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Oracle eProcurement

Dani otvorenih vrata

Državni ured za središnju javnu nabavu

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Oracle korporacija



SNAGA

- \$37.1B prihoda*
- #1 u 50 produktnih i industrijskih kategorija
- \$24B u R&D od 2004
- \$50B za više od 90 akvizicija
- 390,000 klijenata u 145 zemalja
- 25,000 partnera
- 117,000 zaposlenika



INOVACIJE

- 34,000 developera i inženjera
- 18,000 stručnjaka u potpori, potpora u 29 jezika
- 18,000 implementacijskih konzultanata
- 15 milijuna developera u Oracle online "community"
- 2 milijuna studenata poduprto svake godine
- 900 nezavisnih Oracle korisničkih skupina s 500,000 članova



* GAAP revenue reported in USD as of February 28, 2013

Ključne točke prezentacije

Globalno standardno rješenje

Prevedeno na hrvatski jezik

Prilagođeno hrvatskim i EU zakonima o javnoj nabavi

Lokalni implementacijski partneri, postojeće lokalne implementacije

Pokriva cjelokupni proces i više modela korištenja

Veliki broj referenci

Neki od korisnika rješenja za "ePublic Procurement"



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Zašto?



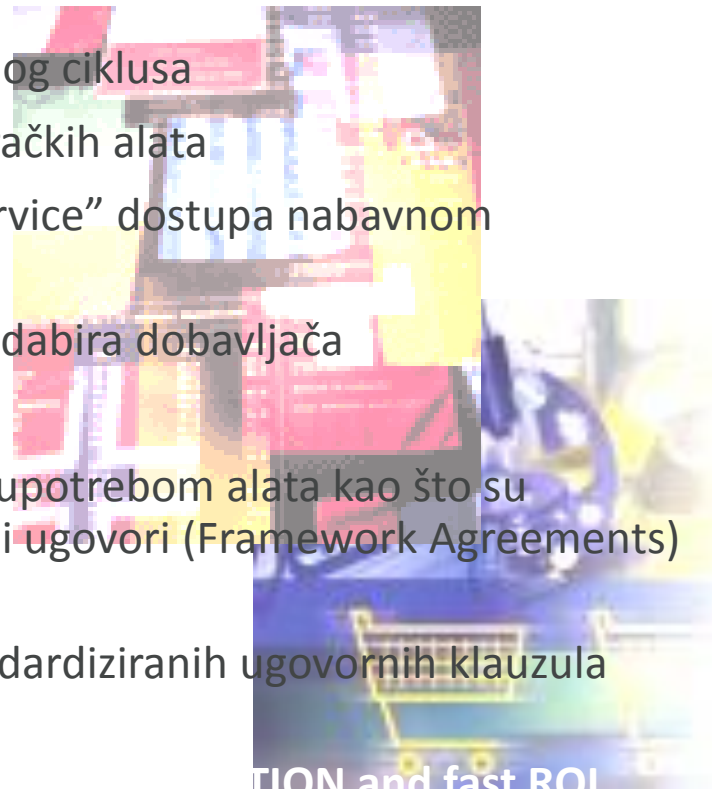
E.U. direktive 2004/18/EC i 2004/17/EC

Članice EU bi trebale:

- Izjednačiti elektronički način poslovanja s tradicionalnim komunikacijskih metodama.
- Prihvatiti potpuno elektronske procese nabave
- Prihvatiti nove elektronske nabavne tehnike:
 - Elektronske aukcije
 - eKataloge
 - Dinamične nabavne sisteme
 - Otvorene procedure, kompetitivne dijaloge
- Poticati upotrebu digitalnog potpisivanja
- Osigurati transparentnost (npr. upotreba nediskriminatornih kriterija)
- Poticati sudjelovanje malih i srednjih organizacija u ugovorima
- Koristiti iskustva iz privatnog sektora

Zašto eProcurement?

