

ORACLE PARTNER SUCCESS STORY



AT-A-GLANCE

2011 & 2009 Oracle Titan Award Winner

AST Corporation is a Pillar Partner for BI and SOA, and is nominated as a Pillar Partner for Hyperion.

AWARD SNAPSHOT

- 2009 Oracle Titan Award for Public Sector Solutions
- 2011 Oracle Titan Award for SOA Solutions
- BI Pillar Partner
- SOA Pillar Partner

PARTNER SNAPSHOT

- Specialized Oracle applications and technologies systems integrator
- Oracle PartnerNetwork Platinum Partner
- HQ: Naperville, IL
- North America Coverage

SOLUTION SNAPSHOT

- A complete business intelligence platform that sets the foundation for a long-term, information-driven agency
- Pre-built Grants Analytics solution that does not require extensive custom development
- Complimentary dashboards and reports to Oracle BI Applications
- Thorough and extensive common information model for BI

ORACLE PRODUCTS AND SERVICE IMPLEMENTED

- Business Intelligence Enterprise Edition (OBIEE)
- Business Intelligence Applications: Financials, Procure and Spend, HR, Projects

AST Corporation and our Grants Analytics solution – extending and enriching Business Intelligence at Irvine Ranch Water District.

Established in 1961 as a California Water District, Irvine Ranch Water District (IRWD) provides drinking water, sewage collection and treatment, recycled water, and urban runoff treatment to Central Orange County, California. Encompassing nearly 181 square miles extending from the Pacific coast to the foothills, the District serves the City of Irvine and portions of the Cities of Costa Mesa, Lake Forest, Newport Beach, Tustin, Santa Ana, Orange and unincorporated Orange County. As an independent public agency, IRWD is governed by a publicly elected board of directors. These officials are responsible for the District's policies and decision making while day-to-day operations are supervised by the General Manager and General Manager staff.

IRWD Business Challenges

Over time, IRWD's operational systems had become dated and proved inflexible to the evolving business model and overall growth of the District. One of the main problems was a constrained data set captured around everyday business transactions and operations. Moreover, analysis and reporting of IRWD's organizational data was limited by the available reporting functions, the depth of data, and the quality of metrics or key performance indicators (KPIs). The District knew that they needed to better measure performance to satisfy their wide range of constituencies: customers, politicians, federal, state, and local government regulators, internal boards, commissioners, and employees.

In 2010, IRWD took a major step by kicking off a broad Oracle E-Business Suite implementation of Financials and Human Resources modules to replace the ERP functions of their legacy systems. This initiative would target best practices for key business processes, but would also result in more organizational data for which to analyze and benefit from. With the anticipation of having much more data to analyze and mine, IRWD knew that the manner by which their organization would compile, report, and subsequently makes decisions based on data would play a vital role in the strategic direction of the District. In today's real-time information-based society, IRWD did not want to run the risk of falling behind their peers in other communities and raising discontent amongst their stakeholders.

In addition to the Oracle E-Business Suite implementation delivered by AST, AST implemented four Oracle Business Intelligence Applications modules: Financial Analytics, Procurement and Spend Analytics, Human Resources Analytics and

- Informatica PowerCenter
- Oracle Database

KEY WINS - REFERENCE:

- Public Sector Customer
- Customer Pains: Limited visibility and KPIs for the agency's critical grants management activities; Inability to fully leverage data assets within Oracle EBS combined with agency's home-grown project management systems.
- Solution Delivered: With OBIEE, the extensions of Oracle BI Applications, including the agency's project management data, and the deployment of a robust Grants Analytics solution provided the much needed information to support both operational and management excellence for these critical activities.
- Customer Benefits: Extensive dashboards and reports to support grants management. Fully integrated data sets across Oracle Projects and the agency's home-grown project management solution. Additionally, IRWD now has a BI foundation with an extensive common information model to be the centerpiece of analytics and data consolidation initiatives ongoing.

Project Analytics. These pre-built solutions would target immediate reporting and analysis needs, and provide a foundation for Business Intelligence (BI) for the District ongoing. During requirements analysis, IRWD and AST identified areas where the District could benefit from extending the Oracle BI "Common Information Model" to include data attributes from their home-grown project management system. Also, it was recognized that AST's pre-built Grants Analytics solution could offer missing metrics and analysis capabilities for the Grants Management Team (see following section for more on the AST Grant Analytics implementation).

IRWD desired a complete, integrated BI solution, inclusive of Oracle's and AST's pre-built analytics solutions, that would meet the following organizational goals:

- Leverage Oracle E-Business Suite data, turning it into an asset for the District
- Eliminate manual consolidation for key District reports
- Provide centralized data repository and reporting capabilities
- Support Engineering team with integrated data, reports and dashboards from their project management system, EPMS
- Enable their Grants Management team by deploying effective analysis facilities
- Promote adoption of BI as a key operational and management tool

AST Corporation deploys pre-built Grants Analytics solution, leveraging its combined experience with Grants Management and Business Intelligence for the Public Sector

AST brought to this initiative extensive Public Sector subject matter expertise around Grants Management, invaluable experience with Oracle BI implementations, as well as an intimate knowledge of IRWD's systems and organization from the Oracle E-Business implementation. Our proposed solution – AST's pre-built Grants Analytics on top of Oracle BI Applications – would prove to be the right match for the business needs and round out the common information model for the District. Furthermore, our solution emphasized AST's ability to support IRWD's unique needs by being highly configurable across all modules.

