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Oracle Primavera Global Business Unit (PGBU)

Oracle acquired Primavera Systems end 2008

- ✓ Created a separated, dedicated, Global Business Unit
- ✓ Massive investments to develop a new Enterprise platform based on the best technology and leveraging Oracle Red Stack
- ✓ Consolidate/enforce the Partner Network (local partners and Global System Integrators)
- ✓ Set up a dedicated Customer support structure (+90 employee)
- ✓ Hired highly experienced PPM Sales rep and Sales consultants to cover all regions and countries
- ✓ Consistently deliver new product releases following a clear roadmap

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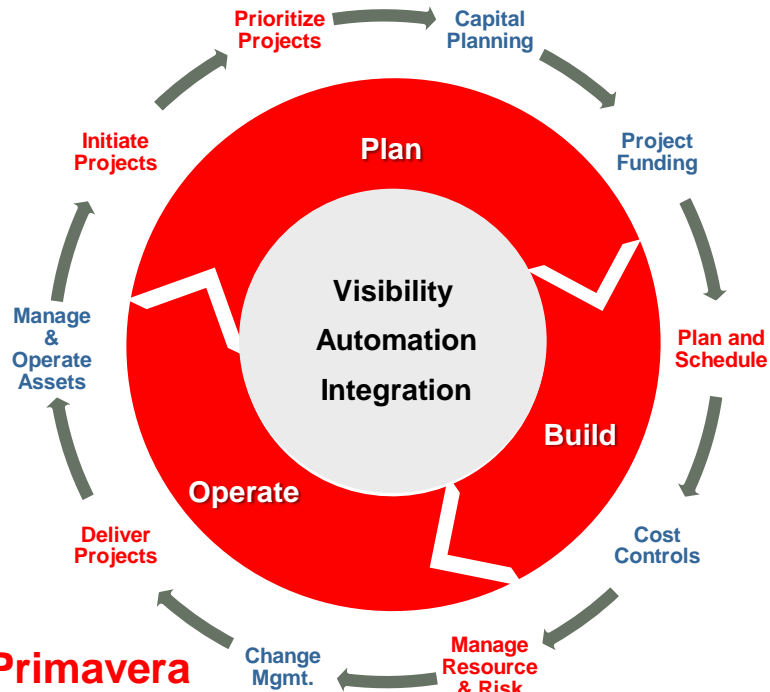
Safe Harbor Statement

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 decision.

The development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.

Primavera P6 + Unifier

Integrated Processes and Information Flow from Planning and Construction to Operations and Maintenance



- **Plan**
 - Shorten cycle time with collaboration between planning, design and procurement teams
 - Complete visibility from project initiation to capital planning
- **Build**
 - Improve project accountability and regulatory compliance with proper audit controls
 - Control costs and accurately predict cash flow with integrated and detailed tracking
- **Operate**
 - Improve operation and maintenance with integrated scheduling tools
 - Balance assignment of resources based on system-wide demands

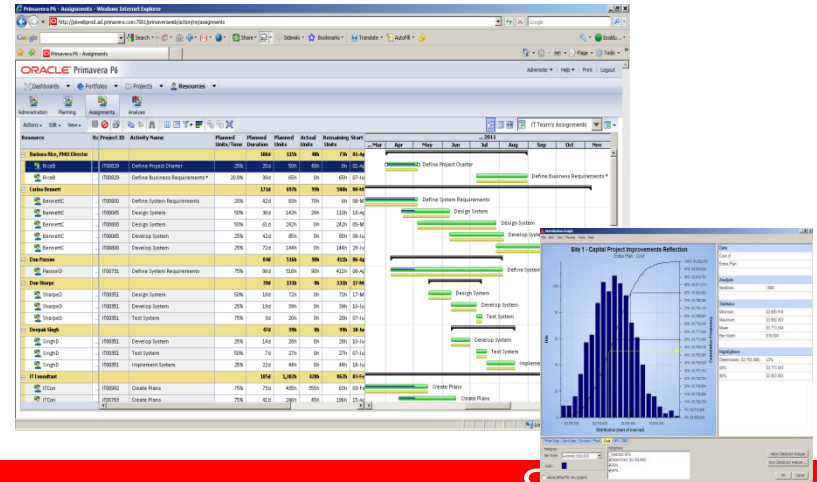
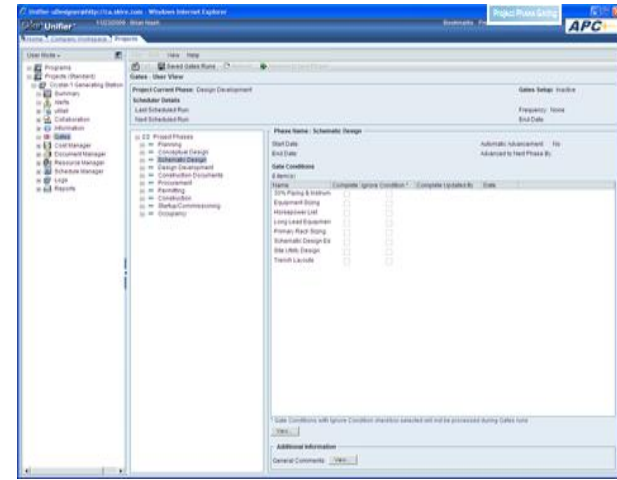
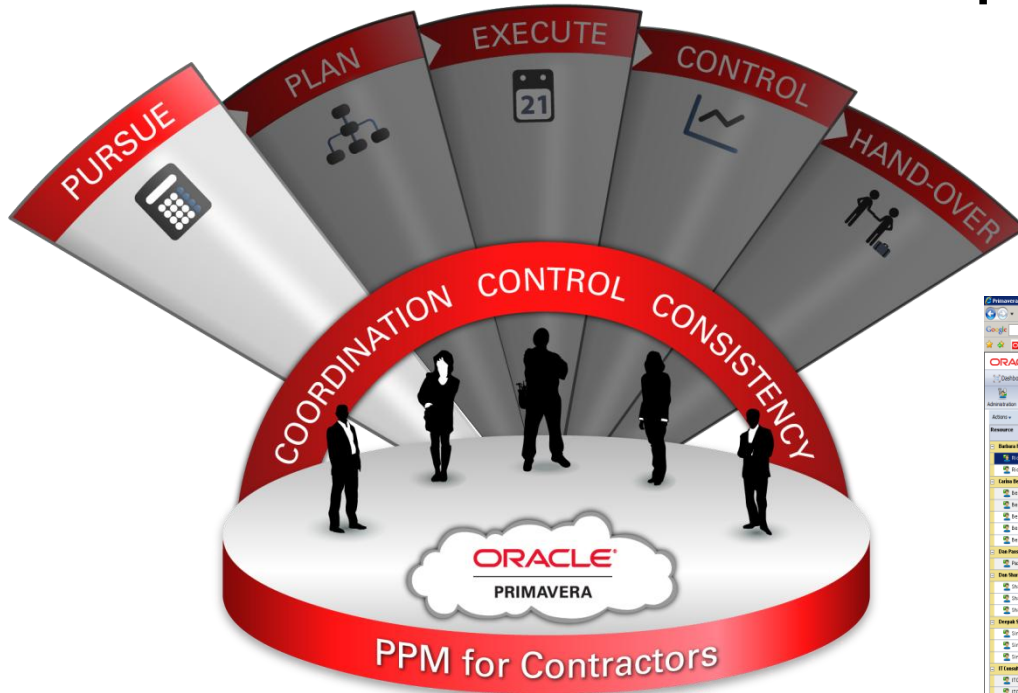
 = Primavera
 = Unifier

