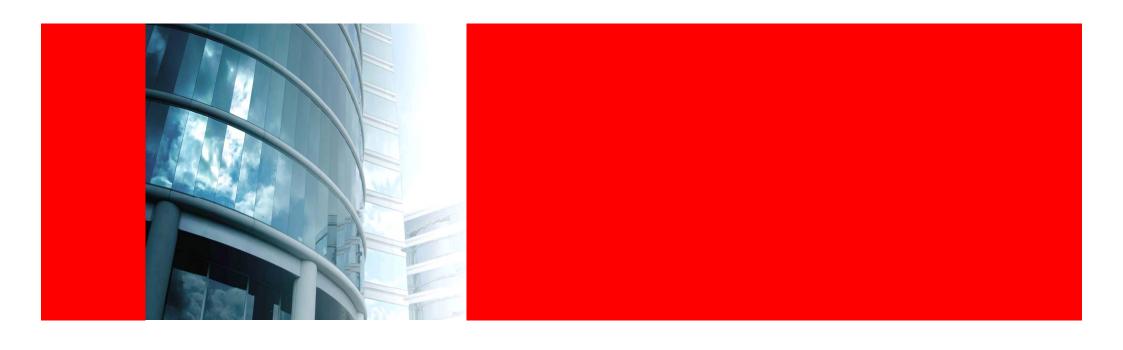
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Mathias Kaldenhoff
Director Sales Germany -

Director Sales Germany - ORACLEision MiddleWare

20.-30. January 2008 - Berlin

From Information To Web-Services





AGENDA

Introduction

Driver

Referencemodel

Summary

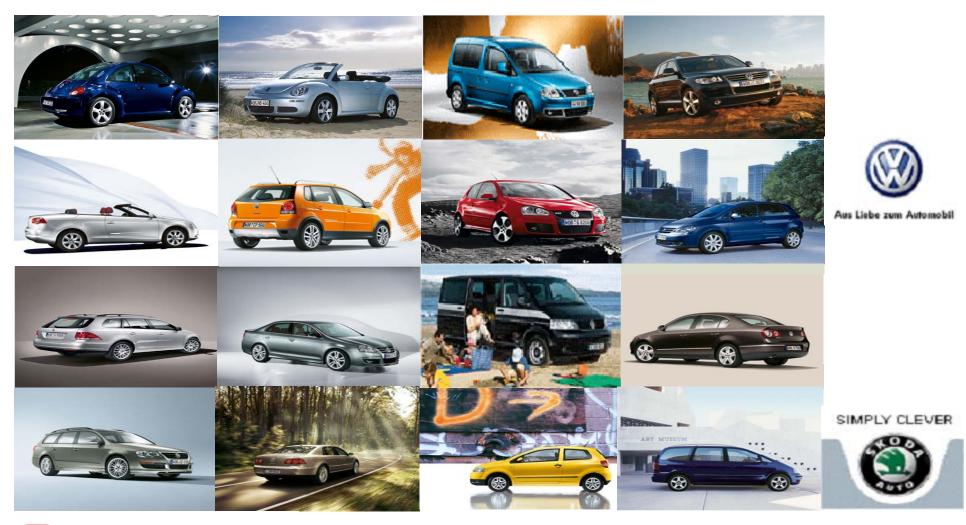
The monolithic - market

If it was 1960 and you would say, you drive a Volkswagen, everybody knows, it is a Beetle - the only car Volkswagen constructed these days.





The patchwork - market

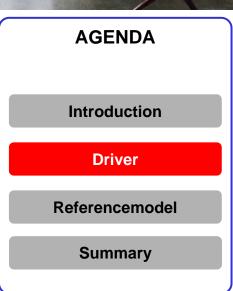


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Web-Services Driver







Ser

Expansion

External Acquisition Of Requests

















Front

Effizienter Vertrieb

Value Chain

Federal Computing

Process- and Service View, Cost Sharing, Billing



Consolidation/Harmonization

Automation, Internal Acquisition Of Requests, Integration, Standardization, Cost Consolidation

