

JD Edwards

INFOCUS



Be a Hybrid Oracle Customer

Session ID#: 2016JDE-101040

Hybrid Customer

Vicki Novosad
Engineering/Oracle Applications Specialist
Laser Technology, Inc.

 #JDEINFOCUS

 Quest
International Users Group

Agenda

- Company Overview
- Situation
 - JD Edwards – Work Horse
 - CRM - Obsolete
 - Marketing – Home Grown
 - Reporting - Spreadsheets
- Solutions
 - Oracle Sales Cloud
 - Oracle Marketing Cloud
 - BI Solution - EmeraldVison

Overview



JD Edwards

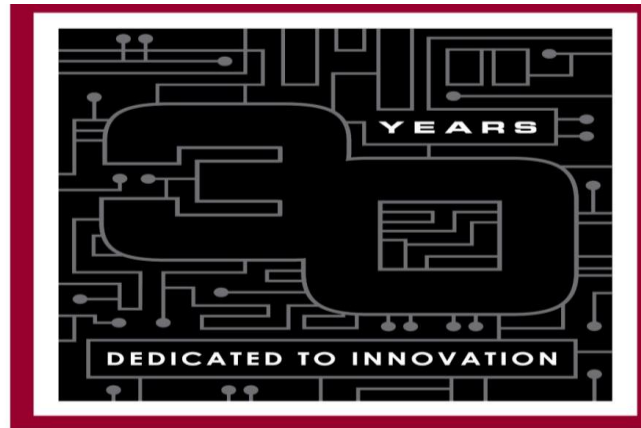
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Laser Technology, Inc. (LTI)

- Started in 1986
- Current LTI employees: 113
- Privately held company

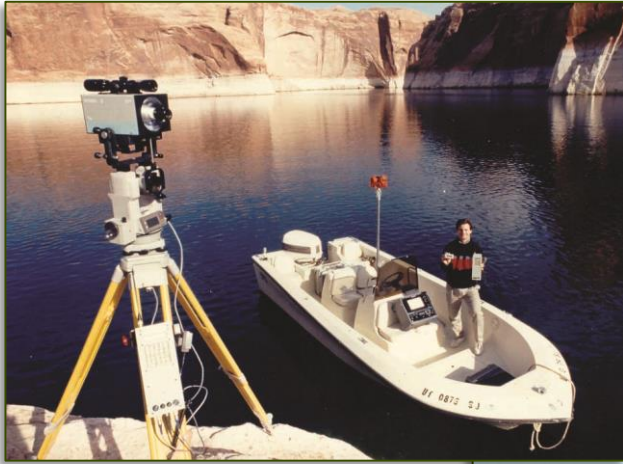


 **LASER TECHNOLOGY** INC.

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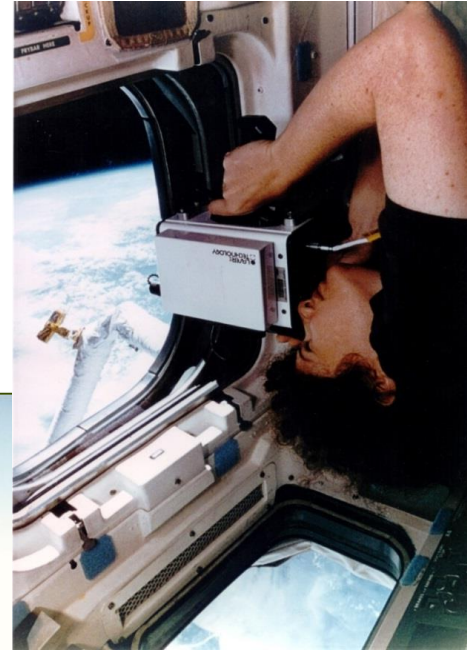
Early LTI Product Development



Hydrographic
Surveying



In-flight laser
for Military



Docking laser
for NASA

Business Segments

- Professional Measurement
- Traffic Safety
- Sensor
- Recreational (Bushnell)
- Military/Tactical

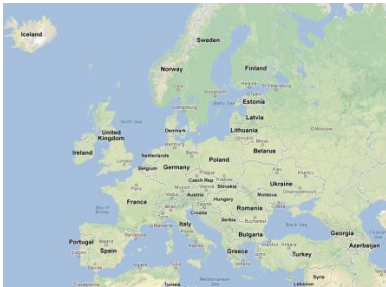


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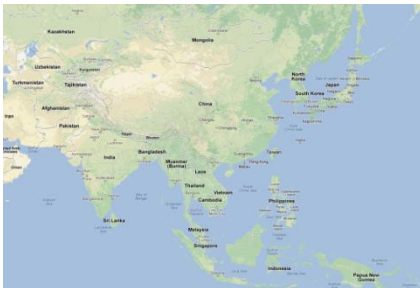
INFOCUS

World Wide Distribution

- Authorized Dealers in over 100 countries.
- 50% of sales in international markets



 **LASER^{INC}
TECHNOLOGY**
Authorized Dealer



 **LASER^{INC}
TECHNOLOGY**
Authorized Certification Center

 **LASER^{INC}
TECHNOLOGY**
Authorized Service Center

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Situation



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Situation

- JD Edwards
 - ERP solution
- CRM
 - Obsolete and not supported in over 10 years
- Marketing
 - Home grown
 - Nonintegrated 3rd party solution
- Reporting
 - Spreadsheets (example: over 50 for Trade Shows)

JD Edwards – Master Solution

- Implemented World in 1997
- EnterpriseOne
 - Migrated to 8.12 in 2009
 - Upgraded to 9.1 in 2013
- Mature reliable solution
- Oracle owned

CRM – Requirements

- Ability to get information (from anywhere)
- Ability to work with information off-line
- Ability for Sales Representatives to export information
- Ability to send a Quote for an Opportunity
- Integration with JD Edwards EnterpriseOne System
- Customer Service and Support Capabilities

Marketing - Requirements

- Integration with CRM
- Website forms flow onto the Marketing tool
- Market current and old Customers and Contacts
- Market to Prospects from Trade Shows, Advertisements, Calls, etc...
- Nurture and Score Leads before transferring to CRM
- Market to stalled Leads and Opportunities

Reporting - Requirements

- Combine JD Edwards and CRM on single Dashboard for Executive overview
- Actual Shipped Orders vs Open Orders
- Forecast vs. Actual vs. Prior Year
- Sales Directors and Representatives Dashboards
- Customer Returns and Reason Codes

