



Typical FMRE Challenges

Disparate Systems



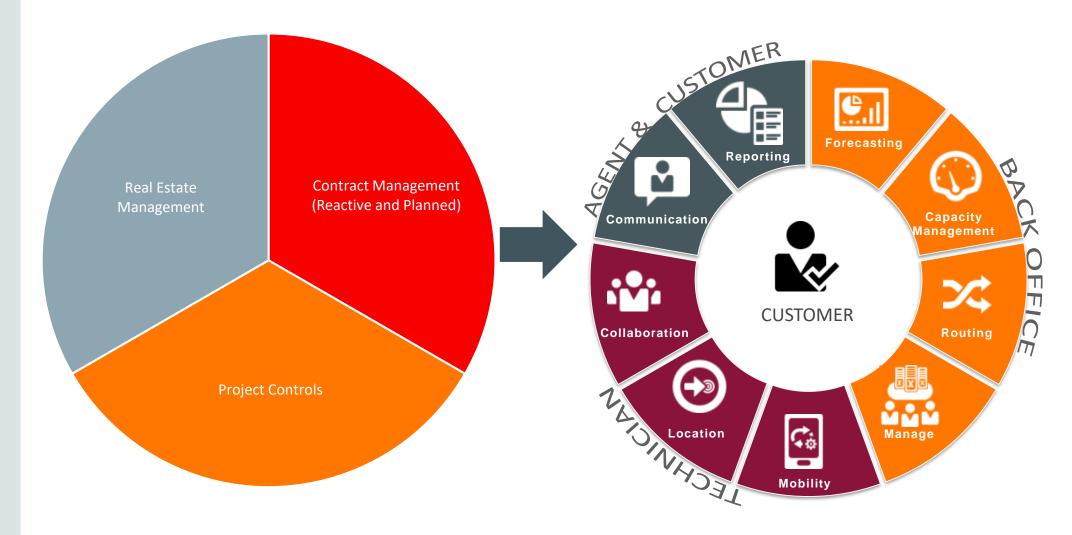








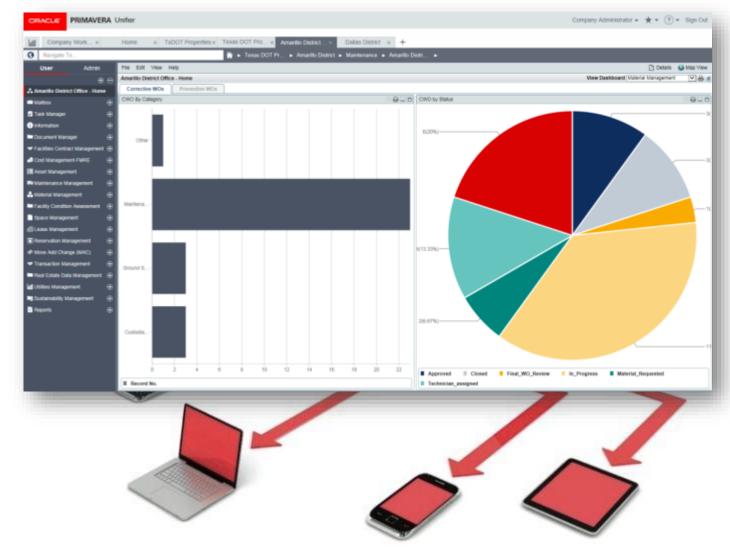
Unifier and OFCS





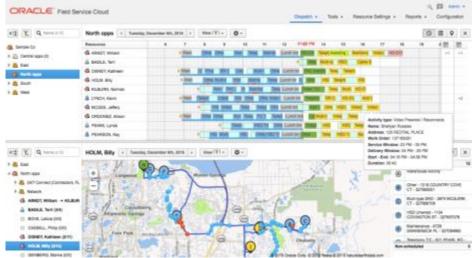
What is Unifier?

- Cloud-based, Integrated
 Asset Lifecycle Management.
- Configurable Business Process.
- Multi-Level Hierarchies.
- Robust Reporting.
- Easy Integration w/ ERPs.
- Intuitive user interface.



What is Field Service Cloud?

 Real time self learning Work scheduling & routing Customer notifications Mobile working and location tracking Internal social collaboration and help desk



Virgin Media



"We have introduced Oracle Field Service Cloud with tremendous results... we've got much better productivity, our travel times have reduced, and we've got more time to spend with our customers"

Maurice Daw,

Executive Director

Challenge

- Improve accuracy in scheduling engineer visits and routing efficiency.
- Support a complex work mix including customer installation and repairs and network maintenance
- Narrow customer service windows and give consumers a choice of time slots most convenient for them.
- Empower field engineers to focus on the customer, not on managing their daily workflow.

OFSC Modules Deployed

- Capacity
- Core Manage
- Mobility
- Routing

- Communication
- Collaboration
- Smart Location

Results

- 15% reduction travel time
- 15% increase jobs per technician
- Substantial reduction office resources
- 97 percent on-time delivery
- 18 percent increase in customer satisfaction and loyalty ratings (NPS)



Morrison Utility Services (MUS)



Morrison Utility Services operate across the UK providing services to blue chip utility companies across the electricity, gas, rail, telecommunications and water sectors on the upgrade and maintenance of their infrastructure.

MUS started using Oracle Field Service in 2012 and now have over 900 users.

Challenge

- Reinstate excavations sooner
- Reduce number of fines associated with SLA breaches
- Increase number of daily completed jobs
- Increase SLA compliance of complex, linked-task jobs over multi-day periods
- Increase efficiency of faults and maintenance work

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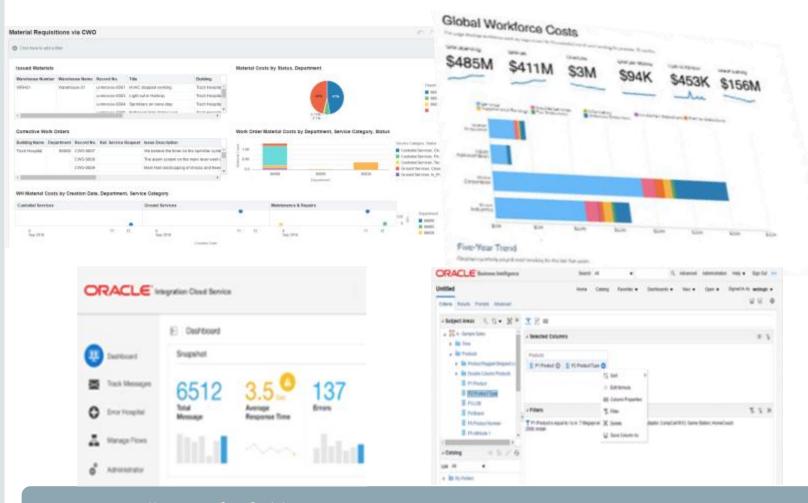
Results