- **Ušteda vremena** automatizacijom cijelog nabavnog ciklusa
- **Ušteda novca** korištenjem sofisticiranih pregovaračkih alata
- **Povećanje zadovoljstva partnera** preko “self – service” dostupa nabavnom okruženju
- **Povećanje transparentnosti** u procesu nabave i odabira dobavljača
- **Usklađenost s EU direktivama** o eNabavi
- **Upravljanje kompleksnim nabavnim scenarijima** upotrebom alata kao što su težinski faktori (Weights), ocjene (Scores) i krovni ugovori (Framework Agreements) i sl.
- **Izbjegavanje pravnih pogrešaka** korištenjem standardiziranih ugovornih klauzula (Contract Management)





Primjer postignutih učinaka

- Povećani iznos izvedenih investicija za 35%
- Smanjeni broj ugovora za 5%
- Povećanje zadovoljstva partnera preko “self – service” dostupa nabavnome okruženju
- Skraćenje vremena izvedbe procesa
- 3M € ušteda u ispregovaranim uvjetima (“asked but not paid”)
- 99% ugovora je potpisano digitalno

- Pristup “mrkve” DA, princip “batine” NE – uvođenje rješenja preko poticaja
- Definirati i mjeriti ključne faktore uspješnosti
- Postiže se kombinacija najboljih poslovnih praksi iz javnog i privatnog sektora
- Potrebno je stalno i aktivno vođenje programa – kao kod svih programa upravljanja promjenama
- Učinci promjene variraju u velikom omjeru:
 - Povrat investicije u periodu od 12-48 mjeseci
 - Investicijska potpora pomaže raspodijeliti trošak promjene preko perioda od dvije godine
- Početna zabrinutost potencijalnih korisnika lako se može umanjiti:
 - “...gubimo pregled i kontrolu...” – u stvarnosti postizemo više kontrole
 - “...mi smo drugačiji...” – preko 200 internih NHS korisničkih organizacija dokazuje suprotno
 - “...naša organizacija nije spremna...” – nestane čim ljudi posjete jedan od centara