Primavera for Contractors



Pursue

Bid Mgmt Schedule Dev Risk Exposure



Plan

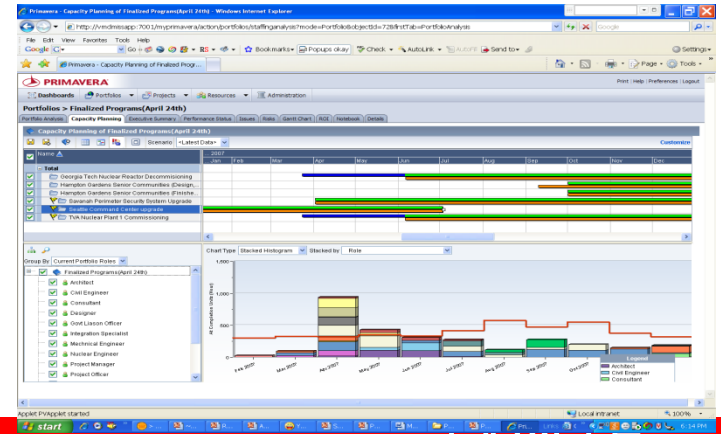
Scope Schedule Budget Resources



Project Cost Sheet - Windows Internet Explorer

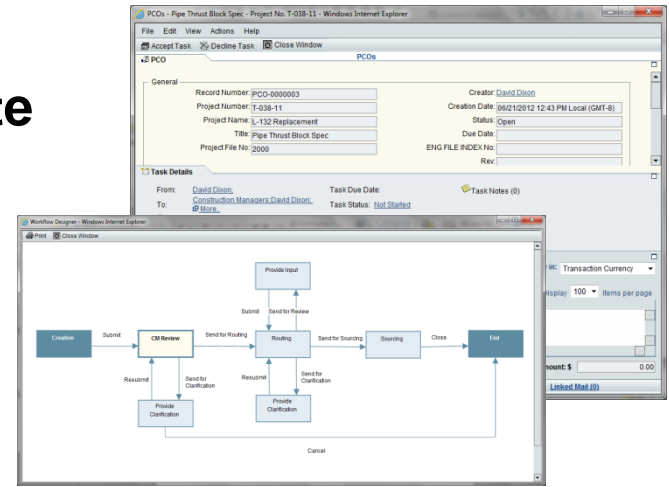
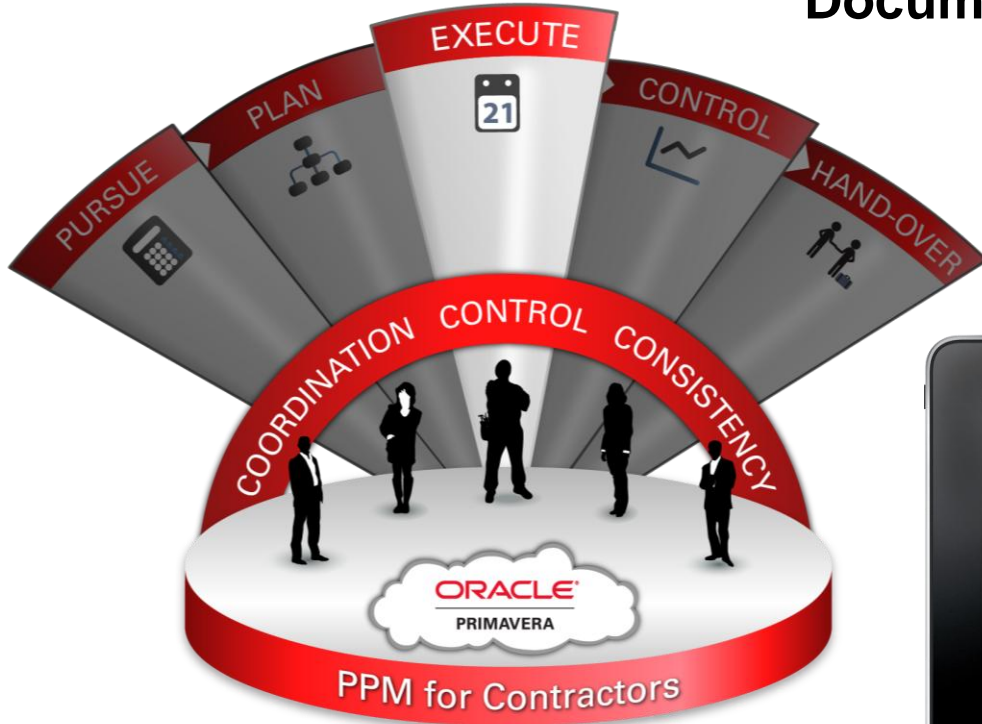
Project Cost Sheet

