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CON9480: Simplify and Enhance Siebel Management Technologies with Oracle Enterprise Manager

Kenneth Baxter, Oracle Ashwin Kumar Karkala, Oracle Paul Beresford, ANZ Bank

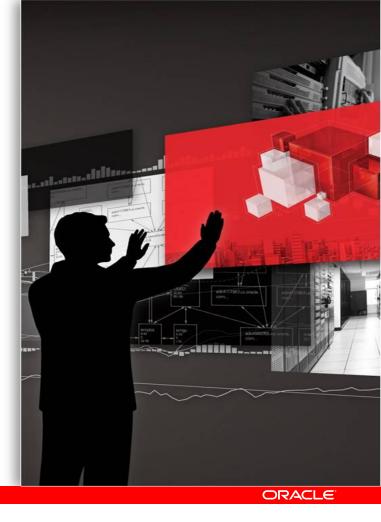


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Program Agenda

- Oracle's Application Management Strategy with Enterprise Manager
- Solution Overview: Application Management Suite for Siebel
- Customer Co-Presentation: Australia and New Zealand Banking Group (ANZ): Siebel End-User Management with RUEI

Oracle's Application Management Strategy with Enterprise Manager



Siebel Management Challenges

- Highly distributed multi-target environment
- No centralized repository or management point
- No historical data
- No Application performance data (i.e., actual or synthetic)

High IT Hig

Consequences

High IT Complexity

High IT Cost

Poor Customer Satisfaction

Oracle Enterprise Manager 12c

The Complete Management Solution



Integrated Cloud Stack Management

Business-Driven Application Management Business Service Alignment

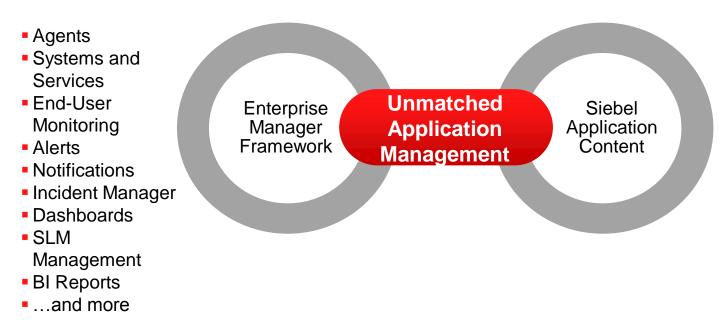
- Maximum Visibility
- Complete Governance
- Flexible Automation

End to End Management for Siebel Applications



Application Management Strategy

Enterprise Manager Framework and Siebel Content



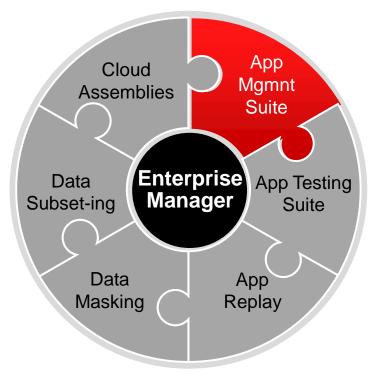
- Siebel Metrics
- Target Organization
- Siebel Application Services
- Siebel Compliance Rules and Standards
- Siebel configuration and topology
- Siebel Patch inventory recommendations

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...and more

Application Management Strategy

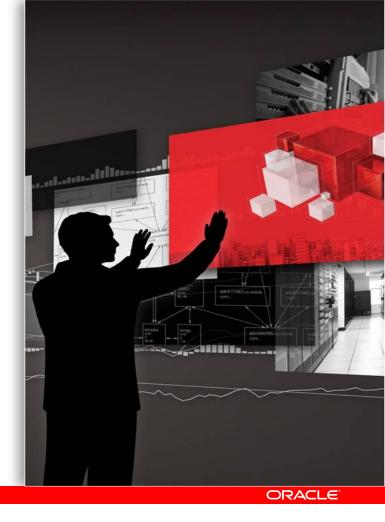
Solution Portfolio for Oracle Applications