- Improved productivity of dispatchers, agents and teams in the field: 9-13 more jobs per day, 15% reduction in travel time
- Improved compliance with client expectations and SLAs, meeting notice/permit periods





Analytics and Insight: BI data management and visualisation



- o C bud based data warehouse and reporting analytics
- o Autom ated feeds from field service data
- o Standard Data W arehouse extracts can also feed other DW BItools already in use
- o Able to m ix with other data sources
- o Design 1, 2 and 3d report form ats to charly visual complex data

Benefits

o Ensuring field service data is able to support operational business and strategic m anagement decision making

Business Intelligence for field service



Benefits





Increase Transparency

Save Time

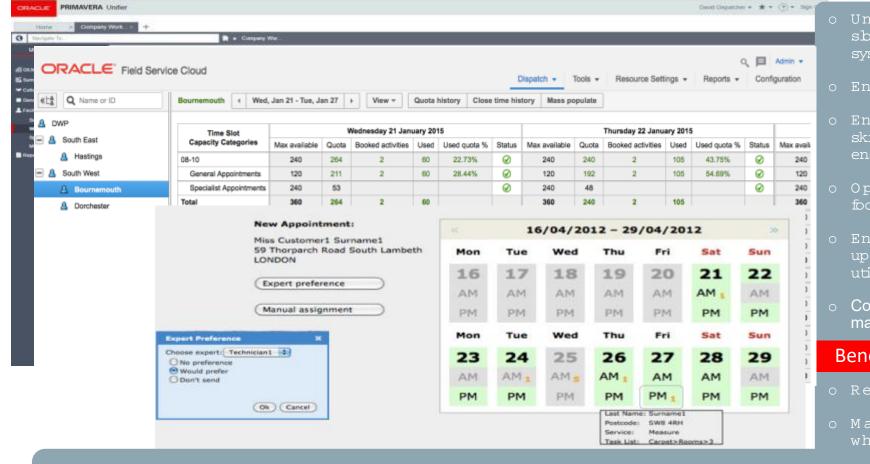




Reduce Costs



Capacity based appointments: Offering field resources according to available capacity



o Unique capacity based approach to offering tin esbtbased appointments to multi-channelbooking system s

- o Enables under/overbooking akin to airline seats
- o Enables planners to control appointment usage by skillorappointmenttype, eq im it repairwork to ensure availability for installs etc.
- o Open/cbse capacity by day and orwork-zone to focus work in geographic areas to specific days
- o Enables sam e day booking offering up tin e freed up by no-shows or early completions for custom er utilisation
- Complex job booking support through "findmatching resource" API calls.

Benefits

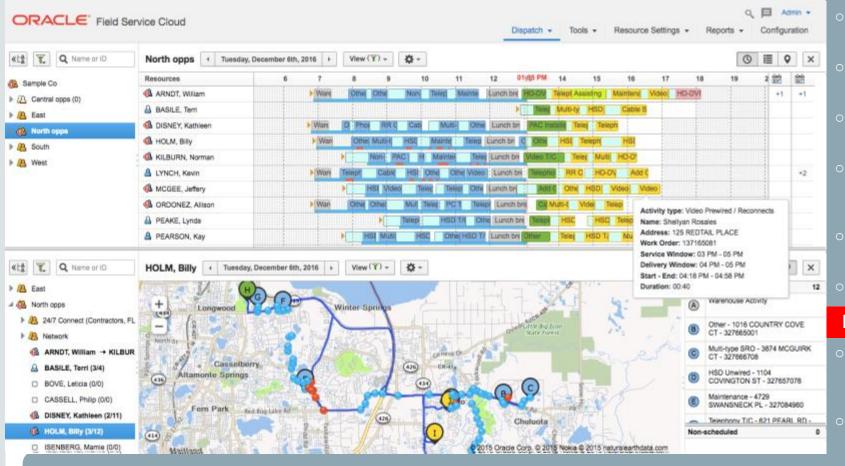
- o Realtin e self service appointment booking
- o Maxim ises utilisation of field resources minim ising
- o Controloverhow resources are used to support business qoals

CSR and customer self service access to appointment booking





Air-Traffic-Control: For effective field service execution



An intuitive command center to give visibility and control to planning and executing field

- o Role based access including sub-contractors office and field workers
- o Time, List, Map and Job detailviews of Activities to be completed together
- o Resources grouped into bgicalgeographical and organisation tree structure
- o Resources working calendar, skills levels and expire dates, starting lending boations, work-zone preferences and on-hand inventory
- o Unscheduled work visibility where itenters system at appropriate resource tree level
- o Smartbcation identifies proximity compliance

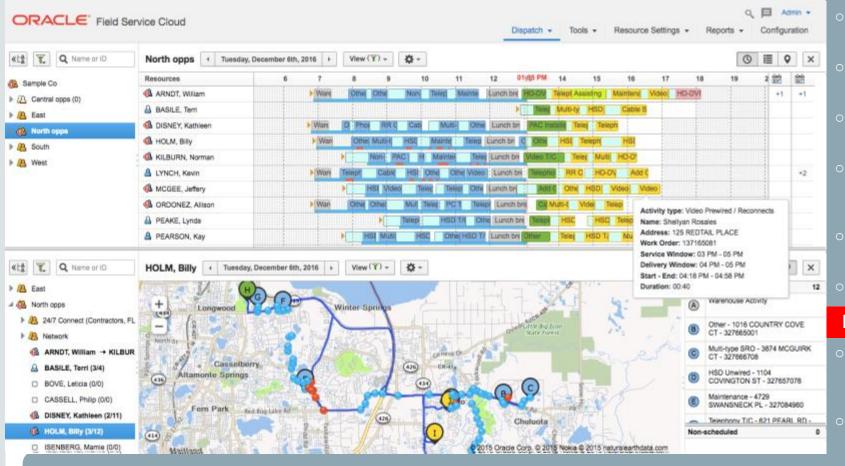
Benefits

- Effective utilisation of field resources, maxim ising work completed, traveltime and bestallocation for skills/inventory
- Jeopardy m anagem entre-albcate based on real tin e progress updates
- o Integrates internal and sub-contracted workforces
- o Predictive arrivaltime for customer reminders