Solutions



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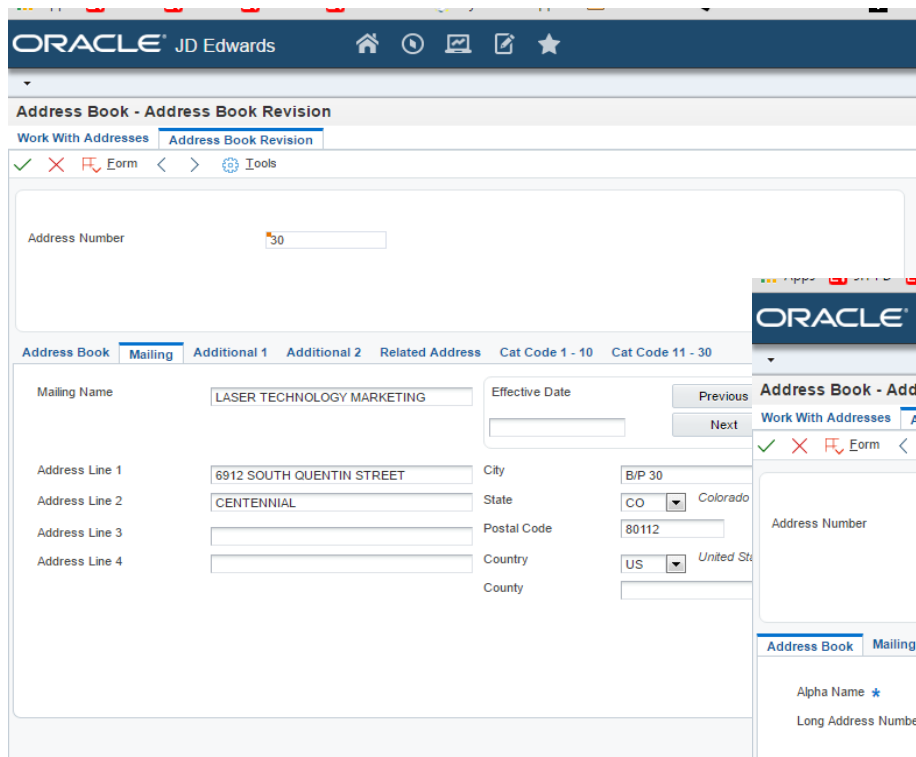
Oracle Sales Cloud – LTI Sales Homepage

The screenshot displays the Oracle Sales Cloud LTI Sales Homepage for user Roosevelt Rogers. The interface is dark-themed with a blue background. At the top left, the 'LASER TECHNOLOGY' logo is visible. The top navigation bar includes a home icon, a search bar, and user information for Roosevelt Rogers. The main content area is divided into two columns. The left column features a user profile card for Roosevelt Rogers with a 'Share thoughts with your colleagues...' text box. Below the profile card, there are statistics for Conversations (25), Following (35), and Followers (23). A list of items is shown: 0 Employee News, 0 My Flags, and 1 Opportunities. The right column contains a grid of 12 application icons: Dashboard, Leads, Opportunities, Forecasts, Accounts, Contacts, Activities, Sales Dashboard, Recommendations, Sales Campaigns, and Social.

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JD Edwards – Address Book Touch Points



ORACLE JD Edwards

Address Book - Address Book Revision

Work With Addresses Address Book Revision

Address Number: 30

Address Book Mailing Additional 1 Additional 2 Related Address Cat Code 1 - 10 Cat Code 11 - 30

Mailing Name: LASER TECHNOLOGY MARKETING

Effective Date: [] Previous Next

Address Line 1: 6912 SOUTH QUENTIN STREET City: B/P 30

Address Line 2: CENTENNIAL State: CO Colorado

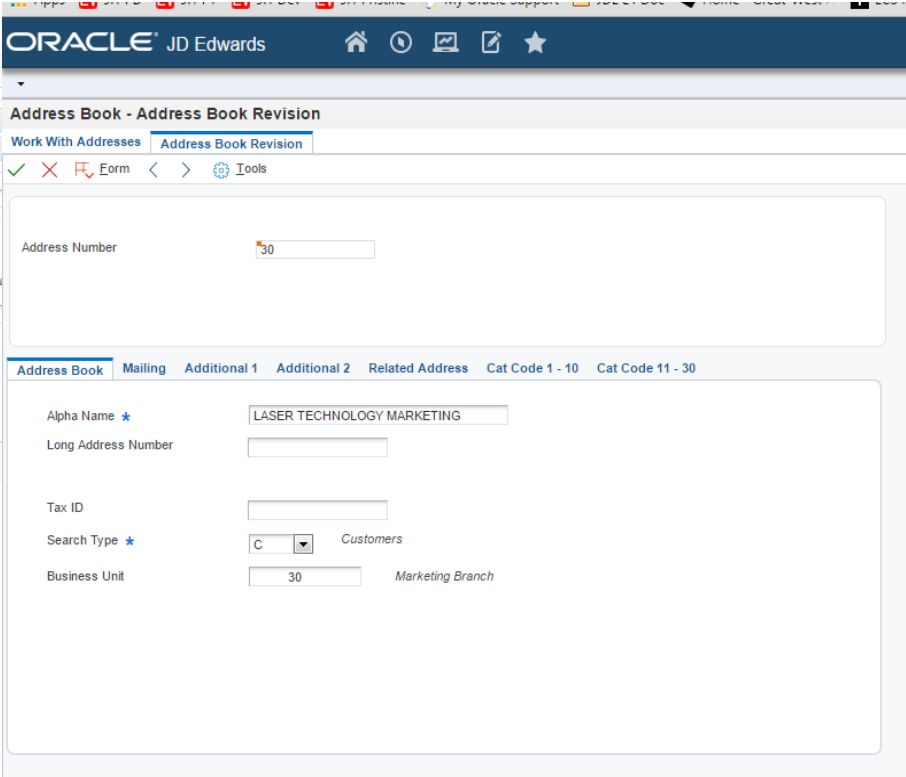
Address Line 3: [] Postal Code: 80112

Address Line 4: [] Country: US United States

County: []

Not integrated with Sales Cloud

One Way Street into JDE



ORACLE JD Edwards

Address Book - Address Book Revision

Work With Addresses Address Book Revision

Address Number: 30

Address Book Mailing Additional 1 Additional 2 Related Address Cat Code 1 - 10 Cat Code 11 - 30

Alpha Name: LASER TECHNOLOGY MARKETING

Long Address Number: []

Tax ID: []

Search Type: C Customers

Business Unit: 30 Marketing Branch

Oracle Sales Cloud – Accounts

The screenshot displays the Oracle Sales Cloud interface for editing an account. The main window is titled "Edit Account: BUSHNELL SPORTS OPTICS DIV. (OVERL...)" and features several action buttons: "Actions", "Save", "Save and Close", and "Cancel".

