

PeopleSoft Process Integration Pack Specialists

To address customer demand for pre-packaged integration solutions between PeopleSoft and other ERP applications (SAP and Oracle), PeopleSoft is delivering a family of packaged integration solutions called Business Process Integration Packs (PIPs) for four product lines—Customer Relationship Management (CRM), Human Capital Management (HCM), Supply Chain Management (SCM), and Enterprise Services Automation (ESA). These products are planned for general availability to customers in Q3 and Q4 2003. Each PIP automates a specific business process between PeopleSoft and SAP or Oracle, out-of-the-box, with dramatically lower cost, complexity and risk than traditional custom integration methods. PeopleSoft has partnered with Sierra Atlantic for the development of the PIPs, and is delivering them to customers as PeopleSoft branded and supported products.

Sierra Atlantic is PeopleSoft's preferred and most qualified provider of installation and implementation services for the PIPs worldwide, given our domain expertise in PeopleSoft, SAP and Oracle integration. PeopleSoft Global Services (PGS) uses Sierra Atlantic to deliver packaged integration services for the PIPs, as well as custom integration services for business processes not yet productized. Customers can choose to work with Sierra Atlantic for PIP implementation directly or through PGS.

PeopleSoft Process Integration Packs (PIPs)

Between Q4 2003 and early 2004, customers can order six different PIPs providing packaged integration between the following PeopleSoft products and SAP or Oracle:

PeopleSoft CRM

Order Management PIP: Automates the end-to-end *order to cash* business process crossing multiple applications. The available integration points include:

- ◆ Product availability check
- ◆ Sales order create/update
- ◆ Order status
- ◆ Advance shipment notice
- ◆ View invoice and payments
- ◆ Master data objects such as customer, product and price list

Service Fulfillment PIP: Automates the complete *install to maintain* business process.

The available integration points include:

- ◆ Parts availability check
- ◆ Parts requisition submission
- ◆ Material receipt enquiry
- ◆ Material receipt propagation
- ◆ Service order propagation
- ◆ Master data objects such as customer and product

Service RMA PIP: Automates the complete *request to resolve* business process.

The available integration points include:

- ◆ Parts availability check
- ◆ RMA order propagation
- ◆ Installed product update
- ◆ Master data objects such as customer and product

PeopleSoft SRM

Source to Settle PIP: Automates the complete *source to settle* business process. The available integration points include:

- ◆ Purchase requisitions
- ◆ Purchase orders
- ◆ Goods receipts
- ◆ Invoices and payments
- ◆ Master data object synchronization for vendor, material, GL accounts and others

PeopleSoft ESA

Resource & Project Portfolio Management PIP: Automates *project accounting and billing* business processes. The available integration points include:

- ◆ Revenue recognition/project costing for GL posting
- ◆ Contracts & billing

PeopleSoft HCM

Payroll PIP: Automates *payroll processing* for both North American payroll and global payroll. The available integration points include:

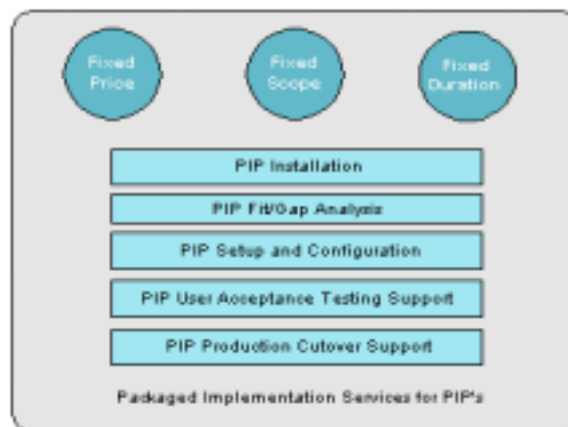
- ◆ Payroll transactions for GL posting
- ◆ Tax information for AP
- ◆ Deductions/contributions for AP

Process Integration Packs are built using PeopleSoft's Internet Architecture. PeopleSoft AppConnect provides the underlying architecture that enables system-to-system integration with SAP and Oracle – with minimal hardware investment, no need to purchase EAI middleware (but compatible with customers' chosen middleware platform), and no new programming languages to learn.

