# Enterprise 2.0

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- **North America Director, Transportation**
- **Former CIO/VP of Technology at:**
  - SEPTA – Philadelphia's Transit Agency
  - Chase Bank, GM, St. Gobain
  - Chairman APTA IT Committee
  - AASHTO, AAMVA, AAPA, ACI Member
- **Adjunct Professor at University of Penn**
- **Board Member, Villanova University**
- **Author: "Making IT Happen"**

# Oracle Travel & Transportation Industry Definition From IBU Industry Board

### Air



- **Airports**
- Airlines
- Air Cargo

### Water



- **Seaports**
- Ships
- Shipyards
- Cruise Lines

### Road



- **DOTs**
- **DMVs**
- **Tollways**
- **Buses**
- **Postal Svc**.
- Motor Freight
- Couriers Car Rental
- LSPs
- **Parking**

### Rail / Land



- **Passenger Railways**
- **Light Rail / Underground**
- Railroads

### Tourism



- **Bureaus of Tourism**
- **MPOs**
- **Bureaus of Economic Development**
- Travel Agencies
- Hotels

## *Underlined Entities Are Public Sector Customers !*

# Oracle's Commitment to Public Transportation

**_Federal DOT (FHWA, FAA, FTA, FRA, FMC)_**

*22 of the 50 U.S. State Highway Departments run Oracle Applications*

*26 of the top 40 U.S. Transits run Oracle Applications*

*4 of the top 10 global trucking companies run Oracle Applications*

*12 of the 50 U.S. State Motor Vehicle Departments run Oracle Applications*

*8 of the top 20 U.S. Tolling Authorities run Oracle Applications & ALL use Oracle Technology*

STEVE MARTIN     JOHN CANDY

A JOHN HUGHES FILM

# PLANES, TRAINS AND AUTOMOBILES

WIDESCREEN COLLECTION

# Oracle's Commitment to Public Transportation



✓ *Federal DOT (FHWA, FAA, FTA, FRA, FMC)*

✓ *23 of the 50 U.S. State Highway Departments run Oracle Applications*



✓ *26 of top 40 U.S. Transits run Oracle Applications*



✓ *46 of top 100 U.S. Airports run Oracle Applications*



✓ *11 of top 20 U.S. Seaports run Oracle Applications*



✓ *8 of the top 20 U.S. Toll Roads run Oracle Applications*

# Federal Reference ….
# U.S. Department of Transportation …

**mainstay** partners
making technology investments count

## ROI HIGHLIGHTS

- Set to achieve a 78% ROI in five years (post implementation)
- Total benefits expected to total $125 million over life of investment
- Achieved annual savings of more than $20 million, starting in 2003
- Enables DOT compliance with requirements of the Federal Managers Financial Integrity Act (FMFIA), including standard general ledger (SGL) regulations, and Joint Financial Management Improvement Program (JFMIP) guidelines
- Helps DOT meet OMB's accelerated year-end closing requirement

# ROI SERIES

## U.S. Department of Transportation Sets Precedent for Consolidated Financial System, Projects ROI of 78%

### EXECUTIVE SUMMARY

Established by an act of Congress in 1966, the U.S. Department of Transportation has evolved to become an umbrella agency that shapes, coordinates, and executes policies governing the nation's network of transportation systems. Twelve autonomous agencies make up the department, including the Federal Aviation Administration, Federal Highway Administration, and the Federal Railroad Administration. Beyond its core mandate of increasing transportation safety, enhancing mobility, and supporting economic growth, the cabinet-level department has taken on wider responsibilities in recent years, such as supporting homeland and nation security strategies.

Back    Forward    Stop    Refresh    Home    Search    Favorites    History    Print Preview    Print

**MaineDOT DASHBOARD**

My Dashboard    GIS    **Money**    Oracle BI Help    Paint Dashboard    People    Productivity

ney    **Welcome, Cindy Owings!**    **Dashboards** – Answers – More Products ▼ – Settings ▼ – Log Ou

sh Balances | Suspense Information | State Funds Expenditure Budget | Federal Highway Funds | Expenditure vs Revenue | Bond Status Report | Page Options ▼

### urrent Highway Fund Cash Balance

| Latest Date | Latest Fund Balance Amount |
|---|---|
| 10/9/2007 | $40,732,885.83 |

#### Highway Fund (012)

| Less than $15 Million 🚩 | $15 to $35 Million 🚩 | $35 Million and Greater 🚩 |
|---|---|---|