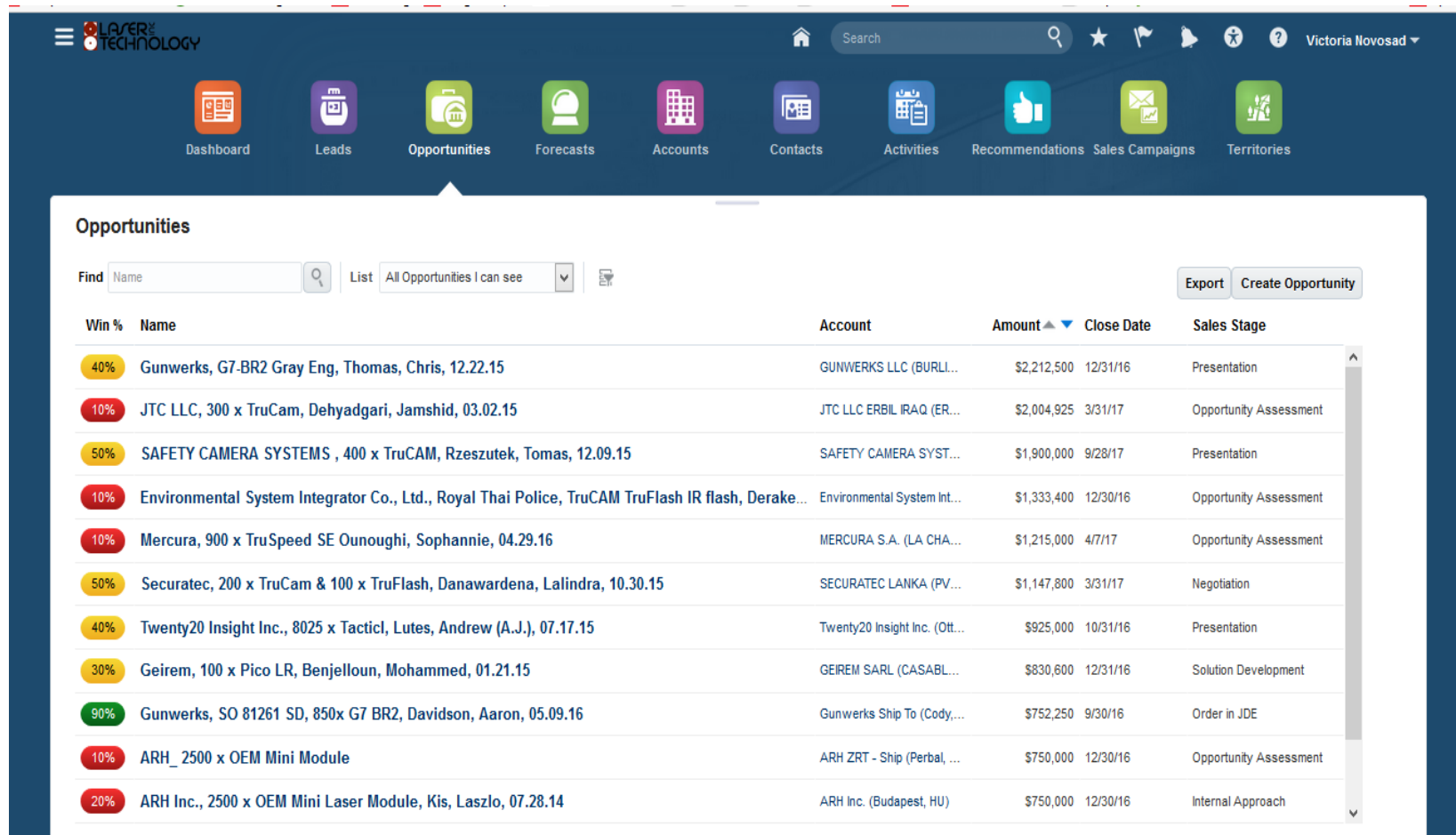
The form is divided into several sections:

- Name:** BUSHNELL SPORTS OPTICS DI
- Type:** Customer
- URL:** http://bushnell.com/
- Owner:** Victoria Novosad
- Target Markets:** MIL Other
- Attachments:** None
- Primary Contact:** Jordan Vermillion
- Contact Phone:** +1 (123) 456-7890
- Contact E-Mail:** ivermillion@bushnell.com
- Parent Account:** BUSHNELL OUTDOOR PRODU... (highlighted with a yellow box)
- Address:**
 - Country: United States
 - City: OVERLAND PARK
 - State: Kansas
 - Postal Code: 66214
 - Address Line 1: 9200 CODY
 - Address Line 2: (empty)
 - Address Line 3: (empty)
- Manage Account Hierarchy:**
 - Enrichment Status: Customer Number 2698 (highlighted with a yellow box)
 - Customer Type: Customer - End User
 - ITAR Outlook Filter: (unchecked)
 - JDE Synch Date: 7/12/13
 - Registry ID: 12880
 - Sales Channel: Direct
 - Sub-Channel: (empty)
 - Parent Customer Number: 14571 (highlighted with a yellow box)

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Oracle Sales Cloud – Opportunities



The screenshot shows the Oracle Sales Cloud interface. At the top, there is a navigation bar with a hamburger menu, the 'LAYER 8 TECHNOLOGY' logo, a search bar, and user information for 'Victoria Novosad'. Below the navigation bar is a row of ten icons representing different modules: Dashboard, Leads, Opportunities (highlighted), Forecasts, Accounts, Contacts, Activities, Recommendations, Sales Campaigns, and Territories.

The main content area is titled 'Opportunities'. It includes a search bar with the text 'Find Name', a list filter set to 'All Opportunities I can see', and buttons for 'Export' and 'Create Opportunity'.

Win %	Name	Account	Amount	Close Date	Sales Stage
40%	Gunwerks, G7-BR2 Gray Eng, Thomas, Chris, 12.22.15	GUNWERKS LLC (BURLI...	\$2,212,500	12/31/16	Presentation
10%	JTC LLC, 300 x TruCam, Dehyadgari, Jamshid, 03.02.15	JTC LLC ERBIL IRAQ (ER...	\$2,004,925	3/31/17	Opportunity Assessment
50%	SAFETY CAMERA SYSTEMS , 400 x TruCAM, Rzeszutek, Tomas, 12.09.15	SAFETY CAMERA SYST...	\$1,900,000	9/28/17	Presentation
10%	Environmental System Integrator Co., Ltd., Royal Thai Police, TruCAM TruFlash IR flash, Derake...	Environmental System Int...	\$1,333,400	12/30/16	Opportunity Assessment
10%	Mercura, 900 x TruSpeed SE Ounoughi, Sophannie, 04.29.16	MERCURA S.A. (LA CHA...	\$1,215,000	4/7/17	Opportunity Assessment
50%	Securatec, 200 x TruCam & 100 x TruFlash, Danawardena, Lalindra, 10.30.15	SECURATEC LANKA (PV...	\$1,147,800	3/31/17	Negotiation
40%	Twenty20 Insight Inc., 8025 x Tacticl, Lutes, Andrew (A.J.), 07.17.15	Twenty20 Insight Inc. (Ott...	\$925,000	10/31/16	Presentation
30%	Geirem, 100 x Pico LR, Benjelloun, Mohammed, 01.21.15	GEIREM SARL (CASABL...	\$830,600	12/31/16	Solution Development
90%	Gunwerks, SO 81261 SD, 850x G7 BR2, Davidson, Aaron, 05.09.16	Gunwerks Ship To (Cody...	\$752,250	9/30/16	Order in JDE
10%	ARH_ 2500 x OEM Mini Module	ARH ZRT - Ship (Perbal, ...	\$750,000	12/30/16	Opportunity Assessment
20%	ARH Inc., 2500 x OEM Mini Laser Module, Kis, Laszlo, 07.28.14	ARH Inc. (Budapest, HU)	\$750,000	12/30/16	Internal Approach