Horizontal

Packaging

Control

Standard

Value chain

Vertical

Development

Leverage

Context

Value Chain

ata

Financial Operations





Enterprise Management



Homogen

Context

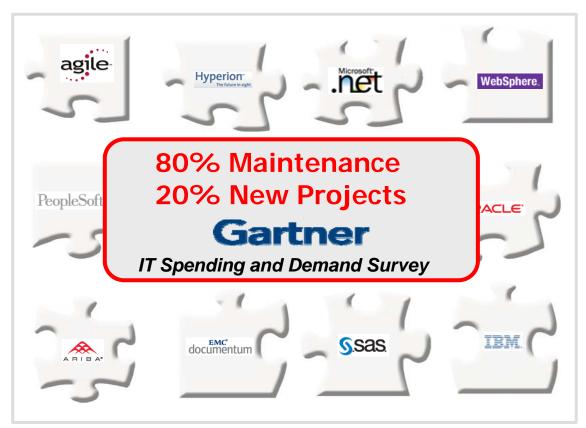
Convergence

Value Chain

Islands of data

Acquisition Cost Driver, Acquisition Differences, Gap Analysis, Competencies Profile

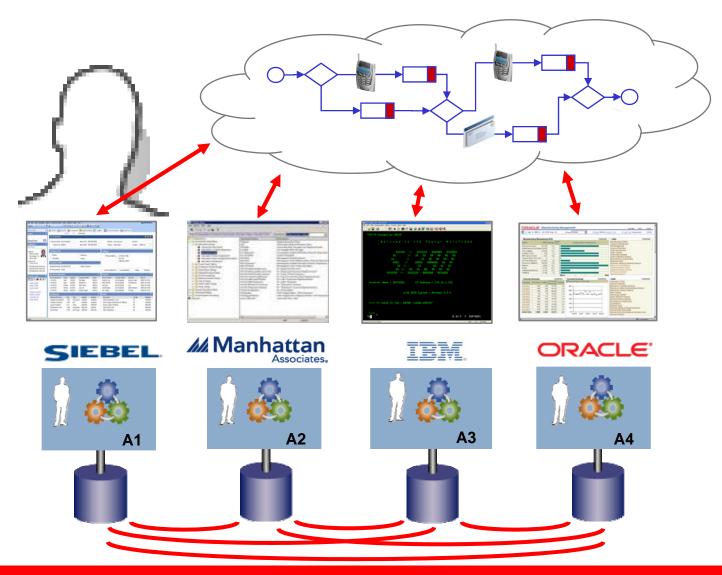
The Challenge



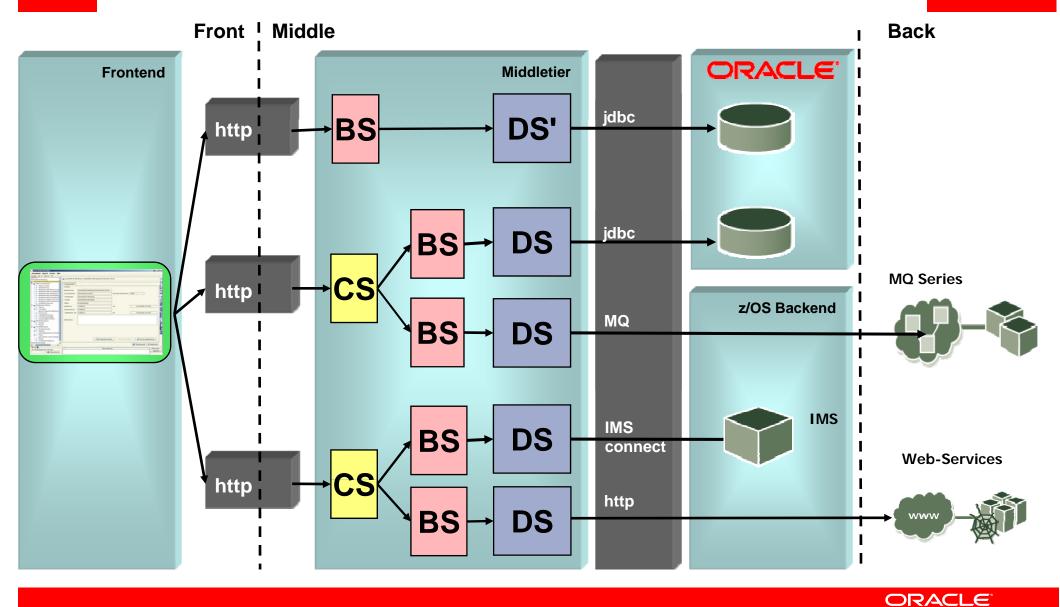
How to....

