

ANSYS Tracks Global Transaction Taxes in Oracle R12...Easily!

An ADP Webcast

Tuesday, November 17, 2010
Noon, Eastern



Housekeeping Items

- This is one of a number of **complimentary webinars** that ADP offers to tax and finance professionals each year.
- Today's webinar will last for **60 minutes**, ending at 1pm eastern time.
- The last 10 minutes of today's program have been reserved for **Q&A**.
- You can download a **PDF copy of today's slides right now**, in case you'd like to take notes.
- **CPE certificates** will be emailed to those who qualify within 30 days of today's broadcast.
- We will launch a **brief survey** at the conclusion of today's webinar.

About ADP

Experts in automating corporate business processes



The view from New York's Times Square in December, 2008, when ADP debuted on the NASDAQ.

- Listed on NASDAQ: ADP
- Fortune 300 company
- Experts in automating business processes such as payroll, benefits administration, Procure to pay and sales tax automation so that organizations can stay focused on the core business
- 60 years of experience
- Revenues of \$9 Billion
- Solid Financials: AAA credit rating from both Moody's and Standard & Poor's

CPE Credit

- Are you planning to apply for CPE credit for attending today's webinar?
 - A. Yes
 - B. No
 - C. Not Applicable

NASBA (National Association of State Boards of Accountancy) requirements for receiving CPE Credit:

- Log in from same e-mail address that you used to register
- Stay for the full hour
- Answer 4 out of 5 polling questions



Today's Panel



David Beschta
Senior Director
Oracle Worldwide Alliances & Channels



Don Menovich
Director of Global Tax
ANSYS Inc.



Amit Saxena
Partner
Sarus, Inc.



Mak Deodhar
Project Manager, Implementation Services
ADP, Inc.

Agenda

- Oracle Validated Integration Program
- ANSYS Case Study
- ANSYS Implementation Process and Considerations
- Oracle R12 and Taxware Enterprise Integration Overview & Features



Polling Question #1

- How are you currently handling your Sales & Use Tax needs?
 - A. Manually
 - B. Tax Rates file
 - C. Third Party Tax bolt-on
 - D. EBTax
 - E. Other
 - F. N/A