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Oracle Sales Cloud – Quotes

Opportunities

Edit Opportunity: Laser Technology Asia, 81637 si 81638 ui, TruPulse Sensors, Edward, Lau, 6/27/16

Summary

* Name: Laser Technology Asia, 81
 Account: LASER TECHNOLOGY AS
 Primary Contact: Sang Ching
 Owner: Chris Yuen
 Commission: 388
 Attachments: LTI 1254.16.pdf (4 more...)
 Revenue: 69,776.00 USD
 Worst Case: 0.00 USD

Best Case: 69,776.00 USD
 Currency: USD
 Status: Open
 Win/Loss Reason:
 Show Discussions and Wiki:
 * Close Date: 6/30/16
 Sales Method: LTI Standard Sales
 Sales Stage: Order in JDE

Win Probability (%): 90
 Sales Channel: Indirect
 Sub-Channel:
 Target Market: Intl Opportunity Quote
 Domestic Opportunity Quote

Opportunity Number: 79551
 Sales Objective:
 Strategic Value:
 Level of Risk:
 Created By: brown
 Decision Level:
 Estimated Deal Duration:
 Budgeted:
 Creation Date: 6/27/16 6:57 AM

Date Budget Available:
 Budget Amount: USD
 Source:
 Include in Forecast: When matches forecast
 Valid Until: 9/27/16
 Payment Terms: 45 Days
 US Schedule B: 9015.10.0000
 Shipping Terms: Ex-Factory Centennial, CO & Ex-Factory Kamak
 Shipping Method: International fedex collect

FOB Point: Ex-Factory Centennial, CO & Ex-Factory Kamak
 Delivery Date: 6/30/16
 Special Instructions:
 Sales Tax:
 Freight:
 Registration Status:
 Marked For Deletion:
 Reason For Deletion:

Revenue Items
 Forecast Criteria: (Probability >= 70)

ORACLE Business Intelligence

LTI_Quote_Intl_Dashboard

LTI_Quoted_Intl_Templat...

LASER TECHNOLOGY
 Measurably Superior®

Laser Technology, Inc.
 6912 South Quentin Street
 Centennial, CO 80112

Pro Forma

Validity: 09/27/16
 Date: 07/12/16
 Payment Terms: 45 Days
 US Schedule B: 9015.10.0000
 Country: Hong Kong

Sold To: LASER TECHNOLOGY ASIA (SHATIN NT, HK)
 UNIT 7 & 8 25/F TECHNOLOGY PARK
 SHATIN NT
 Hong Kong

Ship To: LASER TECHNOLOGY ASIA (SHATIN NT, HK)
 UNIT 7 & 8 25/F TECHNOLOGY PARK
 SHATIN NT
 Hong Kong

Shipping Method	Shipping Terms	Estimated Ship Date
International fedex collect	Ex-Factory Centennial, CO & Ex-Factory Kamakura, Japan	06/30/16

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Oracle Sales Cloud – Activities

LTI Global Sales Activities Past 3 months

LTI Global Sales Activities Past 3 months

Division	Region	Name	Activity Type	# of Activities			# of Activities			
				2015 Q 4	2015 Q 4 Total	2016 Q 1		2016 Q 1 Total		
Amy Tibljas	Amy Tibljas	Amy Tibljas	Call			3	8	3	14	
			E-mail			5	3	4	12	
			Meeting	1	1	42	4		46	
			Amy Tibljas Total	1	1	50	15	7	72	73
Bryan Edstrom	Bryan Edstrom	Bryan Edstrom	Call	1	1	5	19	6	30	
			E-mail			35	37	20	92	
			Event			1			1	1
			Meeting	1	1		2		2	3
Bryan Edstrom Total	2	2	41	58	26	125	127			
Candie Watkins	Candie Watkins	Candie Watkins	Call			1	1		2	
			E-mail	1	1	13	11	7	31	
			Meeting					1	1	1
			Candie Watkins Total	1	1	13	12	9	34	35
Cheri Miller	Cheri Miller	Cheri Miller	E-mail			2			2	
			Meeting			1			1	1
			Cheri Miller Total			3			3	3
Chris Budden	Chris Budden	Chris Budden	E-mail			1	1		2	
			Meeting			4	15	1	20	
			Chris Budden Total			5	16	1	22	22
Clint Cowan	Clint Cowan	Clint Cowan	E-mail				2		2	
			Clint Cowan Total				2		2	2
Daria Martin	Daria Martin	Daria Martin	Call	9	9	36	51	40	127	
			E-mail	4	4	25	19	9	53	
			Meeting			1	2	2	5	5
Daria Martin Total			13	13	62	72	51	185	198	

Division	Region	Name	Activity Type	Date	Description
Amy Tibljas	Amy Tibljas	Amy Tibljas	Call	2/15/16	
		Ariens Speciality Brands LLC	Call	2/5/16	
		DKSH JAPAN K.K.	E-mail	1/18/16	
		DUNCAN PARNELL INC. - MORRISVILLE	Call	2/19/16	We originally miss shipped S/O 79616SD, 79617SD. They were suppose to ship to different locations, instead all 5 units shipped to Dur units to the Charlotte location. On 2/8 received a return package from FedEx. Customer never picked up lasers and hotel returned back customer to see what happened. We are shipping the return lasers back out to customer, see attached email.
		FINDLAY CITY POLICE DEPARTMENT	Call	3/17/16	
		FLORIDA PUBLIC SAFETY INSTITUTE	E-mail	3/11/16	
		Florida Utility Sales	Call	1/20/16	Craig, Attached is the updated pricing and packages for Florida, please review and send your approval to Cheri. The quotes reflect stat this is the pricing you want to use. Thank you, Amy Tibljas Inside Sales Manager Laser Technology, Inc. HYPERLINK "mailto:atibljas@laserterch.com"mailto:atibljas@laserterch.com (1.877.696.2584) 1.303.649.1000, ext. 103 HYPERLINK "http://www.lasertech.com/"http://www.lasertech.com Corporate Address: Laser Tec We are constantly striving to be better and would like to ask you rate us on your experience. Please complete our customer satisfaction survey using the following link http://www.lasertech.com/Customer-Satisfaction-Survey.aspx . We appreciate your feedback. "This information transmitted is only for confidential and/or privileged material.
		Louisiana - Pacific Corporation	E-mail	1/27/16	Annette, We shipped the Archer data collector today via FedEx overnight. The tracking number is 538875975401. Once you have the B tag. Thank you, Amy Tibljas Inside Sales Manager Laser Technology, Inc. HYPERLINK "mailto:atibljas@laserterch.com"mailto:atibljas@laserterch.com (1.877.696.2584) 1.303.649.1000, ext. 103 HYPERLINK "http://www.lasertech.com/"http://www.lasertech.com Corporate Address: Laser Technology, Inc 6912 S. Quentin Street Ce and would like to ask you rate us on your experience. Please complete our customer satisfaction survey using the following link http://www.lasertech.com/Customer-Satisfaction-Survey.aspx . We appreciate your feedback. "This information transmitted is only for the person or entity to which it is addressed and may contain confidential information.
			Call	2/25/16	
			Call	2/24/16	From S/O 80522SD. Customer having communication issues with Log Deck and Flint that Kassie/Derrick/John can not resolve. Replac
			Call	2/11/16	

