Case Study: Unique transformation story Glesby Marks using Content Experience, CPQ and JDE Cloud

Session ID :100340

Kaushik Ray , Sr Delivery Director, PCB Apps 22nd August 2018



Agenda

- Content & Experience Cloud Key Features
- Content and Experience Cloud Value Proposition
- Content and Experience Cloud Embedded within JD Edwards
- Content Exchange and Collaboration Beyond JD Edwards Glesby Marks Fleet Management Case Study
- Learn More

Content and Experience Cloud



Oracle Cloud Platform for Content and Experience

STREAMLINED COLLABORATION

In context, integrated with apps, orchestrated with process

RAPID INNOVATION WITH CHANNELS

Asset driven, decoupled, optimized content delivery

CONNECTED CUSTOMER EXPERIENCES

Integrated with Marketing, Commerce, Service

RAPID VALUE

- Multichannel content and sites authoring
- Integrated with PaaS: bots, mobile
- Content delivery APIs, SDKs

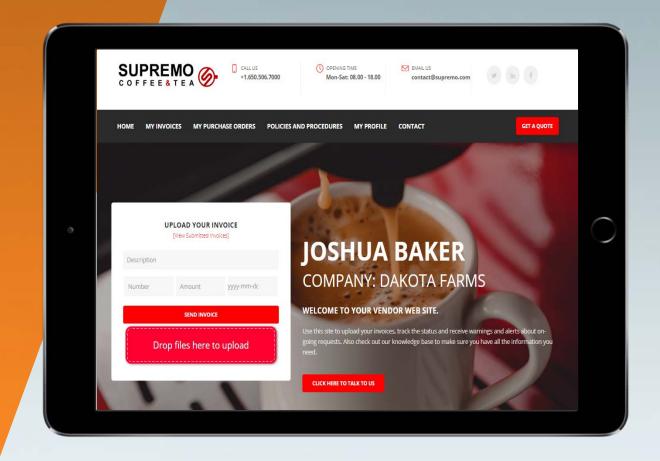






MODERN: Automate Content Exchange

- Automate content interactions between internal and external stakeholders
- Enable self service
- Streamline collaboration
- Simplify integration with business applications







Content Integrations

Process Automation

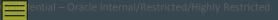
Collaboration and Self Service

Embeddable content UI, pre-built content integrations (JDE, Logistics Cloud, etc.)

Automate content centric processes by leveraging pre-built quick starts

Content collaboration, self service site templates, embeddable in 3rd party





JD Edwards and Content and Experience Cloud

Unique integrations and adapters

Content and Experience Cloud for JDE

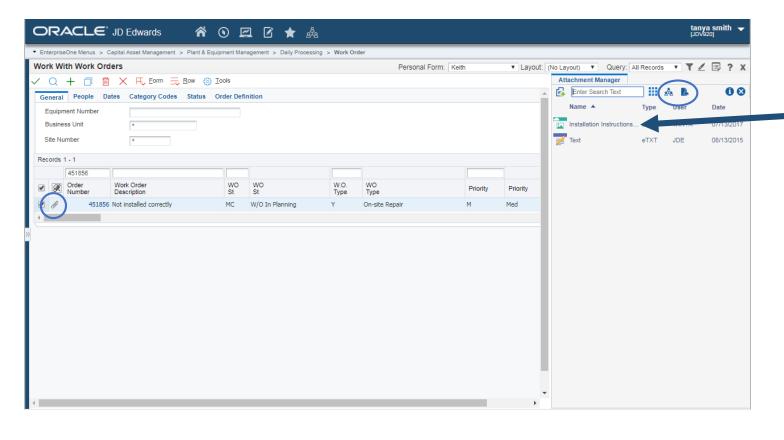
Value Proposition

- Out of the box integration with JD Edwards saves time and money
- Documents and conversations in-context with any JDE transaction or entity
- Simplifies on-line collaboration internally and externally
- Platform to extend value
- Lower storage and processing costs



Store In Context Documents in the Cloud

Available out-of-the-box





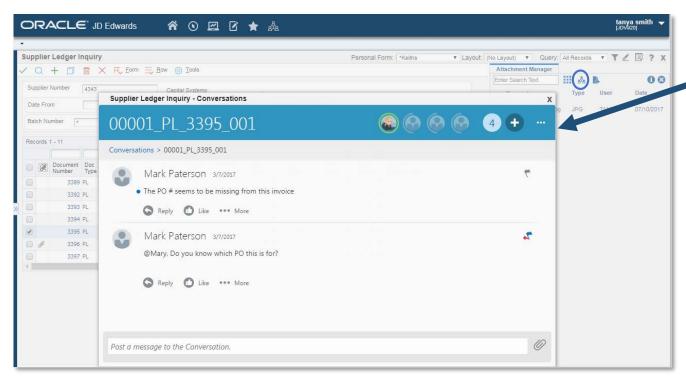
- Linked contextually to JDE
- Leverages Attachment Manager
- Automatic versioning
- Save space and \$



In Context Transaction Related Collaboration

Available out-of-the-box

- Collaborate inside and outside of JDE
- Customer credit requests, work orders, budget prep, supplier invoices, equipment, inventory, etc.
- Audit trail of conversation





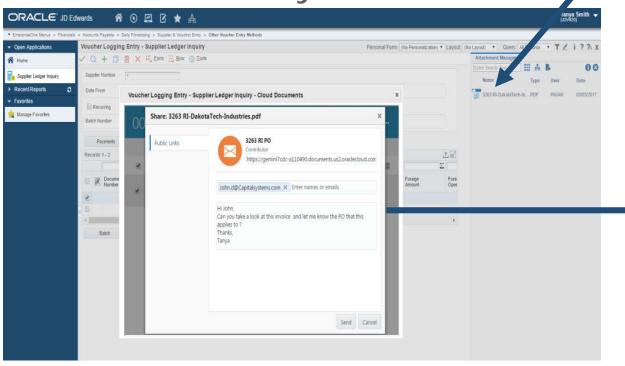


Collaborate Externally

Available out-of-the-box

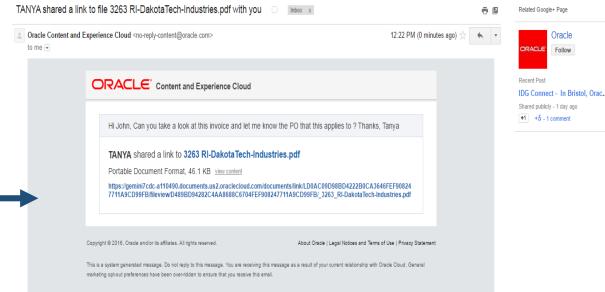
• Suppliers, customers, partners, etc.