service visits

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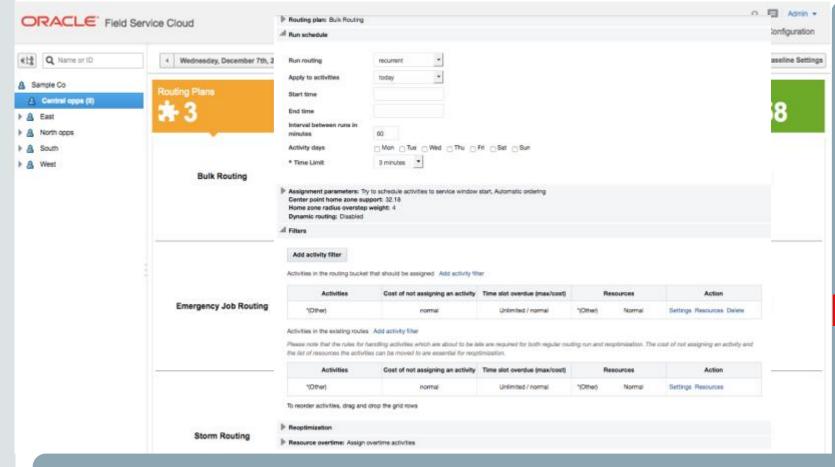
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service visits

Routing Optimisation: Maximise work done with least travel



- o Business driven routing optim isation plans, highly flexibly while easy for specialist business owner to control
- o Runs from Resource Tree bucketenabling differentareas to have their own routing plans
- Manual, autom ated by time, continual running and linked plans provide control forwide range of optimisation demands
- o Re-optim isation filters give fine grain controlover making changes based on new situation
- o Runs very quickly, 10,000 jbbs in a few minutes

Benefits

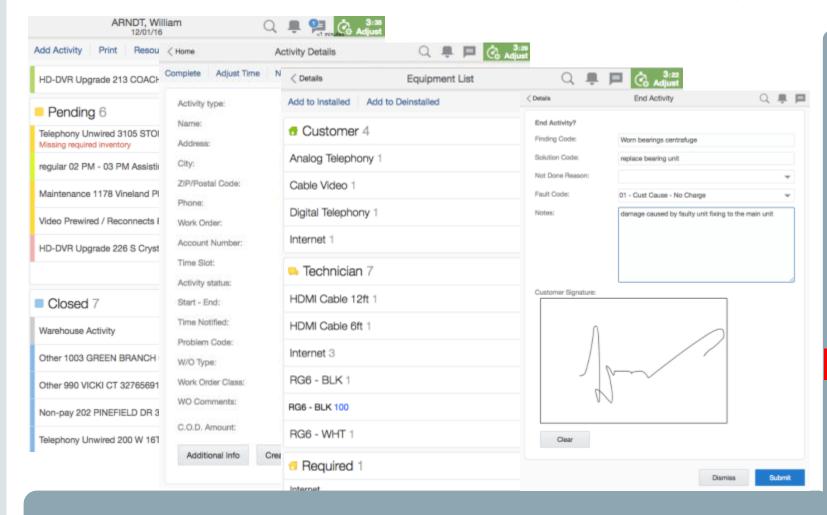
- o Puts scheduling rule control into the hands of the business instead of IT or vendors
- o Easy to use but very powerful
- o Can supportrange of in-house vs contractor models
- o Blend break/fix or timed appointments with bnger term SLA work formaximum effectiveness

Configurable routing optimisation plans using a very fast Genetic Algorithm





Mobility: Intuitive interface for field resources to complete work



Online/offline ability to view, progress, update and complete activities from mobile device

- o C barview of assigned activities by day
- o Fulldetails needed to complete the work, eg custom er, sie, contact, special instructions
- O Supports attachm ents, photo capture, signature capture, new job entry
- o Plug-in capability to embed context based URL's to enable user to "jump" to external web applications in context
- o Colaboration and broadcastm essaging
- o Install/rem ove equipm enton a pb
- O View and selfassign nearby unscheduled work resource is skilled to complete

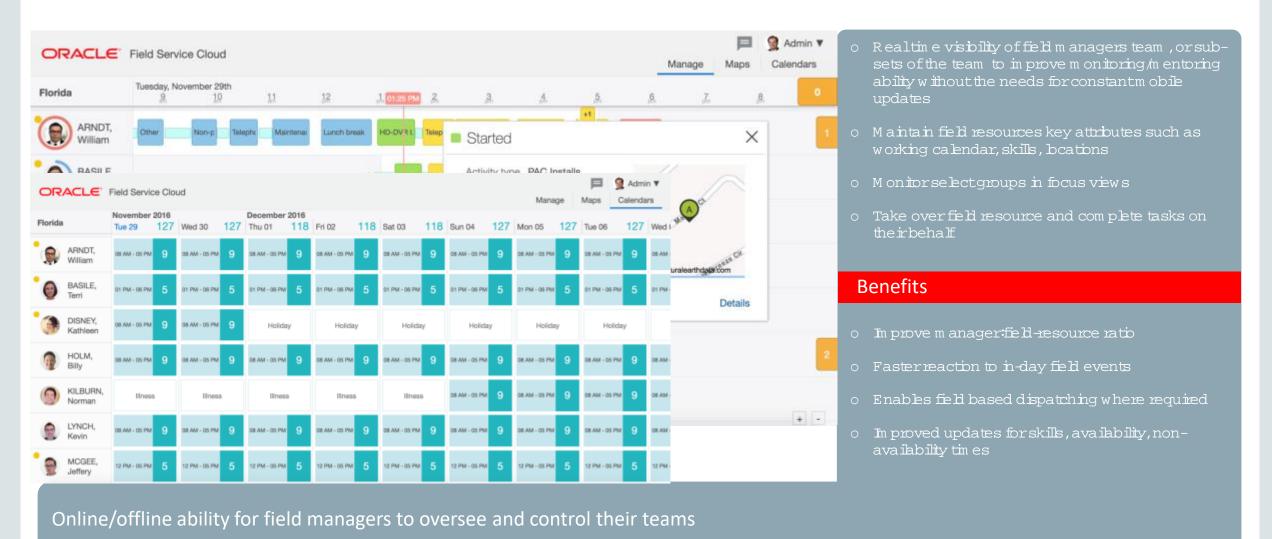
Benefits

- o Elim inates m anualdata handling and transposition errors
- o Realtine data capture and follow on business process action
- o Improved completion rates
- o Field data capture of new work