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Oracle Sales Cloud – Social Network

The screenshot displays the Oracle Sales Cloud Social Network interface. At the top, there is a navigation bar with the 'LASER TECHNOLOGY' logo on the left, a search bar with the text 'What do you need to do or find?', and several utility icons (star, flag, bell, user, question mark) on the right, along with the user name 'Roosevelt Rogers'. Below the navigation bar, the page is titled 'Social'. There are two buttons: '< Back' and 'Menu'. On the right side of this section, there is a '+ New Conversation' button, a help icon (?), and a window icon. The main content area is titled 'Conversations' and has a dropdown menu for 'Display Options' and 'Last Updated'. The list of conversations includes:

- TradeShows** (8 unread messages)
 - Nick Ackerson** (profile picture of two people)
Yesterday at 1:27 PM
Great Stuff Guys! I am going to wait a few more days and see if any others in Sales would like to contribute. After i get all responses i will get together with my team. Thanks again fellas
You like this
Reply Unlike
- Trupulse sale in Poland** (1 unread message)
 - Joe Cronn** (profile picture of a person)
2/8/2016 5:55 PM
You bet Lucie.
Reply Like
- ULS Test DOE Site Richland Washington** (0 unread messages)
 - Joe Cronn** (profile picture of a person)

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Oracle Sales Cloud – Outlook

Opportunities - vnovosad@lasertech.com - Outlook

NAME	ACCOUNT	REVENUE	CURRENCY	CLOSE DATE	SALES STAGE	PROBABILITY
360 Network Solutions, LLC, TP360R_mapsmart,Kit,Cohen...		4,960.25	USD	Wed 7/27/2016	Opportunity Assessment	10
821 CRSDOOT, 4x TruPulse 360R, Haim, Scott, 06-29-16		6,150.48	USD	Fri 9/30/2016	Presentation	40
A&D Outdoor Service, 1 x TruPulse 200 Yellow, Wilcox...		795.00	USD	Wed 8/7/2016	Presentation	40
Abington Township PD, SO 81777 TD, Mapping Accessor...		387.25	USD	Sun 7/31/2016	Order in IDE	90
ADS, TruPulse 360R, Hay, Ashley, 08.05.15		1,795.00	USD	Wed 8/31/2016	Negotiation	50
A-Elektronik, 1 x TS 578, Berlin, Tomislav, 02.22.16		2,275.00	USD	Thu 8/30/2016	Presentation	40
AG Business Consulting LLC 81632 ti, 50xTruCAM, Aman...		239,800.00	USD	Fri 7/29/2016	Order in IDE	90
Akron, 50 X Truam, Accessories, Kishumbus, Eshofe, 06...		280,750.00	USD	Fri 9/30/2016	Solution Development	30
Akron police Dept, TP200, AI KIT,Hentosz,James,10.19.15		8,650.50	USD	Fri 7/29/2016	Opportunity Assessment	10
Alabama Department of Transportation, TruSpeed LR, Ho...		2,595.00	USD	Wed 8/31/2016	Presentation	40
Alabama County Sheriff's Office, TruSpeed 100 Commu...		70,950.00	USD	Fri 8/26/2016	Opportunity Assessment	10
					Opportunity Assessment	10
					Presentation	40
					Opportunity Assessment	10
					Solution Development	30
					Order in IDE	90

AG Business Consulting LLC, 81632 ti, 50xTruCAM, Aman, Gurdov, 6/24/1...

FILE OPPORTUNITY INSERT FORMAT TEXT REVIEW

Actions Show Communicate Names Options Tags Zoom

* Opportunity Name: **50xTruCAM, Aman, Gurdov, 6/24/16**

Sales Account: **<inaccessible record>**

Sales Method: **LTI Standard Sales**

Sales Stage: **Order in JDE**

Status: **Open**

Decision Level: **- None -**

Estimated Deal Duration: **- None -**

Key Internal Sponsor:

Sales Team: **Ricky D'Souza; Lois Brown**

Amount: **239,800.00**

Best Case: **239,800.00**

Worst Case: **0.00**

* Currency: **USD**

* Win Probability: **90%**

* Close Date: **7/29/2016**

Win/Loss Reason: **- None -**

Contacts

Primary: **Aman Gurdov (info@agbcllc.com)**

Full Name: **Aman Gurdov**

Email Address: **info@agbcllc.com**

Sales Lead

Name:

Account:

Attachments

AG Business Consulting LLC Purchase Order AGBC1023.pdf

AG Business PI 061716 50 X Truam.pdf

AGBC-LTI-PO-1023.pdf

Products

Product Name	Product ...	Quantity	Unit
LTI 20-20 TRUCAM	Item	50	47

Activities

Subject:

Type:

Notes

Date Created	Type	Note
<input type="text"/>	<input type="text"/>	<input type="text"/>

RE: out of CRM on Outlook - Message (HTML)

FILE MESSAGE

Ignore Delete Reply Reply Forward All Meeting

Inbox To Manager Team Email

Rules OneNote Actions

Mark Unread Categorize Follow Up

Translate Editing Zoom

Shared with Sales Cloud

Account Contact

Lead Resource

Opportunity Resource: **Victoria Novosad; Lucie Huneault**

Thu 7/14/2016 10:11 AM

Dwight Crane

RE: out of CRM on Outlook

To: Lucie Huneault; Vicki Novosad

I will send you Webex invite at 11

From: Lucie Huneault

Sent: Thursday, July 14, 2016 7:49 AM

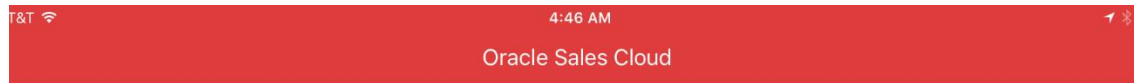
To: Vicki Novosad <vnovosad@lasertech.com>