Email links, not large file attachments
 Buyer



Supplier

CAPITAL

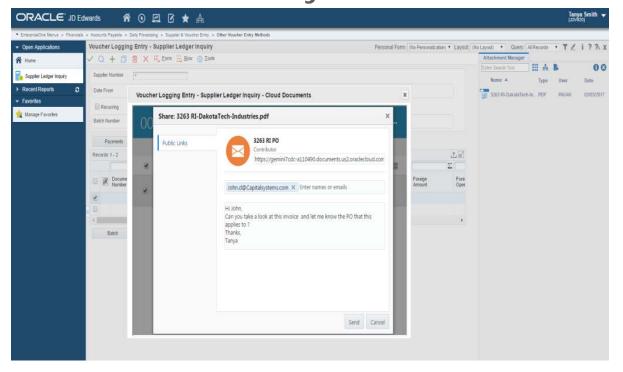




Collaborate Externally

Available out-of-the-box

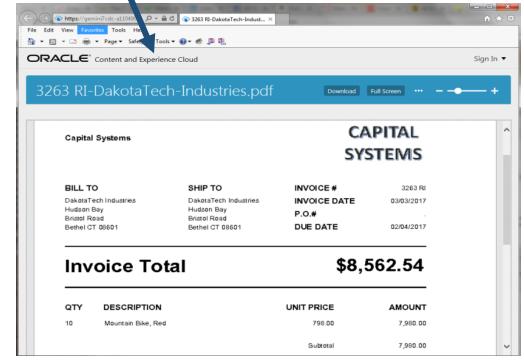
- Suppliers, customers, partners, etc.
- Email links, not large file attachments
 Buyer





CAPITAL

\$8,562.54



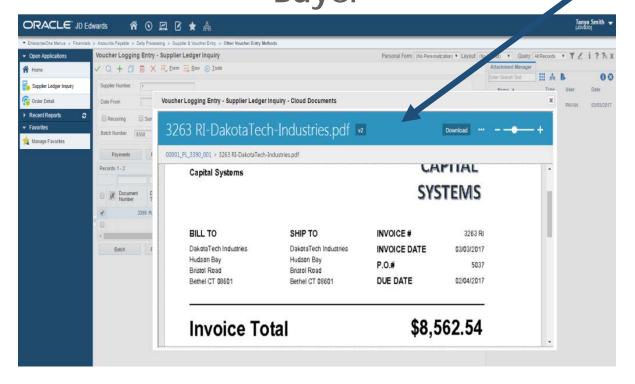


Collaborate Externally

Available out-of-the-box

• Suppliers, customers, partners, etc.

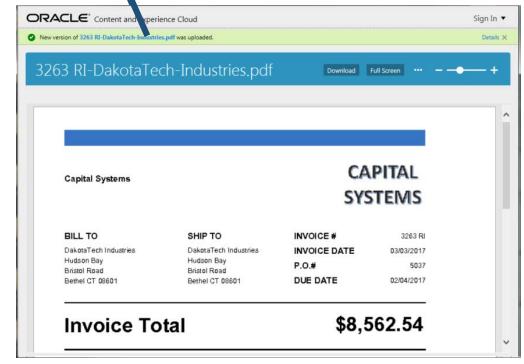
Email links, not large file attachments
 Buyer



Supplier

CAPITAL

\$8,562.54





User Contextual Collaboration

Available out-of-the-box

- Operational conversations
- Easy access to cloud conversations from within JDE, a mobile device or any browser



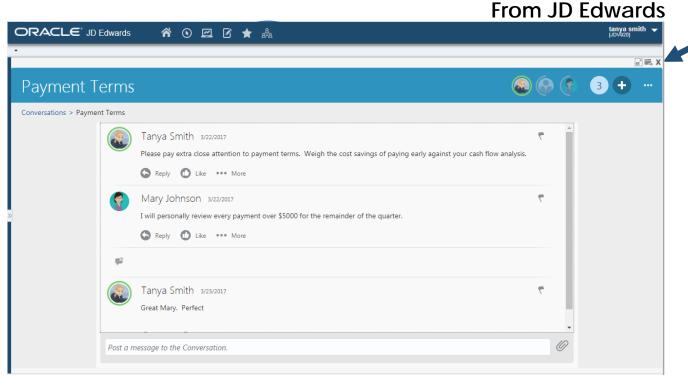


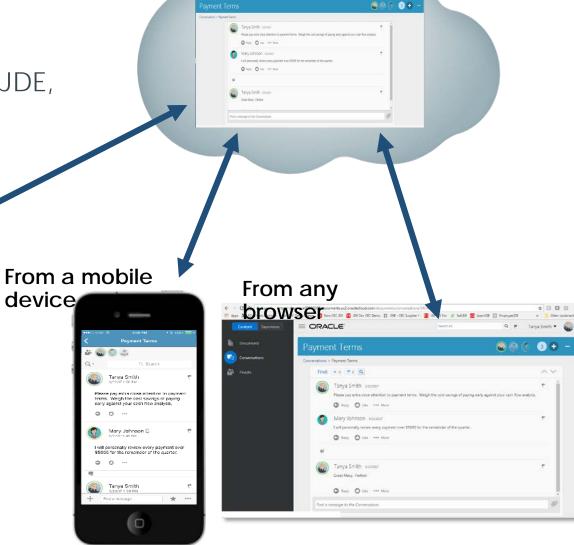
User Contextual Collaboration

Available out-of-the-box

Operational conversations

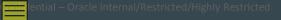
 Easy access to cloud conversations from within JDE, a mobile device or any browser





Configure in Minutes

1. Add the EnterpriseOne domain to Content and Experience Cloud Service SIGN IN TO **ORACLE CLOUD** 2. Create soft coding record for Content and Experience Cloud connection Welcome gse00000308 change domain @ User Name Password ▶ Recent Reports Can't access your account? ▶ Favorites Sign In **ORACLE** Copyright © 2013, 2017, Oracle and/or its affiliates. All rights reserved.



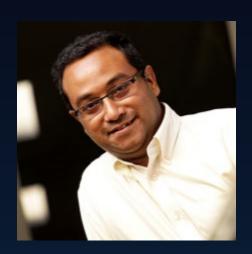
Content Exchange and Collaboration Beyond JD Edwards

Glesby Marks Fleet & Equipment Leasing Management Case Study



JD Edwards and Content and Experience Cloud using CPQ and Java Cloud Services

PCB Apps Fleet & Equipment Leasing Management Use Case



Currently Sr Director Professional Services

Focus on CI and BPI using Oracle Cloud and JDE.

Held various strategic roles as a JDE customer for 15 years

Over 20 + years in ERP, BPMS & BI as a solutions architect

Email: kray@pcbapps.com

BUSINESS CONSULTING SERVICES

EXPERTISE

- JD Edwards
- PRIMAVERA
- Configure Price Quote (CPQ)
- Cloud Integration Services
- Content & Experience Cloud

SERVICE OFFERINGS

- Cloud Services
- Project Services
- Managed Services
- Mobility Solutions
- IoT Services
- Java Cloud Services (JCS)

PCB Apps Pioneers in Business Applications

Oracle Certified
Managed Services
Provider (MSP)