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David Beschta

Senior Director

Oracle Worldwide Alliances & Channels

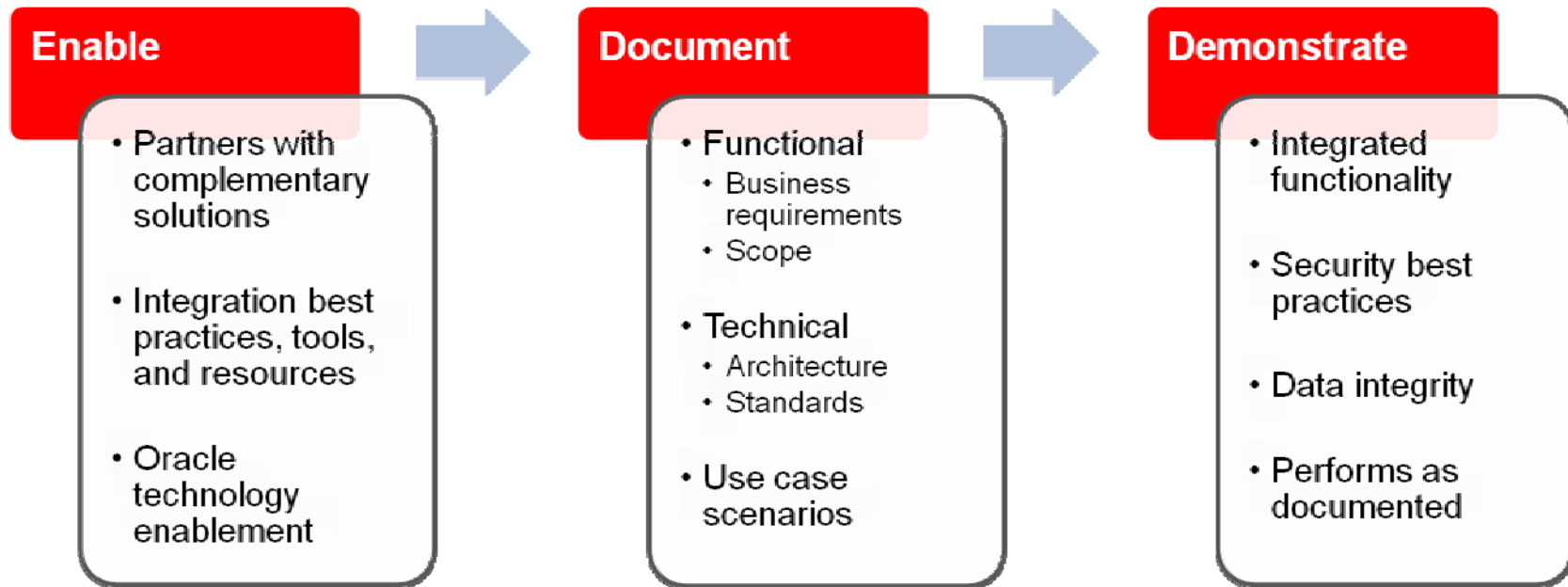


Oracle Validated Integration

- Program available to Oracle partners with complementary value-add solutions that integrate with Oracle Applications
- Requires partners to define, document, and demonstrate integration to Oracle.
- Ensures a partner has product and technology alignment.
- Minimizes customer's time and risk related to integrating third-party partner solutions.



Oracle Validated Integration



With Oracle Validated Integration, Oracle Applications customers can be confident that a partner's integration has been tested and validated as functionally and technically sound, that the partner solution is integrated with Oracle Applications in a reliable, standards-based way, and that the integration operates and performs as documented.

Oracle Validated Integration

The screenshot shows the Oracle Validated Integration website interface. At the top, there is the Oracle logo, a user greeting 'Welcome David', and navigation links for 'United States', 'Communities', 'I am a...', and 'I want to...'. A search bar is also present. Below the navigation, there are tabs for 'Products and Services', 'Downloads', 'Store', 'Support', 'Education', 'Partners', and 'About'. The 'Partners' tab is selected, leading to a page titled 'Oracle Validated Integrations - Find a Partner Solution'. This page features a table of partner solutions and a sidebar with 'Partner Quick Links'.

Oracle Validated Integrations - Find a Partner Solution

Partner Name ▲	Solution Name ▲	Solution Category ▲	Product & Validation Datasheet ▲
Antenna Software	AMP Pharma 1.0	Mobile Device Integration	Oracle CRM On Demand 16 (PDF)
Newmerix	Automate! For PeopleSoft 3.0	Application Management	PeopleSoft Enterprise 9.0 (PDF)
Kaba Benzing America Inc	B-COMM For PeopleSoft 7	Human Capital Management	PeopleSoft Enterprise 9.1 (PDF)

Partner Quick Links

- Oracle Validated Integration Program Overview (23 min)
- Oracle Validated Integration
- Why Validate?
- Validation Quick Start Guide (PDF)
- Integration Best Practices Webcast (23 min)
- Download Oracle Enterprise Manager Plug-ins
- Oracle Validated Integrations Continue to Provide Partner and Customer Value
- Judson Althoff's Blog
- Contact an Oracle Expert with your technical integration questions

Visit [Oracle Validated Integration Website](#) to locate a Partner Solution



Oracle Validated Integrations

ADP is currently Oracle's only Sales Tax Partner to have achieved Oracle Validated Integration across multiple Oracle Applications