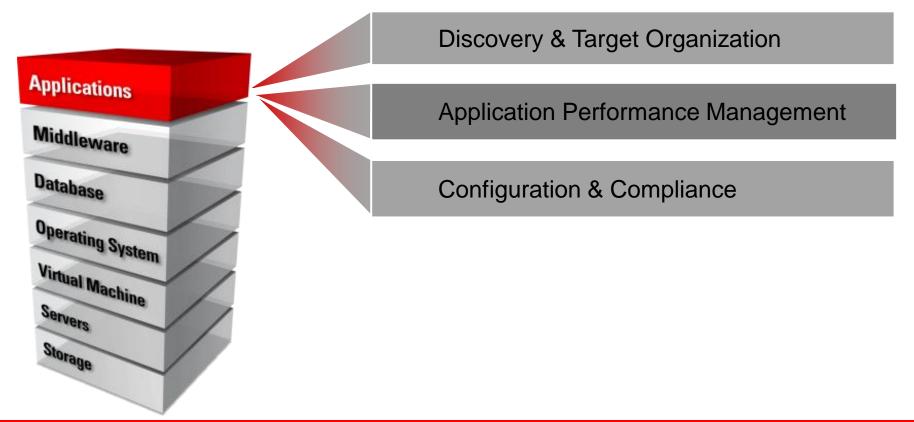
- Siebel
- Fusion Applications
- E-Business Suite
- PeopleSoft
- JD Edwards
- Other Oracle Applications

Built-in integrations

Solution Overview: Application Management Suite for Siebel



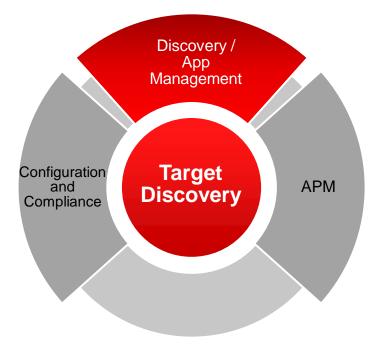
Enterprise Manager for Siebel





Application Management Suite

Discovery / App Management



- Target recognition & organization
- Centralization and consolidation
- Multi-Enterprise/Server visibility
- Ad-hoc & historical reporting
- Upstream/downstream integration

Managing Siebel with Enterprise Manager

Manage by Dashboards and Reports: Siebel Infrastructure

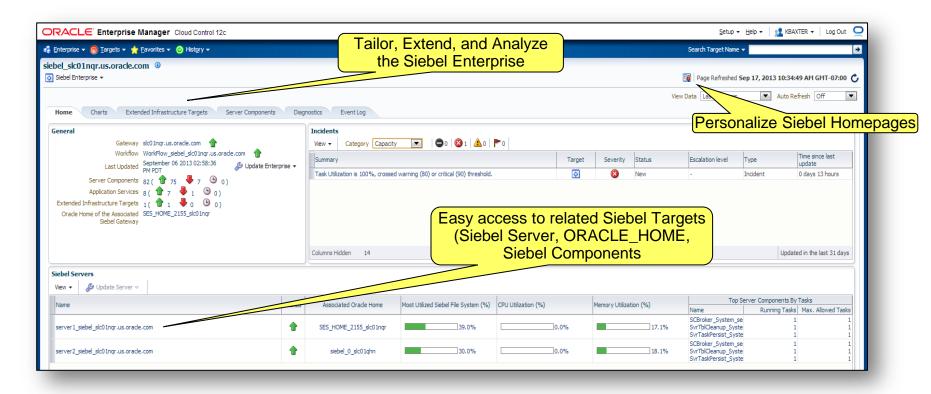
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Target Discovery and Organization

Cornerstone of Proactive Management of Siebel

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Target Discovery and Organization

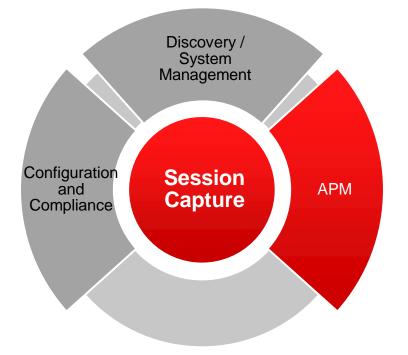


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Application Management Suite