Americas, Europe, MEA & APAC

On-Site, Off-Site & Blended Shore Models

Defined Outcome Cloud Services

24x7 Global Support

MANAGED SERVICES



Application Support



Technical Support



DBA / CNC Support



Cloud Support



Mobile Technology Support



IoT Support



JCS / Integration Support







info@pcbapps.com (732) 302-0100

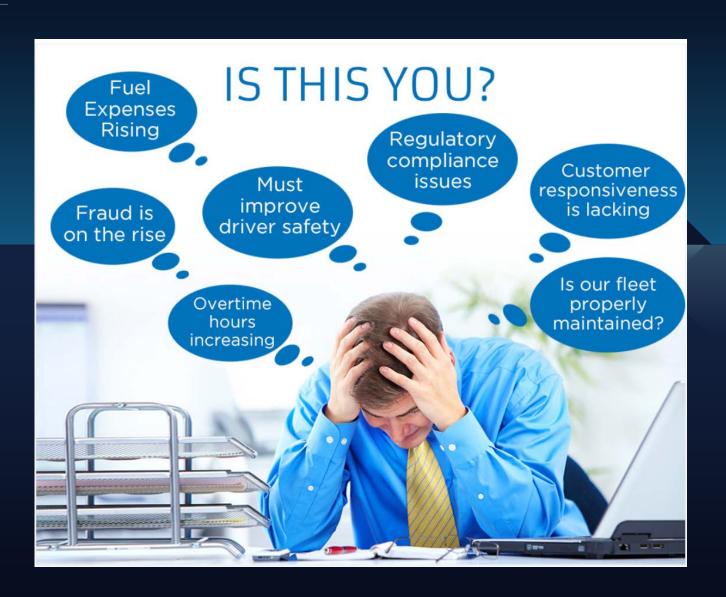
www.pcbapps.com

OFFICE LOCATIONS

US | UK | UAE | KSA | India | West Indies

Business Risks – Fleet Management and Leasing

- Duplicate manual processes across sales, leasing and accounting groups
- Master Data spread across multiple systems
- Customer get partial and old information on customer portal
- Documents are filed and stored in files and drawers no content management
- Handover between sales and accounts is manual via file folders



BPI Methodology

- Business Architecture identification
 - Multi Level Business Process extensively discussed through interviews with GM process owners in Sales, Fleet Coordinator & Accounting.
 - Get Vehicle Order (Lease Inquiry)
 - Proposal Generation (PC Car Book)
 - Lease Entry in Lotus Notes
 - Vehicle Delivery process
 - Lease Processing, Billing, Fixed Assets, Finance & Accounting(JDE)
- Process Improvement Modelling
 - Multi Level To Be Processes Delivered using business modelling exercise and evaluating technology landscape (Skyeye GPS, Voyager Fuel Data, JDE Orchestrator on JDE Cloud)
 - CPQ Integrations Tested for feasibility of "To be" process (Chrome construct)

