The background of the slide is a photograph of a pair of round, gold-rimmed glasses resting on a stack of books. The books have red and brown covers. The lighting is warm, creating a professional and academic atmosphere.

**Implementation of Oracle's Global Trade
Management (GTM) 6.3 Solution
In an Existing OTM Environment**

Beckman Coulter Case Study

Presenter: Dana M Smalley / CSC

Agenda

Beckman Coulter Case Study

- Overview
- Beckman Coulter History
- Beckman Coulter GTM 6.3 Project Requirements
- Global Trade 101
- Oracle GTM 6.3 Solution
- Beckman and CSC Partnership
- Implementation Game Plan
- Project Progression & Status
- Lessons Learned
- Closure

Overview

The evolution of global trade compliance can and does alter on a daily basis. The challenge of managing your global trade risk can become complex and costly. In this type of moving environment, you need a solution that moves and evolves with your business and trade responsibilities.

The presentation will provide a case study on the deployment of Oracle GTM 6.3.1 into Beckman Coulter's OTM environment. We will take a deep dive into the complex business requirements, and how the Oracle GTM 6.3.1 solution delivered against those demands with lessons learned and future opportunities.

Beckman Coulter History

Beckman Coulter History

The history of Beckman Coulter is one of innovation, beginning with Dr. Arnold O. Beckman's solution for determining the precise measurement of pH in lemon juice—the acidometer, or pH meter.

From a small operation in the rear of a garage in Pasadena, California, to its recognition today as a world leader in clinical diagnostics and life science research, Beckman Coulter owes its success to three men of vision who revolutionized science and medicine: *Arnold O. Beckman, Ph.D.*, and brothers *Wallace* and *Joseph Coulter*.

Beckman Coulter manufactures medical clinical diagnostic equipment

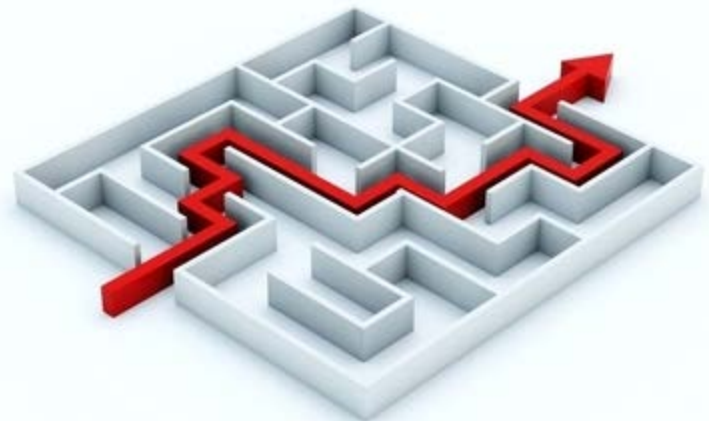
- In business 78 years
- 300K+ global distribution locations



Beckman Coulter GTM 6.3 Project Requirements

Beckman Coulter GTM 6.3 Project Requirements

- ❑ Leverage CSC industry experience & accelerators with the Oracle GTM solution
- ❑ GTM 6.3 Bootcamp
- ❑ Requirements Analysis & Discovery Planning (workshops)
 - ❑ Utilized off shore staff to effectively work previous day's progress
 - ❑ Solution Design Concurrent With Technical Specs
- ❑ DEV, QA and PROD environments upgraded to GTM 6.3
- ❑ CSC configuration of DEV partnered with configuration training
 - ❑ CSC delivery of configuration manual
 - ❑ CSC delivery of user manual
- ❑ Beckman configuration of QA with CSC assistance
 - ❑ Leveraged migration of DEV configuration and data
- ❑ UAT testing
- ❑ Beckman configuration of PROD
- ❑ Go Live
- ❑ Post Production Support

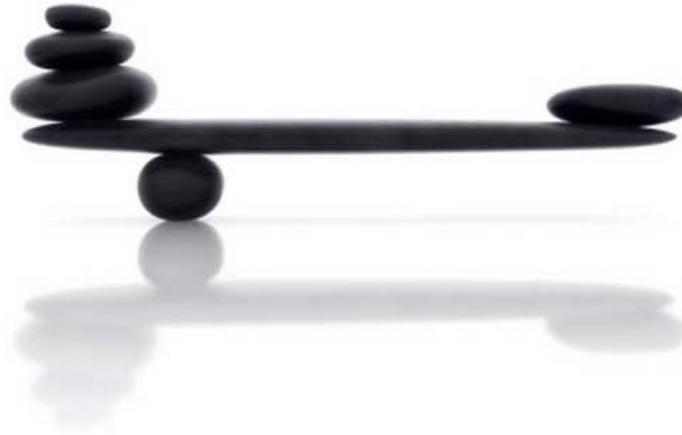


Global Trade 101

Global Trade 101

Why Global Trade Compliance Is So Important

Global trade control laws have been developed by countries to protect their national interests, manage a delicate balance of their country economics as well as generate revenue.