Cc: Dwight Crane <DCrane@lasertech.com>

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Oracle Sales Cloud – Mobile Apps



Calendar



Alerts



Opportunities



Tasks



Contacts



Around Me



Customers



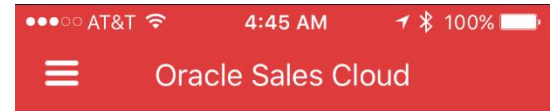
Analytics



Leads



Forecasts



Calendar



Alerts



Opportunities



Tasks



Contacts



Around Me



Customers



Analytics



Leads



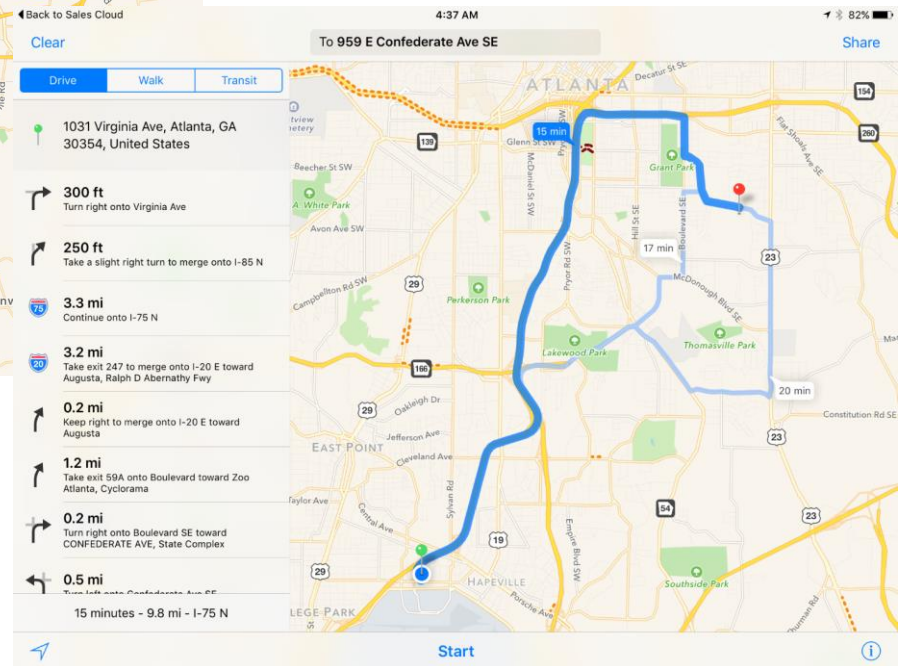
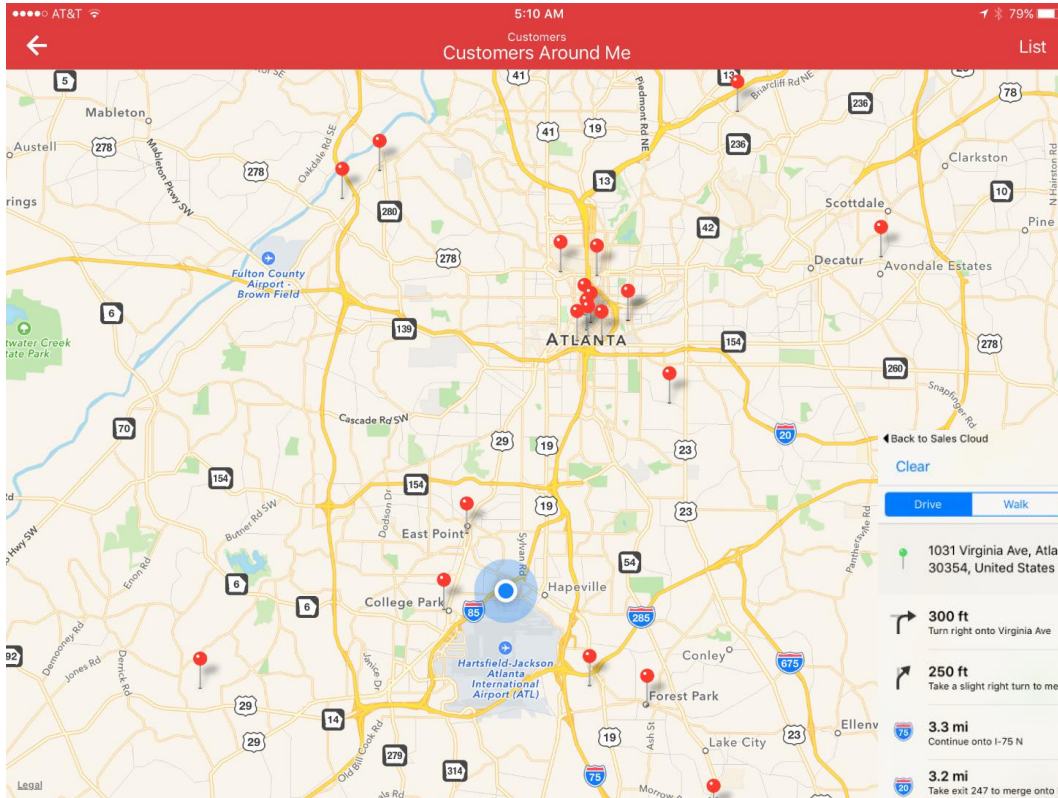
Forecasts

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Oracle Sales Cloud – Around Me



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Oracle Marketing Cloud - Eloqua