Help

**Highway Fund Cash Balance Trend - Month Average**



— 3YrAvg

● 2008

Month String
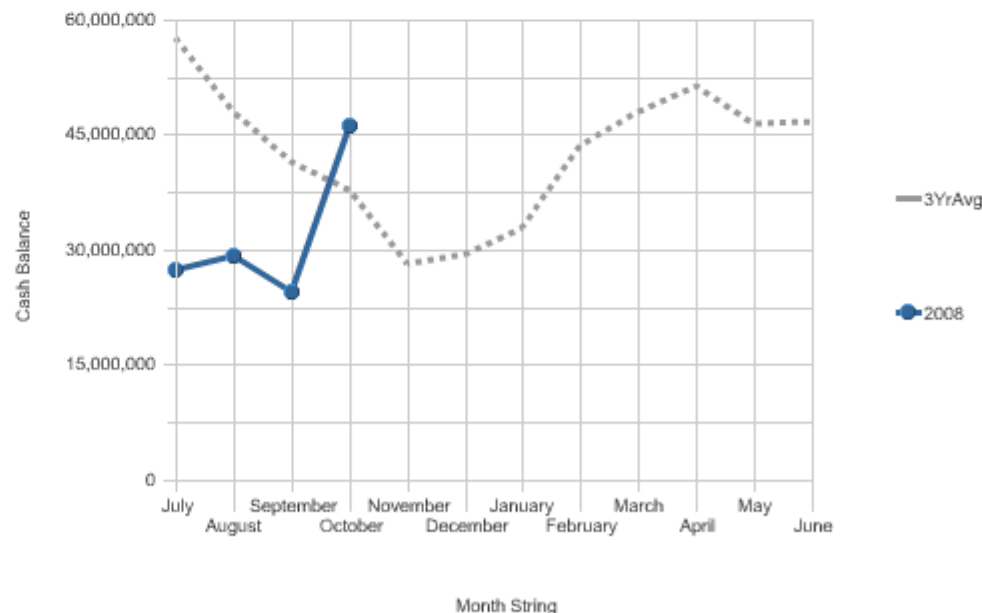
### urrent Facilities Fund Cash Balance

# Oracle Sponsorship
# Sponsor AASHTO- IS Conference
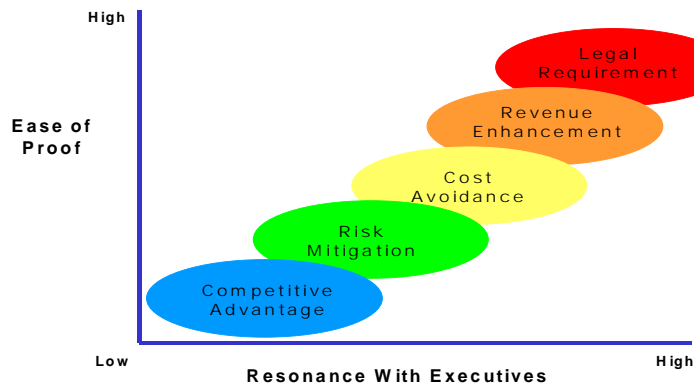# Pittsburgh, PA 2007
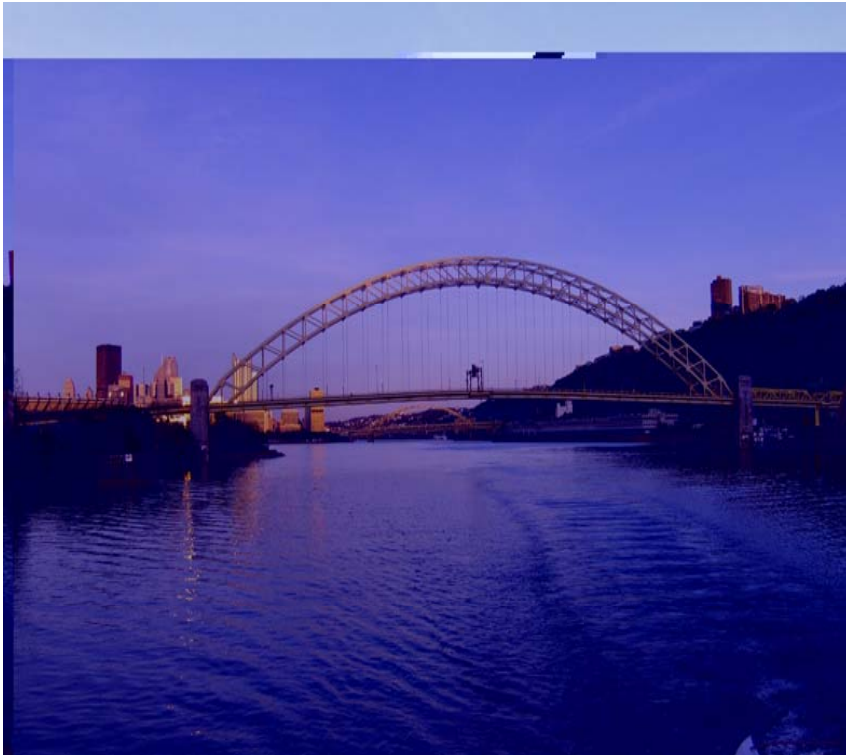
# Oracle Sponsorship & Presentation
# AASHTO-IS Conference
# Biloxi, MS 2008

