

Theme	Don't divert IT resources or compromise results.
<b>Source:</b>	Kenny Gilbert Director of Information Services Silicon Image
<b>Situation:</b>	Director of IS at a manufacturer of multi-gigabit semiconductor and system solutions for high bandwidth communications.
<b>Goal:</b>	The new IS Director was hired to lead a rapid paced 3-month implementation of Oracle 11i. One of his goals was to provide a set of reports to the executives that they could understand and use immediately when Oracle went into production.
<b>Challenges:</b>	<p>The goal was challenging for several reasons:</p> <ul style="list-style-type: none"> <li>▪ The reporting requirements were more complex than originally anticipated, and it turned out the old order management system had a large number of reports, built up over many years. He said, "It would have been a nightmare to recreate all the reports, particularly the ones showing net order changes."</li> <li>▪ The CFO and VP of Sales relied on a set of bookings, backlog, and billings reports to monitor sales and revenue, and to spot significant changes that would impact the financial outlook.</li> <li>▪ Oracle Applications doesn't record the history of changes to sales orders that impact valuation in a manner consistent with sub ledger reporting.</li> </ul>
<b>Capabilities Needed:</b>	<p>He said he needed:</p> <ul style="list-style-type: none"> <li>▪ A way to reduce the number of reports required without diminishing access to information.</li> <li>▪ A way to recreate the BBB reports without having to assign important team resources who would then need to learn the details of how Oracle Applications processes and records transactions in the order cycle.</li> <li>▪ An audit trail in the database recording changes to certain important fields in the order, specifically changes impacting order value, allocations to sales credits, and changes to schedule dates</li> </ul>
<b>Solution:</b>	<p>The Oracle Applications sales representative suggested Absolute Technologies' Booking, Backlog, and Billing Intelligence extension to Oracle Applications.</p> <p>BBBi records order changes in the database, provides user definable column tracking, offers a set of standard BBB reports that can be launched within Oracle Applications menus, and provides database views for use with Oracle Discoverer to deliver easy to run interactive queries and analysis.</p>