WBS Code	WBS Item	Forecast Assignment	Costs (Est.)	Estimate to Complete	Estimate at Completion	Subtotal Variance (Est.)	Budget
1	1100000	Design Costs	100,000.00	0.00	3,763,700.00	-100,000.00	
2	1110000	A/E Services	100,000.00	0.00	2,620,330.00	-3,620,330.00	
3	1120000	Structural Engineering	0.00	0.00	640,000.00	640,000.00	
4	1130000	Process Engineering	0.00	0.00	114,100.00	114,100.00	
5	1140000	Detailing Costs	0.00	200,000.00	14,669,199.96	18,207,341.90	
6	1200000	Div 01 General Requirements	0.00	0.00	611,871.00	6,118,710.00	
7	1200000	Div 02 Site Construction	0.00	0.00	1,100,000.00	1,100,000.00	
8	1200000	Div 03 Concrete	0.00	0.00	1,683,300.00	1,683,300.00	
9	1200000	Div 04 Masonry	0.00	0.00	273,725.00	1,230,250.00	
10	1200000	Div 05 Metals	0.00	0.00	2,050,000.00	4,922,000.00	
11	1200000	Div 06 Wood and Plastics	0.00	0.00	600,000.00	2,423,000.00	
12	1200000	Div 07 Thermal and Moisture Protection	0.00	0.00	611,000.00	2,402,000.00	
13	1200000	Div 08 Stone and Masonry	0.00	0.00	231,500.00	1,080,500.00	
14	1200000	Div 09 Finishes	0.00	0.00	201,645.00	509,465.00	
15	1200000	Div 10 Sealed Air	0.00	0.00	1,644,000.00	3,028,000.00	
16	1200000	Div 11 Equipment	0.00	0.00	900,000.00	2,320,000.00	
17	1200000	Div 12 Furnishings	0.00	0.00	150,371.45	261,500.00	
18	1200000	Div 13 General Construction	0.00	0.00	284,000.00	601,100.00	
19	1200000	Div 14 Contracting	0.00	0.00	100,337.00	220,300.00	
20	1200000	Div 15 Mechanical	0.00	0.00	1,613,711.00	3,613,810.00	
21	1200000	Div 16 Electrical	0.00	0.00	1,600,300.00	3,600,300.00	
22	1200000	Process/Utility Equip	0.00	0.00	6,977,960.00	8,977,960.00	
23	1200000	Equip. General	0.00	0.00	2,627,000.00	2,627,000.00	
24	1200000	Equip. Sum of Types	0.00	0.00	2,400,000.00	2,400,000.00	
25	1200000	Permits & Fees	0.00	0.00	1,644,000.00	1,644,000.00	
26	1200000	Energy Cn	0.00	0.00	75,000.00	75,000.00	
27	1200000	Water Dis. Cn	0.00	0.00	240,000.00	240,000.00	
28	1200000	FGI Permit	0.00	0.00	240,000.00	240,000.00	
29	1200000	Permit/Inac	0.00	0.00	800,000.00	1,000,000.00	
30	1210000	Insulation Fees	0.00	0.00	220,000.00	240,000.00	
31	1240000	Brief Fees	0.00	0.00	240,000.00	240,000.00	
32	1240000	Misc Fees	0.00	0.00	400,000.00	400,000.00	
33	1250000	Startup and Validation	0.00	0.00	900,000.00	900,000.00	
34	1300000	Startup Services	0.00	0.00	200,000.00	200,000.00	
35	1300000	Validation Services	0.00	0.00	200,000.00	200,000.00	
36	1300000	Contingency	0.00	0.00	6,000,000.00	6,000,000.00	
37	1300000	Project Contingency	0.00	0.00	2,000,000.00	2,000,000.00	
38	1300000	Escrow/Reserve	0.00	0.00	2,400,000.00	2,400,000.00	
1			100,000.00	200,000.00	30,830,329.96	50,295,061.00	-100,000.00