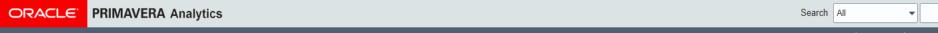


Field Manager Mobility: For field based team control





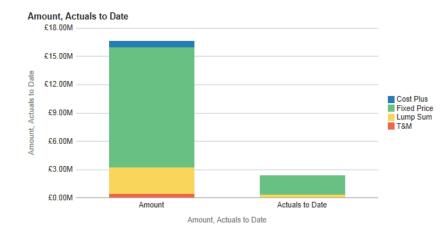




Gilmartins Contract Dashboard Home | Catalog | Favorites ▼ | Dashboards ▼ | New ▼ | Open ▼ | Signed In As coadmin ▼



Contract Performance



| Contract Type | Record Number | Title | Status | Amount | Actuals to Date |
|---------------|------------------|--|----------|---------------|--------------------|
| Cost Plus | CLCON-00003 | Hospital Annex - Structure | Approved | £714,750.00 | £0.0 |
| Fixed Price | CLCON-00002 | Steel Structure Contract | Approved | £440,000.00 | £0.0 |
| | CON-001 | Contraint Number One | Approved | £502,263.02 | £0.0 |
| | | Core Structure Rebuild | Approved | £229,863.01 | £0.0 |
| | | Core Structure Rebuild 1 | Approved | £1,712,581.09 | £0.0 |
| | | Metal Decking Sub Contract | Approved | £61,650.00 | £0.0 |
| | | Site Construction | Approved | £3,879,700.00 | £1,880,640.0 |
| | | Specialty Labor | Approved | £28,125.00 | £0.0 |
| | | Steel Structures | Approved | £246,040.20 | £0.0 |
| | CON-002 | Contract Number 2 | Approved | £7,904.01 | £0.0 |
| | | Metal Structure and Framing Setup | Approved | £234,100.00 | £0.0 |
| | CON-004 | Main Structure Buildout | Approved | £3,084,400.00 | £208,125.0 |
| | UPA-001 | Clearing and Demolition - Concrete Orders 21 | Approved | £13,978.36 | £0.(> |
| < | | | | | > |

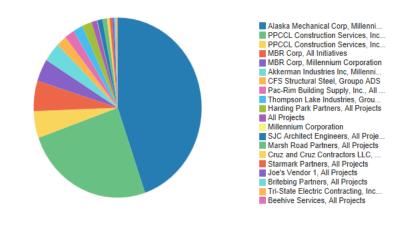
| Project Status | Select Value | • | Administrator | Select Value | • | Country | Select Value | • |
|----------------|--------------|---|------------------------------|--------------|---|----------------|--------------|---|
| Project Phase | Select Value | • | Business Process Name | Select Value | • | State/Province | Select Value | • |
| Project Type | Select Value | • | Business Process Status | Select Value | • | Contract Type | Select Value | • |
| | | | | | | Currency | Base | • |

Contract Alert

| Contract Type | Record Number | Title | Status | Amount | Actuals to Date | Remaining▲▼ | Navigate to Unifier |
|---------------|------------------|-----------------------------------|----------|------------|--------------------|-------------|---------------------|
| Lump Sum | CON-022 | Ray's Second Test for New Pay App | Approved | £45,281.00 | £69,300.00 | -£24,019 | Link to BP Record |
| Lump Sum | CON-002 | Contract 2 | Approved | £4,529.70 | £10,000.00 | -£5,470 | Link to BP Record |

Approved Contracts by Vendor

| Vendor Name | Project Name (Root Level) | | |
|-------------------------------|------------------------------|-------------|---|
| Alaska Mechanical Corp | Millennium Corporation | \$5,551,700 | - |
| PPCCL Construction Services, | Millennium Corporation | \$3,084,400 | |
| inc | All Initiatives | \$598,740 | |
| MBR Corp | All Initiatives | \$677,300 | |
| | Millennium Corporation | \$502,263 | |
| Akkerman Industries Inc | Millennium Corporation | \$428,904 | |
| CFS Structural Steel | Groupo ADS | \$246,040 | |
| Pac-Rim Building Supply, Inc. | All Initiatives | \$237,500 | |
| Thompson Lake Industries | Groupo ADS | \$234,100 | |
| Harding Park Partners | All Projects | \$228,514 | |
| | All Projects | \$133,327 | |
| | Millennium Corporation | \$7,904 | |
| SJC Architect Engineers | All Projects | \$124,377 | |
| Marsh Road Partners | All Projects | \$108,922 | 1 |