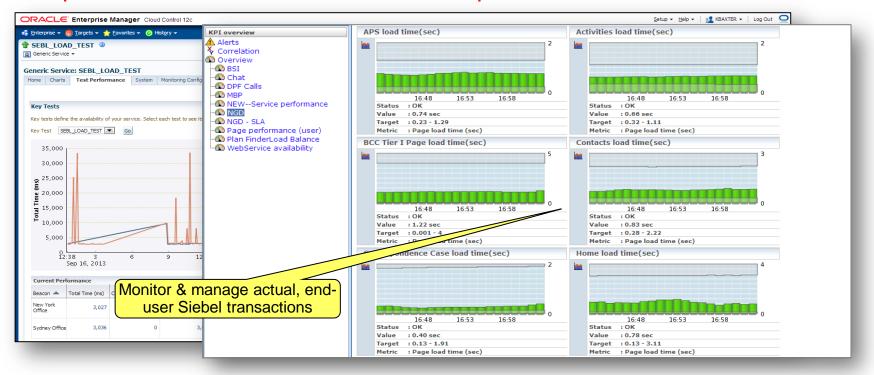
Application Performance Management (APM)

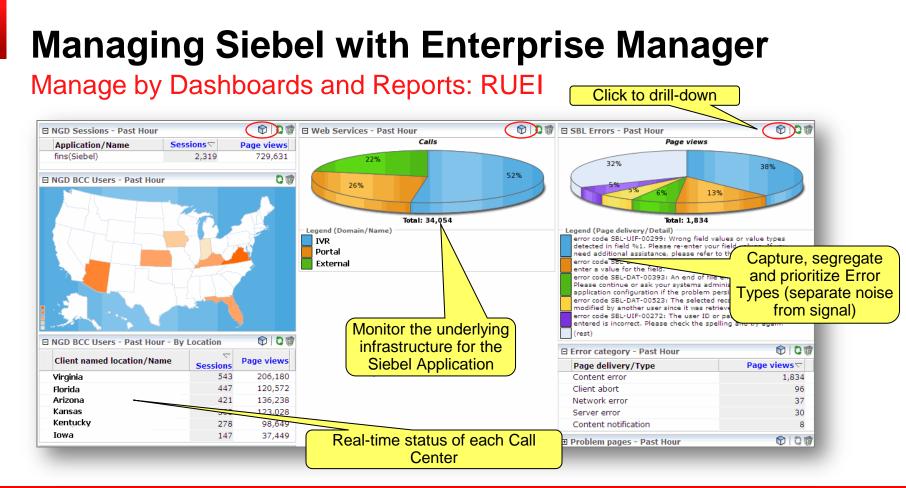


- End-user monitoring, featuring RUEI
- End-to-End integration with User and System Performance Reports
- Objective end-user performance metrics
- Synthetic transactions
- Siebel Apps aware