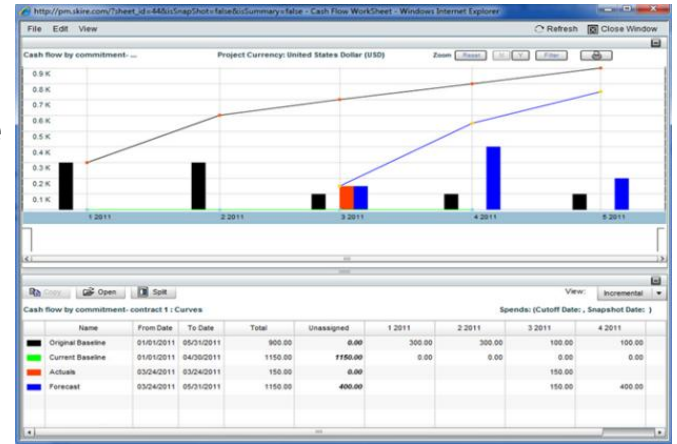
Execute

Progress
Collaborate
Document



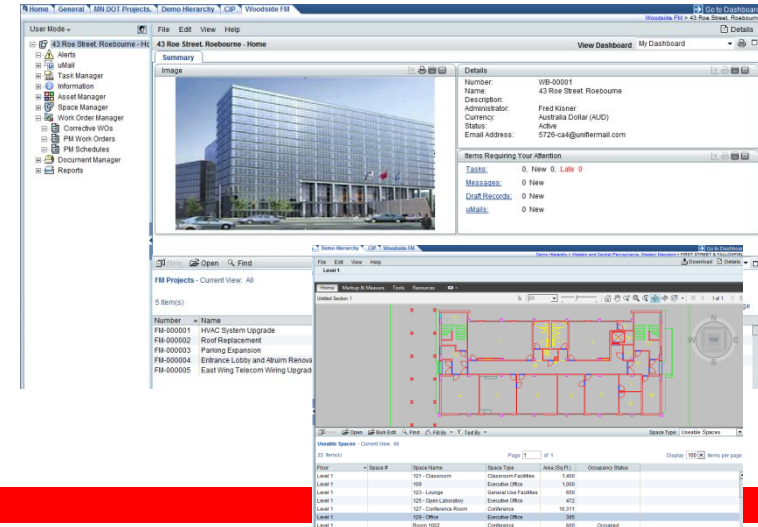
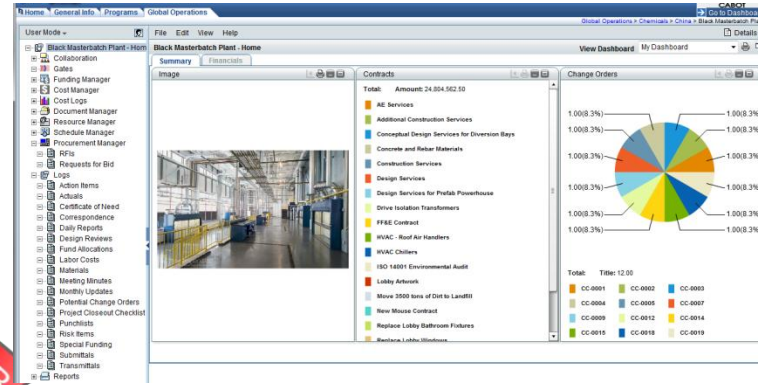
Control

Cashflow Change Schedule Forecast

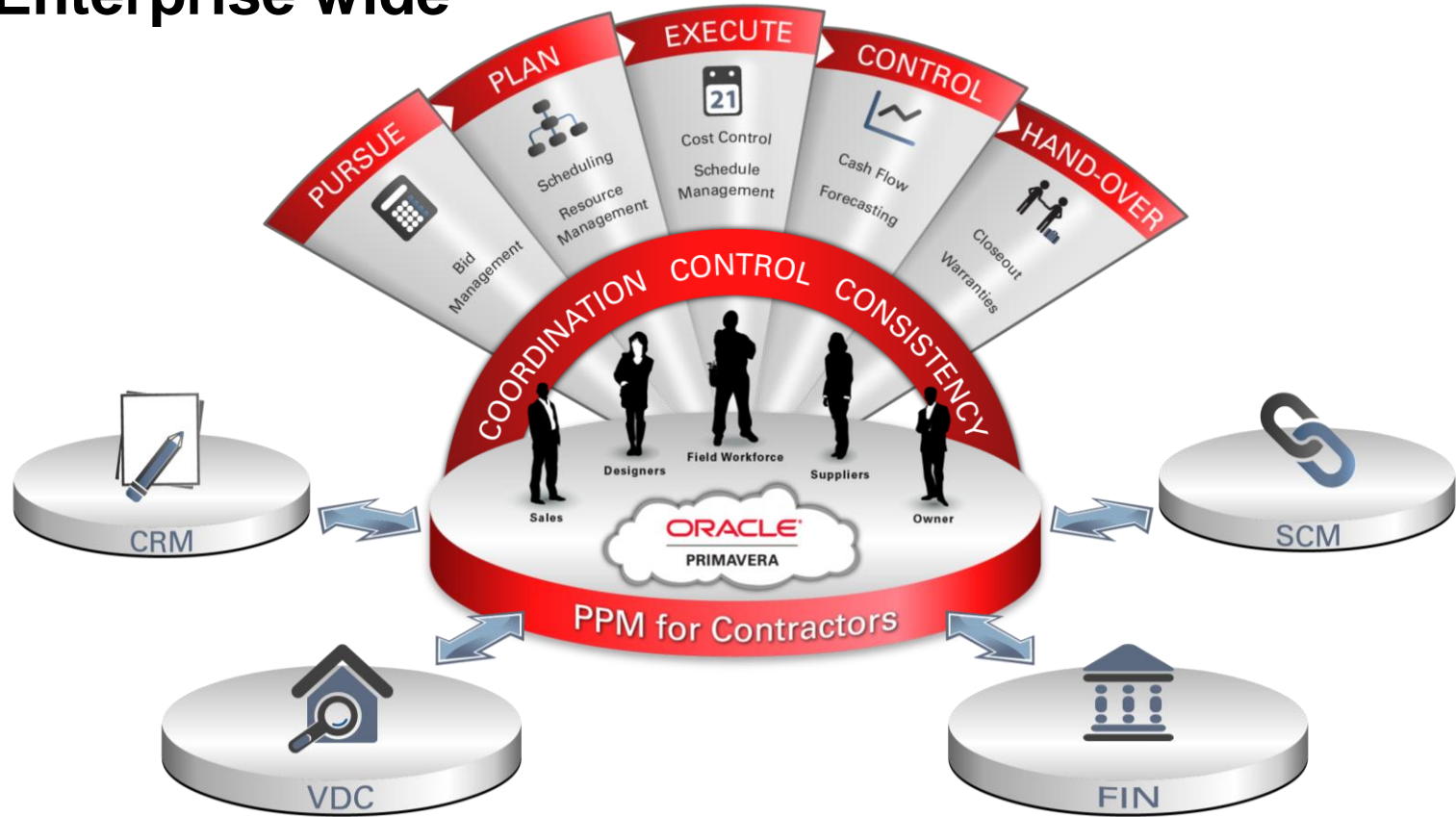


Hand-over

Close-out Transition



Enterprise wide



New Primavera Footprint

ORACLE | PRIMAVERA

Oracle Business Intelligence Analytics & Reporting

Primavera Unifier

- Capital planning
- Cost control
- Change control
- Submittals & RFIs
- Facility Management
- Real Estate Management