Advanced

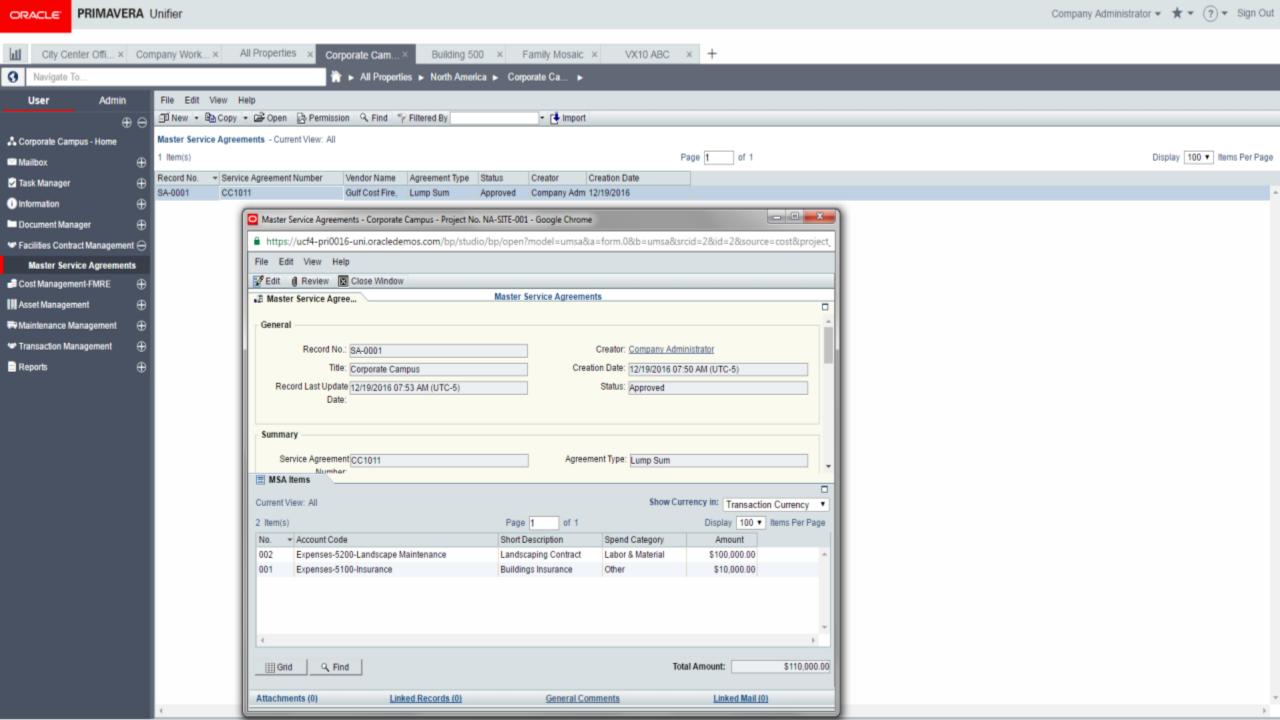
Administration

Reset ▼

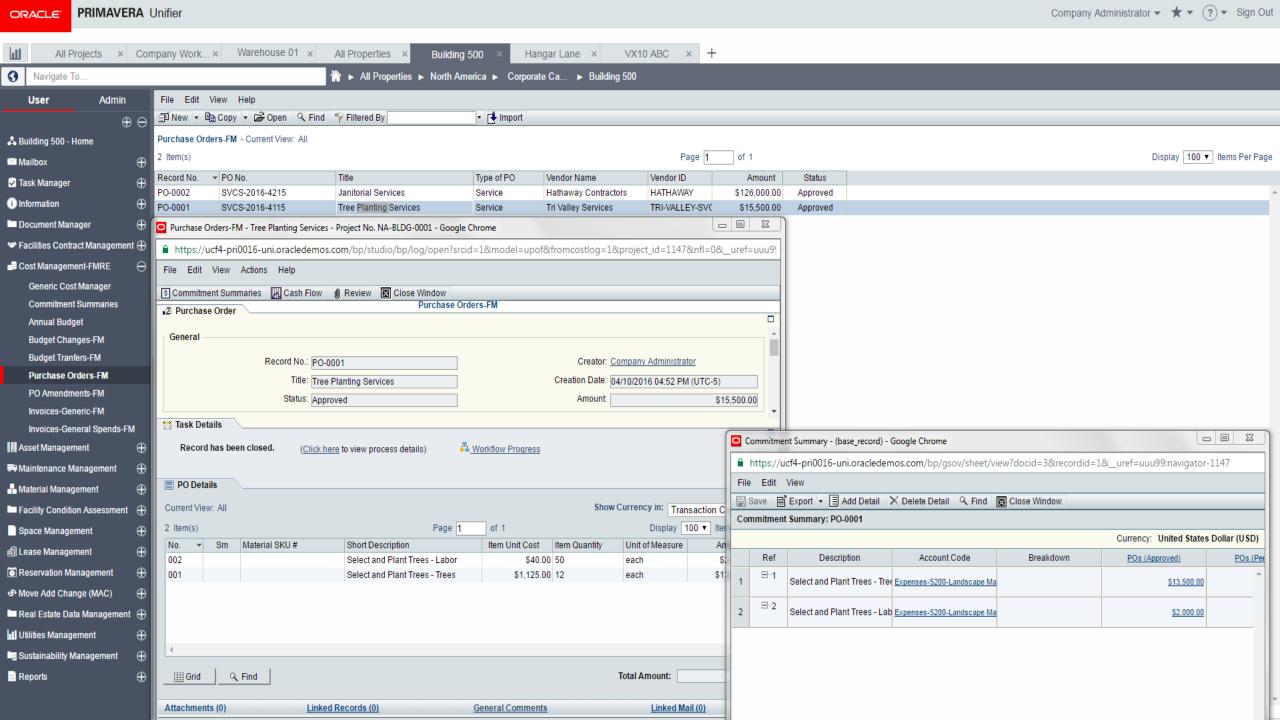
Sign Out

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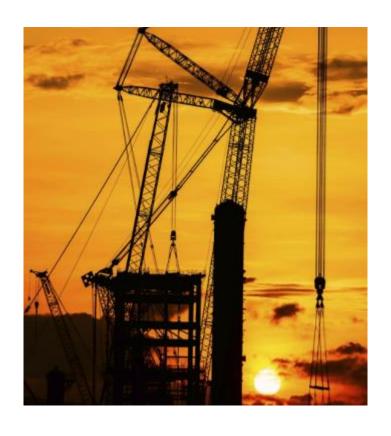








Seamless link to Capital Projects



- One Unifier Instance for Construction & Engineering as well as Maintenance & Operations
- Embed necessary handover processes into Project
 Closeout
- Allows Buildings to manage their own "small" construction projects & renovations