- Taxware Enterprise 7.x/8.0 with Oracle E-Business Suite 12.0
- Taxware Enterprise 7.x/8.0 with Oracle E-Business Suite 12.1
- Taxware Enterprise 8.0 with JD Edwards EnterpriseOne 9.0
- Taxware Enterprise 8.0 with PeopleSoft Enterprise 9.1
- Sales and Use Tax System 3.5.5 with Oracle E-Business Suite 12.0
- Sales and Use Tax System 3.5.5 with Oracle E-Business Suite 12.1
- Sales and Use Tax System 3.6.1 with JD Edwards EnterpriseOne 9.0
- Sales and Use Tax System 3.6.1 with PeopleSoft Enterprise 9.0

Polling Question #2

- What is the primary ERP you are you currently using?
- A. Oracle R12
- B. Oracle 11i
- C. JD Edwards EnterpriseOne
- D. JD Edwards World
- E. PeopleSoft
- F. SAP
- G. Other
- H. N/A

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Polling Question #3

- When do you plan to upgrade / change your ERP in the future?
 - A. 6 Months
 - B. 12 Months
 - C. 2 Years
 - D. 3 Years or More
 - E. No Plans
 - F. N/A

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Don Menovich

Director of Global Tax

ANSYS Inc.



ANSYS Background

- By partnering with ADP, ANSYS found a solution to manage transaction tax challenges
- ANSYS develops, markets and supports engineering simulation software used to predict how a customer's product design will operate or how a manufacturing process will behave in real-world environments
- Founded in 1970, ANSYS is located worldwide: United States, United Kingdom, France, Germany, India, Japan and China
- ANSYS also enlists a network of channel partners in more than 40 countries to foster close partnerships with customers and to provide local, value-added service and support
- ANSYS (NASDAQ: ANSS) reported revenues for calendar year 2009 of \$516.9 million



Pre-Taxware

- Loaded rates into Oracle 11i tax tables
- No systematic method for updating rates and geographies
- Relied on custom coding in Oracle 11i to handle some of the more complex tax calculations such as Florida's min tax
- No consideration to sales/use tax on the front end of the process
- Tax Department personnel reviewed every invoice to determine whether an accrual of use tax was or was not necessary

Why ADP?

- Important factor – Oracle Validation
- Provided greatest value when compared to business needs and expectations.
- Availability of all tax rates in a single file. Simplifies future upgrades to VAT jurisdictions.

Benefits

- Monthly service to ensure that rate changes are identified and implemented
- Elimination of IT-created business rules used to calculate and invoice the proper amount of tax
- Improved costing by virtue of automation of taxation to the purchasing function
- Elimination of burdensome manual review of invoices for potential undercharges of tax
- Automation of the return compliance process
- Positions the business for anticipated future revenue growth

Amit Saxena

Partner

Sarus, Inc.



About Sarus, Inc.

- Specialize in Transaction Tax Automation - US, Canada, and VAT
- Implementations across major ERPs as well as custom applications
- Diverse Fortune 500 client base
- Based in Atlanta, USA and Bangalore, India
- Multiple delivery options - Onsite, offsite, offshore, blended
- State of the art infrastructure, highly skilled people, global facilities
- Successful history of partnership and multiple implementations with
ADP-Taxware

ANSYS Implementation

Process

- Tax Requirements workout
- Proof of Concept
- Use Cases
- Product Mapping
- Weekly update calls
- US Sales and Use Tax
- Canada
- Testing
- Documentation
- Support

Challenges

- Late Start
- Platform
- Versions/Upgrades
- Bugs
- Multiple stakeholders
- Multiple Teams

ANSYS Implementation

TWE

- Enterprise wide centralized global rules and rate management.
- Enterprise wide audit and reporting from on system
- Built in product taxability
- Easy to maintain and update, easy interface
- Provides great flexibility with Data editor
- Supported by ADP's strong tax research team
- Tax ownership

EbTax

- Localized to the specific R12 instance, no reusable component
- Scattered audit data across multiple systems
- No product taxability, define and maintain rules manually
- Difficult to maintain and make changes
- No Data Editor, very little flexibility
- Only Technical support from Oracle, no tax support
- IT ownership

Polling Question #4

- What is your major challenge currently faced in business taxation?
 - A. Labor Intensive
 - B. Exemption Certificates Management
 - C. Tax Rate Updates
 - D. Use Tax Accruals
 - E. Over Pay / Under Pay
 - F. Other
 - G. N/A

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Mak Deodhar
Project Manager, Implementation Services
ADP, Inc.