Primavera P6 EPPM

- Project Management
- Planning & Scheduling
- Progress and Statusing
- Risk Management
- Resource Management
- Portfolio Management

Risk Analysis

- Simulation
- Monte Carlo
- Cash Flow Analysis

AutoVue

- Document Visualization and Collaboration

Standards-based Open Platform

Primavera API, Web Services & Event Enablement

Application Integrations

SAP, E-Business, JDE, PeopleSoft, Fusion, UCM, UPK, EAM, Agile PLM

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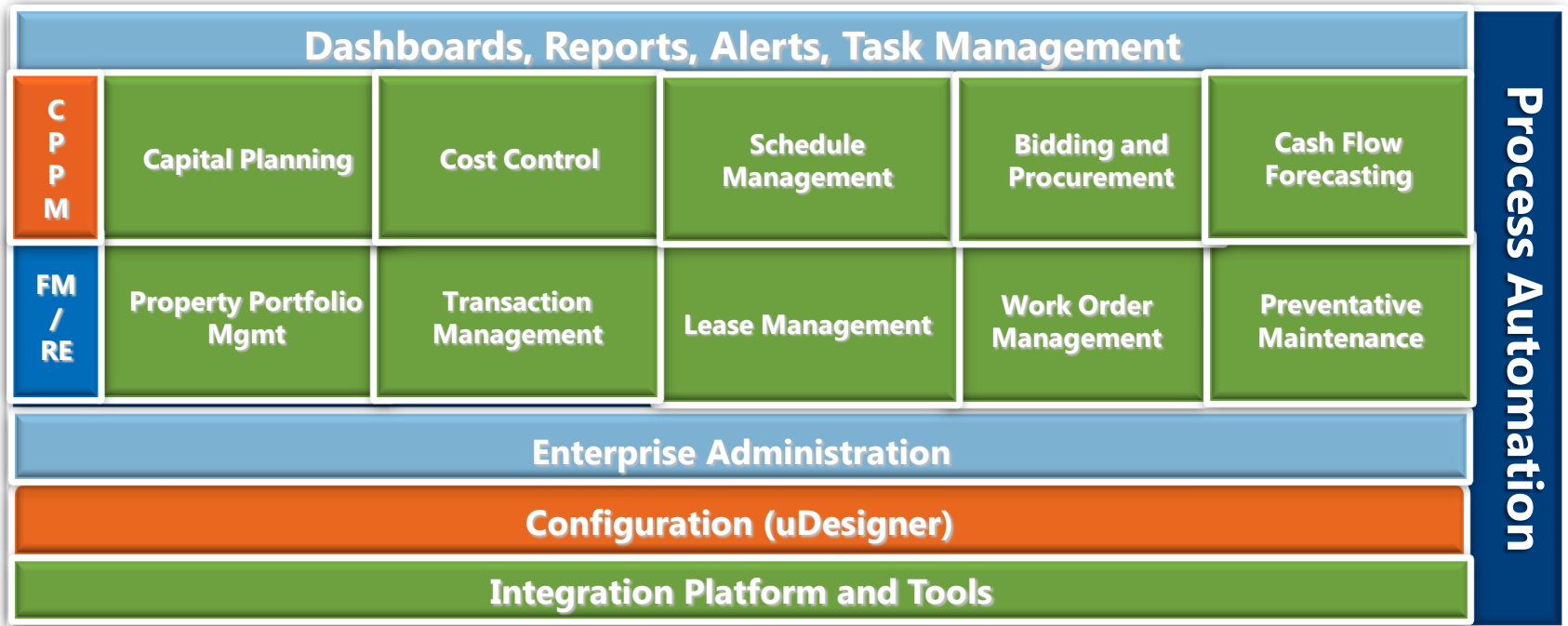
What is Primavera Unifier?

- Cloud-based enterprise project portfolio management lifecycle solution
- Configurable Business Process Automation to drive business rules, accountability and visibility
- Manages across the organization's structure – Business Units, etc.
- Best in class Cost Control and Project Execution capabilities
- Powerful Dashboards and user-defined reports

The image displays several screenshots of the Primavera Unifier software interface. The top screenshot shows a project details view for '43 Roe Street, Roebourne - Home', including a project image, details (Name: WB-0001, Description: 43 Roe Street, Roebourne), and a summary table. The middle screenshot shows a workflow diagram for 'Work Order Execution' with steps like 'Assign Supervisor', 'Assign Order', and 'Work Order Execution'. The bottom-left screenshot shows a dashboard with four charts: 'Contracts by Status', 'Change Orders by Reason', 'Payment Applications by Status', and 'Potential Change Orders by Reason'. The bottom-right screenshot shows a 'Contract History Report' table.

Contract Number	Date	Original Contract Amount	Total of Change Orders	Current Contract Value
CON-0008	Turnkey Construction - Turnkey	\$ 4,000,000.00	\$ 0.00	\$ 4,000,000.00
CON-0009	Mechanical Engineering and Construction	\$ 1,417,000.00	\$ 0.00	\$ 1,417,000.00
CON-0005	Design Services for Public Procurement	\$ 900,000.00	\$ 0.00	\$ 900,000.00
CON-0002	Conceptual Design Services for Dinosaur Bays	\$ 100,000.00	\$ 0.00	\$ 100,000.00
CON-0004	ISO 14001 Environmental Audit	\$ 1,000,000.00	\$ 0.00	\$ 1,000,000.00
CON-0003	Data Isolation Transmitters	\$ 275,000.00	\$ 120,000.00	\$ 400,000.00
CON-0006	Construction Services	\$ 2,774,042.00	\$ 100,000.00	\$ 2,874,042.00
CON-0011	Prime Contract/Landfill Terminal Facilities	\$ 400,001,421.27	\$ 0.00	\$ 400,001,421.27
CON-0012	Piling	\$ 167,000.00	\$ 0.00	\$ 167,000.00
Subtotal				
Grand Total				

What is Primavera Unifier ?

