

2005



# Enterprise Reporting - BusinessObjects' Embedded Solution for JD Edwards

## Session#11470

---

Adam Crigger	Preferred Strategies
Mirek Nowak	Business Objects
Terri O'Hara	A. Teichert & Son, Inc.

# Topics

- **An Integrated Solution**
- **Business Objects – The Market Leader in BI**
- **True Partnership Value**
- **Complete BI for JD Edwards Customers**
  - Business Objects Solution Architecture
  - World Class Reporting
- **Preferred Strategies Products and Services**
- **Customer Success Story: A. Teichert & Son, Inc.**
- **Live Demo: A. Teichert & Son, Inc.**
- **Questions?**

# An Integrated Solution

Preferred Strategies<sup>SM</sup>

**ORACLE** CERTIFIED  
PARTNER  
JD EDWARDS WORLD

**ORACLE** CERTIFIED  
PARTNER  
JD EDWARDS ENTERPRISEONE

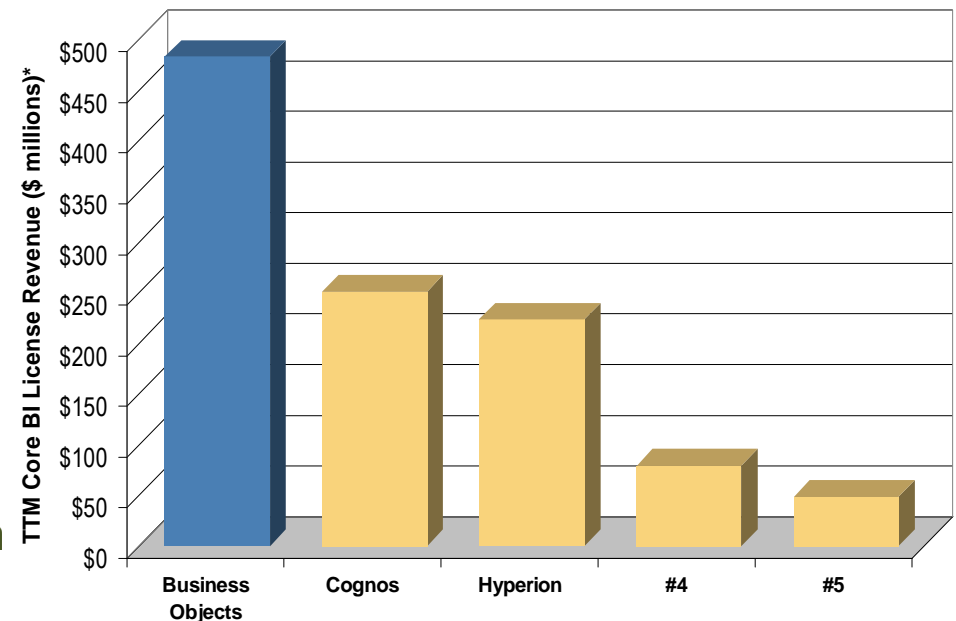
**Business Objects**<sup>TM</sup>

# Business Objects - The Market Leader in BI

## What “#1 core BI vendor” means for you

- **Largest R&D organization**
  - 1,000 people delivering innovation to you
- **Most consultants & trainers**
  - 600 people to ensure your deployment's success
- **Most technical support staff**
  - 550 people to answer your technical questions
- **Largest ecosystem of partners**
  - For maximum integration with your existing systems
- **Bottom line: the safest choice**

**>80% bigger than the nearest competitor**



\*(TTM) Trailing twelve months revenue ended June 30, 2004.  
Sourced from financial records