Project Delivery



Submittals, Transmittals



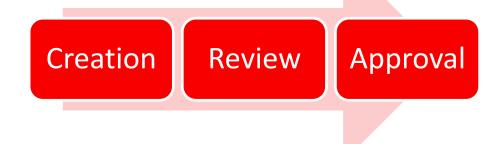
RFIs, Issues



Meeting Minutes, Action Items



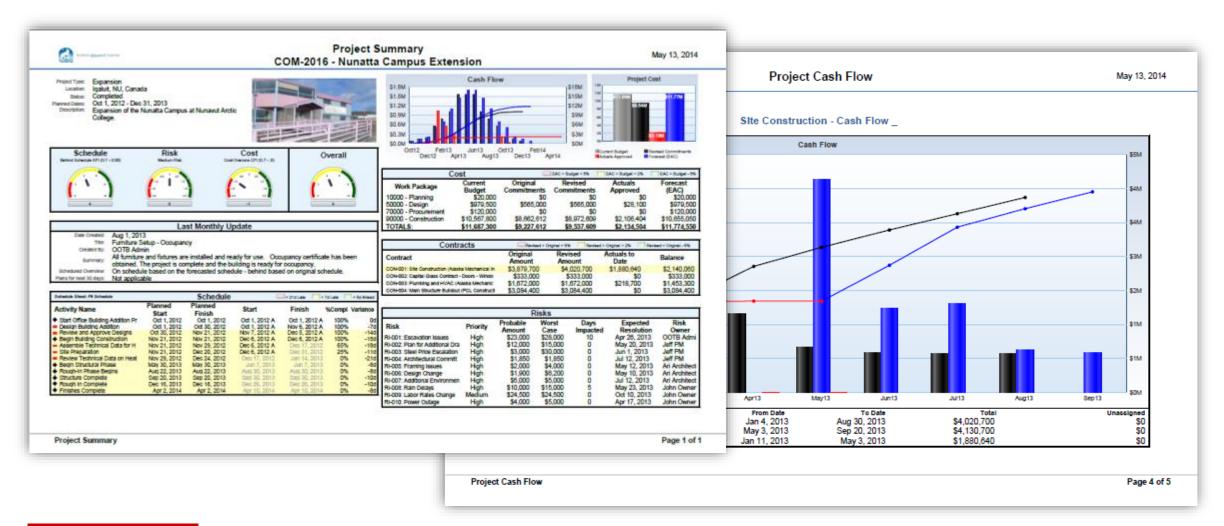
Safety Checklists, Project Closeout

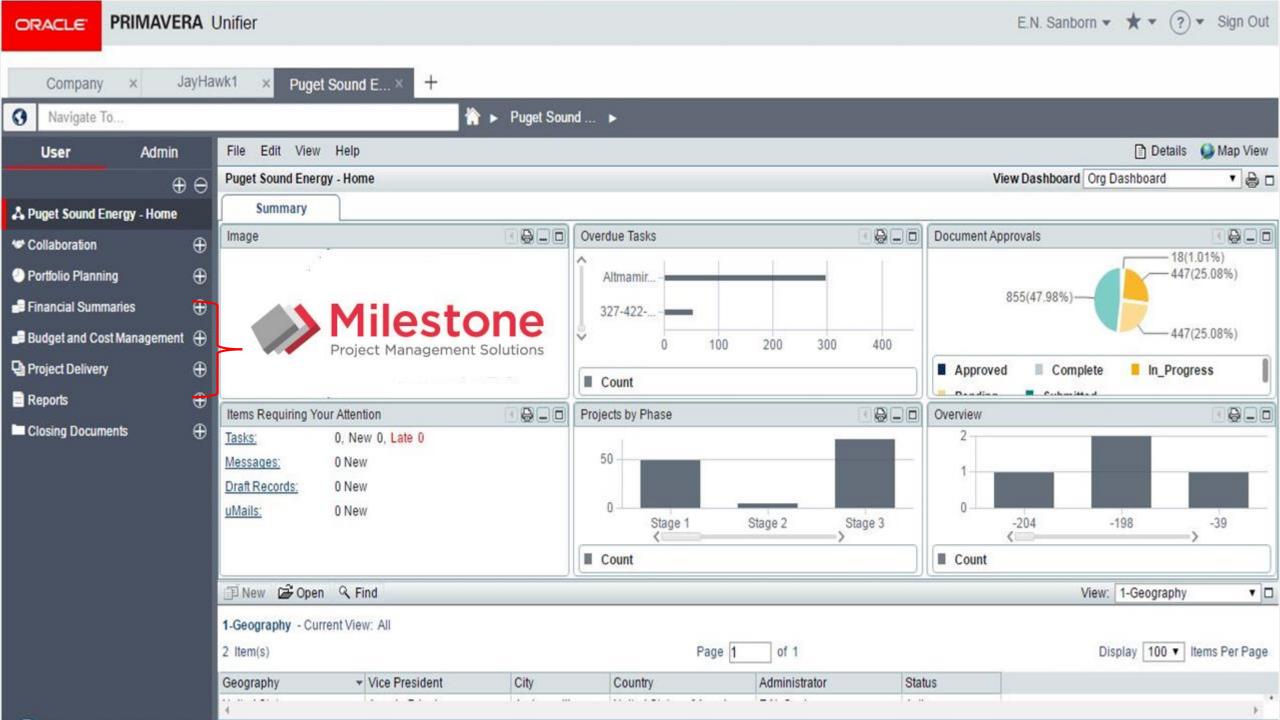


...with workflow

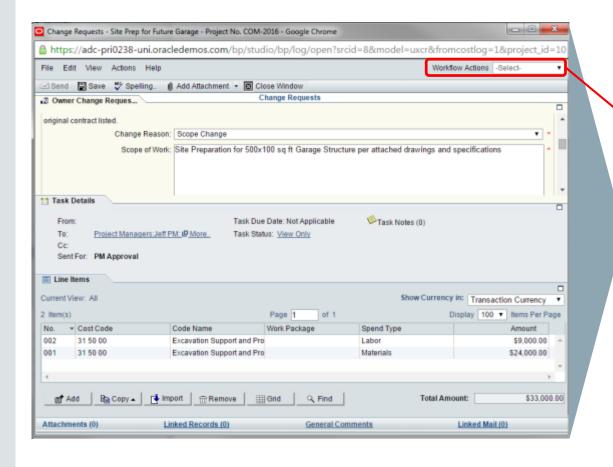


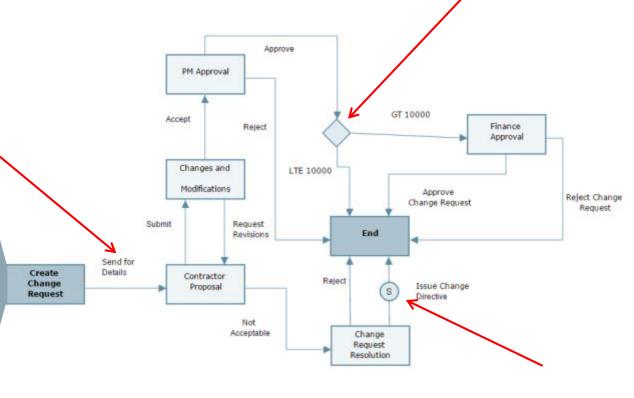
Accountability with Reporting





Managing Process





Forms



WorkFlow



Business Process

Payments

PO Amendments

Cost Controls

Blanket Purchase Orders

Budget Approval

Budget Changes Potential Change Orders

Budget Transfers Purchase Orders
Change Orders Requests for Bid

Contracts Requests for Substitution

Estimates Risks & Issues Forecasts Timesheets

Fund Appropriations Vendor Prequal Requests

Invoices Vendors

Journal Entries Vendors Evaluations

Payment Applications Work Releases

Project Delivery

Action Items Notices to Proceed

Architect's Instructions Project Closeout

Arch/Eng Daily Observations Project Information

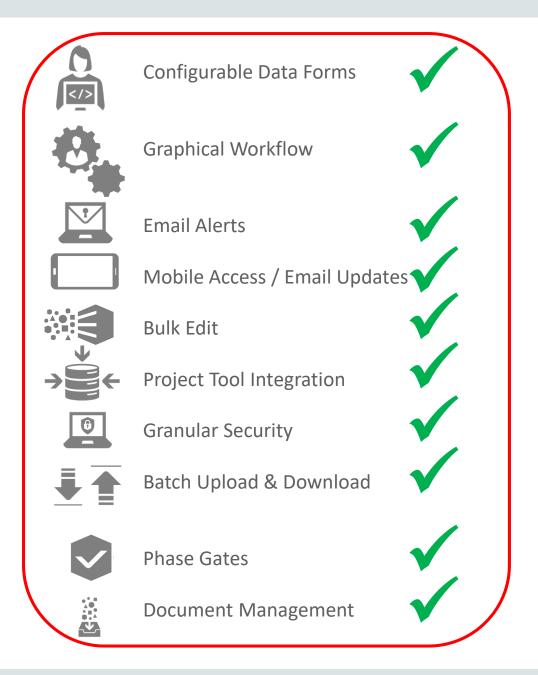
Correspondence Project Requests
Daily Reports Punchlist