Oracle R12-TWE Adapter – Key Features

- R12 (O2C, P2P)-TWE Integration for US Validated (Certified) by Oracle for R12.0, R12.1 and TWE Ver 7.x/8.0.
- ADP was the first Tax Vendor to have this integration validated by Oracle.
- Complete integration with R12 O2C & P2P for US, Canada & International countries (50+ countries which include EU, South America, Asia etc).
- Real-time integration for O2C & P2P.
- Single adapter for O2C for US, Canada & International countries.
- Single adapter for P2P for US, Canada & International countries.
- ADP owned & supported adapters - No additional cost for the adapter. We deliver it through the TWE application. “One throat to choke”.



Oracle R12-TWE Adapter – Key Features

- Compatible with Hosted & Premise based solution for Oracle R12 (OOD) & TWE.
- Integration for Inventory Movement transactions for tax accruals (Batch process).
- Setup/Configuration in R12 EBTax for International countries highly automated.
- Expanded Data Set to allow for customized VAT, US - Sales & Use and Canadian taxability determination.
- Built in functionality to record the Tax Decision Messaging (TDM) in R12.
- Custom attributes can be defined and passed from R12 with customizable adapter components.
- Seamless integration with TWE Data Editor.



Oracle R12 – TWE Integration for International Countries

■ European Union

Austria	Latvia
Belgium	Lithuania
Bulgaria	Luxembourg
Cyprus	Malta
Czech Republic	Netherlands
Denmark	Poland
Estonia	Portugal
Finland	Romania
France	Slovakia
Germany	Slovenia
Greece	Spain
Hungary	Sweden
Ireland	United Kingdom
Italy	



Oracle R12 – TWE Integration for International Countries

■ **Central & South America**

Argentina
Brazil
Chile
Costa Rica
Mexico
Peru

■ **Asia Pacific**

China
Hong Kong
India
Japan
Singapore

■ **Other**

Australia
Albania
Bosnia
Canada
Croatia
Dubai
Macedonia
Montenegro
Norway
Russia
Turkey



Polling Question #5

- Taxation countries in scope?
 - A. USA
 - B. Canada
 - C. USA & Canada
 - D. USA, Canada & International Countries
 - E. USA & International Countries
 - F. NA

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Oracle R12 – TWE Integration – Technical Overview

- TWE 7.x/8.x supports SOAP APIs that can be used to send transaction data to TWE Server for tax calculation and the response sent back to EBS.
- The TWE SOAP API uses the Document/Literal encoding style standard for its SOAP messages. This allows clients to validate input documents using XML schema. XML Schema is provided for all input and output of information communicated to/from TWE.
- The core Oracle objects are not altered.
- All the adapter components are created in the custom schema in the EBS Database via the installation scripts that are delivered in the adapter kit.

Oracle R12 – TWE Integration – Technical Overview

- Tax integration in O2C & P2P for all of the core transactions:

