

Theme	Absolute Technologies software helps an architect with a business acquisition and 11i migration.
<b>Source:</b>	Ken Rubesh IS Solutions Architect for Enterprise Business Applications Tektronix
<b>Situation:</b>	<p>Rubesh is the Business Applications Solutions Architect at an \$840M manufacturer of test, measurement, and monitoring equipment for the computer and communications industry.</p> <p>The business was running Oracle Applications 10.7 and planned their 11i upgrade for mid-2004. Top management made decisions based on reports and analyses produced in an Executive Information System (EIS), a data warehouse and decision support application.</p> <p>They acquired a company and turned it into a new division. The acquired company used 11i with multi-lingual support and Kanji characters.</p>
<b>Goal:</b>	The business needed to merge the new division's customer sales operations data as quickly as possible with the existing EIS to realize the synergies of the acquisition and manage from a global perspective.
<b>Challenges:</b>	<p>To enable that goal, Rubesh had to integrate the new 11i order, sales, and backlog reporting from the acquired Japanese division with the existing EIS, long before combining the two Oracle Applications environments into a single 11i global instance.</p> <p>Integration was challenging because:</p> <ul style="list-style-type: none"> <li>▪ Oracle Applications 11i doesn't keep a subledger-like record of all order changes, so the new division couldn't deliver net booking and backlog changes to the EIS.</li> <li>▪ The 10.7 environment included in-house custom net change processing to feed order data to the EIS. Rubesh didn't want to upgrade the custom code to 11i and then have to support it with scarce technical resources.</li> </ul>
<b>Capabilities Needed:</b>	<p>Rubesh wanted to:</p> <ul style="list-style-type: none"> <li>▪ Change the new division's 11i environment to produce net order change data, similar to the 10.7 environment. Then he planned to use those modifications when the corporate instance was upgraded to 11i.</li> <li>▪ Leave the 10.7 environment alone until the upgrade.</li> </ul>

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<b>Solution:</b>	<p>Absolute Technologies' Booking Transaction History (BTH) module – a component of BBB Intelligence.</p> <p>BTH is an extension to Oracle Applications that produces the order net change data Rubesh needed. With BTH, he could turn Order Management into a subledger for bookings and backlog, and easily extract the data needed by the EIS.</p>
<b>Transition:</b>	<p>Rubesh's team installed BTH in the new division's 11i environment in about two weeks, only needing Absolute Technologies' phone support assistance. There were some hurdles due to multi-lingual data, which were resolved within a week. Rubesh's team was able to translate customers and items, and create a global item cross-reference table.</p>
<b>Technical Results</b>	<p>Rubesh met the technical requirements of getting order net change data to the EIS. There was no need to dedicate resources or hire consultants to study 11i Order Management and code a custom net change mechanism, as was done for the 10.7 implementation. He knows Absolute Technologies will keep BTH up to date as Oracle releases new patches and upgrades.</p> <p>Now that he has proven that the EIS, utilizing BTH and 11i, meets the business requirements, he is confident he can use BTH in the eventual 11i single global instance. BTH will also help in the intermediate stage when the corporate 10.7 instance is upgraded to 11i.</p> <p>He minimized one architectural complication on the way to integrating a new business and migrating to a single global instance.</p> <p>Absolute Technologies was able to provide valuable assistance with their 11i knowledge in the area of quota/non-quota sales credits.</p>
<b>Business Results:</b>	<p>The corporate executives received the benefit of consolidating the new division's customer sales order data with the rest of the company for a single global view.</p> <p>The new division benefited from the EIS, helping their operations perhaps a year or two sooner than if they had waited until being incorporated into the single global instance.</p>