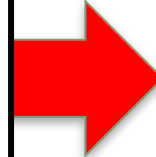


Primavera Unifier Solution and Modules

Capital Project and Program Management (CPPM)



- Best-in-class cloud-based and on-premise enterprise solution
- Built for the specialized needs of asset-intensive industries
- Simple to deploy and use, and proven with large-scale global enterprises



Primavera Capital Planning

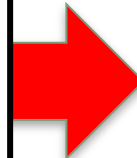
Primavera Cost Controls

Primavera Project Delivery Management

Facilities and Real Estate Management (FM/RE)



- Complete visibility to all real estate properties – owned and leased
- Facility management tools that enable enterprises to operate efficiently
- Streamlines the process to shorten operational cycle times



Primavera Facility Management

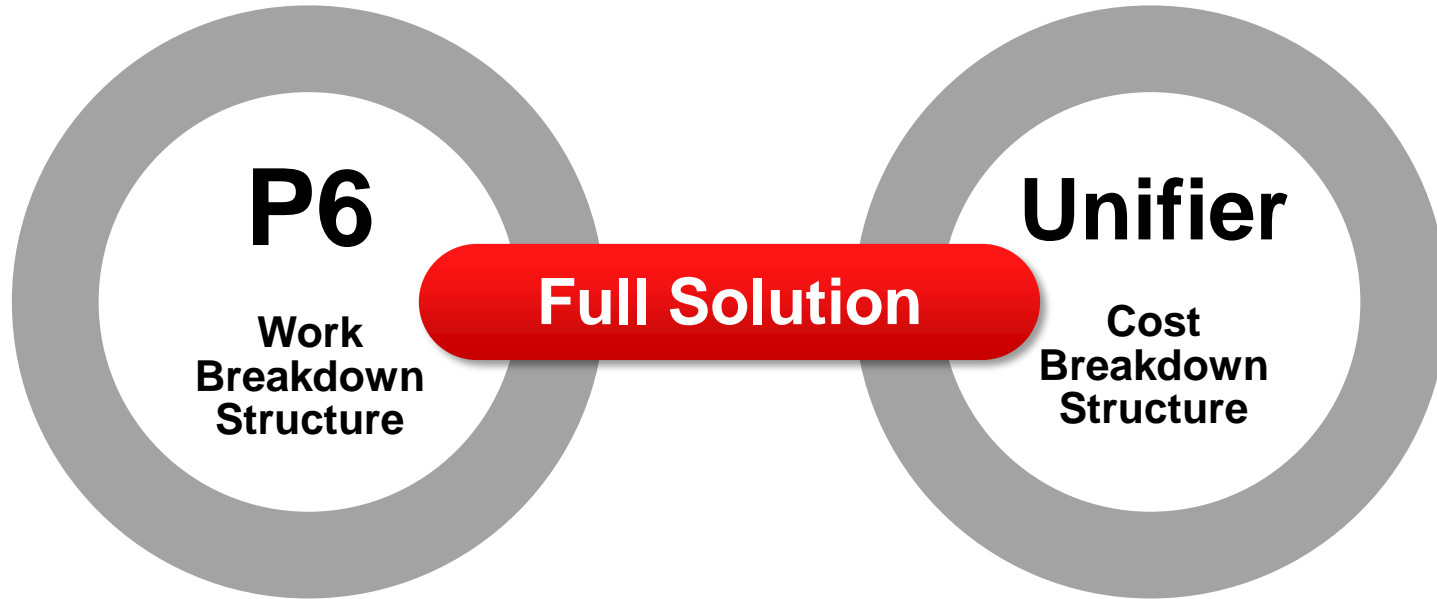
Primavera Real Estate Management

Unifier Cost Controls

- Real-time Cost Worksheets to manage Budgets, Forecast, Commits, Change Commits, Spends, Variances, Trends, and more.
- Comprehensive Contracts, Change Management, SOV, Invoices and Payment Applications support.
- Configurable Cost Management solution allowing easy support of unique processes and cost code structures.
- Fully integrated with Cost Business Processes to route, revise and approve cost transactions.

