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## SPECIAL POINTS OF INTEREST:

- Fusion5 has recently launched ApprovalPlus, our .net based application for Accounts Payable and Purchase Order workflow approvals. To assist with marketing and sales coverage, Fusion5 is very pleased to announce that Bevan Wright, one of the authors of AP-EAS, the earlier version of ApprovalPlus, will be working closely with us to promote this solution in the local market.
- Greg Sargeant joins Fusion5 to establish a Peoplesoft service line.
- Nicole Zukerman joins Fusion5 as our Australia/New Zealand Human Resources Manager.
- Fusion5 holds the first two JD Edwards training courses and has published a six monthly schedule on the Fusion5 web site ([www.fusion5.com.au/education](http://www.fusion5.com.au/education)). The schedule for the next two months is also included on the last page of this newsletter.
- Powerco has gone live on time and on budget with an upgrade to JD Edwards 8.12, including Payroll. Congratulations to the team at Powerco.

## INTRODUCTION

Welcome to Fusion5's October newsletter, our fifth for 2008. Despite some interesting times in the market, both Fusion5 Australia and New Zealand, and our JV TEAMFusion5, continue to do very well on both sides of the Tasman. Whilst some decisions have slowed in certain industries, others have gained momentum as organisations look for business efficiencies.

We are fortunate to have a high degree of diversity amongst our customers and a large range of solutions and services to offer. Diversity is a key ingredient in our business as it offers both our customers and our consultants more options. Over the last two to three months we have been focusing on new areas for growth, one of which is our joint venture with TEAM in the Oracle UCM space, whilst others have been focused around B2B with our recent partnership with CDI. CDI is a US based organisation who offer solutions such as ERP2Web, a highly functional and fully integrated B2B and B2C solution for JD Edwards World and EnterpriseOne customers. This software is excellent and offers an easy to use front end portal for external partners (customers, suppliers etc) as well as internal, more ad hoc users of the ERP system.

A new and very exciting announcement for us is our move to establish a Peoplesoft service line, initially in the payroll/human resource space, but branching out across other aspects of Peoplesoft applications and tools. To head our initiative, we have hired Greg Sargeant who previously ran Peoplesoft service lines for IBM, Ernst & Young, Cap Gemini Ernst & Young, and PricewaterhouseCoopers in the UK, Australia, New Zealand and Asia. Greg has a wealth of knowledge in Human Resource best practice and software applications and will be a tremendous asset to Fusion5.

Speaking of HR, we have seen a significant growth in interest in JD Edwards Human Resource solutions, and we now have several customers in New Zealand and Australia implementing this module. JD Edwards HR is comprehensive and highly recommended. Its possibly a sign of the times that HR is becoming an increasing focus for many customers.

We have also noticed a growing uptake in the purchase of Oracle's User Productivity Kit (UPK). Fusion5 cannot speak highly enough of this software – every organisation should have it! UPK, which is now priced for the local market, offers significant benefits in end user training and documentation ensuring end users across the organisation are well trained and capable of using essential business systems.

We hope the year is going well for you and that you find this newsletter interesting. Please contact us if you would like any additional information on articles contained in this edition.

## JD EDWARDS ENTERPRISEONE 9.0 ANNOUNCED

Oracle's Open World conference in San Francisco saw the announcement of the new release of JD Edwards EnterpriseOne, Release 9.0. JD Edwards EnterpriseOne Tools Release 8.98 was also announced and is now available for JD Edwards EnterpriseOne 8.10, 8.11, 8.11 SP1, 8.12, and 9.0.

JD Edwards EnterpriseOne 9.0 offers many enhancements for financial management, supply chain management, and human resource management. This latest release includes industry-specific capabilities for engineering and construction, food and beverage, commercial real estate, industrial manufacturing, and professional services.

JD Edwards Enterprise 9.0 also has a new Project and Government Contract Accounting module

that helps meet the diverse and complex product management requirements of industries, such as engineering and construction and professional project-oriented services.

JD Edwards EnterpriseOne Tools 8.98 includes enhancements and innovations for reporting, integration, system administration, and the end user experience.

Fusion5 has seen considerable interest in this new release and we expect to see customers implementing or upgrading to this new version from Q1 2009. Fusion5 has Value Proposition papers on Release 9.0 and Tools 8.99 available to send to customers. Please email us if you would like a copy.

## JD EDWARDS EDUCATION

### ORACLE<sup>®</sup> EDUCATION RESELLER

As we mentioned in our previous newsletter Fusion5 has recently secured an exclusive partnership with Oracle to act as their Certified Training Partner for Australia and New Zealand.

This partnership allows JD Edwards' users to take full advantage of Oracle approved training centres across ANZ, have access to the appropriate Oracle developed training materials, and just as crucially, have the training delivered by senior JD Edwards consultants.