AST's Grants Analytics is the only prebuilt solution that enables real-time analysis and data investigation of the Oracle Grants module. With interactive dashboards and reports, prebuilt and ready to deploy, Grants Analytics can be quickly implemented, providing a full-view of project funding status, awards that fund a project, and the status of each award. Grants Analytics offers the ability to drill into how much was originally allocated, what was spent, how much is left, how much is billed and how much is received. Overall, Grants Analytics enables transparent analytics for awards or funding from the top-down, ranging from to project level to task level amounts. Grants Analytics is truly a tool that enhances efficiency and offers insight into action.

Highlights of AST's Grants Analytics include:

- Catalog of Grants metrics across organized, purpose-built dashboards and

reports

- Over ten out-of-the-box dashboard pages with multiple reports and charts each
- Over 50 pre-built metrics
- Over 100 dimensions or ways to “slice and dice” your data
- Drill down to details by award to inquire about:
 - Installment funding amounts
 - Funding details
 - Project details
 - Task details
 - Breakdown by commitments, budgets
- Navigate from commitments to purchasing for PO details to payables invoices to webdocs to review physical invoices.
- Solution also includes reporting on assets, expenditure details and full reporting lifecycle requirements (awards – installments – projects – assets)
- Key reports and dashboards include:
 - Billed and unbilled expenses by award or funding source that needs to be reimbursed for a period range (*e.g. current year awards*)
 - Providing awards that fund a certain project (*drillable from project level fund amount to task level fund amounts*)
 - Highlighting current year awards, award status, funding source including award amount, % complete and amount remaining
 - Assets by funding source
- Support for encumbrances, budget versions, and reconciliation efforts
- Fully leverages industry-leading Oracle Business Intelligence platform
- Aligned with and complementary to Oracle BI Applications foundation and architecture

Results for IRWD and Leveraging the Solution for AST’s Projects In Progress

The Oracle BI Applications implementation went live in May 2011, and AST’s Grants Analytics solution was deployed in February 2012. The complete BI solution is fully functional in a production environment with its all features enabled.

Although a formal ROI has not yet been conducted for this project, the deployed solution has offered the following benefits for which IRWD is enthusiastically ready to promote these benefits to any future prospect:

Daily Grants Management

- More time to spend on analysis and taking action, since less time is spent on

data accumulation, cleansing and organization.

- Improved ability to manage Grant operations, with intuitive dashboards, and an ability to drill down on dashboard results to the data driving the results
- Improved management of risk, with improved ability to mitigate negative spending trends before they become issues
- Improved efficiencies in accumulating, organizing, and monitoring Grant operations
- Reduction or elimination of manual processes through combining of awards, assets, projects and tasks
- Improved capitalization analysis, monitoring, and reporting.

Revenue Enhancement

- Strengthening of the relationship with the Grantor and set the stage for future funding
- Improved ability to show progress toward a Grant project's quantifiable goals
- Improved ability to identify and tell stories indicating the success of IRWD's application of Grant funds
- Better ability to keep the Grant report concise while telling IRWD's story, indirectly showing an agency's management and organization prowess

General Reporting

- Effective ad hoc reporting facilities
- Improved ability to show auditor analytics as macro-controls
- Improved support for compliance reporting needs
- Improved ability to identify and tell stories to external stakeholders indicating the success of your application of Grant funds
- Improved reporting to internal Grant stakeholders

IT Benefits

- Supported, pre-built commercial off-the-shelf solution (COTS)
- Built on robust Oracle BI and technology foundation
- Limited IT impact during quick implementation timeframe
- Lower cost of ownership than a custom solution

As a result of this first deployment of AST's Grants Analytics solution at IRWD, there is much interest across Public Sector agencies both within the US and globally. AST has plans to implement this solution at current customers with implementations kicking off in Q3 2012. It is apparent that AST's Grants Analytics meets a dire need for many Public Sector organizations. Grants Analytics' close alignment to the Oracle BI Application architecture and deployment model is attractive to many customers, and we strongly believe that the 2012 product release of Grants Analytics

will open up many opportunities for AST and Oracle to further penetrate accounts with under-supported analytical needs around grants management.

Need more information about AST's Grants Analytics?

Visit our product page here:

http://www.astcorporation.com/Solutions/Grants_Analytics/Grants_Analytics.html

Need more information about AST Corporation?

Contact AST Corporation via their contact information here:

http://www.astcorporation.com/Contact_AST/Contact_AST.html or locate their

Oracle Alliance Manager here:

http://my.oracle.com/portal/page/myo/ROOTCORNER/PRACTICESORGANIZATIONS/NA_ORGS/NA/NA_SALES/North%20America%20Channels/PRC/Contacts

A Word About the Titan Awards

Titan Awards recognize the most innovative and compelling solutions delivered by our partners. Each year, Oracle receives more than 150 nominations by partners for Titan awards. A panel of experts from Oracle Development, Marketing, and Sales, and an additional external judge from the media or analyst community assess all nominations. A Titan Award guarantees a highly effective combination of Oracle technology and partner expertise, with a proven return on the customer's investment. The Titan logo means you've found a solution that has received the highest marks from experts both inside and outside Oracle.