- ...automate processes between applications...
- ...easy modify processes ...
- ...access processes between applications ...

Growth & Change: Typical Scenario

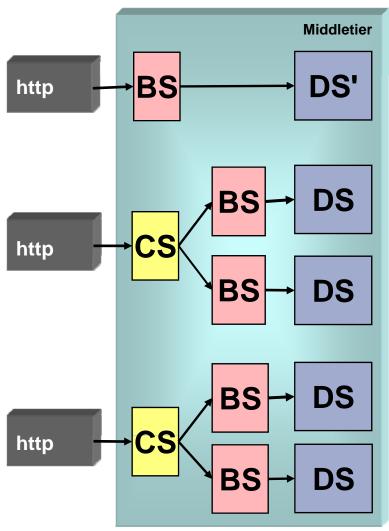


Where is the action?



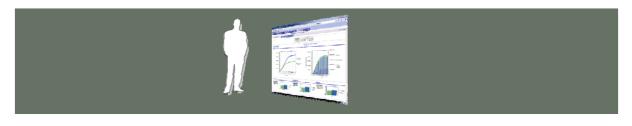
Right here!



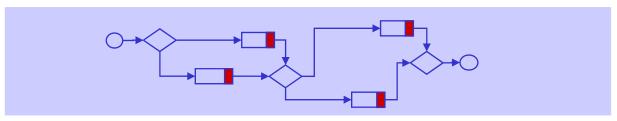




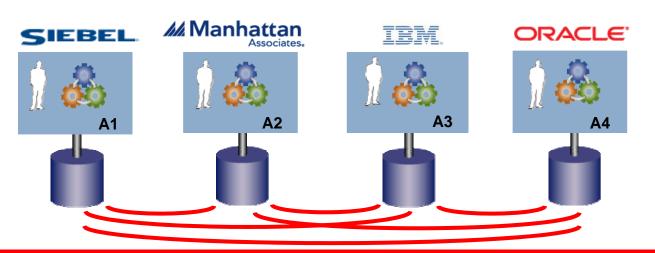
Oracle's Advice



Integrated, dynamic User Interface



Business Process Automation



Application Services / Data Services

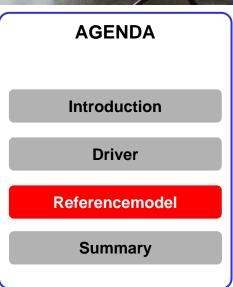


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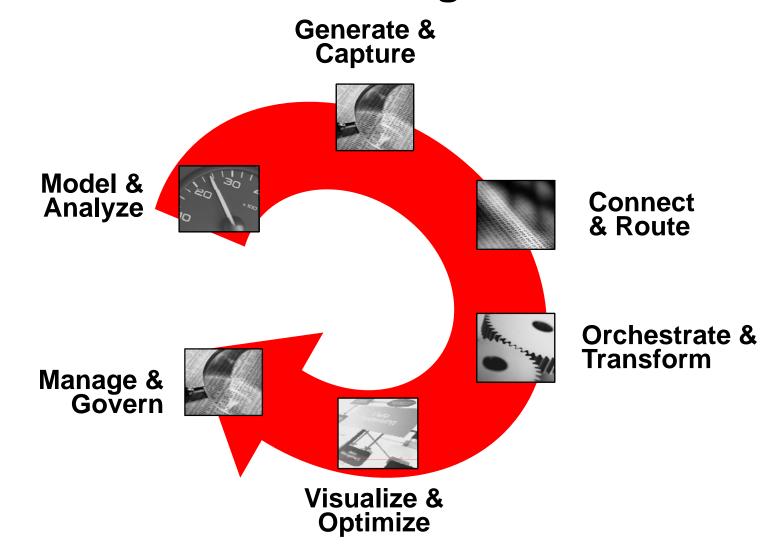
ServicesReference Models







Business Process Management



Process (Blueprint)

Trend Analysis

Process Management and

Real-Time BAM



Process Serv

Monitoring

Repository

and

Business Rules

Engine

ERP DB

SOA Maturity Model

LEVEL 5 SOA

STRATEGIC GOALS

SOA Industrialized - Able to Support Business Initiatives in a Timely and Cost-Effective Manner

SOA Quantatively Managed Monitoring Business Processes for Business Process Optimization