Adherence to global trade laws and regulations ensures that a Company protects their ability to:

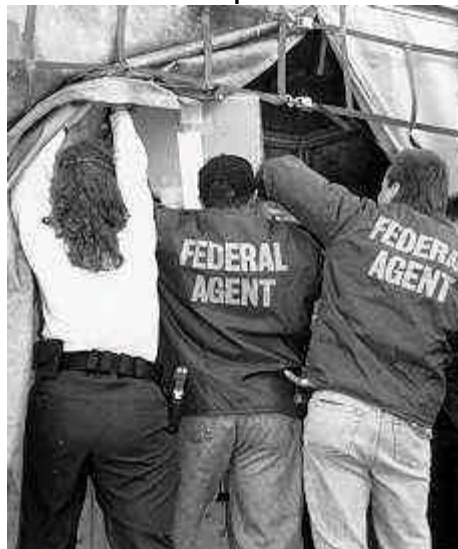
- Secure the right to import and export products, services and technology globally;
- Minimize financial risk associated with global trade;
- Minimize corporate and personal liability (criminal & civil penalties can include jail);
- Allow for cost-effective management of importing and exporting activities

Global Trade 101

Exposure Example



- Customs
- Dept. of State
- Dept. of Commerce
- Office of Foreign Assets Control
- Dept. of Treasury
- Dept. of Defense
- IRS
- US Census



- Customs Boarder Service
- Dept. of Foreign Affairs & Int'l Trade
- Canada Revenue
- HPFB (Health Canada)

Within a single transaction, a company can have multiple government agency risk exposures

Global Trade 101

Data Accuracy

**One single data element in a transaction
can have multiple penalties from multiple government agencies**

Incorrect Export Classification	Incorrect Import Classification	Incorrect Value	Incorrect Country of Origin
<i>Errors / Penalties</i>			
Export Screening	Duty Payment	Duty Payment	Export License Application & Utilization
Export License Application & Utilization	Export OGA Screening	Valuation Calculation	Electronic Gov't Filing (i.e. AES / SADD / CAED)
Electronic Gov't Filing (i.e. AES / SADD / CAED)	OGA Filing	Export License Application & Utilization	Import Customs Filing (Statistical)
OGA Screening	Electronic Gov't Filing (i.e. AES / SADD / CAED)	Electronic Gov't Filing (i.e. AES / SADD / CAED)	Import License Application & Utilization
OGA Filing	Free Trade Agreements Qualification & Utilization	Import Customs Filing (Statistical)	
Import License Application & Utilization		Import License Application & Utilization	
<i>NOTE: These are Common Penalties, <u>Not</u> an Exhaustive List</i>			

Oracle GTM 6.3 Solution

Oracle GTM 6.3 Solution

Oracle's Global Trade Management (GTM) offering has provided a unique solution to the demands of today's competitive world, setting any global company up for success.

GTM offers comprehensive functionality coupled with flexible features and configuration.



Oracle is cutting edge to offer their customers unique solution functionality which allows the modification of an individual environment, to be tailored to the customer's needs, without dictating customization.

Oracle GTM 6.3 Solution

Customers speak, and Oracle listens!

Oracle Global Trade Management (GTM) has continued to evolved with their client's needs



Oracle GTM 6.3.1 is a robust and comprehensive trade management solution. GTM offers fundamental Global Trade Compliance functionality which is key to the Oracle customer success!

Oracle GTM 6.3 Solution

Risk Mitigation Opportunity

Oracle Global Trade Management (GTM)

Offers the opportunity to mitigate risk through automation



Beckman Coulter and CSC Partnership

Beckman Coulter and CSC Partnership

Beckman Coulter

They had a need, CSC had a fit



CSC Consulting

Offers the industry expertise to efficiently implement the Oracle GTM solution with project accelerators

Partnering For Success

Beckman Coulter & CSC Partnership

Historically, Beckman Coulter (BCI) and CSC entered into IT Services Agreement in year 2009 with a renewal in 2013. CSC manages and support BCI Enterprise Applications including Custom Applications & Systems Infrastructure

Environment:-

- Oracle Apps 11.5.10.2 (CRM, Manufacturing, Financials, SCM, ASCP, Demantra, OTM)
- DB: Oracle10gRAC/11g
- Middleware – TIBCO, SOA, WebLogic
- Non Oracle Apps: BO DS, Java/J2EE, HP PPM, Big Machine
- QTP and Load Runner for Automation Testing.