Managing Siebel with Enterprise Manager

Exploit End-User and Service Test Capabilities



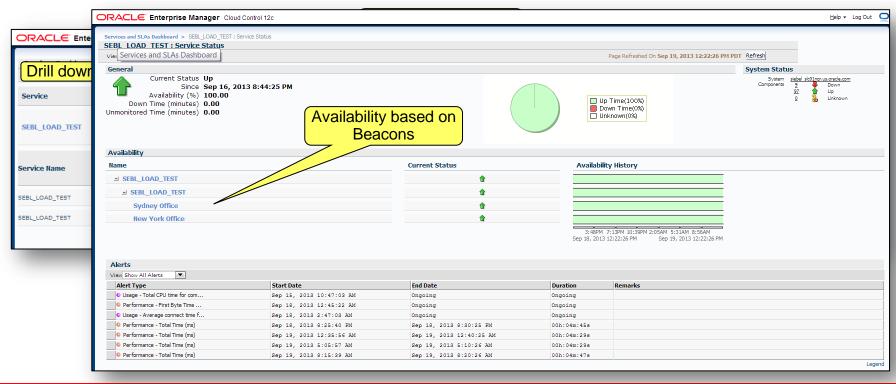


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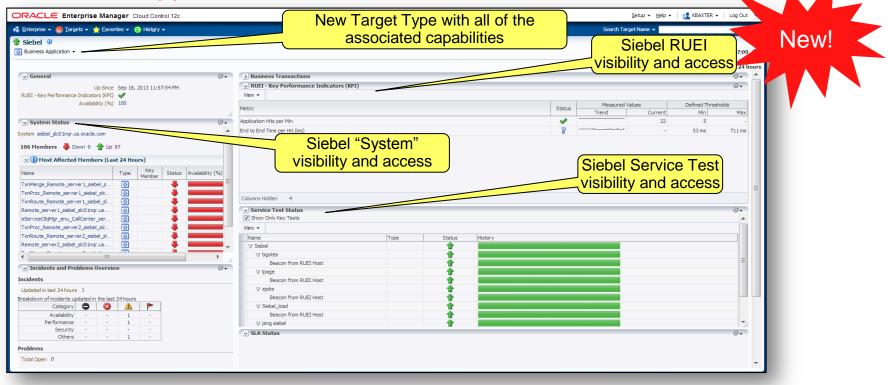
Managing Siebel with Enterprise Manager

Manage by Dashboards and Reports: Service Tests



Application Performance Management

Business Applications: Consolidated RUEI+EM+Siebel Data



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Application Performance Management

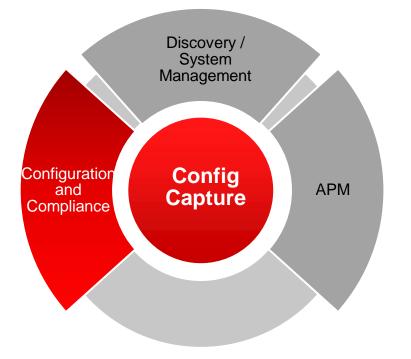
Business Applications: Consolidated RUEI+EM+Siebel Data

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New

Application Management Suite

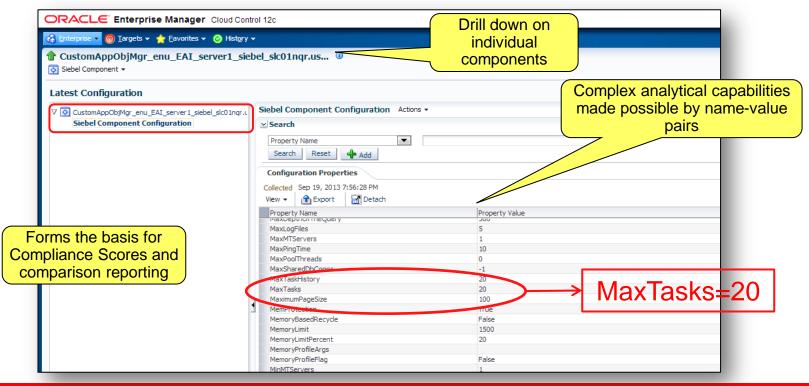
Configuration and Compliance



- Enforce Siebel "Best Implementation Practices" with Compliance Rules and Standards
- Cornerstone for Topology, Scaleout, Patch Analysis, Drift Analysis, and Health Checks
- Compare configurations between instances or over time
- Detect unauthorized changes

Configuration and Compliance

Enabling Compliance and Comparisons with Named Value Pairs



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Configuration and Compliance

Separating Signal from Noise with Comparison Templates

- Comparison Templates
 - Control How and What is Compared
 - Ability to Ignore Certain Differences
 - Oracle Pre-Configured Templates
 - Customize Templates to Match Needs

ORACLE Enterprise Manager Cloud Control 12c									
First Configuration Comparison Comparison Template Mapping Schedule and Notify Review and Submit Compare Configurations : Comparison Template Target Type Siebel Server Select the comparison template to be used for this comparison. Comparison Template Siebel Server Comparison Template									
Exclude from Comparison Property Settings Rules for Matching Instances Rules for Ignoring Instances									
Target Properties Ignore Differences Notify on Differences Siebel Server Con Ignore Differences Notify on Differences									
	Property Name								
Property Value									

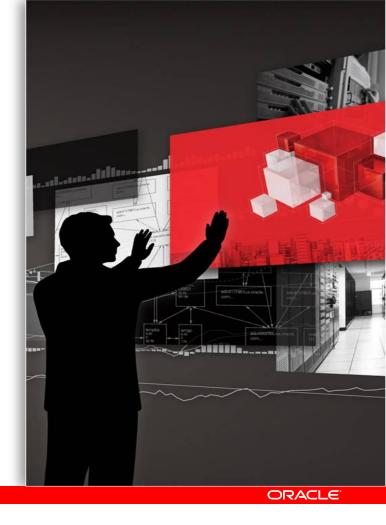
- Ad-hoc as Well as Scheduled Comparisons
- Automatic Notification on Drift Detection