Process Discovery

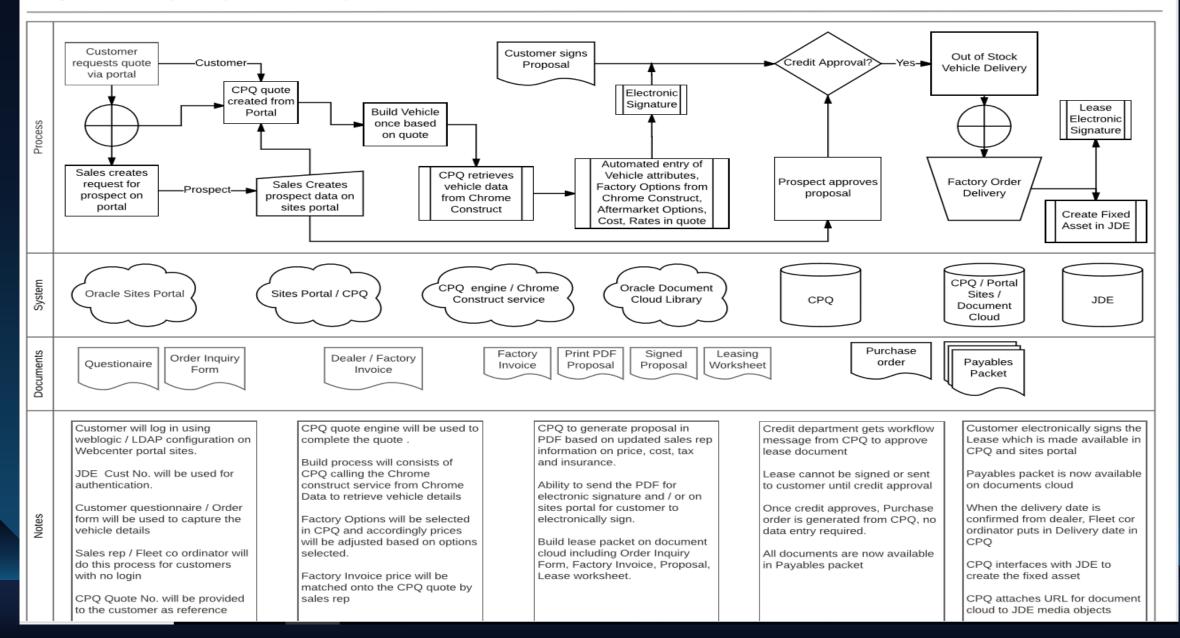
Level 1
Process

Level 2 Process

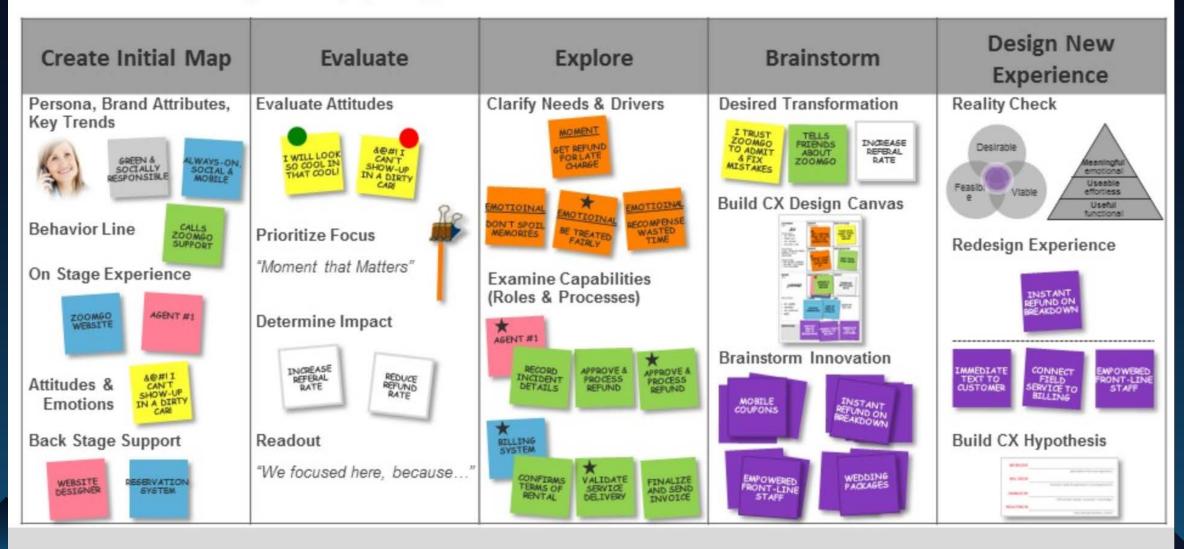
Prepare Findings Report

Present

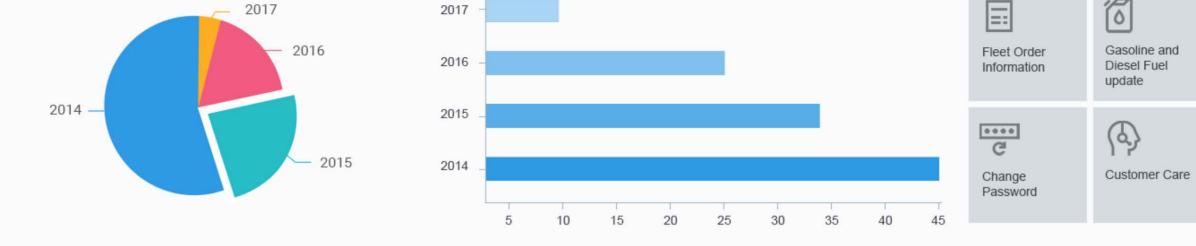




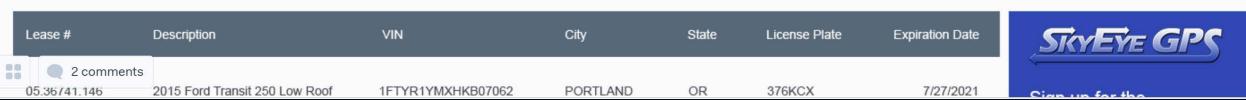
CX Journey Mapping Process







License Renewal > SkyEye GPS >





Leases

Pending Leases

Renewals Vehicle Services Accounts Services





≟ 48.6 Avg. Months in Service

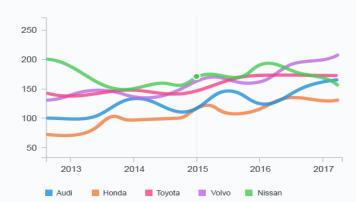
Total Summary >



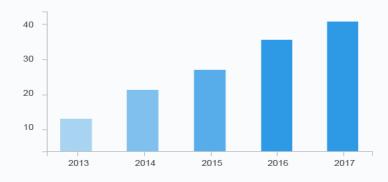












Quick Links 🗹



SkyEye GPS >



Sign up for the SkyEye GPS program today!

800.482.9498

My Leases >

Lease#	Description	VIN	City	State	Term	Delivery Date	Months in Service
05.36741.146	2015 Ford Transit 250 Low Roof	1FTYR1YMXHKB07062	PORTLAND	OR	54	7/27/2017	36
05.36741.144	2015 Ford Transit Connect 250	1FTNR1YM7FKA94190	PORTLAND	OR	88	8/5/2017	45
05.36741.142	2014 Toyota Rav4 LE AWD	NM0LS7F7XE1165198	PORTLAND	OR	63	3/24/2017	66
05.36741.141	2014 Ford Transit Connect XLT	JTMBFREV2ED081681	OLYMPIA	WA	21	3/24/2017	29
05.36741.142	2014 Toyota Rav4 LE AWD	NM0LS7F7XE1165198	PORTLAND	OR	63	3/24/2017	12
05.36741.141	2014 Ford Transit Connect XLT	JTMBFREV2ED081681	OLYMPIA	WA	21	3/24/2017	26

Latest News >



Wednesday, Dec 02, 2015

License Renewal >

SkyEye	GPS	>
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Lease #	Description	VIN	City	State	License Plate	Expiration Date
05.36741.146	2015 Ford Transit 250 Low Roof	1FTYR1YMXHKB07062	PORTLAND	OR	376KCX	7/27/2021
05.36741.144	2015 Ford Transit Connect 250	1FTNR1YM7FKA94190	PORTLAND	OR	ARU1369	8/5/2020
05.36741.142	2014 Toyota Rav4 LE AWD	NM0LS7F7XE1165198	PORTLAND	OR	644HTD	3/24/2022
05.36741.141	2014 Ford Transit Connect XLT	JTMBFREV2ED081681	OLYMPIA	WA	218HAX	3/24/2020



My Orders >

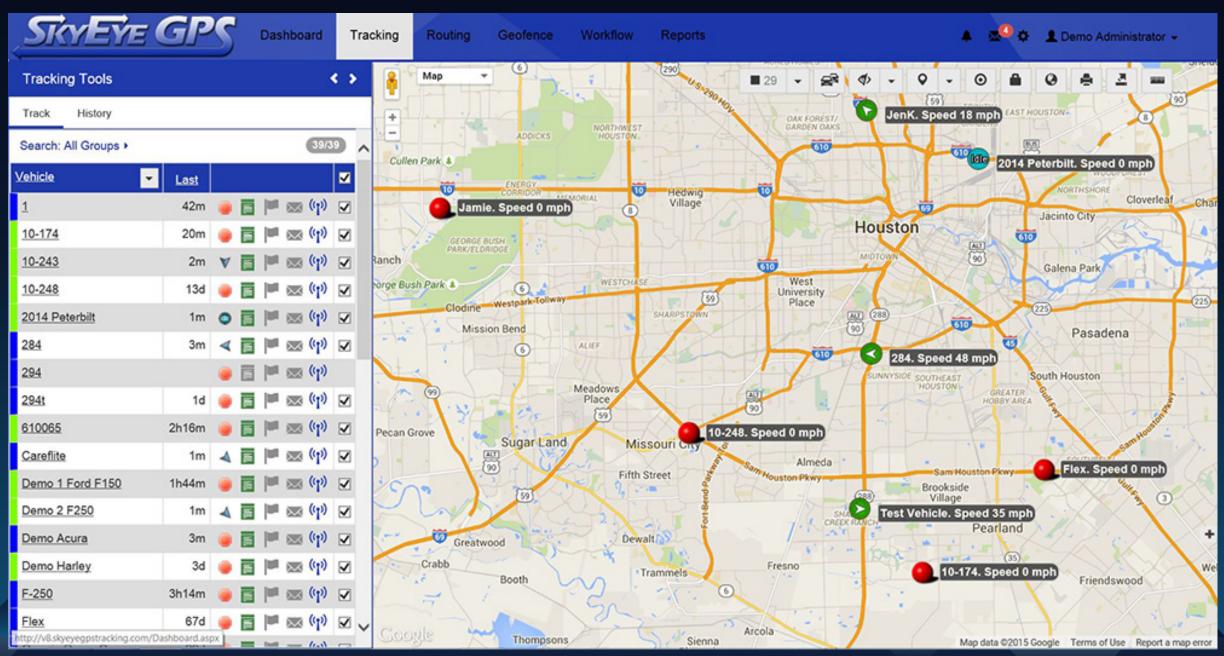
Latest News >

Lease #	Description	VIN	Order Date	Status	ETA Customer
05.36741.146	2015 Ford Transit 250 Low Roof	1FTYR1YMXHKB07062	7/27/2017	In progress	7/28/2017
05.36741.144	2015 Ford Transit Connect 250	1FTNR1YM7FKA94190	8/5/2016	Completed	8/8/2016
05.36741.142	2014 Toyota Rav4 LE AWD	NM0LS7F7XE1165198	3/24/2016	Completed	3/25/2016
05.36741.141	2014 Ford Transit Connect XLT	JTMBFREV2ED081681	3/24/2025	Completed	3/26/2025



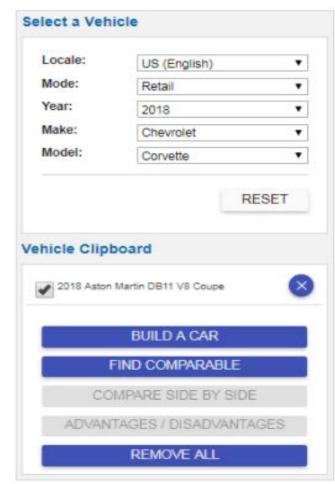








Chrome Construct
The Vehicle Research, Configuration, and Comparison Tool for Automotive Website Development.



