

# **Harnessing Mobility – Going Mobile on Oracle Apps**

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## **Introduction**

In today's fast paced business environment, mobility is the key to success. The latest developments in Smartphone applications foster growth and productivity. More and more business executives want to reach out to information in the quickest manner. Oracle applications running on Smartphones – Blackberry, HTC, Android, Windows, Palm is the answer to their ever increasing hunger for speedy information. Accessibility to business info on the fly is fast becoming an integrated part of the business cycle. It is not just a matter of convenience anymore it has become an essential business tool.

According to Oracle, it has had more than 23,000 downloads of its Business Indicators application for the iPhone in the first 7 months of its launch. This means there is a lot of awareness in the industry on this solution and the demand for the application is growing at the same time.

This white paper is an attempt to expand on the various apps and features that can be accessed via mobile apps and how a business user can leverage these applications on the fly to become more productive.

Sales professionals are looking to convert their mobile phones into a productivity tool, where they can proactively work on their sales leads, sales forecasts, and opportunities. Circumventing the time consuming process of setting up and logging into their laptops. These on the go, busy professionals want to be able to access strategic business information right there on their Smartphones. They can do this by quickly launching the apps on their mobile devices, with a simple tap of the finger.

Oracle Mobile Sales Forecast provides real-time visibility into the opportunity pipeline, including expected and total revenue against sales quota as well as opportunities by deal size, close date, or close probability—all without complex navigation or lengthy synchronization.

Oracle Mobile Sales Assistance and Oracle Mobile Sales Forecast can help Sales Professionals to close more deals quickly and effectively than ever before. Oracle Mobile Sales Assistant for iPhone brings the Oracle CRM On Demand including Calendar, Task List, and Message Center to users in a familiar, iPhone interface. It also integrates the mapping, phone, and e-mail services native to the iPhone.

The BI Apps deliver ETL, integrated security, schema and metadata, reports, dashboards and more for E-Business Suite 11i10 and R12.

Oracle Business Indicators is a tool that provides real time, business analytics and performance information in a dashboard. It is fairly easy to install this application on iPhone and it provides instance access to secured reports, metrics, dashboard and alerts. Users can tag and view their commonly used reports and navigations on the favorites.



## Consolidated List

Below is a consolidated list of apps that are available for Smartphone users:



[Oracle Business Indicators](#) is a business intelligence application that provides real-time, secure access to business performance information on the mobile device.



[Oracle Business Approvals for Managers](#) enables managers and executives to review key targeted tasks, access relevant business intelligence reports, make informed decisions and take immediate actions easily and securely while on-the-go. This application allows managers to handle pending E Business Suite actions related to expense reports, purchase order requisitions, human resources vacancies, and HR job offers. Managers can also use this mobile app to evaluate

pending EBS approvals, request more information, and approve or reject pending requests.



[Oracle iReceipts](#) is an enterprise application that is part of Oracle PeopleSoft Expenses, which allows users to create and submit expense lines for cash transactions in real-time.



[Oracle Mobile Sales Assistant](#) is a CRM application that provides real-time, secure access to the information your sales organization needs on the mobile device. Complete frequent tasks, collaborate with colleagues and customers, and close deals more quickly while on the road.



[Oracle Mobile Sales Forecast](#) is an easy-to-use application that provides real-time visibility into an individual or organization's opportunity pipeline.