Siebel Configuration & Compliance

Siebel Patch Analysis

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Customer Co-Presentation: Australia and New Zealand Banking Group (ANZ): Siebel End-User Management with RUEI



Customer Co-Presentation: ANZ Bank Siebel End-User Management with Real User Experience Insight (RUEI)

Paul Beresford Head of Delivery Assisted Channels ANZ Banking Group



Agenda

>About ANZ Bank (ANZ)

- >Siebel Environment: Key Facts
- >Investment Rationale for RUEI+Siebel Accelerator
- >Use Cases: How ANZ Leverages RUEI+Siebel Accelerator for Siebel Management
- >Benefits Achieved with RUEI+Siebel Accelerator
- >Lessons Learned and Next Steps with RUEI, Enterprise Manager, and Siebel



About ANZ Bank



About ANZ Bank

- > We provide a range of banking and financial products and services to around 8 million customers. We employ 48,000 people worldwide.
- > We are one of the five largest and most successful listed companies in Australia, and we are the number one bank in New Zealand.
- > We have assets of AU\$531.74 billion (as at 30 September 2010).
- > We operate in more than 32 countries across Australia, New Zealand, the Pacific, Europe, Dubai, USA and Asia including our technology and operations centre in Bangalore, India



* Market Cap March 2013 – Top 12 US and AU Banks



Siebel Environment at ANZ: Key Facts



Siebel Environment: Key Facts

- > ANZ configured Siebel application is called iKnow.
- > Supports 16,000 users across 13 business units across 11 countries.
- > Sales and Service application used by Australia Branch Network, Private Bank, Commercial Bank, and Retail Call Centres
- > High availability requirements within country business hours, without Siebel the frontline can't sell!
- > Implemented modules:
 - Customer on-boarding including Know Your Customer (Siebel Finance)
 - Whole customer view (Siebel Finance)
 - Account origination (Siebel Finance & Siebel Credit Origination)
 - Needs Analysis (Siebel Finance)
 - Customer and Account Servicing (Siebel Finance)
 - Campaign, lead, opportunity, pipeline management (Siebel Finance & Siebel Campaigns)



Siebel Environment: Key Facts

	Siebel	8.0.0.12 (moving to 8.1.9)		
Oracle Product Versions	Database	SQL Server 2008 (moving to Oracle 11g)		
versions	Enterprise Manager	12c		
	RUEI	12.1.0.3		
	Geographic sites Siebel is used	~800		
Sighal Daploymont	Siebel App Servers	48		
Siebel Deployment	Customization Level	15%		
	Integrations	Over 50 external systems		
	Concurrent Users	7,000		
Volume Metrics	Customer Enquiries / day	110,000		
	Database Size	2 TB		



Investment Rationale for RUEI+Siebel Accelerator



>Address pain points

- -Visibility into Siebel was difficult and laborious
- -Principal method of troubleshooting was via log parsing
- -User experience monitoring based on synthetic transactions
- -Needed faster incident response and resolution times
- Many of our end users had stopped reporting issues, due to perceived inaction
- -User-related metrics were limited or not being captured



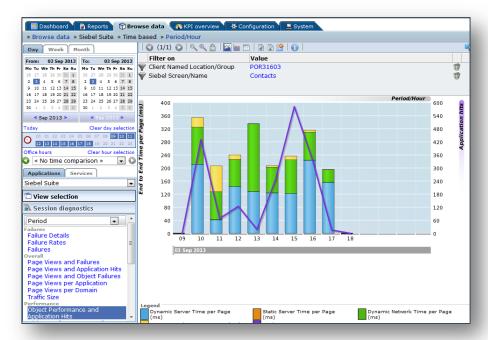
Use Cases: How ANZ Leverages RUEI+Siebel Accelerator for Better Siebel Management



Use case 1 – Application Support

> Incident Response and Resolution

- –RUEI provides real-time visibility of SLA compliance
- -KPIs on actual user transactions
- -Alerts when limits breached
- Ability to drill-down from KPI to specific offending session
- Ability to drill-down to troubleshoot a user transaction
- Ability to find out where the transaction is slow
- Moved from synthetic "robot" monitoring and angry calls from end users