As follow up to this announcement, we published an on-line User Survey in September to gain accurate customer feedback on training needs. We had an excellent response to the survey and would like to thank everyone for their input. Key findings from the survey are summarised below:

- More than 60 customers replied to the Fusion5 JD Edwards Education survey.
- From these responses we noted that around 1/3rd of customers are still on JD Edwards XE, less than 10% are on World, and nearly 40% on 8.11 or 8.12.
- None of the respondents has attended a JD Edwards course in the last 6 months, and less

than 10% have attended a course within the last 12 months. Sadly, more than 25% of respondents had never attended a JD Edwards course.

- The key reasons for non attendance have been the availability of courses (i.e lack of) and/or people have been unaware of the offering.
- Many customers want custom courses, however the majority were keen to see standard courses run, with many wanting standard courses run quickly!
- Most customers were happy to travel to a course.
- Financial management was in the highest demand, followed by Tools & Technology, Distribution, Manufacturing, Job Cost and Asset Management. The demand for HR was also quite high.
- 4 organisations said they had more than 20 staff requiring training, whilst the majority had between 1-5 people.
- Nearly every respondent said they needed training within the next 12 months, with around 50% requiring training within the next 6 month period.

As follow up to this survey we are pleased to announce that a firm public schedule will begin in November 2008 with courses being delivered out of the Oracle premises in Sydney, Melbourne and Auckland. The public schedule is published through

to June 2009, with over 100 courses being offered over the three different locations.

It was clear from the survey that users wanted shorter and more intense courses; with this in mind we have condensed many of the standard Oracle courses. For example Sales Order Management has been reduced from 5 days down to 3 days, Accounts Payable 4 days down to 2 days and Development Tools from 5 days down to 3 days. These courses will be taught by Senior and Principal Consultants whom have years of implementation experience thereby putting the training into real context and giving students an insight of how best to use the software in the "real world".

Another strong message from the survey was the need for more advanced and specialised courses. Over the coming months we will be discussing these needs in more detail with users so that we can provide tailored and appropriate courses. We would appreciate any suggestions you have with regard to topic and content of these courses.

The full public schedule can be seen on our Education webpage at <http://www.fusion5.com.au/education.php>. For bookings or further information regarding these courses please contact Dave Nicholson ([dave.nicholson@fusion5.com.au](mailto:dave.nicholson@fusion5.com.au)) or call +61 7 3831 3466.

Feel free to also discuss your needs with your local Account Manager.

## DUNEDIN CITY COUNCIL GOES LIVE WITH AP-EAS



In the past eighteen months Fusion5 has sold and implemented a number of AP-EAS sites. One of these of Dunedin City Council. Dunedin City Council (DCC) employs 700 staff and has operating revenues of approximately \$300 Million annually. Keeping one of New Zealand's largest cities running involves dealing with many suppliers and in turn a large number of invoices, at times over 3,500 per month. Processing such a large volume of invoices can be very time consuming and labour intensive.

Prior to implementing AP-EAS, Fusion5's Accounts Payable – Electronic Approval System, DCC's approval process required that invoices be entered into DCC's finance system by data entry staff before physically being sent to each department for approval prior to returning to the finance department for payment and filing. DCC was keen to find ways to speed up the time taken for approvals and the monthly processing of invoices as well as clearing desks of paper copies that seemed to be ever

present. After evaluating several solutions, a DCC finance team member read about AP-EAS in one of Fusion5's newsletters and saw that the software could provide the benefits they were looking for.

DCC's impressive results speak for themselves. The Council's target of an eight day turnaround for their invoice approval process prior to implementing AP-EAS, (which often became eight to ten days per month) has been dramatically reduced to just three days per month.

The benefits of AP-EAS for DCC are many including the ability for the finance team to extend their monthly approval cut off date. This has allowed DCC departments a bigger window for approvals, enabling larger volumes of supplier invoices to be processed each month, ensuring suppliers are paid on time.

DCC's Accounts Payable users are enjoying AP-EAS in many ways:

- Invoice and processing back-logs are now a thing of the past and all invoices are now scanned and entered on the same day they are received.

- AP-EAS has reduced DCC's data entry staffing requirement by 1.5 people, allowing these staff to move to other roles.
- User acceptance has been exceptionally high.
- In each department, those responsible for coding and approving invoices enjoy the new ability for them to view invoices online and the previous paper clutter is not missed at all!
- AP-EAS users greatly appreciate their ability to view old invoices as required, enabling them to answer enquires immediately. Due to the sheer volume of invoices being processed, no more than 12 months of invoices could be stored on site at any one time. The time and resources required to locate old invoices had also been a problem.