earch Results		
2dr Car		
Style Name	Invoice	MSRP
2018 Chevrolet Corvette Stingray Coupe 1LT	\$51,610.36	\$55,495.00
2018 Chevrolet Corvette Stingray Coupe 2LT	\$51,610.36	\$55,495.00
2018 Chevrolet Corvette Stingray Coupe 3LT	\$51,610.36	\$55,495.00
2018 Chevrolet Corvette Stingray Coupe Z51 1LT	\$56,260,36	\$60,495.00
2018 Chevrolet Corvette Stingray Coupe Z51 2LT	\$56,260.36	\$60,495.00
2018 Chevrolet Corvette Stingray Coupe Z51 3LT	\$56,260,36	\$60,495.00
2018 Chevrolet Corvette Grand Sport Coupe 1LT	\$60,910.36	\$65,495.00
2018 Chevrolet Corvette Grand Sport Coupe 2LT	\$60,910.36	\$65,495.00
2018 Chevrolet Corvette Grand Sport Coupe 3LT	\$60,910.36	\$65,495.00
2018 Chevrolet Corvette Coupe Z06 1LZ	\$73,930.36	\$79,495.00
2018 Chevrolet Corvette Coupe Z05 2LZ	\$73,930.36	\$79,495.00
2018 Chevrolet Corvette Coupe Z06 3LZ	\$73,930.38	\$79,495.00
Convertible		
Style Name	Invoice	MSRP



Chrome Construct
The Vehicle Research, Configuration, and Comparison Tool for Automotive Website Development.

Primary Vehicle



2018 Chevrolet Corvette Stingray Coupe 1LT

	Invoice	MSRP
Base Price	\$51,610.36	\$55,495.00
Destination Charge	\$1,095.00	\$1,095.00
Total Option	\$0.00	\$0.00
Total Price	\$52,705.36	\$56,590.00

DELETE

(Saved Styles will appear in the Selector page)

RETURN TO SELECTOR

uild a	Cul				
< INF	FO TECHNICAL SPECIFICATIONS	STANDARDS	OPTI	ONS CO	LOR: >
	EMISS	IONS			
State	Description		Code	Invoice	MSRF
S	Emissions, Federal requirements, 50-state certifie	d	FE9	\$0.00	\$0.0
0	Emissions, Connecticut, Delaware, Maine, Maryland, Massachusetts, New Jersey, New York, Oregon, Pennsylvania, Rhode Island, Vermont and Washington state requirements. 50- state certified		NE1	\$0.00	\$0.0
0	Emissions, California state requirements, 50-state	certified	YF5	\$0.00	\$0.0
0	Emissions override, California (allows a dealer in states that require California emissions - California, Connecticut, Delaware, Maryland, Massachusetts, New Jersey, New York, Oregon, Pennsylvania, Rhode Island or Washington - to order Federal emissions for a vehicle that will be registered in a state that has Federal emission requirements). Do not use for vehicles that will be registered in California, Connecticut, Delaware, Maryland, Massachusetts, New Jersey, New York, Oregon, Pennsylvania, Rhode Island or Washington, Not available in Maine or Vermont.)		NB 8	\$0.00	\$0.0
×	Emissions override, Federal (for vehicles ordered by dealers in Federal emission states with (YF5) or (NE1) emissions - Not required for vehicles being shipped to California, Connecticut, Delaware, Maine, Maryland, Massachusetts, New Jersey, New York, Oregon, Pennsylvania, Rhode Island, Vermont or Washington)			\$0.00	\$0.0
×	Emissions override, state-specific (for dealers ord (YF5) or (NE1) emission states - California, Conno Maine, Maryland, Massachusetts, New Jersey, Ne Pennsylvania, Rhode Island, Vermont and Washin California dealer (YF5 emissions) to order (NE1) e (NB9) emissions override code for registration in (Connecticut, Delaware, Maine, Maryland, Massac Jersey, New York, Oregon, Pennsylvania, Rhode and Washington dealer (NE1 emissions) to order with (NB9) emissions override code for registrations.	ecticut, Delaware, ew York, Oregon, ogton) (Allows a emissions with 11 states, or, a husetts, New island, Vermont (YF5) emissions	NB9	\$0.00	\$0.0
	ENG	NE			
State	Description		Code	Invoice	MSR



Chrome Construct
The Vehicle Research, Configuration, and Comparison Tool for Automotive Website Development.

Primary Vehicle



2018 Chevrolet Corvette Stingray Coupe 1LT

Pricing Summary			
	Invoice	MSRP	
Base Price	\$51,610.36	355,495.00	
Destination Charge	\$1,095.00	\$1,095.00	
Total Option	\$1,569.75	\$1,725.00	
Total Price	\$54,275,11	\$58,315.00	

DELETE

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uild a Car					
< INFO TECHNICAL SPECIFICA	ATIONS	STANDARDS	OPTIONS	COLOR!	>
	Vehi	icle	Dir.		
EPA Classification	Two Se	sater			
	Emiss	sions			
Tonslyr of CO2 Emissions @ 15K milyear	9.8				
EPA Greenhouse Gas Score	NA				
	Brak	kes			
Brake Type	Pwr				
Brake ABS System	4-Whe	el			
Brake ABS System (Second Line)	N/A				
Disc - Front (Yes or)	Yes				
Disc - Rear (Yes or)	Yes				
Front Brake Rotor Diam x Thickness	12.6 x	-TBD-			
Rear Brake Rotor Diam x Thickness	13.3 x	-TBD-			
Drum - Rear (Yes or)	N/A				
Rear Drum Diam x Width	N/A				
	Fuel 1	Tank			
Fuel Tank Capacity, Approx	18.5				
Aux Fuel Tank Capacity, Approx	N/A				
	Stee	ring			
Steering Type	Pwr Ra	eck & Pinion			
Steering Ratio (:1), Overall	N/A				



Accepted at over 90% of U.S. fuel retailers, including:



























































