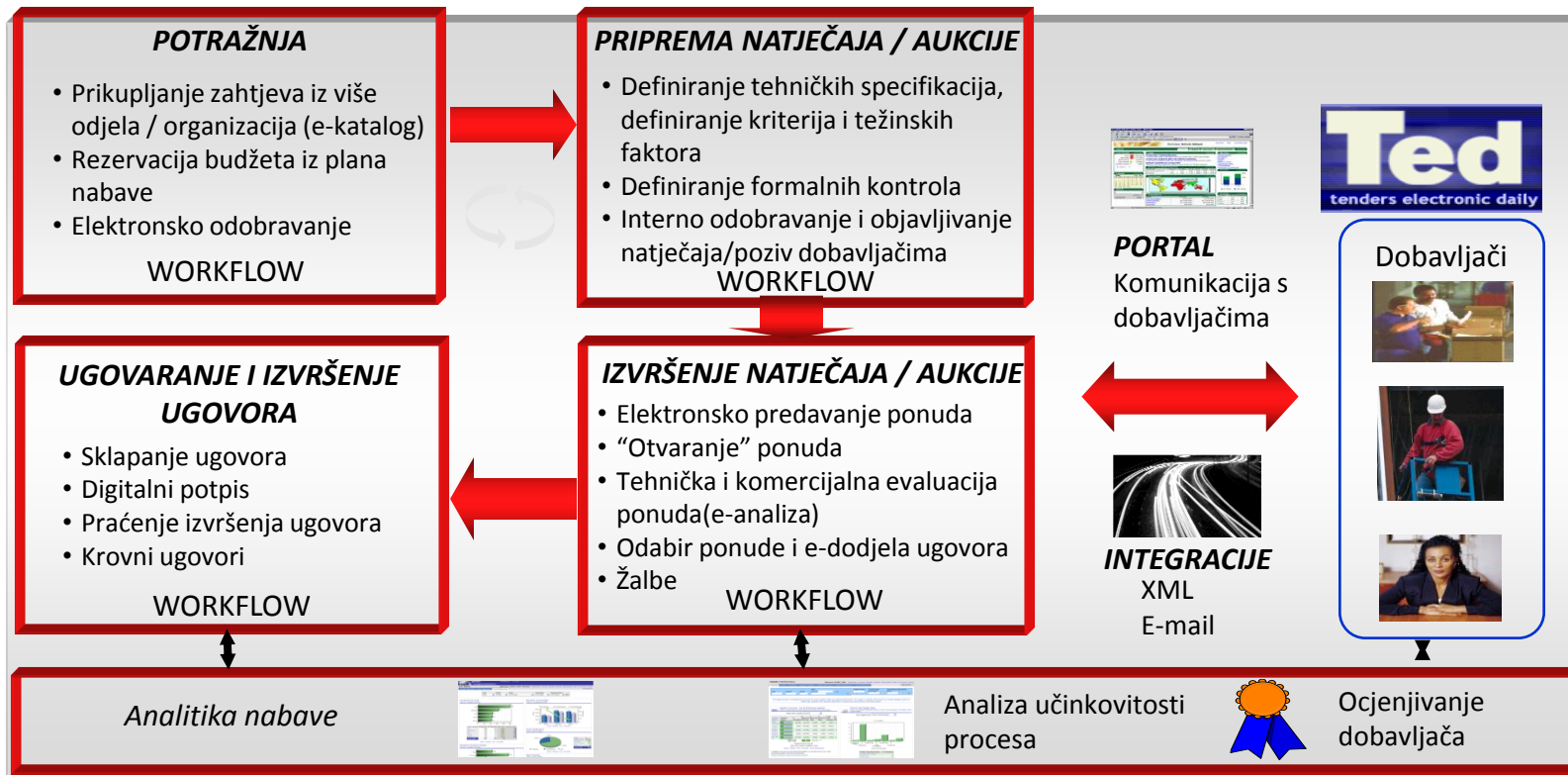


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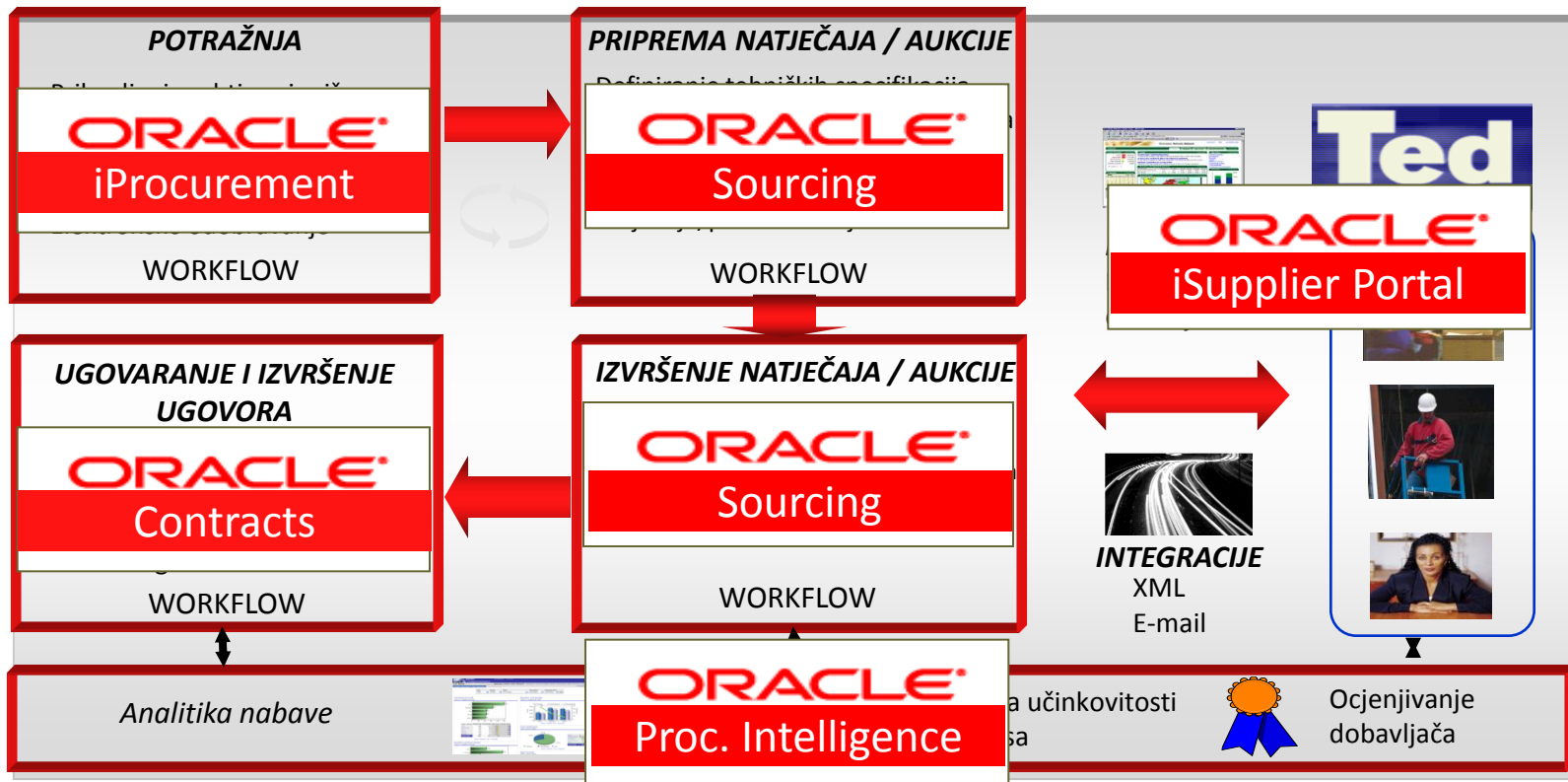
Model i tehnološko rješenje