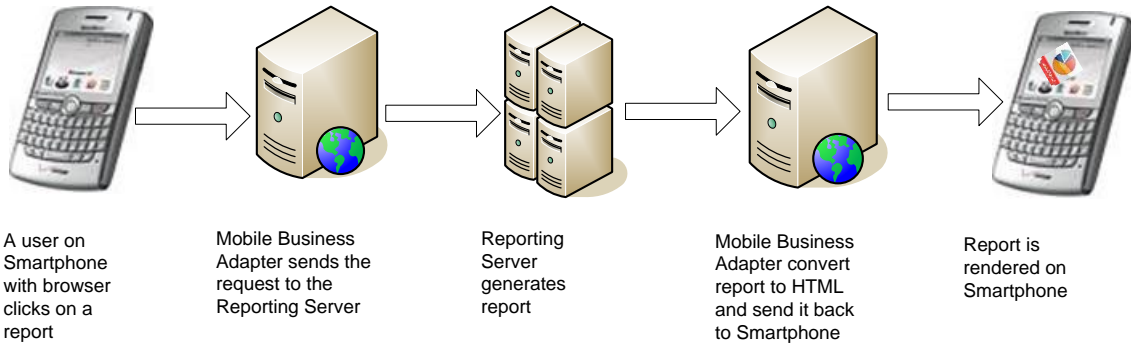


[Oracle Enterprise Asset Maintenance Workbench](#) is an application available to help maintenance department to increase their productivity and effectiveness. The application will help field workers/maintenance engineers to take advantage of iPhone GPS capabilities to be location aware and respond to maintenance requirements in a more effective manner.