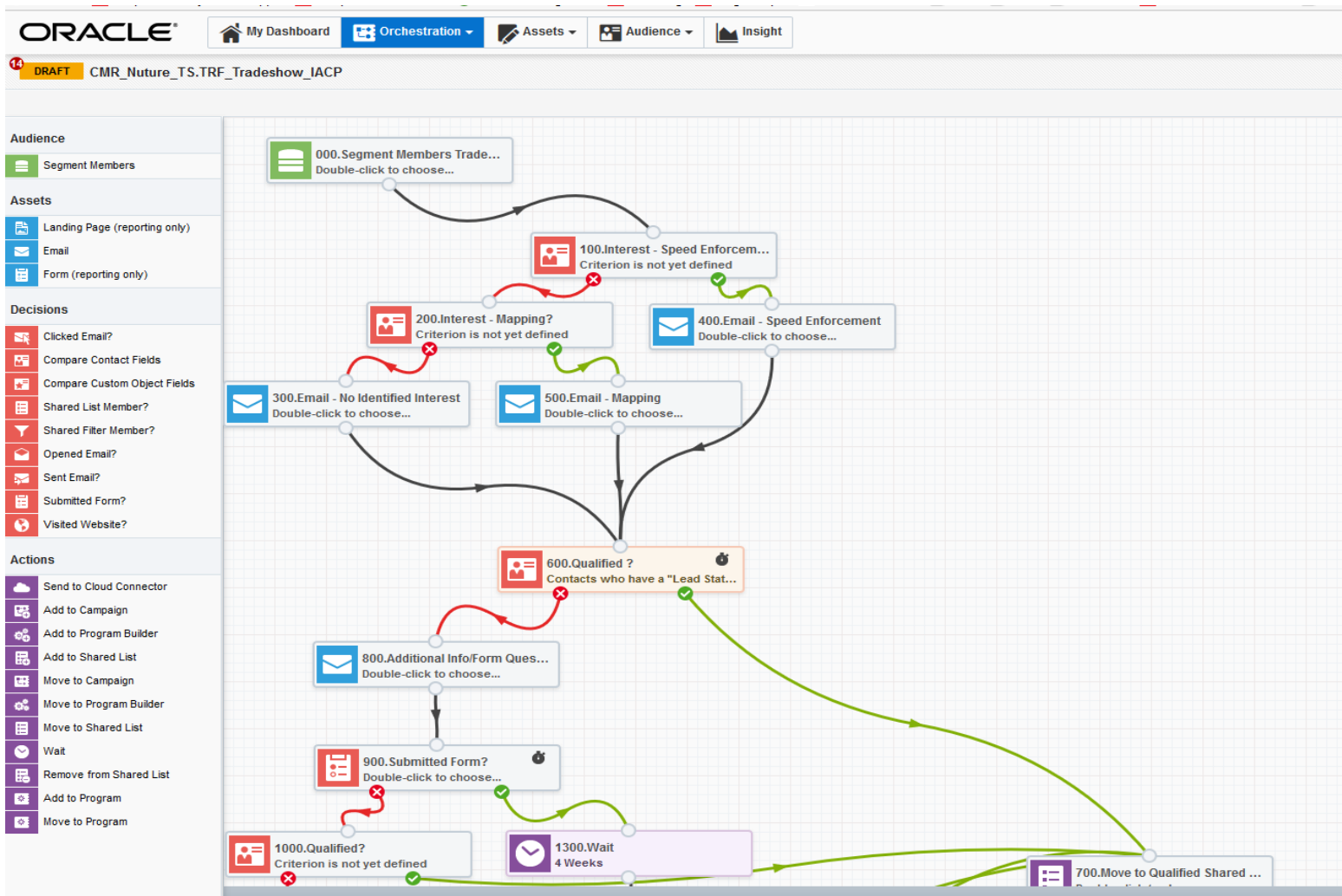
The screenshot displays the Oracle Marketing Cloud Eloqua dashboard. At the top, there is a navigation bar with the Oracle logo and several menu items: My Dashboard, Orchestration, Assets, Audience, and Insight. Below this, the main dashboard area is titled "My Eloqua" and is divided into several sections:

- Overview:** Shows 7,699 My Contacts and 8,090 Total Visitors.
- Campaigns:** Shows 0 Scheduled and 1 Active.
- Total database activity last 30 days:** A bar chart showing activity for NEW CONTACTS (+439%), CONTACTS WEB ACTIVITY (+100%), and NEW VISITORS (+100%) from June 12th to Yesterday.
- Activity:** Lists recent actions, such as "Brandi Starr edited Email Two Column Test" 2 hours ago and "Tahsin Alam edited Email Standard 2 Column Responsive Template" 3 days ago.
- Recently Accessed:** Lists two items: "BSTARR_Form" (Active, 6/27/2016 2:33 PM) and "SEG_TS.TRF_TradeShow_IACP_2016_Q3_NA" (Draft, 6/26/2016 5:35 PM).
- Shortcuts:** A grid of four buttons for quick access to Campaigns, Emails, Landing Pages, and Forms.

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Oracle Marketing Cloud - Campaigns



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Oracle Marketing Cloud – Integration with Oracle Sales Cloud

App Configuration for Oracle Sales Cloud Integration

Oracle Sales Cloud

Connections
Global Settings
Actions
Imports

Imports

Create a new import from a connection...

Import	Last Run	Status	Actions
LTI OSC - Get Accounts Sales Cloud: Account → Eloqua: Account	Never	Inactive	Action
LTI OSC - Get Contacts (Non-US) Sales Cloud: Contact → Eloqua: Contact	Never	Inactive	Action
LTI OSC - Get Contacts (US) Sales Cloud: Contact → Eloqua: Contact	Never	Inactive	Action
LTI OSC - Get Leads Sales Cloud: Lead → Eloqua: Oracle Sales Cloud Leads	Never	Inactive	Action
LTI OSC - OSC Lead to Eloqua Contact Sales Cloud: Lead → Eloqua: Contact	Never	Inactive	Action

Oracle Marketing Cloud – Sales Tools

The screenshot displays the Oracle Marketing Cloud interface. At the top, there is a navigation bar with the Oracle logo and several menu items: My Dashboard, Orchestration, Assets, Audience, and Insight. Below this is a sub-header for 'Sales Tools Administration' with a 'Back to Settings' button on the left. The main content area is titled 'Sales Tools Administration' and contains a sidebar on the left with 'Sales Tools' and 'Profiler' selected. The main panel shows 'Profiler Settings' with the following options:

- Web Alerts**
 - ON Allow creation of Web Alerts
 - ON Allow creation of Web Alerts by domain
- Thumbnail Previews**
 - ON Show thumbnail previews
- Date Format**
 - OFF Show dates with time
- Search**
 - ON Allow search by first name, last name or email.

At the bottom of the settings panel, there are two buttons: 'Cancel' and 'Save'.