SOA Focused on Business Process Automation and Improvement

SOA Applied to Existing Projects Portfolio

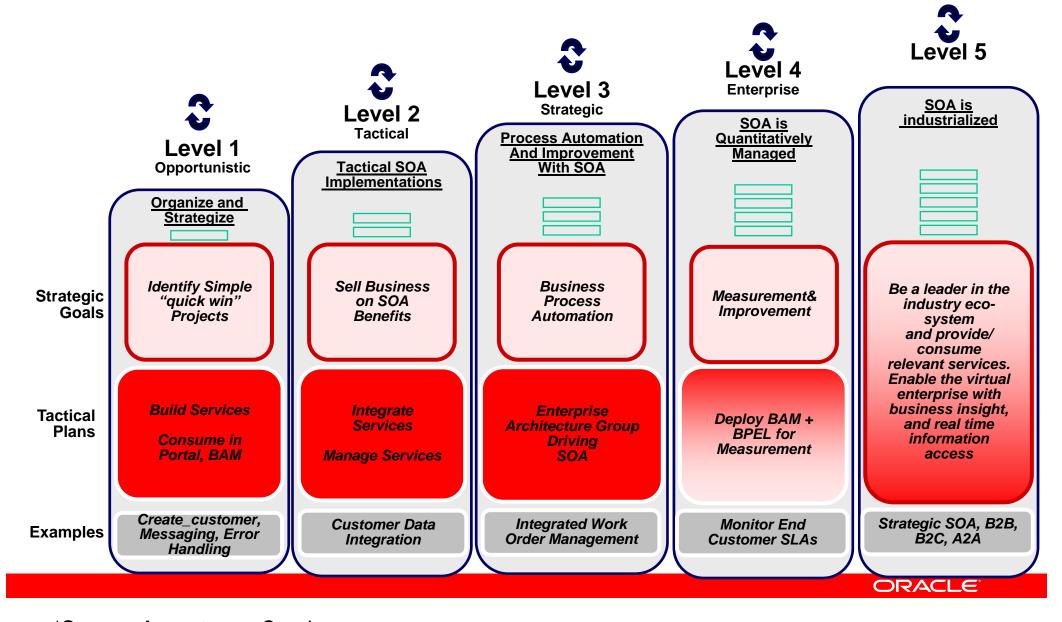
SOA Focused on Simple Quick Win Projects



TACTICAL PLANS

- Deploy Event-Driven Technologies, such as CEP, to Enable Automated Self-Optimizing Applications
- Deploy BAM, BPEL and BPM to Baseline, Improve, Measure and Report on Processes
- Process Owners Driving Business Process Optimization
- Measure and Improve Service Reuse
- Layer Orchestration and BPM onto Services
- Enterprise Architecture Group Starts Driving Enterprise SOA Adoption
- Apply SOA to Simple Integration Projects
- Deploy Service Management
- Focus on Standards
- Initial SOA Planning
- Get Experience Building, Deploying and Consuming Service