Oracle eProcurement



Oracle eProcurement



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Postojeći korisnici / izbor referenca



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**Oracle Advanced Procurement
rješenje za
Ured za javnu nabavu u Grčkoj**



Pokriveni procesi

Greek Public Sector Procurement Process

Design, Create and publish CPS + BIDs

CPS –Requisitions
Collection from various
Departments

- Collect Needs for next year
- Use of templates

Requisitions Approval

- Control of Basic Parameters & financial figures , creation of draft CPS

BID Design

- Collection of specs, clauses , evaluation criteria etc

BID Creation

- Approve of BID according to workflow

Electronic BIDs

BID Publishing

- Portal, TED

Submission of
Offers

- Participation Acceptance
- Records of submission

Evaluation of
Criteria

- Χρήση Μητρώου Προμηθευτών

OPEN and
evaluate of offers

- Unseal
- Auto or off line evaluation

Open Technical
Offer

Auction

Qualification and
Award

- Publish results

Contracts Execution & Follow up

Contract Creation

- Automated transfer of contract data
- Budget Control

Send and track of
Contract

- e-signature
- Commite of deliverables definition

Receiving goods & or
Services

- Update for pending receiving
- Quality Control
- Receiving protocol

Receiving Control
Initiate Payment

- e-payments (future need)

Support Processes

Users Administraton

- Assign of Responsibilities

Codes Administration
CPV / NUTS

- Central Admin

Suppliers
Records

Reports & Statistcs

Electronic
Protocol/DM

Objections handling

Portal

Department for Environment, Food and Rural Affairs (Defra)



COMPANY OVERVIEW

- Defra was created in June 2001 to manage U.K. government initiatives in the pursuit of sustainable development and a better quality of life for all
- Defra serves as a focal point for the U.K.'s rural, economic and environmental policy making

CHALLENGES / OPPORTUNITIES

- Sought procurement cost savings by reducing labor-intensive manual processes
- Free up staff to spend less time on paperwork and more time on value-adding activity

SOLUTIONS

- Purchasing
- iProcurement
- Financials
- Project Contracts
- Human Resources
- iExpenses

CUSTOMER PERSPECTIVE

"Smarter use of e-procurement solutions has already generated savings of £600,000 each year, based on the Office of Government Commerce (OGC) measurement criteria. These savings will grow as we make increased use of Oracle's built-in analytical tools to analyse our spend more closely and prevent contract leakage."

-- David Rabey, Director of Purchasing and Supply

RESULTS

- **€700,000 per year saved** already through integrated purchasing
- A target of 80%+ of all invoices auto-matched against purchase orders
- Self service and workflow speed up routine processes
- **Managing suppliers and contracts online** cuts administrative costs
- **Compliance** with government regulations

Valencia Regional Health Agency



COMPANY OVERVIEW

- The Valencia Regional Health Agency serves more than 5 million individuals through a network of 29 hospitals, 253 primary healthcare centers, 575 consultation clinics, 27 specialist centers, and more than 10,000 doctors.

CHALLENGES / OPPORTUNITIES

- Design a robust IT platform to provide the flexibility and adaptability the organization needs to grow and adapt to changing needs
- Rely on a single tool to manage the efficient maintenance and restocking of the agency health centers

SOLUTION

- Oracle Sourcing
- Oracle iProcurement
- Oracle Procurement Contracts
- Oracle iSupplier Portal
- Oracle Enterprise Asset Management
- Oracle CAD View – 3D

RESULTS

- Enabled the integration of 63 processes in 18 systems with a new economic, logistics, and human resources management plan and supporting IT infrastructure
- Avoided duplication of data, and integrated end-to-end processes—from purchases to storage, inventory, and stock maintenance—to provide users with reliable information
- Allowed greater traceability and ease in obtaining information needed to improve healthcare through the use of a single database

SUCH Portugal

CUSTOMER OVERVIEW

SUCH is Private Sector Organisation with Public Sector share holders – Primarily Hospitals in Portugal. SUCH traditionally provided services such as: laundry, estate management and catering to most hospitals in Portugal. SUCH wanted to extend these services to cover financial, procurement and logistical requirements.