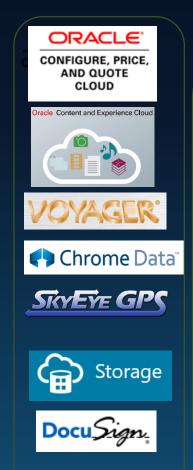


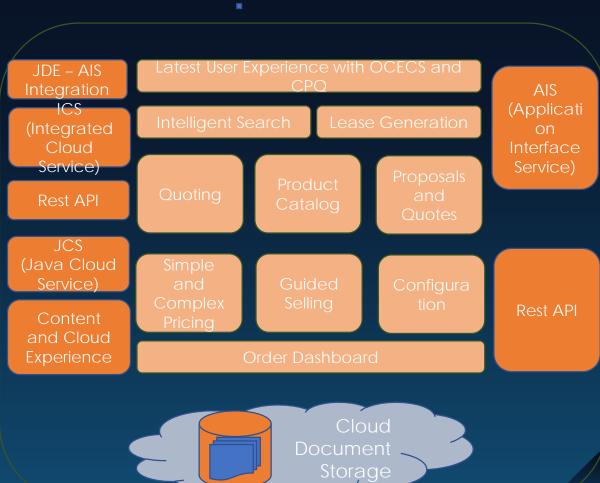






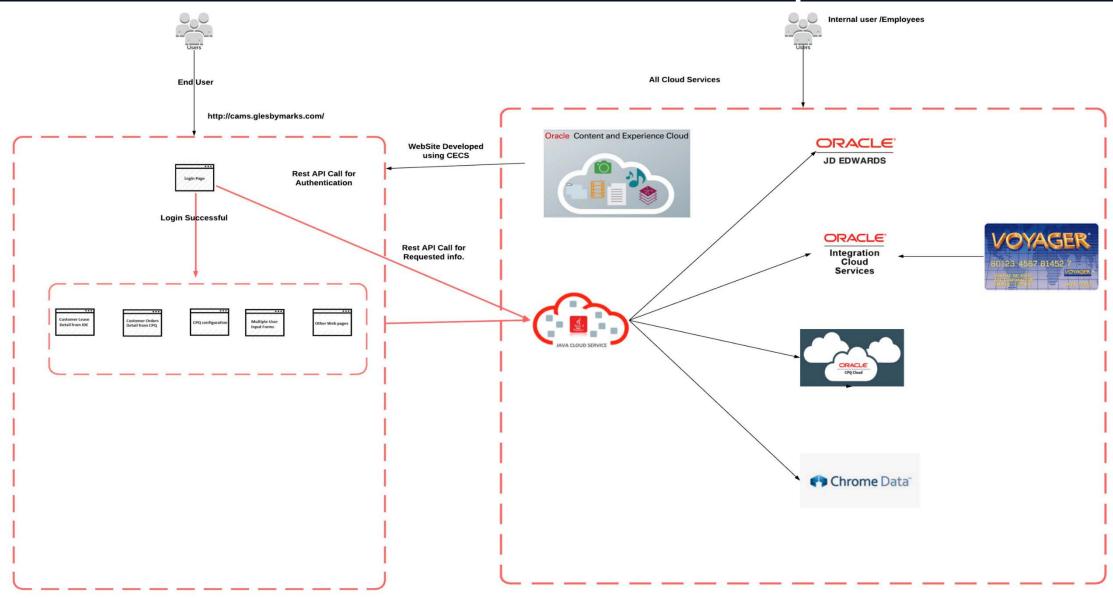




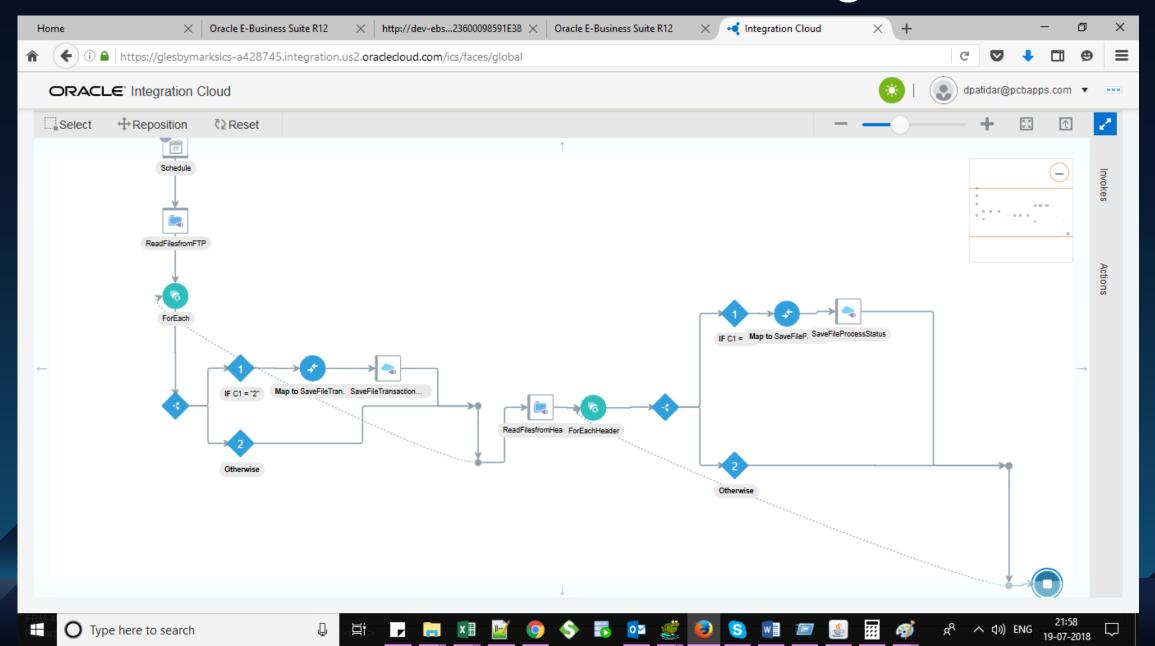




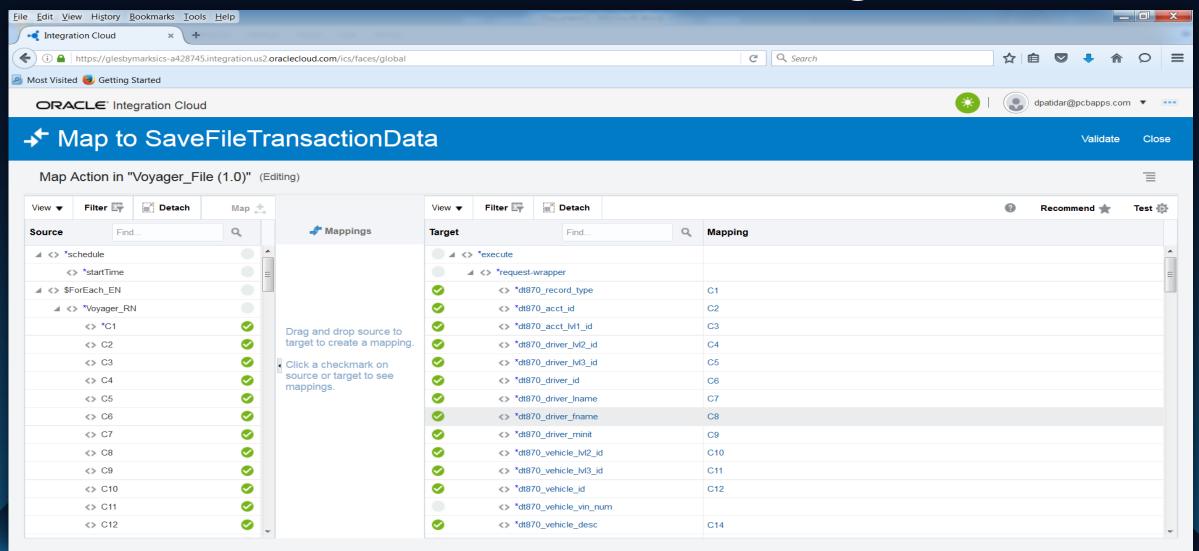
Technical Architecture for Content Experience Cloud



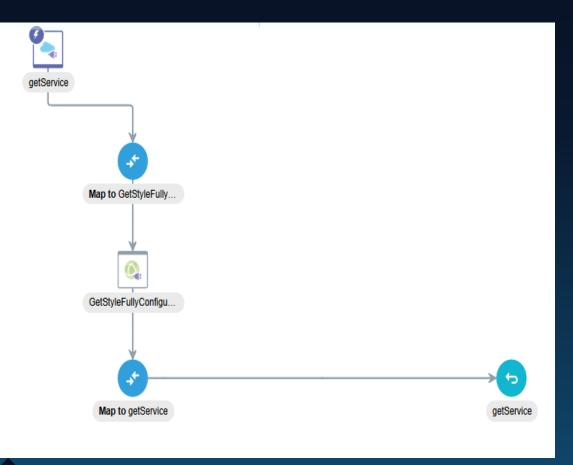
Fuel & Maintenance orchestration using ICS