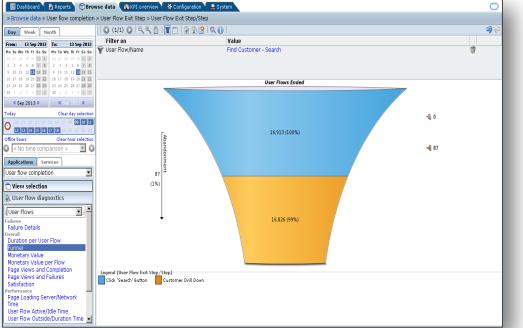
Use case 2 – Application Delivery

- > Ensuring a well performing and error free application
 - Ability to view peak workload and transaction types in production
 - Allows development to create performance testing workload on actual usage
 - Ability to view end user experience of error or badly performing pages
 - Insight resulted in tuning of the application, increasing average performance of key transactions by 300%
 - Moved from incomplete performance testing workloads created from log parsing, and reliance on customer surveys and branch visits

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Failures Failure Details		Execute Login	2,796	164	2,280	5,730	
Failure Rates		ANZ VAN All CLGs List	2,701	0	155	39	
Failures	=	ANZ Proactive Summary CLI TaskUI	2,518	2	77	130	
Overall Page Views and Failures		ANZ KYC My Teams Cases List	2,421	0	121	2	
Page Views and Application	Hits	ANZ iKCF Fulfilment Confirmation TaskUI	2,402	4	159	191	
Page Views and Object Failures Traffic Size		ANZ iKCF MLA Location BSB Selection TaskUI	2,278	4	73	190	
Performance		ANZ CMML My Team's Activities List	1,863	0	255	47	
Object Performance and Application Hits		All Opportunities across Organizations	1,845	0	274	0	
Object Performance Details		Batch Job Submission	1.792	48	76	104	
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Use case 3 – Business Analysis



> Understanding Sales and Service usage

- -Siebel Application usage captured by RUEI
- -Transactions (for example Account Origination) are setup in RUEI with transaction funnel (fall out rates)
- Allows business support to verify that new functions are being used successfully
 - Supports training and business change planning
 - Provides metrics for business case measure and manage



Benefits Achieved from RUEI+Siebel Accelerator



>More Efficient, Productive, Insightful, and Responsive

- —Significant increase in Siebel transaction visibility and ease of troubleshooting
- -With Siebel Accelerator didn't need to code the application to understand Siebel
- -Eliminated numerous laborious manual processes
- Immediate identification of performance bottleneck (i.e., network, server, Siebel app)
- -Provided insights to improve application performance
- -Significant reduction in response times to customer issues



Lessons Learned and Next Steps with RUEI, Enterprise Manager, and Siebel



Addressing Architectural Concerns

>Intrusiveness of monitoring solutions

- –RUEI is passive and data collection is non-intrusive
- -No agents and no Siebel application configuration required

>Managing scope of monitored traffic

-Control with RUEI Collector port and network filters

	Profile: Asia traffic	💽 🖗 Configure profile
	Protocol	Port
20	HTTP/Forms servlet mode	80 81 3128 4889 6300 7101 7777 8000 8001
20	Forms socket mode	8889 9000 9001 9095
20	HTTP	7011 10080 11080 12080
<u>_</u>	HTTPS proxy	120
0 ² 0	HTTPS	443 4444 5989

Profile: EMEA traffic	💌 😵 Co	nfigure profile
Network filters		
allow you to restrict mor capture.		iters to manage the scope of monitored traffic. They and subnets, and to restrict the level of packet
🥹 Traffic filter:		based on IP packet
🚣 VLAN filter:	All VLAN traffic	
Å TCP port numbers:	80 443	
IP filter	Add network filter Details Image: Server IP address: Netmask:	 Select only packets where the network address matches the specified IP address and netmask. 192.168.180 255.255.255.255 Save Cancel
		Save Cancel