CHALLENGES/OPPORTUNITIES

- Developing a scalable financial management purchasing and logistics solution that would have the capability of supporting all hospitals in Portugal.
- Gaining the support of the Government and its share holders to form an appropriate delivery mechanism.
- Having an opportunity to commence with an initial customer base centred around all public hospitals in Lisbon, representing approximately 20% of the total market.

SOLUTION

- E-Business Suite Financials
- E-Business Suite Advanced Procurement
- E-Business Suite Logistics & Supply Chain
- E-Business Suite Business Intelligence

CUSTOMER PERSPECTIVE

“Having heard of and seen the success being delivered in the UK by NHS Shared Business Services, we wanted to deliver and extend further the benefits by “Freeing up funds for frontline care” in Portugal.

Pedroso Lima (Eng) – Vice President SUCH

RESULTS

- Worked closely with its customers and partners to develop a shared service solution that was supported by the Ministry of Health and its shareholders.
- Established commercial partnerships with its key partners including the formation of a joint venture company with Deloitte.

NHS Cardiff & Vale



COMPANY OVERVIEW

- Member of UK's National Health Service, based in Wales
- 11,500 employees with an annual budget of £500M (\$907M US)

CHALLENGES / OPPORTUNITIES

- Sought operating cost savings by reducing over-billing and labor-intensive manual processes
- Wanted to open new opportunities for taking advantage bulk purchasing agreements

SOLUTIONS

- Purchasing
- iProcurement
- Financials
- Financials Analyzer
- Order Management
- Inventory

CUSTOMER PERSPECTIVE

"The payables side of finance has become much more efficient. We used to have a bad reputation for payment and used to be offered discounts if we promised to pay on time. We hardly ever used to pay on time. Now, with Oracle, over 90% of our payments are made within 30 days."

-- Alison Taylor, Payables Manager

RESULTS

- Reduced PO cycle time by 50% and PO processing costs by 60%
- \$4M administrative cost savings by 2006
- Reduced the number of POs requiring buyer intervention by 57%
- Reduced number of first time PO-to-Invoice mismatches by 10%

Police of Thuringia



- 300 Users
- 150 000 Assets
- 800 Procurement Procedures per year
- 7000 Owner files
- Less manual Data Capture
- Shorter Procurement Processes
- Electronic approvals and process management
- Electronic management of inventory and assets
- Consistent categories
- Transparency
- Electronic Overview of critical inventory
- Electronic Planning

iProcurement

Suchen Haupt-Shop Erwartete Suche

Willkommen, Astrid Hopf LIS POL iProcurement

Meine Anforderungen

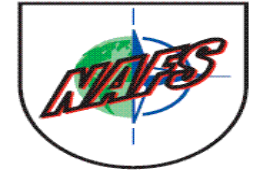
Anforderung	Beschreibung	Summe (EUR)	Status	Kopieren	Ändern	Scheibennahme
1037	NK-Test-Analyse 3"-Brown-Heroin_10 Tests_Pack	25,90	Vorab genehmigt	<input type="button" value="i"/>	<input type="button" value="d"/>	<input type="button" value="x"/>
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1024	17" Video-Displayer	1301,80	Vorab genehmigt	<input type="button" value="i"/>	<input type="button" value="d"/>	<input type="button" value="x"/>
1031	17" Video-Displayer	27636,00	Nicht abgeschlossen	<input type="button" value="i"/>	<input type="button" value="d"/>	<input type="button" value="x"/>

Meine Benachrichtigungen

Art	Von	Betreff	Gesendet
Keine Daten vorhanden.			

TRIPF Adminbenachrichtigung - Leiten Sie Benachrichtigungen weiter, oder generieren Sie automatische Antworten

NATO Financial System (NAFS)



OVERVIEW

The NAFS system is a NATO-wide Financial and Procurement solution, which fully integrates budgeting, budget execution, travel, treasury, disbursing, procurement and supply functionality, with the ability to provide analytical and statistical capabilities, and to capture required audit data to meet the NATO security requirements.