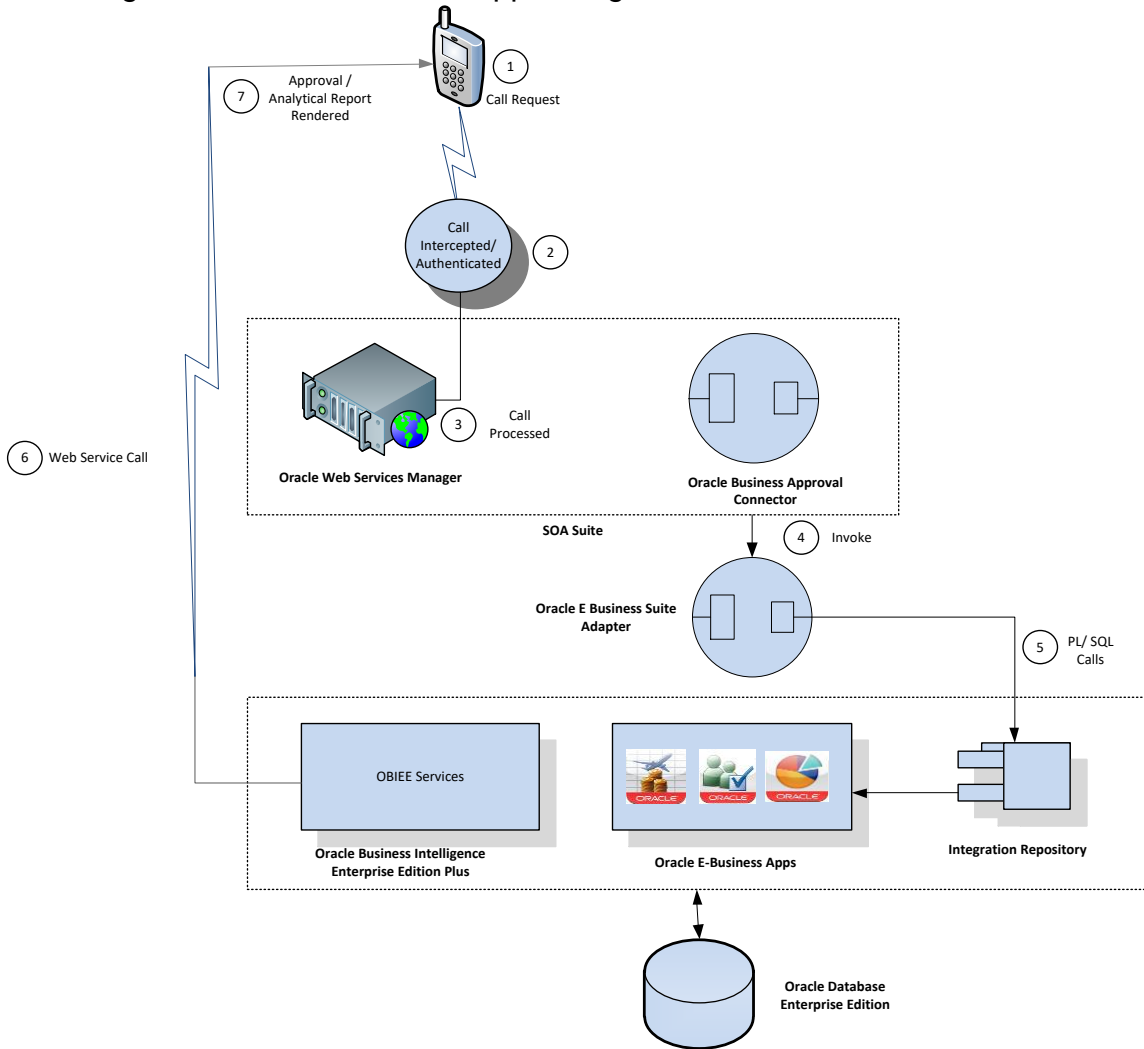
## Behind the Scenes

iPhone apps retrieve data from Oracle Business Intelligence Enterprise Edition Plus (OBIEE) or Oracle Business Intelligence Applications. All communications are secured via SSL encryption and may be optionally integrated with Oracle Identity Management components.

Accessing corporate reports is as easy as launching the web browser and clicking the report to get to the information that you are looking for. Here is what happens when a request is initiated from a Smartphone and how information is rendered back:



Following is the iPhone and R12 Apps Integration Architecture:



As seen here in the architecture diagram, this application requires the following prerequisites:

- Oracle E-Business Suite Release 12 version 12.0.4 and higher
- Oracle SOA Suite 10.1.3.3 and higher

- Oracle Business Intelligence Enterprise Edition Plus (if you wish to use the optional OBIEE reports)

The Oracle SOA Suite, running on the Oracle application server, uses BPEL to handle the main work list functionality and the subsequent back-end integration with Oracle E-Business Suite Release 12. Web Service calls are intercepted and authenticated by the Oracle Web Service Manager (OWSM). It uses the Oracle Application Adapter for its integration with the E-Business Suite. In addition, if access to analytic reports is enabled, Oracle BI EE Plus handles the request for business intelligence data that supports each worklist item.

## Licensing

Although the iPhone app itself is free from the Apple iTunes store, Oracle Business Approvals for Managers requires licensing of a server product called Oracle Business Approvals Connector for Managers. This connector provides secure integration with Oracle E-Business Suite Release 12 using Oracle SOA Suite and the optional OBIEE technologies. This connector can be licensed directly from Oracle.

## Where to Download Software

1. Go to <http://edelivery.oracle.com>
2. Click Continue on the welcome screen.
3. Fill out the form and check the boxes for the export restrictions.
4. Select Product Pack "E-Business Suite" and either platform of "Linux x86" or "Microsoft Windows (32-bit)". Click Go.
5. Click on the link towards the bottom of the page for "Oracle Business Approvals Connector for Managers 1.0 Media Pack for Linux x86" or "Oracle Business Approvals Connector for Managers 1.0 Media Pack for Microsoft Windows (32-bit)"

There will be downloads for:

6. Oracle Business Approvals Connector for Managers 1.0
7. Oracle Business Approvals Connector for Managers 1.0 : Required Oracle EBS 12.0 patch
8. Oracle SOA Suite 10g (10.1.3.1.0) (32-bit) (CD)
9. Oracle Application Server 10g (10.1.3.3.0) Patch set (32-bit) (CD)

## Supporting Resources

1. Oracle Mobile Sales Assistant  
<http://crmondemand.oracle.com/en/products/mobile/index.htm>
2. Apple iPhone <http://www.apple.com/iphone/>

3. Apple App Store <http://www.apple.com/iphone/apps-for-iphone/>

## **Other Smartphones**

We talked about iPhones, what about other Smartphone including Blackberry, HTC, Android, Windows, Palm. Reports and dashboards can also be delivered to any these device that has a browser capability.

Oracle offers a complete framework (design time and runtime) for these Smartphones that supports two types of mobile apps: Oracle ADF Mobile Browser apps, which function as a connected web app running in the browser, and Oracle ADF Mobile Client apps, which run on Smartphones and leverage the native UI components on the Smartphone.

## **Trending Now**

As presented in this white paper, mobile applications, not only for Oracle, but for the entire industry is the way of the future. Dynamic young developers are constantly working on new apps to make information and analyses available at the fingertips for busy professionals.