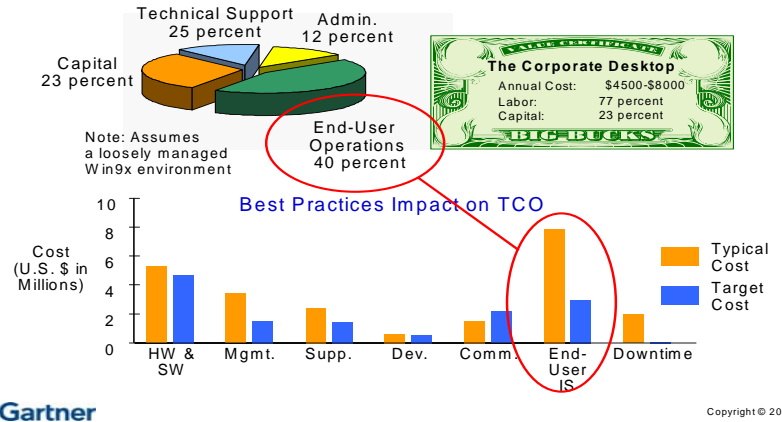## *"Managing WITH IT in the Public Sector"*

### University of Pennsylvania, Fels School of Government

**Business Justification of IT Projects**



High

Ease of
Proof

Legal
Requirement

Revenue
Enhancement

Cost
Avoidance

Risk
Mitigation

Competitive
Advantage

Low

High

Resonance With Executives

**TCO: The Great Equalizer?**



Technical Support
25 percent

Admin.
12 percent

Capital
23 percent

Note: Assumes
a loosely managed
Win9x environment

End-User
Operations
40 percent

The Corporate Desktop
Annual Cost: $4500-$8000
Labor: 77 percent
Capital: 23 percent

Best Practices Impact on TCO

Cost
(U.S. $ in
Millions)