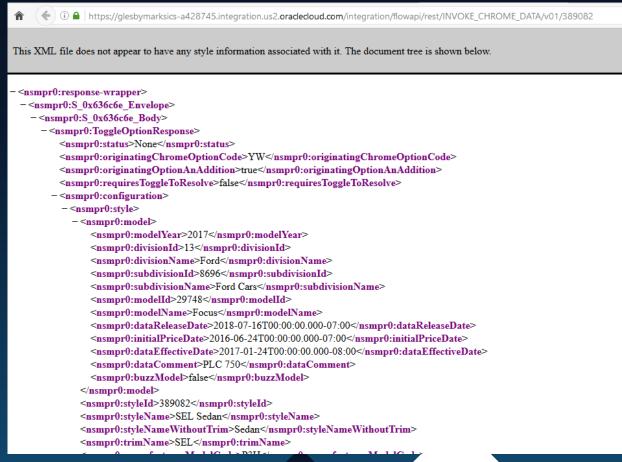


Fuel & Maintenance orchestration using ICS



Chrome Construct Integration using ICS







Dashboard

Leases

Pending Leases

Renewals

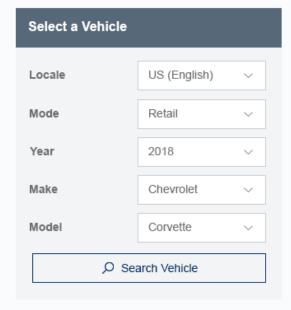




Criteria V



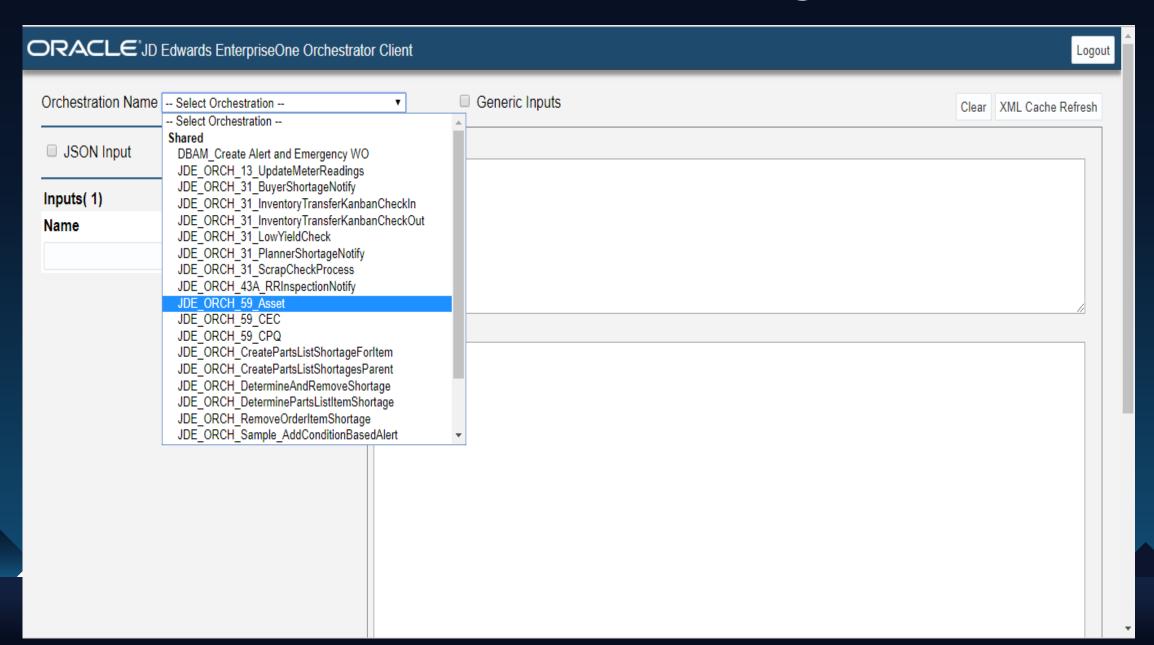
Build a Vehicle



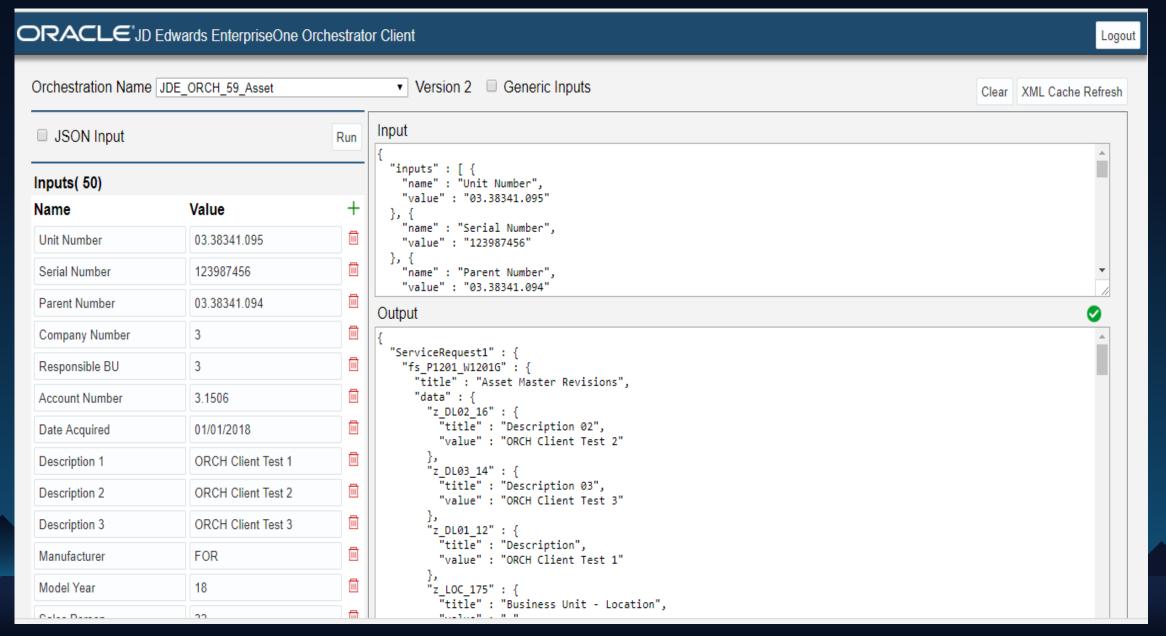
Search Results

			2dr Car		
			Style Name	Invoice	MSRP
	್ಲಿ	≟ [€	2018 Chevrolet Corvette Stingrey Coupe 1LT	\$21,214.00	\$24,232.00
	۵ <u>۵</u>	≇⊵	2018 Chevrolet Corvette Stingrey Coupe 2LT	\$22,214.00	\$25,232.00
В	uild Ca ⇔	7 ≟ <u>+</u>	2018 Chevrolet Corvette Stingrey Coupe 3LT	\$23,214.00	\$26,232.00
	8	₹.	2018 Chevrolet Corvette Stingrey Coupe Z51 1LT	\$25,214.00	\$28,232.00
	8	≟ [€	2018 Chevrolet Corvette Stingrey Coupe Z51 2LT	\$21,214.00	\$24,232.00
	8	≇€	2018 Chevrolet Corvette Stingrey Coupe Z51 3LT	\$22,214.00	\$25,232.00
	Ş	≟ [€	2018 Chevrolet Corvette Grand Sport Coupe 1LT	\$23,214.00	\$26,232.00
	<u></u>	≟ [⊕	2018 Chevrolet Corvette Grand Sport Coupe 2LT	\$25,214.00	\$28,232.00
	<u></u>	₹	2018 Chevrolet Corvette Grand Sport Coupe 3LT	\$21,214.00	\$24,232.00
	<u></u>	≟ [∈	2018 Chevrolet Corvette Coupe Z06 1LZ	\$22,214.00	\$25,232.00
	ŝ	≟ [€	2018 Chevrolet Corvette Coupe Z06 2LZ	\$23,214.00	\$26,232.00
	ಎ	± €	2018 Chevrolet Corvette Coupe Z06 3LZ	\$25,214.00	\$28,232.00