Design Change Requests Risk & Issues

Design Reviews Requests for Information (RFI)

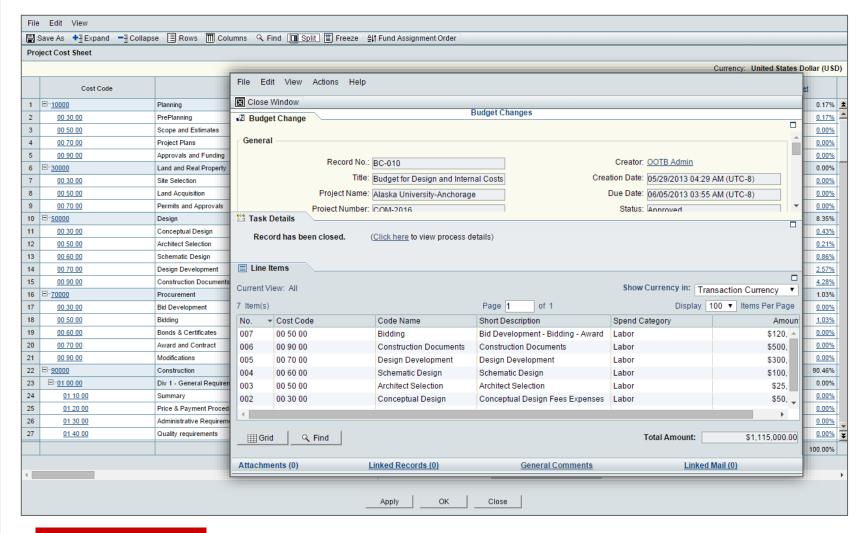
Incident Reports Document Package
Lessons Learned Document Submittals

Meeting Minutes Transmittals
Monthly Updates Warranties





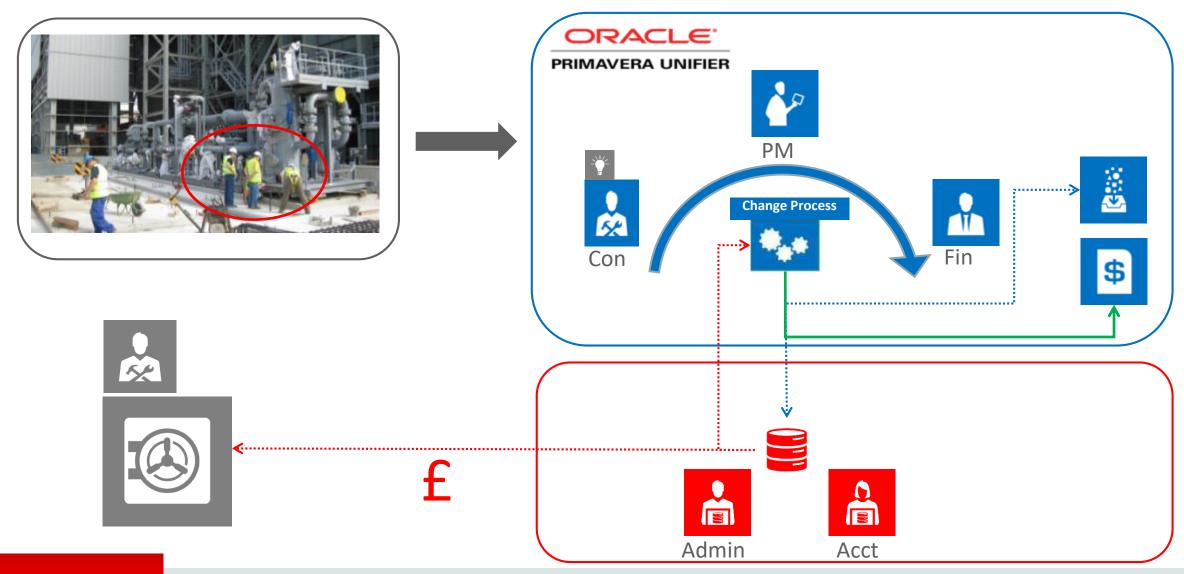
Cost Sheet

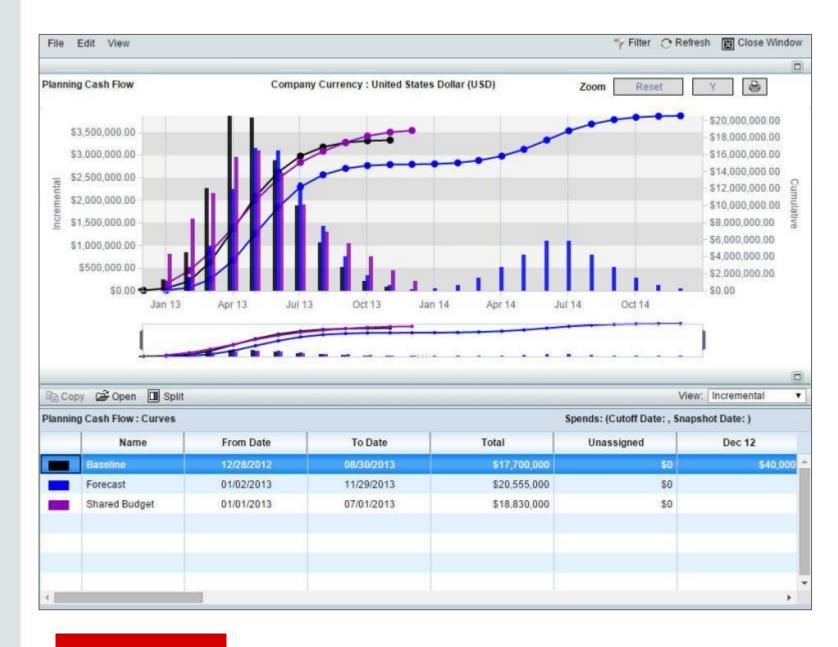


- Single view with all budget, forecast, commit, and actuals
- Dynamic, driven by business process