# True Partnership Value

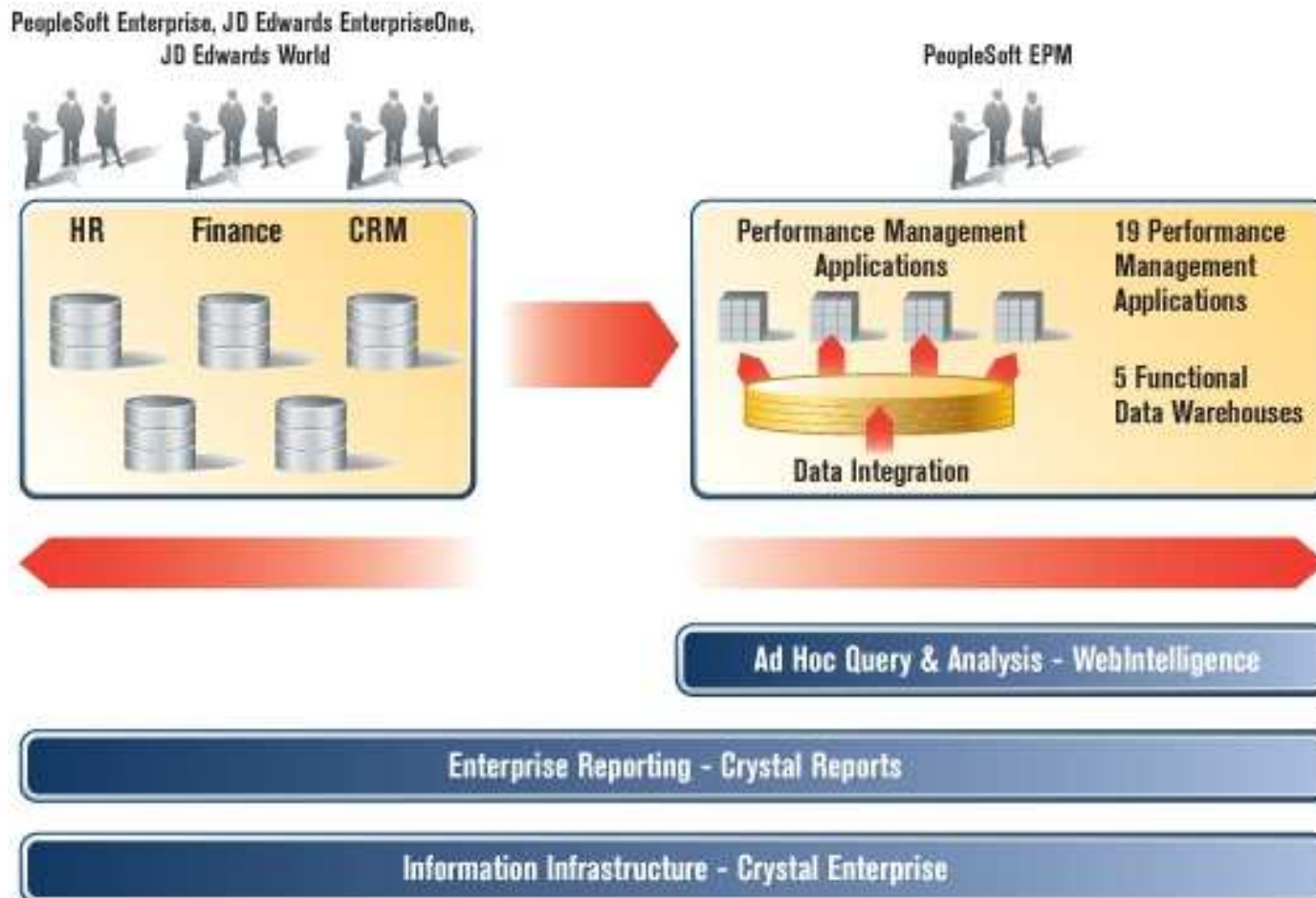
- **Investment Protection**
  - Preferred BI solution for PeopleSoft products including JD Edwards and top 20 global certified software partner with Oracle
  - Tight product integration with JD Edwards solutions
  - Large corporate investment in product and skills
- **Lower Cost**
  - Business Objects is the **ONLY 3<sup>rd</sup> party** providing out-of-the box reporting solutions across the entire PeopleSoft/JD Edwards product line and is the only query and analysis solution integrated within PeopleSoft enterprise performance management (EPM)
- **Lower Risk**
  - Our BI solutions hide the complexity of the underlying data sources, and securely deliver a unified view of the business

## Complete BI for JD Edwards Customers

- Embedded Crystal Reports and Crystal Enterprise/Explorer/Live Office with JD Edwards World A7.3 and A8.1 and JD Edwards EnterpriseOne Tools 8.94



# Business Objects Solution Architecture



# World Class Reporting

## *Pre-integrated with JD Edwards*

- **Improve Decision Making to Run Your Business Better**
  - Intelligent Reporting
    - Drill down, Interactive Charting, and Alerting
    - Report from multiple JD Edwards instances
    - Transform JDE data from character-based reports to robust, flexible user-friendly delivery
- **Lower Total Cost of Ownership**
  - Leverage existing reports and report writing skills in Crystal Reports from 10+ years of use
  - Integrate into the existing JD Edwards environment, utilizing it's Portal, security, and data
  - Report from non-JD Edwards data
  - Single company solutions for sales and support
- **Reduce Risk**
  - TRUE zero-client information delivery
  - Smart data bridge that understands JD Edwards data
  - Turnkey Security Integration
  - Abundance of Crystal Developers





## Preferred Strategies

- Business Objects 'go-to' partner for JD Edwards EnterpriseOne/World
- JD Edwards user community
- Early adopters of Crystal & JD Edwards
- Product Development and Integration between Business Objects & JD Edwards

## Preferred Strategies Products & Services

- **Products**
  - Launcher Solution Kit
  - Single Web Desktop
- **Services**
  - Training
  - Consulting
  - Support



## Preferred Strategies / Business Objects

### *Primary Goal*

**To provide products and services that guide customers to *success* and lead them to *self-sufficiency* in their Business Intelligence and Enterprise Reporting implementation**

