VERSION 1

A Discussion with Marc Weintraub
Vice President of Product Strategy
Oracle PeopleSoft

Version 1 explores Oracle's future plans and ongoing investment in PeopleSoft with Marc Weintraub, Vice President of Product Strategy, Oracle PeopleSoft

Prepared by: Version 1 | 2018

Cedar Consulting has become part of Version 1's rapidly growing ERP practice, adding expertise in PeopleSoft and Oracle HCM Cloud. Experts in managing implementations, upgrades and managed services for enterprise organisations across a broad range of sectors, Cedar is responsible for over 200 PeopleSoft projects across 125 customers.

Marc Weintraub | Vice President of Product Strategy at Oracle

Marc Weintraub is a Vice President of Product Strategy and Development for PeopleSoft applications within Oracle's product development organisation.

Marc is responsible for crafting and communicating the strategic direction and product value of current and future PeopleSoft solutions.

Since starting his role in 2006, Marc has evangelized the PeopleSoft solution by delivering product line overviews and updates to over 10,000 customers at more than 750 customer facing events and is the host of the PeopleSoft Talk which is in its third season with over 25 episodes and 35,000 views.

Version 1: *Can you tell us a bit about how Oracle is demonstrating its commitment to the PeopleSoft application regarding the support of PeopleSoft?*

MW: Oracle has demonstrated its commitment to its PeopleSoft customers for over a dozen years, by enhancing their existing PeopleSoft solutions with ongoing investment and innovations while also protecting their existing PeopleSoft solutions with industry leading Oracle Lifetime Support policies. Oracle is staunchly committed to the long-term investment in and support of PeopleSoft and its other Applications Unlimited products. Oracle has always maintained that there are no plans to end support for PeopleSoft. Updates in June 2018 to Oracle's published Oracle Lifetime Support policy now clearly states "Oracle currently has no plans to end Premier Support on the Oracle PeopleSoft Continuous Innovation Releases."

Version 1: *What would you say is one of the more visible changes to the support policy for PeopleSoft?*

MW*:* Previously the Oracle Lifetime Support policy stated "Premier Support" for PeopleSoft "ends December 2027". That was a vestige from a time before Continuous Delivery. Even though Oracle's policy was to review and adjust its support policy on a regular basis and was committed to supporting PeopleSoft, people fixated on that date. So one of the more visible changes to the support policy for PeopleSoft is to change the previous date and wording to clearly state Oracle intends to provide Premier Support "through at least" December 2030 for its PeopleSoft Continuous Innovation Releases.

Version 1: *What is another significant change that is going to affect customers?*

MW: Another very significant adjustment to the Oracle Lifetime Support policy is Oracle's plan to review and update this policy on an annual basis. Beginning in calendar year 2019, Oracle intends on extending the currently stated Premier Support "through at least" date by one year and to repeat this annually. These annual, one-year incremental extensions to PeopleSoft are planned to continue until further notice from

Oracle. This creates a rolling window of 10+ years of Premier Support for the PeopleSoft Continuous Innovation Releases.

Version 1: *So what does this really mean for customers? What's the impact and why is Oracle doing this?*

MW: Simply put, this means Oracle is continuing its commitment to PeopleSoft. Oracle is wants to make sure it's taking care of its existing PeopleSoft customers. These support policy changes enable customers to confidently maximise and expand their existing PeopleSoft and Oracle investments. With Oracle's commitment to long term investment in, and support of PeopleSoft, customers will have ample time to plan their journey to the Cloud, making it a journey based on their needs and their timing.

Version 1: *Thanks for giving us some insight into support. What can you tell us about Oracle's ongoing investment in PeopleSoft?*

MW: Like support for PeopleSoft, Oracle has no current plans to end ongoing investment in PeopleSoft. That is not just delivering maintenance but includes delivering compelling new features. The strategy behind much of the investment in new features is driven by our existing customers. The ongoing investment in PeopleSoft is very much a customer-centric strategy.

Version 1: *So what types of investment are being worked on and being delivered for PeopleSoft?*

MW: The focus of nearly all ongoing investment in PeopleSoft centres on a consistent set of major initiatives. Those being:

- Provide a simple, intuitive, mobile user experience that includes navigation and search as well as the look and feel of the solution.
- Deliver agile innovation of business functions with customer driven features and enhancements.
- Enable customers to tailor PeopleSoft to meet their specific need at a lower cost i.e. enable personalisation and customisation that are not disruptive to the adoption of future updates.
- Ensure a low total cost of ownership through responsive development operations and robust lifecycle management.

Version 1: *How can customers learn more about the investments that are being delivered by Oracle?*

MW: There are many ways for customers to stay informed about the ongoing investments in PeopleSoft. They all start with the PeopleSoft Information Portal. From there, customers can learn about the major initiatives for PeopleSoft (i.e. key concepts) like Selective Adoption, Search, Configuration, the User Interface, and PeopleSoft on Oracle Cloud. Also from there, customers can link to tools like the Cumulative Feature Overview tool to see what has been delivered and to the Planned Features and Enhancements page for the published PeopleSoft roadmap for the next 12 – 18 months. The PeopleSoft Information Portal also provides a link to the PeopleSoft YouTube channel that contains video feature overviews (VFOs), training, and interviews with key PeopleSoft team members (PeopleSoft Talks).