The Path to Level 5 SOA



*Source: Accenture + Oracle

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Services Summary





AGENDA

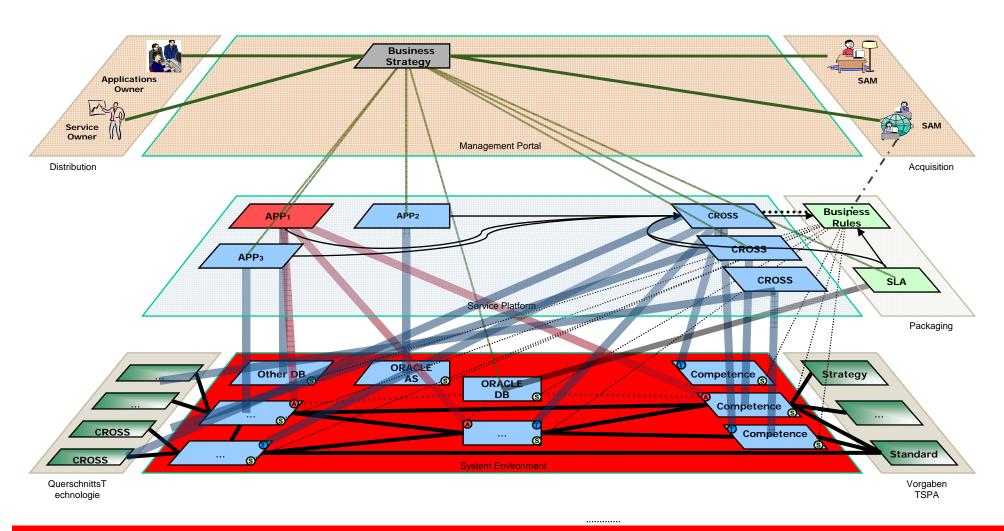
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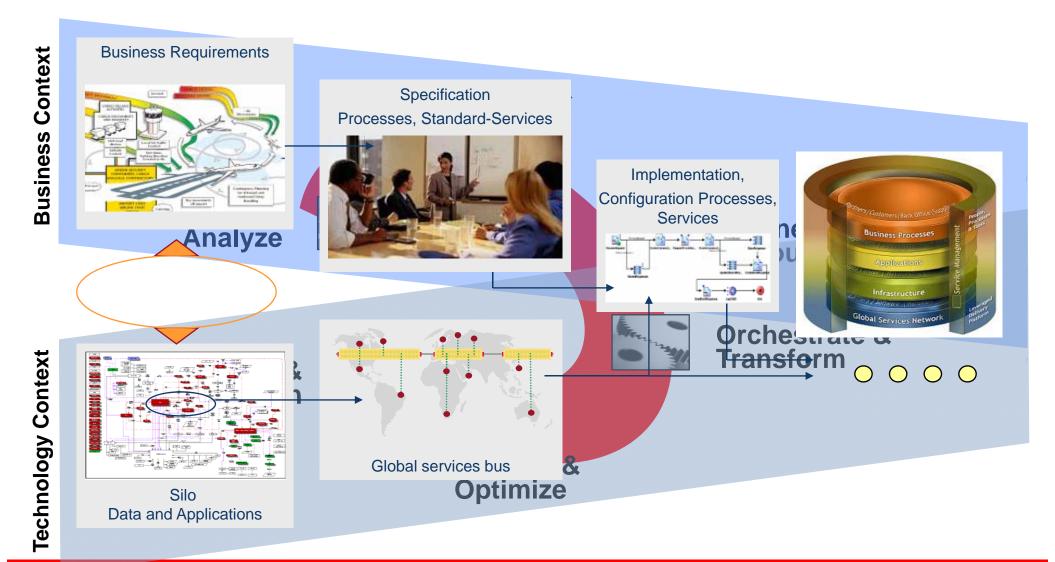
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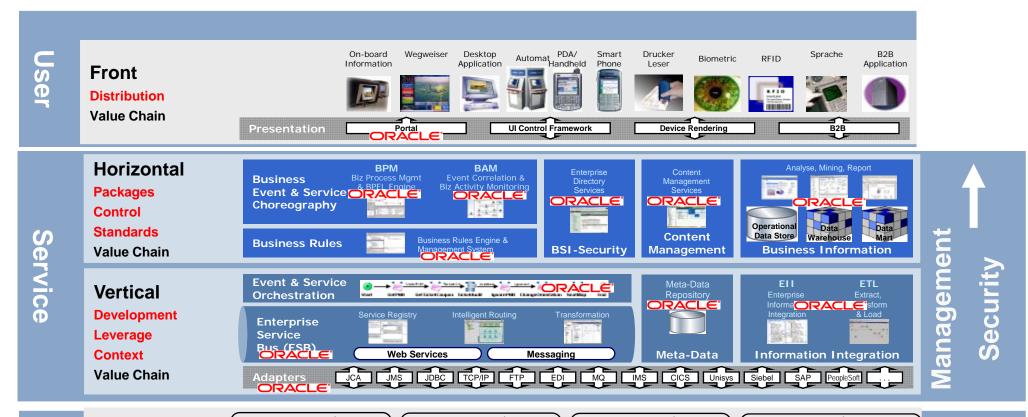
Levels of Optimization



Path to MCP



Agile Applications Architecture



Homogen

Context

Convergence

Value Chain

Person



- Konsens
- Hauptbuch
- Referat
- Urheber



- Agentur
- Verteilung
- Händler
 - Irregular Operations

Ertrags Management

- · Netzwerk Planung
- · Revenue Accounting
- Revenue Management
- Preisanalyse
- Profitabilität

Enterprise Management

- Kompensation
- Training
- Performanz
- Audit





Questions



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