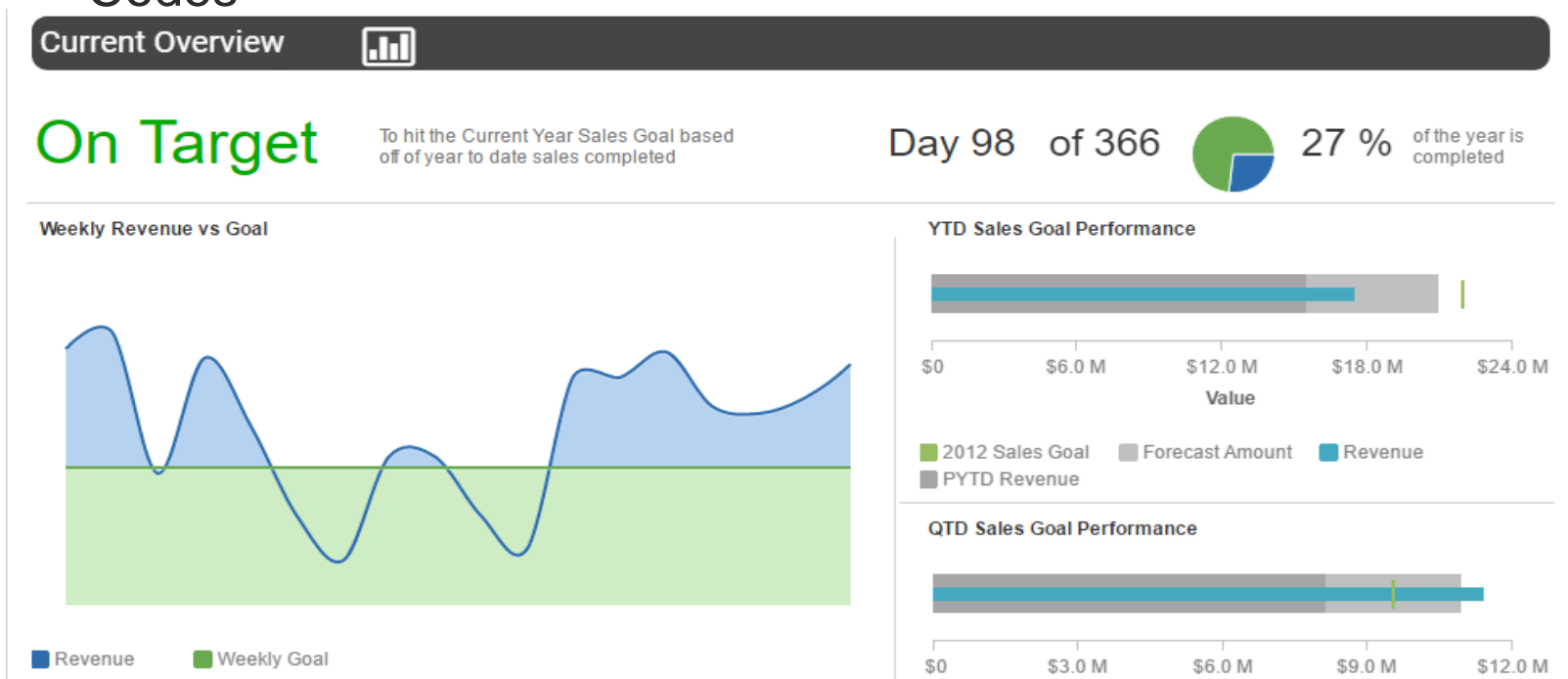
Reporting – Dashboard EmeraldVision

■ Customer Satisfaction

- Order Fill Rate
- Returns and Reason Codes

■ Current Overview

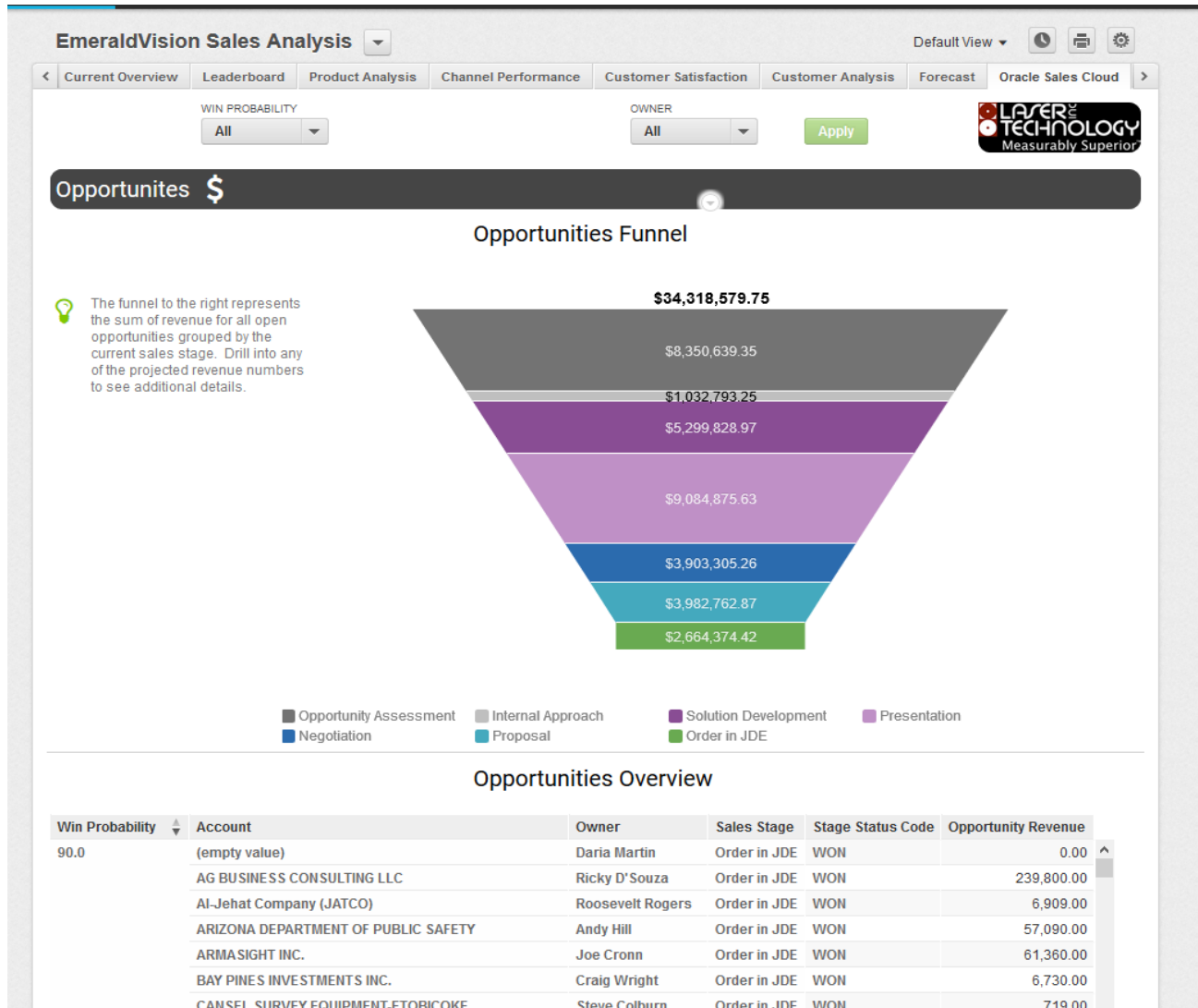
- Weekly Revenue vs Goal vs Prior Year



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Reporting – Opportunity Funnel



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Oracle Hybrid Customer - LTI

Oracle Marketing Cloud



Oracle Sales Cloud



JD Edwards EnterpriseOne



BI Reporting Solution (EmeraldVision)

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Thank You

Questions?

Please complete the session evaluation

We appreciate your feedback and insight

Session ID# 2016JDE-101040



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