Process Integration Packs provide a single-vendor solution for integrating a business process across leading heterogeneous application packages. By providing a pre-packaged solution, including support, maintenance and upgrades, PeopleSoft significantly lowers the complexity and cost of integration.

Sierra Atlantic PIP Service Offerings

Sierra Atlantic partners with PeopleSoft Global Services for the definition and delivery of fixed price, fixed scope service packages covering all aspects of PIP implementation. Five such offerings are available today. They are available directly from Sierra Atlantic or by Sierra Atlantic through PGS, at the customer's choice.



- ◆ Installation of PIPs—one on-site consultant for four days
 - ◆ We install the PIPs in a demo environment, including PeopleSoft components/projects and gateways
 - ◆ We complete Installation Verification TestCustomizations can be separately arranged as needed on a time and materials basis
- ◆ Fit/Gap Analysis of PIPs—five days of functional and technical consulting per PIP
 - ◆ We determine the fit of delivered PIPs, identifying potential gaps, and providing a recommended integration approach
 - ◆ We map customer-facing business processes and integration points
 - ◆ We understand and document the application domain and technical infrastructure
 - ◆ We determine the functional and technical requirements of integration
 - ◆ We understand the extent of gaps in the out-of-the box PIPs and suggest an approach to address them

- ◆ Setup and Configuration of PIPs—five days of functional and technical consulting per PIP
 - ◆ We complete the basic, functional application setup, based on Fit/Gap Analysis results and other PIP services configuration
 - ◆ We provide customer knowledge transfer on PIP configuration and setup
 - ◆ We complete base application setup
 - ◆ We configure PIP services
 - ◆ We populate ID Cross References and Domain Value Maps
 - ◆ Customizations can be separately arranged as needed on a time and materials basis
- ◆ User Acceptance Testing Support for PIPs—four days of functional and technical consulting per PIP
 - ◆ We support the testing of standards PIPs according to the integration requirements, and report and fix any functional and/or technical deficiencies/errors
 - ◆ We assist in the preparation of use/test cases to test the PIPs
 - ◆ We provide testing support the User Acceptance Testing Team
 - ◆ We record all results of testing and report functional and technical deficiencies/errors
 - ◆ We provide testing support for one additional round of testing post-fixing of reported deficiencies/errors, and status on resolutions
- ◆ Cutover Support for PIPs—five days of functional and technical consulting per PIP
 - ◆ We ensure that the standard PIP solution plus customizations are deployed for production use
 - ◆ We install PIPs on the customer's production system
 - ◆ We replicate the functional setup & configuration from the test environment
 - ◆ We conduct a small test run on the customer's production system to ensure data/transaction flow between the two enterprise systems
 - ◆ We include onsite post-production support for two days

About Sierra Atlantic

Sierra Atlantic helps our customers optimize their investments in enterprise business applications - ERP, CRM, and SCM - from leading vendors such as Agile, Oracle, PeopleSoft, SAP and Siebel. We offer complete lifecycle application management solutions, with excellence in enterprise application implementation, integration, upgrade, and support, providing superior value with our global delivery model. Sierra Atlantic Application Networks®, business process integration solutions, simplify the integration challenge to transform organizations into more agile, customer-focused businesses. For more information, please visit www.SierraAtlantic.com.

Sierra Atlantic, the Sierra Atlantic logo, The Application Networks Company and Application Networks are registered trademarks of Sierra Atlantic, Inc

Sierra Atlantic, Inc.

| | |
|------------|--|
| HQ: USA | 34770 Campus Drive, Fremont, CA 94555 Phone: 1.510.742.4100 Fax: 1.510.742.4101 |
| Europe: UK | Regus Harrow, Hygeia Bldg, 66-68 College Rd, Harrow, Middlesex HA11BE Phone: (020) 8324-1685 Fax: (020) 8324-1235 |
| India | Karthik House, 14 Banjara Hills, Hyderabad - 500 034 Phone: 91.40.2355 1500 Fax: 91.40.2355 1600 |
| Singapore | 7 Temasek Boulevard # 11-02, Suntec Tower One Singapore-038987 Phone: 65.63349356 Fax: 65.63335290 |

www.SierraAtlantic.com