Addressing Security and Privacy Concerns

>Segregation of duties

- -LDAP Authentication
- -Control user roles and permissions

- >Securing Sensitive Data
 - -Data Blinding / Masking
 - -Control Replay Policies and Content Logging

	asking				
ecify the URL POST argum	ents whose logging you want to	control.			
e default action specifies t	the masking action that should be	e taken for items not explic	itly specified in		
Replay logging policy					
Specify the default replay action, and whether it should apply to all network traffic, or to only specified IP address ranges. Note that any defined URL prefix actions within the active IP range override the default replay action.					
Default replay action	n: No replay				
Replay IP range:	Specified IP addresses				
heping in ranger	opeomed in data cooco				
URL prefixes Replay I	(P ranges				
Replay IP ranges					
IP address	you can also upload a list of IP a	-			
🔉 « Unload list »					
🛃 « Add new IP range	»).0.0	1		
 Add new IP range 128.128.0.0 			10		
 Add new IP range 128.128.0.0 128.128.0.0 	» 255.240	2.0.0	10		
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 ▲ Add new IP range ↓ 128.128.0.0 ↓ 128.128.0.0 ↓ 128.129.0.0 ↓ 128.130.0.0 	» 255.240 255.252 255.255	2.0.0 5.255.0 2.0.0	1		
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- > Value in performance testing
 - Have seen significant value of RUEI in QA test environments.
 - We use RUEI also used to highlight any performance issues early on in Siebel QA environment before
 production
- > Spend time understanding your network configuration
 - We didn't appreciate our complex network estate, load balancing, multiple web servers and data centres
 - Achieving correct capture of traffic took significant effort
 - Ask the right questions to your internal network team early
- > Review the RUEI application capability and benefits
 - We conducted a detailed review of RUEI technology, this aided the business case for RUEI and the Siebel accelerator versus other CEM products
 - By early analysis ANZ was able to call out enhancements we would like on the product, by the time
 we deployed they were developed and available



Next Steps

>Tune KPI's and integrate alerting

- -Tune KPI's and automatic alerting
- -Integrate with ticketing system
- -Build more business transactions
- >Broader adoption of Enterprise Manager 12c Cloud Control and Siebel Plug-in as part of Application Management Suite (AMS) for Siebel
 - -Will provide greater diagnostics and management capabilities for Siebel
 - -System Monitoring and Diagnostics
 - -Lifecycle Management
 - -Configuration and Compliance Management



Questions? Join the Enterprise Manager Community



Visit us at: http://www.oracle.com/enterprisemanager



Oracle Enterprise Manager Sessions - Monday

Session	Session Title	Day	Time	Location
	Managing Oracle WebLogic Server and Oracle Coherence with Oracle			
CON3267	Enterprise Manager 12c	Monday	10:45 AM	Moscone North - 130
	Managing the Manager: Tips and Tricks for Maintaining Oracle Enterprise			
CON6287	Manager 12c	Monday	10:45 AM	Moscone South - 102
	Make the Most of Your Oracle Exalytics and BI Investments with Oracle			
CON9572	Enterprise Manager 12c	Monday	10:45 AM	Moscone North - 131
CON9576	Six Essential Features for Effective Cloud-Based Testing	Monday	10:45 AM	Moscone South - 103
CON2131	DBA Best Practices for Performance Tuning in a Pluggable World	Monday	12:15 PM	Moscone South - 308
				Westin San Francisco -
CON9582	Oracle Exadata Management Deep Dive with Oracle Enterprise Manager 12c	Monday	12:15 PM	Metropolitan I
	Managing the Oracle Identity Management Platform with Oracle Enterprise			
CON9573	Manager	Monday	1:45 PM	Moscone North - 130
CON9590	Oracle Enterprise Manager 12c: Architecture, Concepts, and Best Practices	Monday	1:45 PM	Moscone South - 104
	Automatic Workload Repository Soup to Nuts: Fundamentals of Database			
CON9578	Performance Analysis	Monday	3:15 PM	Moscone South - 104
CON9591	Oracle Enterprise Manager 12c Deployment and Tuning Best Practices	Monday	4:45 PM	Moscone South - 308