Version 1: *How else is Oracle engaging with its PeopleSoft customers?*

MW: Beyond the direct to customer communications like the PeopleSoft Information Portal, the PeopleSoft YouTube channel, and multiple social media channels the PeopleSoft team has been delivering on, the Oracle

Sales teams are engaging PeopleSoft customers in a new way. In EMEA and other regions there are now specific license sales teams within Oracle with the expressed purpose of engaging with PeopleSoft and other on-premise application customers. The EMEA team with its dedicated team for the UK and Ireland is focused on working directly with Oracle on-premise applications customers – like PeopleSoft customers to help them maximise their existing Oracle investment in the manner that best aligns with the customer's needs. That includes expanding their PeopleSoft applications footprint.

 Version 1: *What about Oracle's investment from deploying PeopleSoft to Cloud? Are there any initiatives Oracle is working on in terms of deploying PeopleSoft into Oracle's Cloud?*

MW: That is a major focus area for Oracle. The PeopleSoft team has been working diligently for some time to enable the deployment of PeopleSoft onto the Oracle Cloud Infrastructure – that is Oracle's Infrastructure as a Service (IaaS) offering. There is tremendous value to both IT and the line of business in deploying PeopleSoft to Oracle Cloud and the automation PeopleSoft Cloud Manager delivers. There is the inherent cost savings and lower risk but also greater business agility and continuity. Whether it be for some PeopleSoft instances like demo, testing, and development or for all PeopleSoft instances including production, deploying PeopleSoft to Oracle Cloud is something every customer should examine.

Version 1: *A lot of customers are asking for some direction on remaining on PeopleSoft in the context of moving to Cloud. For customers who want to stay on PeopleSoft but are getting pressure to move to Cloud apps, what do you tell them?*

MW: Do what is best for your organization. Any and all enterprise application initiatives – moving to Cloud Applications or remaining on PeopleSoft should be driven by your desired business outcomes. PeopleSoft customers should get educated on the market-leading Oracle Cloud Applications. They can then make informed decisions to know if Oracle Cloud Applications help them to achieve their business objectives. Customers should be sure they are also educated on the current state of PeopleSoft, so they do not make decisions based on misinformation. To do this, customers should work with trusted partners who are well versed in PeopleSoft like Cedar Consulting, a Version 1 company, and work with the Oracle license sales teams (those focusing on selling on premise licenses not Cloud Applications) in their region.

Version 1: *In your recent experience, what are the needs customers are trying to get addressed?*

MW: I have found that specific features and functions are seldom the drivers behind customers evaluating Cloud Applications. What I have seen as the macro business needs customers are trying to address are:

- Modern, Mobile User Interactions
- Analytic Driven Decision Making
- Flexible, Yet Personalised Processes
- Rapid and Agile Innovation Cycles
- Low Cost, High Impact Development Operations
- Enterprise Application Standardisation

Version 1: *Are those needs only addressed by Cloud Applications?*

MW: Actually no, those needs are not the exclusive domain of Cloud Applications. There are fundamental differences between Cloud Applications and perpetual license applications like PeopleSoft. However for the last several years the investments in PeopleSoft have been focused on addressing those exact same needs

customers are looking to address with Cloud Applications. In short, those needs can be successfully addressed in today's PeopleSoft with its modern user experience, selective adoption methodology, and deployment to Oracle Cloud Infrastructure. If you couple that together with Oracle's ongoing commitment to PeopleSoft, remaining on PeopleSoft is absolutely a valid course of action for customers.

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ABOUT VERSION 1

The go-to-partner for Oracle PeopleSoft, E-Business Suite, JD Edwards, and Oracle Cloud Applications

Version 1 proves that IT can make a real difference to our customers' businesses. We are trusted by global brands to deliver IT services and solutions which drive customer success. Our 1000 strong team works closely with our technology partners to provide independent advice that helps our customers navigate the rapidly changing world of IT.

Our greatest strength is balance in our efforts to achieve Customer Success, Empowered People and a Strong Organisation, underpinned by commitment to our values. We believe this is what makes Version 1 different and more importantly, our customers agree.

#1 PeopleSoft partner, as voted by our customers

Version 1 was recognised with a record breaking 9 awards at the annual UK Oracle User Group Partner of the Year Awards 2017/2018 with 8 Gold awards and 1 Silver, including the following top 4 prestigious ERP Gold Awards and the Gold PeopleSoft Partner of the Year Award.

GOLD ORACLE PEOPLESOFT PARTNER OF THE YEAR

GOLD ERP CLOUD PARTNER OF THE YEAR

GOLD JD EDWARDS PARTNER OF THE YEAR

GOLD MANAGED SERVICES – APPLICATIONS & TECHNOLOGY

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