10
8
6
4
2
0

HW &
SW    Mgmt.   Supp.   Dev.   Comm.   End-
User
IS

Downtime

Typical
Cost

Target
Cost

Gartner

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5

# B.A.S.I.C.
# Suggested Transportation IT Plan

**B** **Budget & Money Management**

**A** **Asset Management**

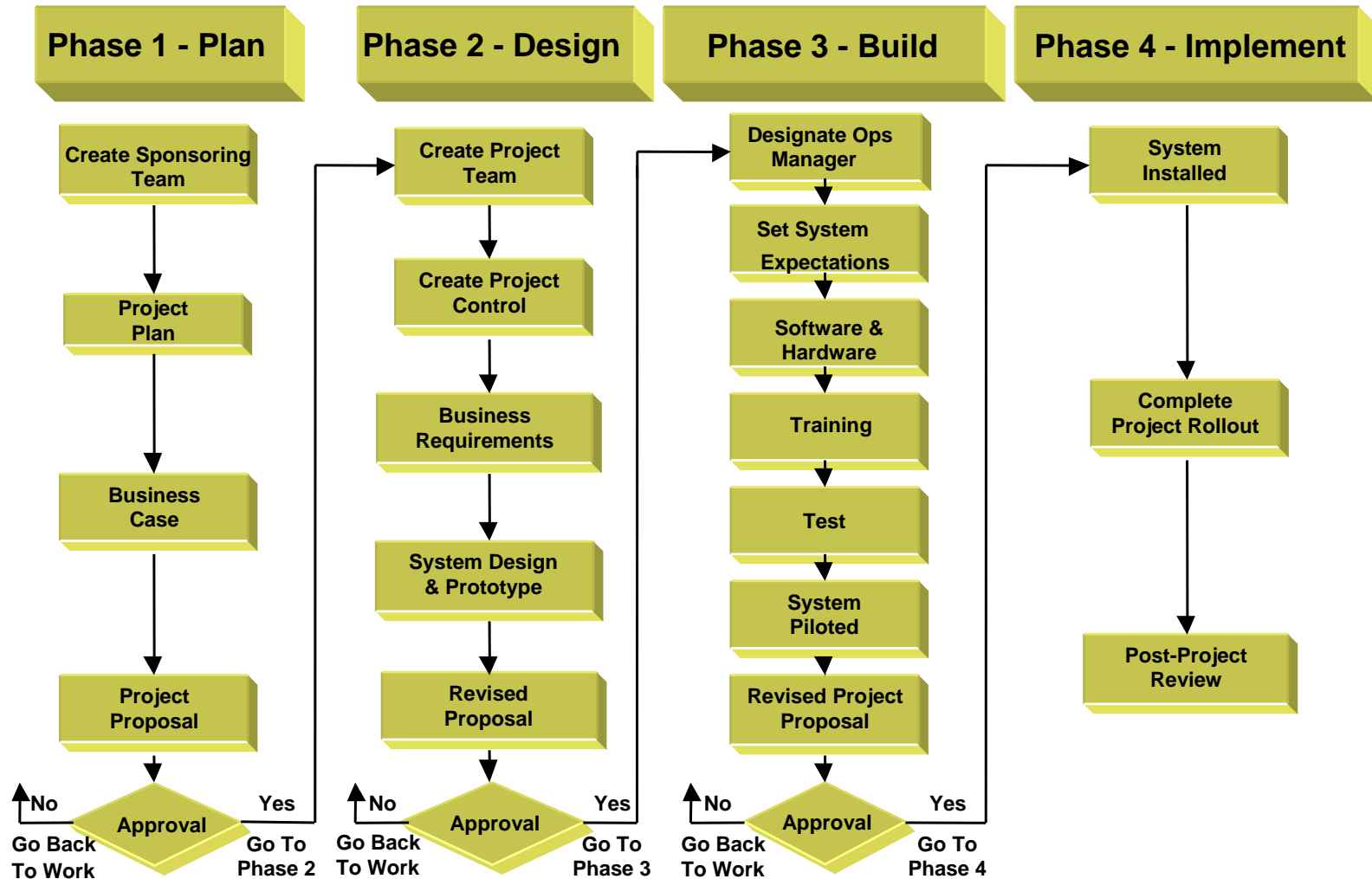**S** **Safety & Security**

**I** **Intelligent Transportation Systems**

**C** **Customer, Case & Citizen Relationship Mgmt.**

# Highway Solution Chart

| Financial Management | Core Financials | Cash & Treasury Management | Project Costing | Compliance, Reporting, & Analytics | Grant Management |
|---|---|---|---|---|---|
| Work / Asset Management | Work Order Processing | PM, Campaigns, Forecasts | Linear Assets | Facilities & Leased Property | Fleet Assets |
| Supply Chain Management | Forecast | Procurement | Inventory / Warehouse Mgmt | Accounts Payable | Manage Relationships |
| Customer Management | Customer Master File | Web Portal for Customers | Call Center Access | Analytics & Trends | Case Management |
| Human Capital Management | Self Service | Applicant & Certification Tracking | Manage Payroll and Benefits | Timekeeping | HR Communications |
| Engineering & Operations | Plan / Forecast | Project Management | Operate / Monitor / Control | Settlement with Grantors | Integration with Core Financials |

# System Development Methodology

**Phase 1 - Plan**

- Create Sponsoring Team
- Project Plan
- Business Case
- Project Proposal
- Approval
  - No → Go Back To Work
  - Yes → Go To Phase 2

**Phase 2 - Design**

- Create Project Team
- Create Project Control
- Business Requirements
- System Design & Prototype
- Revised Proposal
- Approval
  - No → Go Back To Work
  - Yes → Go To Phase 3

**Phase 3 - Build**

- Designate Ops Manager
- Set System Expectations
- Software & Hardware
- Training
- Test
- System Piloted
- Revised Project Proposal
- Approval
  - No → Go Back To Work
  - Yes → Go To Phase 4

**Phase 4 - Implement**

- System Installed
- Complete Project Rollout
- Post-Project Review

# Courage

If you have done all these things,
you have achieved Peace of Mind …

# Maybe you think you can stop …

# But progression of IT never stops !

# Sometimes plans get altered…

# … and some new education is required !