Unifier and Finance

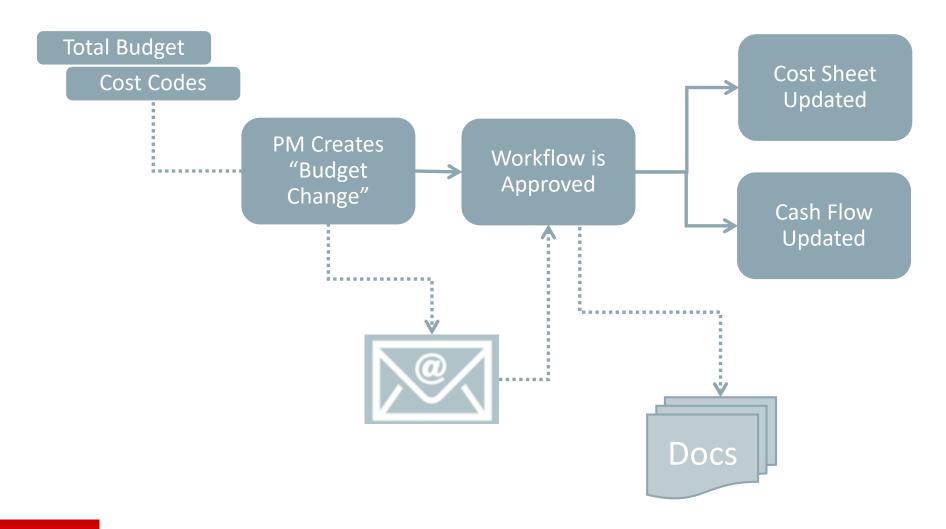




Visualize cash flow over time for all company/program level projects

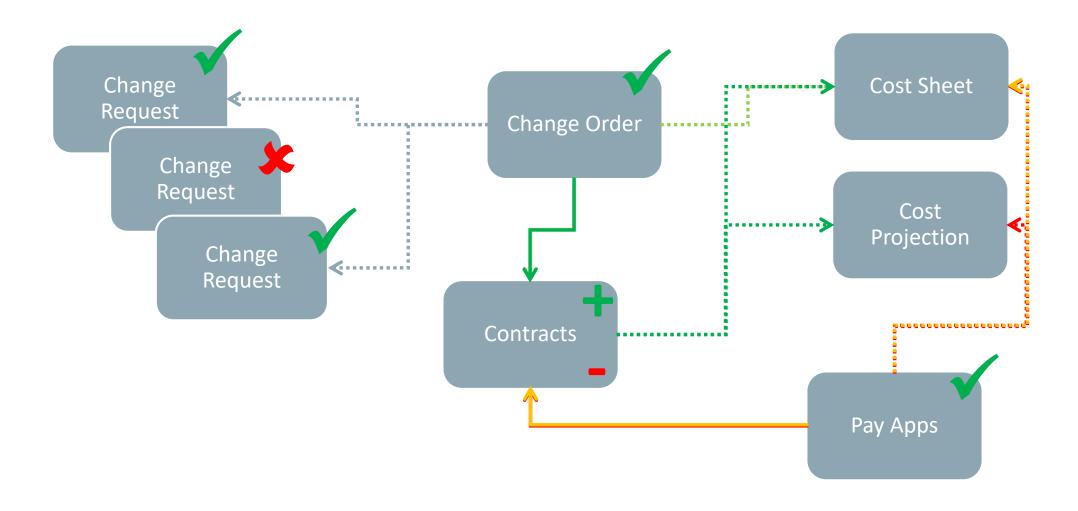


Budget Changes





Change Management





REAL ESTATE PORTFOLIO MANAGEMENT





FMRE COST MANAGEMENT





DOCUMENT MANAGEMENT and VISUALIZATION





FACILITIES MANAGEMENT



REAL ESTATE MANAGEMENT



| ASSET MANAGEMENT | MAINTENANCE MANAGEMENT | SPACE MANAGEMENT | CONDITION ASSESSMENT | LEASE MANAGEMENT | TRANSACTION MANAGEMENT | MAN |
|--|--|--|--|---|---|--|
| Asset Creation Asset Templates Assets by Type Asset Warranty Asset Meters Asset Total Cost | Portal Service Requests WO Requests Corrective WO Preventive WO Job Plans PM Books Material SKUs Material Inventory Material Requests Materials Received | Space Planning Classifications Stacking Plans Space Requests & Assignments Move Management Room Reservations | Facility Inspections Uniformat II System Codes FCI Index Facility Condition Manager | Lease Requests Leases Lease Contacts CAM Reconciliation Lease Actions Amendment Reqs. Lease Invoices Lease Payments Lease Termination | Prospective Properties Property Acquisitions Property Dispositions Property Creation | Prop Insur Ea F Prop RE I |

| LEASE MANAGEMENT | TRANSACTION MANAGEMENT | DATA MANAGEMENT | ENERGY MANAGEMENT | |
|---------------------|--------------------------|--------------------|----------------------|--|
| Lease Requests | | | Carbon | |
| · | Prospective | Property Titles | Footprint | |
| Leases | Properties | Insurance Certif | Emissions | |
| Lease Contacts | Property | Deeds | | |
| CAM Reconciliation | Acquisitions | Easements | Utilities Mgmt | |
| Lease Actions | | | LEED | |
| Amendment Reqs. | Property Dispositions | Parcels | Certifications | |
| Lease Invoices | Dispositions | Permits | | |
| | Property | Property Taxes | Recycling | |
| Lease Payments | Creation | RE Payments | Waste | |
| Lease Termination | | | Generation | |



To Be...





Drive Efficiency...



Implementation Approach

Milestone- Project Delivery

Oracle Unifier & Oracle Fields Services Cloud

Process

Tool

Oracle Cloud



Phased Roll Outs Can Reduce The Implementation Risk Significantly

- Bring in processes into a single environment
- Introduce common processes & templates
- Educate core users
- Roll out Oracle Field Services Cloud

- Unifier Integrated to other back office systems (e.g.ERP)
- Roll out capital projects management
- Implement reports and dashboards
- Measure and track benefits of change

- Roll out real estate management for own offices
- Roll out customer self service portal
- Integrate to supplier services (Internet of Things)
- Measure and track benefits of change

Phase 3 Phase 1 Phase 2



Integrated Cloud

Applications & Platform Services



ORACLE®