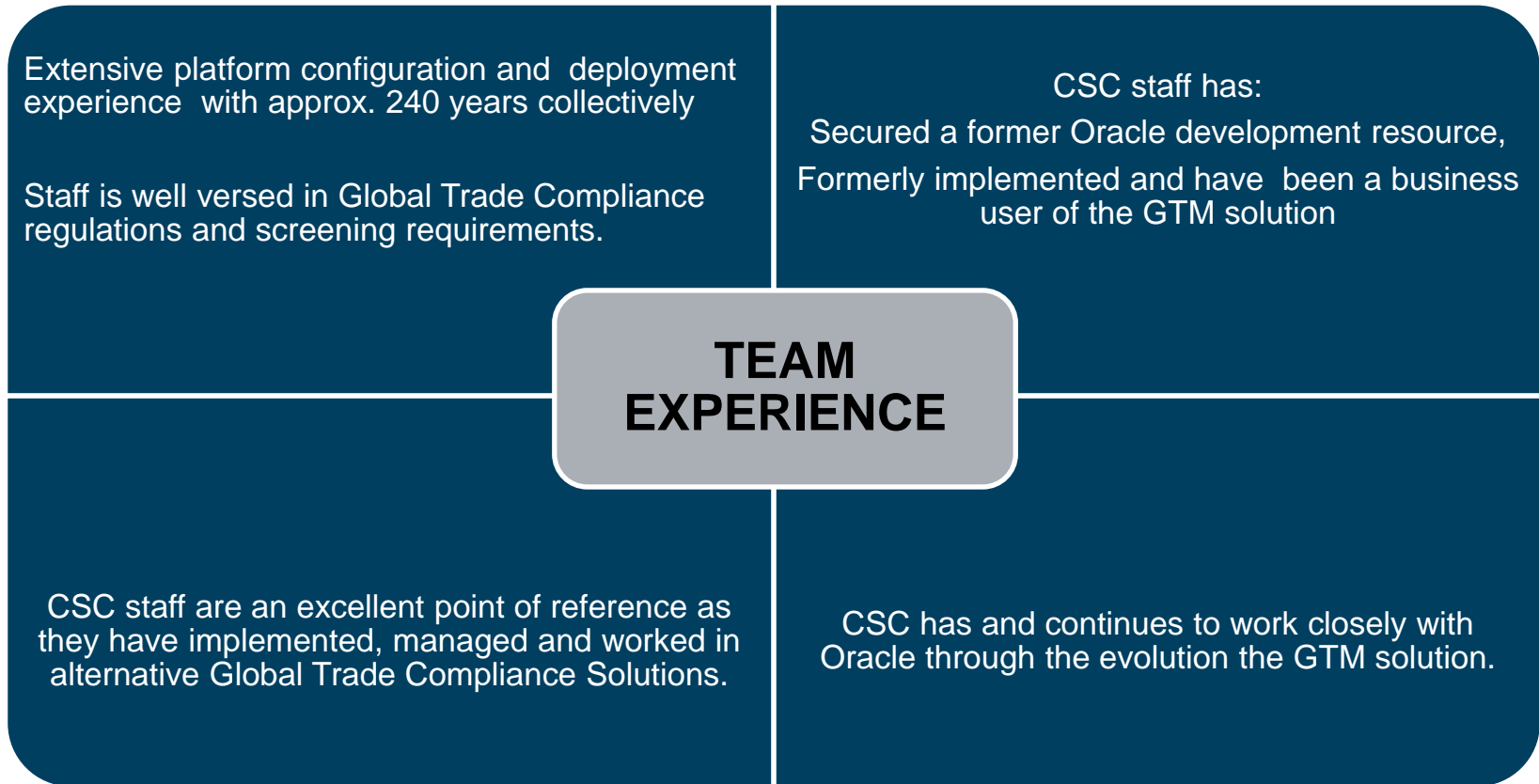
Functionality:

- A mix of level 2 & 3 support, configuration, testing and migration

Beckman Coulter & CSC Partnership

Beckman Coulter and CSC entered into a new agreement for the configuration and implementation of Oracle Global Trade Management (GTM) in 2013.