DCC has enjoyed high levels of user satisfaction and business efficiencies through the implementation of AP-EAS. AP-EAS, and ApprovalPlus our new .net version of this software, have attracted strong interest from other Councils and business organisations. Please contact us if you would like to know more about this software.

## FUSION5 SUPPLY CHAIN

# FUSION5 supply chain

Our Supply Chain practice, led by Craig Westcott, continues to do very well across Australia and New Zealand. In addition to promoting and installing the popular Rfgen data collection solution, our Supply Chain team is also extending its focus into B2B and B2C solutions with a US based solution, ERP2Web.

ERP2Web from CDI is a suite of .NET Framework and XML based ecommerce solutions that can transform JD Edwards to a real-time Business-to-Business (B2B) and Business-to-Consumer (B2C) Electronic Storefront solution over the web. ERP2Web is easily and rapidly configurable enabling organisations to extend eCommerce and Self Service web functionality quickly without making any changes to the existing JD Edwards World and EnterpriseOne applications. More information on ERP2Web will be provided in our next newsletter.

ERP2Web together with our Rfgen success has enabled Fusion5 to differentiate from other JD Edwards services providers. Many customers have successfully implemented their ERP systems and are now looking to gain value through extended niche solutions. These solutions can be implemented in a phased manner, often in weeks,

and can deliver immediate cost savings and efficiencies. Recent RF/data collection projects have included the following:

- Symbion Consumer – Advanced Warehousing, JD Edwards R8.11, RF
- Managing warehousing activities, including putaway, pick, replenishment and inventory control
- Procurement and sales fulfilment
- Moving to manufacturing warehouse at the moment
- Sun Metals – Distribution, Procurement and Sales, JD Edwards R8.12, RF
- Managing distribution and shipment of finished goods through multiple external warehouses and docks
- Control of stock coming off the line (manufacturing), including weigh scale integration into JDE
- Procurement and inventory control in both DC's and maintenance warehouse
- Donaldson Filters – Distribution, Procurement and Manufacturing, JD Edwards R8.12, RF
- Inventory control and warehouse management of stock
- Procurement, receipting of shipments/orders and putaway of stock

- Issue of stock into production, and completion of finished goods off the production line
- Kenworth Paccar – Distribution, JD Edwards Xe, RF
- Stock control in warehouse
- Fonterra – Receipting, Sales, Distribution, Manufacturing and Advanced Warehousing, JD Edwards Xe, RF
- Managing receipt and putaway of stock
- Replenishments and pick of stock to fulfil orders
- Shipment of stock through wave picking in the warehouse
- Scholastic – Receipting, Distribution and Advanced Warehousing, JD Edwards Xe, RF
- First phase covering receipting and putaway of stock, using pallet tracking
- Transurban – Fixed Asset tracking, JD Edwards R8.10, RF
- Management and tracking of office assets in a number of locations

Fusion5 Australia will be holding a road show for Rfgen/ERP2Web later this year, whilst one on one customer visits have been made in New Zealand. If you have an interest in these solutions, then please contact your Fusion5 Account Manager.

## TEAMFUSION5 ANZ PRACTICE GROWS

### TEAM FUSION5

In July this year, Fusion5 formed a Joint Venture with TEAM Informatics from the US to provide specialist Oracle UCM skills and expertise across Australia and New Zealand. Grant Robertson, Consulting Services Manager, has been heavily involved in this new venture, both in recruiting employees into this organisation and developing new client engagements.

In our previous newsletter we discussed our implementation of Oracle UCM at Bond University and this month's newsletter highlights a recent UCM project at Mainzeal. Most recently TEAMFusion5 has been engaged by QBE Insurance Group in Sydney to further develop and enhance their existing UCM installation.

As a long standing user of the Oracle UCM, QBE use UCM's Digital Asset Management to enhance their Claims Management processing. QBE wish to further extend the DAM functionality and performance deployed by the initial implementation and have asked TEAMFusion5 to help undertake this process improvement project.

The Enterprise Content Management (ECM) market is very buoyant and we are recruiting for several consultant and enterprise architect roles. Our most recent hire in Sydney is Andrej Falout who joins as an experienced Technical Architect. Andrej will be supporting our consulting teams already involved in UCM projects in NSW and QLD.

## CONTACT US

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## MAINZEAL GOES LIVE WITH ORACLE’S UNIVERSAL CONTENT MANAGEMENT

Mainzeal Property and Construction is one of the regions largest and most successful property and construction companies specialising in commercial and industrial construction.

In 2007 Mainzeal saw that they had a requirement for a collaborative environment to allow various parties such as clients, consultants, subcontractors, suppliers and Mainzeal personnel to be able to access, update and manage content and information in real time during the cycle of a project. Oracle’s Universal Content Management was chosen as the preferred solution to meet these requirements, with the project being delivered successfully on time and on budget in October 2008 by Fusion5, together with TEAM Informatics, our new TEAMFusion5 Joint Venture partner.