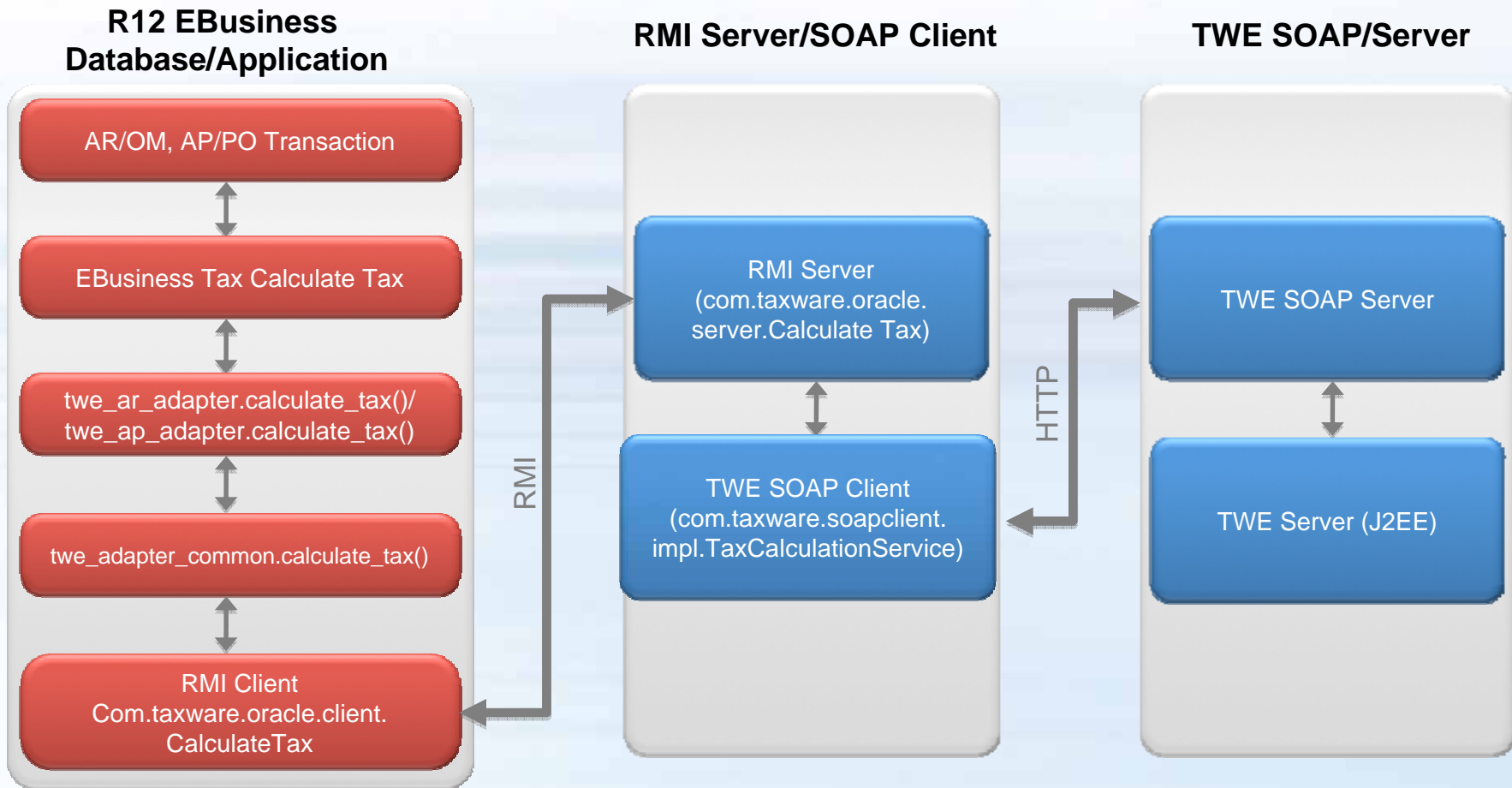
O2C

- Sales Orders
- AutoInvoice
- Manual AR Transactions
- Credit Memos (CM)
- Debit Memo (DM)
- Tax Only CM
- Adjustments

P2P

- Purchase Orders
- Purchase Requisitions
- AP Invoice
- Debit Memos (DM)
- Internet Expense Trans
- Prepayments
- Credit Memo

Technical Overview Contd ...



Questions & Answers



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