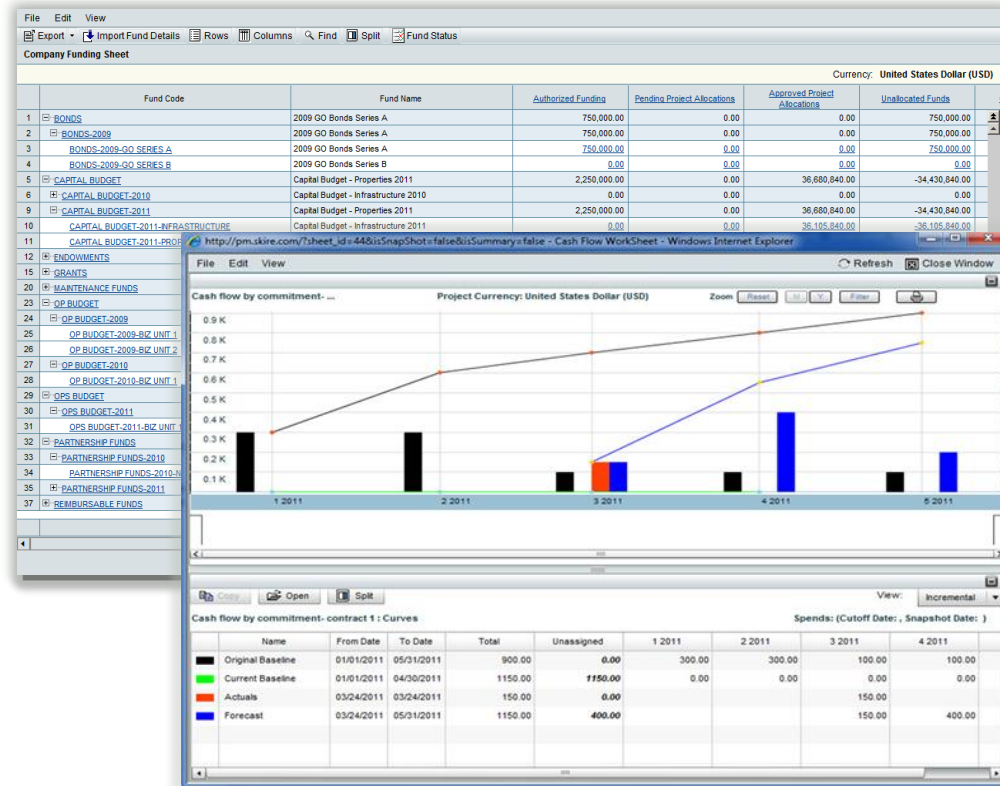
The screenshot displays the Oracle Unifier Project Cost Sheet interface. The main window shows a detailed cost breakdown table with columns for WBS Code, WBS Item, Forecast Adjustment, Open Risk Items, Estimate to Complete, Estimate at Completion, Budget Variance (\$), and Budget. The table lists various construction tasks such as Design Costs, A/E Services, Structural Engineering, Process Engineering, Construction Costs, and various divisions (Div 01 to Div 15). Three overlapping windows are shown in the foreground, each displaying task details for 'Turbine Construction - Turbine' (Record Number: CCH-0008). These windows show fields for Vendor Information, Task Details, and Line Item List, illustrating the integration of cost management with contract and task execution.

Natural Complement to P6



Unifier Cost Controls

- Advanced Cash Flow and Earned Value Management.
- Funding Management at Company, Project and Contract levels (the Colors of money).
- Multi-currency support with ability to Peg, Float and Hedge at the project level.
- Powerful Rules Engine to enforce cost and funding controls.
- Schedule Management that integrates with P6 and MS Project

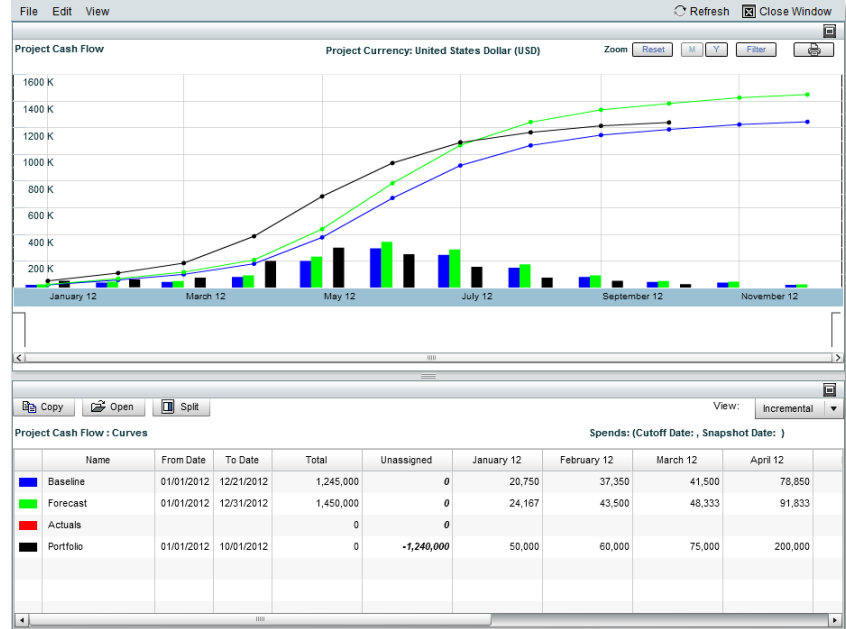
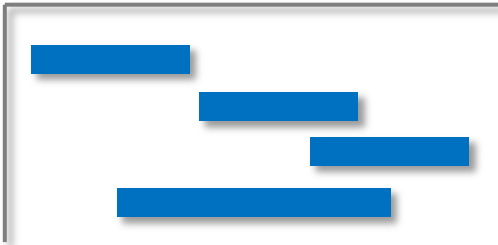