# Customer Profile

## A. Teichert & Son, Inc.

- Established 1887
  - California's Oldest Active Contractor License (Number 8)
- 2700 Employees
- Diversified Organizational Structure
- One of JD Edwards First Five Customers and First Domestic Customer

## A. Teichert & Son, Inc.

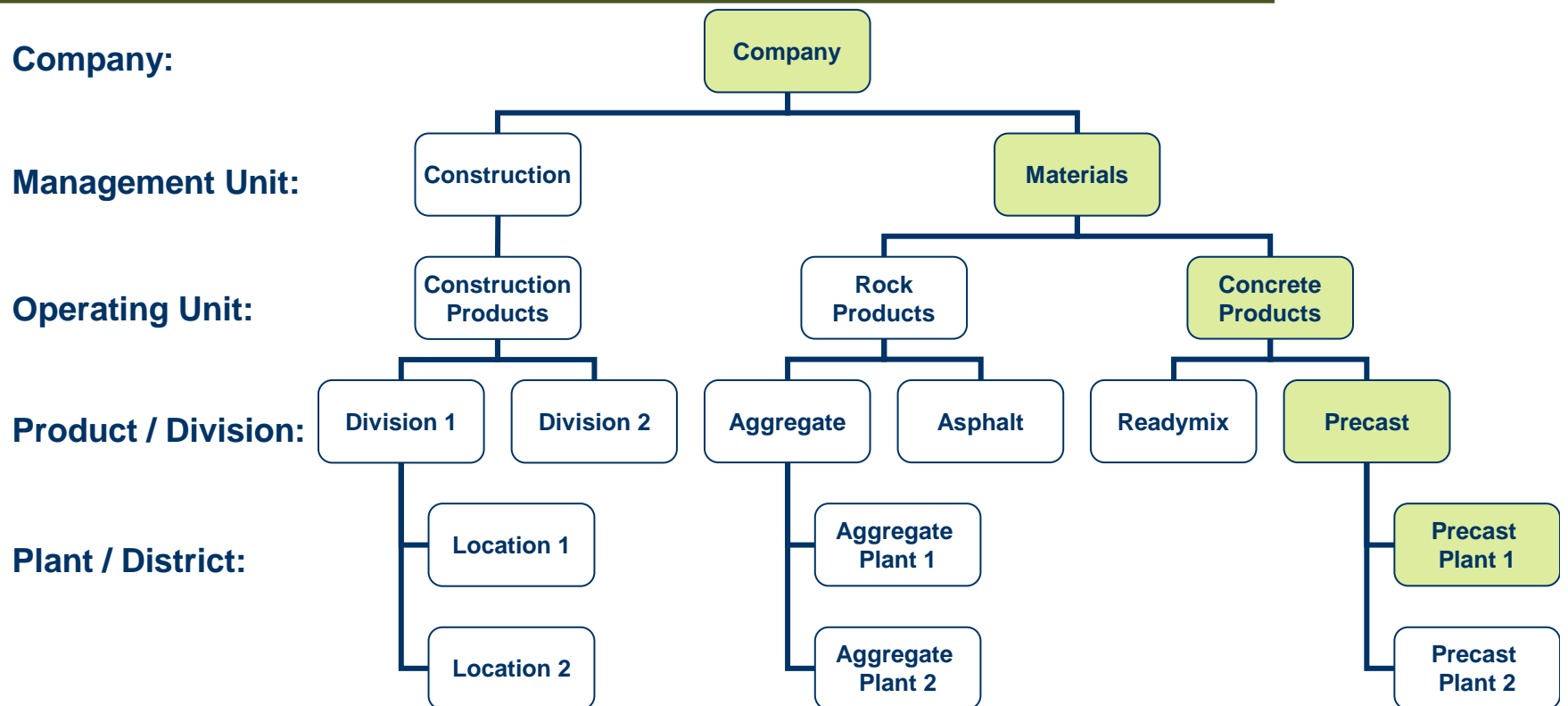
- Where We Started From
- Designing the Report Structure
  - Financial Reporting
  - Management Reporting



# Reporting Structure Descriptions

Reporting Entity	Description
Company	The highest legal entity within the organization
Management Unit	The entity within a company that controls and directs one or more operating units
Operating Unit	The functional unit that consolidates and manages like products
Product / Division	The specific type of product within an operating unit
Plant / District	The physical location of operations

# Sample Reporting Structure



# **A. Teichert & Son, Inc.**

**Live Demonstration...**



## A. Teichert & Son, Inc.

- Challenges
- Benefits



# Questions?

## Useful Information Sources:

### Preferred Strategies (Booth 623)

- [www.preferredstrategies.com](http://www.preferredstrategies.com)

### Business Objects (Booth 1005)

- [www.businessobjects-oracle.com](http://www.businessobjects-oracle.com)