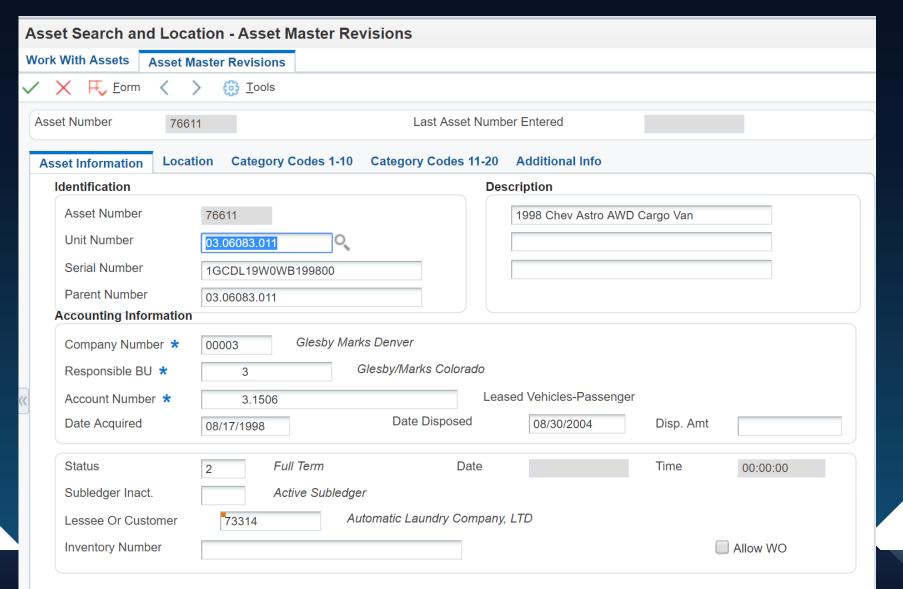
CPQ Lease orchestration into JDE using ICS



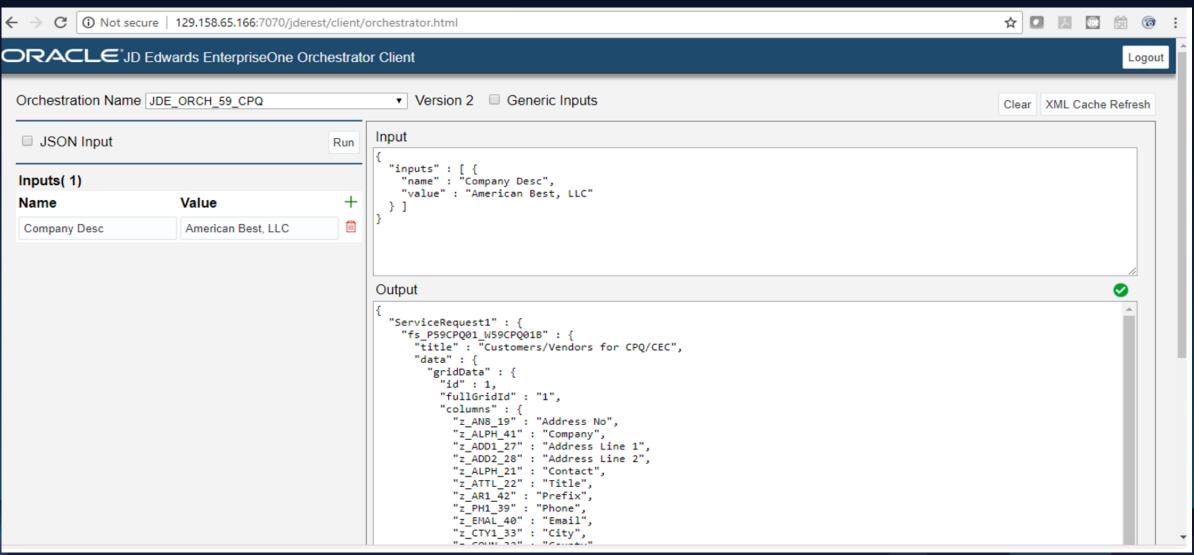
CPQ Lease orchestration into JDE using ICS



Fixed Asset created in JDE using ICS



CPQ & CECS Customer / Vendor master orchestration into JDE using ICS





Nark Haddow VP Sales

"Speed and accuracy of information is the hallmark of success in our business. The seamless flow of this new system from sales to lease processing to billing gives us more opportunities for revenue. Now we have less room for error, higher consistency and business agility. Our customers can monitor reality of their fleet, configure and replace with new fleet, take action on maintenance and recall alerts all from our portal. This lowers cost and reduces risk for everyone"

Content and Experience Cloud for JD Edwards

Additional Information and Resources

- Minimum Technical Requirements
 - Requires JD Edwards Tools 9.2.1.2
- JD Edwards: LearnJDE.com
 - https://docs.oracle.com/cd/E84502_01/learnjde/cloud.html?6
- Content and Experience Cloud: cloud.oracle.com/documents
- Process cloud Service: cloud.oracle.com/process

Video Recordings

- Content and Experience Cloud for JDE: https://youtu.be/hRUaUFYiYB8
- Configure JD Edwards with Content and Experience cloud: https://docs.oracle.com/cd/E84502_01/learnjde/cloud.html?6
- Oracle Supplier Portal Sample Integration with JDE: http://apexapps.oracle.com/pls/apex/f?p=44785:265:0::::P265
 CONTENT_ID:22801 or YouTube Search 'Supplier Portal with JD Edwards'



Summary

What we covered today

- ✓ Introduction to Content and Experience Cloud
- ✓ Content and Experience is embedded within JD Edwards
- ✓ Provides contextual document sharing and collaboration
- ✓ Configuration is quick and easy!
- ✓PCB Apps showed us how to create a seamless customer experience between JD Edwards and Oracle Cloud Applications and 3rd party applications using Content and Experience Cloud

Please complete a session evaluation

Session ID: 100340

Contact Info:

kray@pcbapps.com

Tel: 281468 8227



Who is the Quest Community?

A 55,000+ member user community for Oracle Cloud, JD Edwards and PeopleSoft customers.

What the Quest JD Edwards Community offers:

- Customized digital content
- Official JD Edwards newsletter
- Customer success stories
- Virtual and face-to-face events
- JD Edwards networking groups

Visit www.QuestDirect.org for more information!