Cash Flow and Earned Value

P6



Unifier



Unifier Project Delivery Management

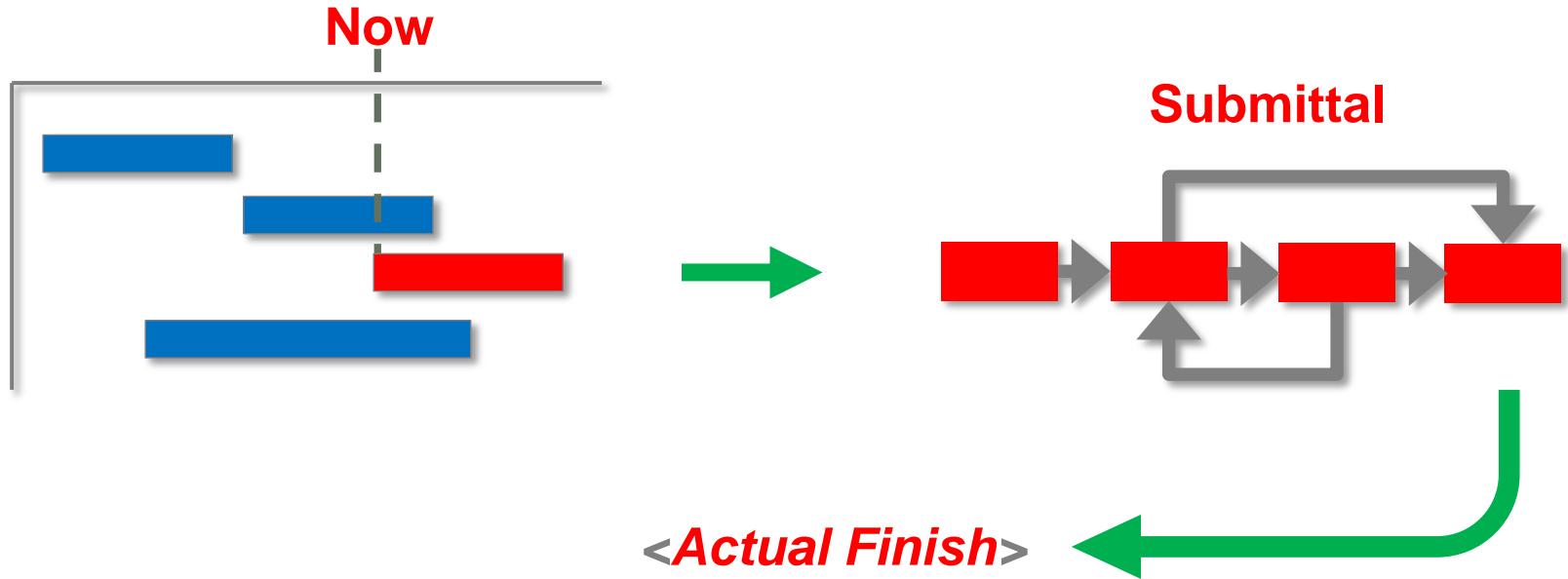
- Unparalleled Workflow and Task Management capabilities.
- RFIs, Transmittals, Submittals, Meeting Minutes, Action Items, Communication, Daily Reports, etc..
- Full featured, secure, integrated Document Management (integrated with AutoVue)
- Issue Management with full traceability of all related documents
- Automated Project Phase Gate controls.

The screenshot displays the Oracle Unifier Project Delivery Management software interface. The main window shows a project overview for 'L-132 Replacement - Home' with a 'Financial Summary' bar chart and a 'Contract Summary - \$50million' bar chart. The 'Financial Summary' chart shows Budget at \$452,071,488, Forecast at \$595,786,488, and Commitments at \$436,127,894. The 'Contract Summary' chart shows a total amount of \$32,228,313. Below these charts is a 'Change Request By Contract' table.

Type	Ref No.	Title / User Name	Business Process	Status
Ref.	CON-0011	Prime Contract Land	Contracts	Approved
Ref.	CO-0005	Terminal Change Ord	Change Orders	Pending
Ref.	PCO-000001	Prime Contract Chan	Prime Contract Change Orders	Pending
Ref.	VEN-0023	Austin Walsh Const	Vendors	Active
Ref.	PCO-000001	Reduce Length of El	Potential Change Orders	Pending

The interface also includes a 'Reference Graph' showing a hierarchical relationship between 'Vendors', 'Contracts', and 'Change Orders'. A 'Submittals' window is open, showing details for a submittal titled 'Turbines' with a record number of 'SUBM-0003' and a due date of '11/30/2011 02:52 PM Local (GMT-8)'. The submittal status is 'Closed'. The 'Attachments' section shows three items: 'Doct.docx', 'Doct1.docx', and 'Doct2.docx'.

Schedule Mgmt and Business Processes



Unifier Project Delivery Management

- Online Bidding, Procurement & Contracts Solution.
- Change management and collaboration control
- Mobile application supported on all devices
 - (iPhone, Android, Blackberry, etc.)
- Comprehensive Audit Logs

The screenshot displays the Unifier Project Delivery Management software interface. The main window shows a workflow diagram for 'Create New Requests for Information (RFI) - Project No. RJ-003'. The workflow includes steps: Creation, Coordination, Technical Review, and Review. Transitions between steps are labeled with actions like 'Send for Response', 'Send Back for Clarification', 'Send for Technical Review', and 'Submit Response'. Below the workflow, the 'General' tab is active, showing details for a record titled 'Exception to Section 2.5.1' with record number 'AJ-0003', creation date '07/07/2009 08:43 AM Local (GMT-8)', and status 'Closed'. The 'Response' section shows a list of items with columns for Item #, Published Date, Published By, and Company. The list includes several resolution items with their respective dates, times, and the user 'Brian Nash' from the company 'Cabot'.

Item #	Published Date	Published By	Company
Resolution - 6	07/08/2009 05:02 PM	Brian Nash	Cabot
Resolution - 5	07/07/2009 03:11 PM	Brian Nash	Cabot
Resolution - 4	07/07/2009 03:09 PM	Brian Nash	Cabot
Resolution - 3	07/07/2009 02:52 PM	Brian Nash	Cabot
Resolution - 2	07/07/2009 02:51 PM	Brian Nash	Cabot

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Existing Unifier Customers Include Leaders Across Numerous Industries



Customer Success: Mortenson



OVERVIEW

- Mortenson ranks in ENR's Top 20 and is one of the premier design, construction, and operations contractors in North America.
- Wanted a new enterprise-wide project management system

CHALLENGES/OPPORTUNITIES

- Replace aging Project, Cost and Contract management systems.
- Provide permission-controlled visibility into project costs and deliverables to project managers, team members and owners
- Enforce business processes to streamline cost transactions approval, material and services procurement processes
- Increase coordination and reduce cycle times

SOLUTION

- Primavera Unifier Cost Control & Project Delivery Manager modules

RESULTS

- **Enforcement of Cost Controls to reduce risk of cost overruns.**
- **Real-time cost summary data helps project managers gain full visibility into projects' financial health.**
- **Streamlined bidding and material procurement processes ensuring on-time and accurate bid submissions.**
- **Client direct collaboration on Project financials, Change and Issue Management.**
- **Automated Document Management (attachments automatically deposited into correct folder structure)**
- **Seamless integration with ERP and financial systems for tracking of actuals at the project level.**



SOFTWARE. HARDWARE. COMPLETE.