SOLUTIONS

- Oracle General Ledger
- Oracle Accounts Payable & Receivable
- Oracle Purchasing
- Oracle iProcurement
- Oracle Daily Business Intelligence

CUSTOMER PERSPECTIVE

"NATO is looking ahead to the adoption of international public sector accounting standards (IPSAS) and, in parallel, to modernizing its accounting practices and procedures. The implementation of the Oracle E-Business Suite provides NATO with the mechanism by which we can meet these goals and will enable the development of more meaningful and timely management information"

-Mr. David Oakley, NATO Program Director

RESULTS

- Cost reductions resulting from enhanced supplier relationships may total more than \$36 million
- Establish cost management and performance measurement capabilities at optimum level(s)
- Provide for full compliance with government accounting standards like IPSASS

City of Rotterdam, NL

ORGANIZATION OVERVIEW

Municipality:

- Second largest in The Netherlands
- One of the biggest Ports in the world
- Over 600.000 inhabitants

Organisation:

- Over 40 departments and allied organisations
- Nearly 20.000 employees
- Changing Organisation (from 'fragmentation' to 'integration')

SOLUTIONS

- Oracle eBS & SOA



Results - 2007

- SSC IT (operational → expanding)
- SSC Support Services (operational -> expanding)
- SSC Knowledge Center (in transition)
- SSC Procurement (study / business case)
- SSC Collections (study / business case)
- SSC Financials (study / business case)
- SSC HR (study / business case)
- SSC Asset Mngt & Facilities (study / business case)

City of Espoo - Finland



ORGANIZATION OVERVIEW

- 2nd Largest City in Finland
- Annual Budget USD 1.3bn
- 13,500 Employees

CHALLENGES / OPPORTUNITIES

- Espoo implementing a Business Development Plan in 2004
- Need to improve efficiency
- Needed to standardise and simplify internal operating functions of Finance and HR
- Need to improve purchasing

SOLUTIONS

- Oracle eBS - Financials & HR

IMPLEMENTOR

- Oracle Consulting

RESULTS

- Implemented a Shared Service Centre Model
- Developed **Uniform and Efficient Internal Processes** and Operating Models
- **increased visibility** into controls performance with configurable dashboards
- **Improved Financial Management** by **centralizing purchasing** operations within the SSC.

Department of Works & Pensions - UK

ORGANIZATION OVERVIEW

- Spends 1/3 of UK Government spend
- Employs 117,000 + FTE
- Runs 8 Major Lines of Business
- Has 1,600 Offices across the UK
- Pays £100 bn in benefit payments a yr
- Spends £8 bn on admin costs a yr

CHALLENGES/OPPORTUNITIES

- Deliver Shared Services agenda across Government and cash savings
- Improve usability of IT and enable simplified, standardized and scalable processes
- Improve business visibility and decision making across its internal customer base
- Enable greater efficiency, productivity and improved service delivery in its Enabling functions
- Need a commercial framework for Shared Services Growth

SOLUTION

- Oracle APPS / Tech / BI



RESULTS

- DWP can move towards attracting more Shared Service Clients with a predictable **service agreement** and pricing model in place
- DWP can become a **cross Government Shared Service Centre** Supplier in the UK
- DWP can continue to drive the **Gershon imitative** in UK

HM Prison Services - UK



ORGANIZATION OVERVIEW

- 49,000 Staff, 75,000 Prisoners
- 128 Public Prisons
- £2.214 billion net expenditure
- £1.45 billion in salary costs
- 27,000 Suppliers, 600,000 Invoices
- 500,000 Travel & Subsistence Claims

CHALLENGES / OPPORTUNITIES

- Improve quality of financial and human resources (HR) services, in line with the government initiative to modernize, streamline, and simplify support services in prisons
- Reduce the cost of service provision through economies of scale and by eliminating duplication of effort

SOLUTIONS

- Oracle eBS - Financials & HR

Results

- Replaced existing financial management system, a separate instance of which was running at each prison, with a **single, centrally managed implementation** of Oracle Financials
- **Implement Standard Process for all 128 Prisons and opened 500 seat SSC in Newport**
- Reduced the cost of transaction processing by approximately **22 Million €** per annum
- Transitioning HR management from prisons to a single instance of Oracle Human Resources
- On target to deliver **€140m savings over 9 years**

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Lokalni implementacijski partneri, postojeće lokalne implementacije

Pokriva cjelokupni proces i više modela korištenja

Veliki broj referenci

Hardware and Software

ORACLE®

Engineered to Work Together

ORACLE®