Oracle Universal Content Management (UCM) is a secure, flexible, centralised web based repository for the management of unstructured content, web material and digital media through its full life cycle. This unstructured content can include all types of content ranging from e-mail discussions, documents, reports, spreadsheets, images, multimedia or other digital formats. The UCM solution is offered in the form of Document Management, Digital Asset Management, Web Content Management and Records Management and therefore provides a way to consolidate disparate systems within a large enterprise.

With the implementation of UCM Mainzeal is able to manage Content and Communications between various parties involved with a project from the pre-tender phase to the completion of the project and with any on-going maintenance. Furthermore, being a web based system all project content and communications can be accessed securely online using a web browser.

Phase One of the Mainzeal project involved the implementation of the Document Management solution and elements of the Digital Asset Management components. This Phase allowed for Content to be managed from the creation process to approval, publishing, searching, expiration, archival or disposition. Content can be contributed easily using native desktop applications and accessed securely anywhere using a web browser. The content manager also provides for centralised storage, indexing, versioning, retention and other services.

Content and Communications at Mainzeal utilise workflows to ensure proper approval and authorisation procedures are followed where required and visibility of this process is available by means of a full audit trail provided by the UCM system. Moreover, having the authorisation process online means the approval process can be progressed more quickly and reporting has the added advantage of having the most up to

date information available. Invoices relating to a project can also be uploaded into the Content Management system and tagged against a project providing one central repository for all document storage within the organisation.

Mainzeal has gone a step further and has integrated a web viewer with the Content Management system which allows content items such as CAD files to be viewed using a web browser and have mark-ups created against them. This capability means drawings can easily be accessed offsite and clarifications sought or amendments noted all in one process.

Looking ahead, Mainzeal has already given thought to Phase Two of the project and plan to incorporate more aspects of the UCM product involving Web Content and Digital Asset Management.

Fusion5, the overall implementation partner for the Mainzeal UCM project, delivered this project with solution architects and consultants from TEAM Informatics. As a result of this positive project and the working relationship established, Fusion5 and TEAM have now formed a Joint Venture company, TEAMFusion5, to deliver high value UCM solutions to Australia and New Zealand customers. A further update on TEAMFusion5 activities can be found elsewhere in this newsletter.

## JD EDWARDS TRAINING SCHEDULE

The following show the next available training courses for JD Edwards customers. Please email [education@fusion5.com.au](mailto:education@fusion5.com.au) if you wish to know more or to enroll.

### Sydney

Course	Duration (days)	Commences
Items & Supplies Rel 8.12	1	Thursday, 6 November 2008
Organisation and Chart of Accounts Rel 8.12	1	Monday, 10 November 2008
Product Data Mgt Rel 8.12	2	Tuesday, 11 November 2008
General Accounting Rel 8.12	2	Tuesday, 11 November 2008
Mfg Costing & Accounting Rel 8.12	2	Thursday, 13 November 2008
Budgeting Rel 8.11	1	Thursday, 13 November 2008
CNC Foundation Rel 8.96	2	Tuesday, 18 November 2008
Sales Order Mgt Rel 8.12	3	Tuesday, 25 November 2008
Development Tools 1 Rel 8.96	3	Tuesday, 2 December 2008
Accounts Payable Rel 8.11	2	Wednesday, 3 December 2008

### Melbourne

Course	Duration	Commences
Accounts Receivable & Credit Collection Rel 8.12	3	Tuesday, 11 November 2008
Items & Supplies Rel 8.12	1	Wednesday, 12 November 2008
Procurement Rel 8.11	3	Tuesday, 18 November 2008

### Melbourne cont.

Course	Duration	Commences
Report Writing Advanced Rel 8.96	3	Tuesday, 25 November 2008
Forecast Mgt Rel 8.12	1	Tuesday, 2 December 2008
Shop Floor Rel 8.12	2	Wednesday, 3 December 2008
Organisation and Chart of Accounts Rel 8.12	1	Monday, 8 December 2008
General Accounting Rel 8.11	2	Tuesday, 9 December 2008
Budgeting Rel 8.11	1	Thursday, 11 December 2008

### Auckland

Course	Duration	Commences
Items & Supplies Rel 8.12	1	Wednesday, 5 November 2008
Sales Order Mgt Rel 8.12	3	Tuesday, 11 November 2008
Report Writing Rel 8.96	5	Monday, 17 November 2008
Organisation and Chart of Accounts Rel 8.12	1	Tuesday, 2 December 2008
General Accounting Rel 8.11	2	Wednesday, 3 December 2008
Budgeting Rel 8.11	1	Friday, 5 December 2008
Report Writing Advanced Rel 8.96	3	Tuesday, 9 December 2008