CSC Competency



Implementation Game Plan

Implementation Game Plan

- ❖ Beckman Coulter is replacing their current solution which is a combination of Livingston TSE & manual processes
 - ❖ Livingston TSE managed the Beckman Coulter Restricted Party Screening
 - ❖ All other global trade functions were handled via manual processes
- ❖ Beckman Coulter is hosting their own solution internally which was at a OTM 6.1.2 release
- ❖ Beckman Coulter utilized Oracle's SOA middleware for their integration
 - ❖ SOA 10g for OTM and 11g for GTM integration
- ❖ Beckman Coulter leveraged internal staff for the integration work in combination with a CSC Operations resource.
- ❖ Beckman Coulter Selected a Phased Approach
 - ❖ Phase approach enabled a quicker implementation and ROI



Implementation Game Plan

Beckman Coulter Selected a Phased Approach

Release I

- Classification Management & Repository
- Screening of Orders
 - Embargo
 - Anti Boycott
 - EPCI
 - Restricted Party
 - Ad Hoc Restricted Party Screening Option
 - Export License Determination
 - OGA
 - CITES Management
- License / Permit Application & Management
- Manual Hold
- Order Hold / Release Status To Oracle EBS
- Audit Trail

Implementation Game Plan

Beckman Coulter Phased Approach

Release II - Opportunities

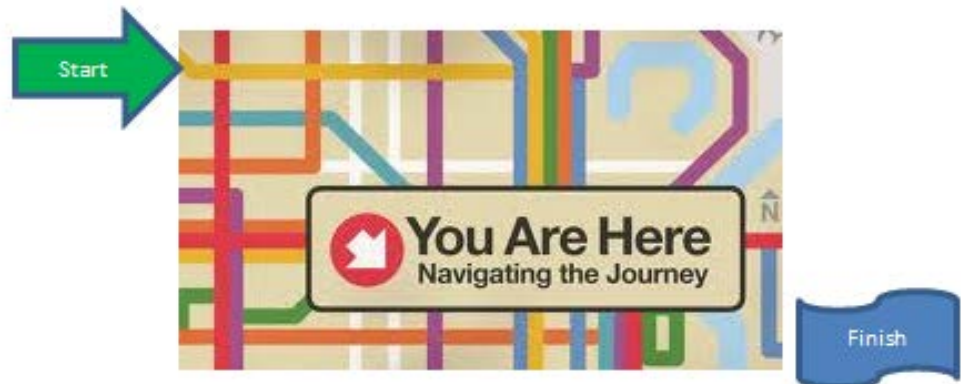
- Shipping Documentation Creation & Repository
- AES Filing
- Hazmat Management
- OGA Application & Management – Complex
- TBD

Project Progression & Status

Project Progression & Status

- ✓ Leverage CSC industry experience & accelerators with the Oracle GTM solution
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Implementation Path



Project Progression & Status

The Beckman implementation was defined to be approximately 6 months to reach Release I (last week in June)

- The progression of the project plan into an existing OTM environment has presented some additional project steps
 - Existing feeds into the OTM environment required upgrades and additional configuration testing and implementation prior to the upgrade into OTM/GTM 6.3.1
- The company IT health schedule of events & month end freeze has postponed the project by two additional weeks
- The go live has moved out to the 1st week in September

Lessons Learned

- **Master data**
 - Management of master data is critical to any system success, and GTM / SOA is no exception
 - Cleansing of characters that don't work well with integration or GTM need to be taken into consideration. The period and the gid.
 - Trade master data knowledge is key to efficient decisions and configuration (TBDs and 0000000000)
- **SMEs**
 - It's critical to have the SMEs involved throughout the entire process.
 - Ensure the business SMEs have the capacity and bandwidth to participate in the project
- **Business Process Mapping**
 - Truly understand what the business demand and current process are, to avoid duplicate effort and redundant work sessions to revisit the intended solution
 - Status updates and how they effect orders in Oracle EBS
 - To hold or not to hold....
- **SRs**
 - It's critical to be involved on the Oracle Triage program
 - This gains visibility and support throughout the project
 - Everyone plays a part in the solution. Solid communication and details are critical to efficient resolution.
 - Oracle needs the customer business input to provide an effective solution

Closure

Beckman's is evolving into a more holistic and automated global trade management environment

The utilization of Oracle GTM, will allow Beckman Coulter to now leverage their staff in a more proactive vs. reactive method of daily operations





BUSINESS SOLUTIONS
TECHNOLOGY
OUTSOURCING

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