Oracle Enterprise Manager Sessions - Tuesday

Session	Session Title	Day	Time	Location
CON8788	Maximizing Database Performance with Database Replay	Tuesday	10:30 AM	Moscone South - 308
CON9585	Zero to Cloud: Real Customers, Real-World Success Stories	Tuesday	10:30 AM	Moscone South - 305
GEN9592		Tuesday	12:00 PM	Moscone South - 103
CON9564	Optimize Oracle WebLogic Performance/Manageability: Oracle Enterprise Manager Cloud Control 12c	Tuesday	3:45 PM	Moscone North - 130
CON9580	Best Practices for Maximizing Oracle Enterprise Manager 12c Availability	Tuesday	3:45 PM	Moscone South - 308
CON9583		Tuesday	3:45 PM	Moscone South - 305
CON3991	Deploying Oracle Enterprise Manager 12c in a Complex Network Without Compromising Security	Tuesday	5:00 PM	Moscone South - 300
CON9586	DBA's New Favorite: Lifecycle Management with Oracle Enterprise Manager 12c	Tuesday	5:00 PM	Moscone South - 306
CON9574	Proactively Monitor Oracle WebLogic User Activity and Solve Issues Before End Users Complain	Tuesday	5:15 PM	Moscone North - 130

Oracle Enterprise Manager Sessions - Wednesday

Session	Session Title	Day	Time	Location
CON11255	Real-World Operating Excellence with Oracle Enterprise Manager 12c	Wednesday	10:15 AM	Westin San Francisco - Metropolitan I
CON9480	Simplify and Enhance Siebel Management Technologies with Oracle Enterprise Manager	Wednesday	10:15 AM	Moscone West - 3001
CON9566	Get Up and Running with Oracle Enterprise Manager for SOA and Oracle Fusion Middleware	Wednesday	10:15 AM	Moscone North - 130
CON9584	Deploying Applications in a Private Cloud with Oracle Enterprise Manager	Wednesday	10:15 AM	Moscone South - 308
GEN8792	General Session: Database Management Innovations—Oracle Database 12c Manageability Highlights	Wednesday	10:15 AM	Moscone South - 103
CON4101	Take Your Oracle WebLogic Applications to the Next Level with Oracle Enterprise Manager 12c	Wednesday	11:45 AM	Moscone North - 130
CON9581	Optimize Oracle Enterprise Manager Monitoring for Your Global Data Center	Wednesday	11:45 AM	Moscone South - 308
CON9579	Step-by-Step Cookbook for Identifying and Tuning SQL Problems	Wednesday	1:15 PM	Moscone South - 103
CON9589	Building a SPARC Cloud with Oracle Enterprise Manager Ops Center 12c	Wednesday	1:15 PM	Westin San Francisco - Metropolitan I
CON4666	Oracle Enterprise Manager 12c Database Lifecycle Management Automatic Provisioning and Patching	Wednesday	3:30 PM	Moscone North - 131
CON8768	DBA Best Practices for Protecting Data Privacy with Oracle's Data Masking	Wednesday	3:30 PM	Moscone West - 2024
CON9577	Active Session History Deep Dive: Advanced Performance Analysis Tips	Wednesday	3:30 PM	Moscone South - 104
CON3255	Being Sure: Confident Consolidations with Oracle Real Application Testing 12c	Wednesday	5:00 PM	Moscone South - 306
CON6217	Using Oracle Enterprise Manager 12c to Manage Engineered Systems and Oracle Fusion Middleware	Wednesday	5:00 PM	Moscone North - 130
CON9588	Get Proactive: Best Practices for Upgrading to Oracle Enterprise Manager 12c	Wednesday	5:00 PM	Moscone South - 308

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Oracle Enterprise Manager Sessions - Thursday

Session	Session Title	Day	Time	Location
	Databases "On the Fly": Unravel the Cloud Potential in Oracle Enterprise			
CON9605	Manager 12c	Thursday	11:00 AM	Moscone South - 308
CON3103	Real Oracle Real Application Testing: What to Expect and Prepare For	Thursday	12:30 PM	Moscone South - 104
	Migrating Oracle Enterprise Manager to a New Data Center with Near-Zero			
CON6129	Downtime	Thursday	12:30 PM	Moscone South - 308
	Keyword-Driven Testing with Oracle Application Testing Suite: Application			
CON9575	Testing Reinvented	Thursday	12:30 PM	Moscone West - 3018
	Bank of America and Oracle Enterprise Manager 12c: Delivering Productivity	· ·		
CON5677	and Efficiency	Thursday	2:00 PM	Moscone South - 308
0010574	N/M Discussed in a Destiliantic Deschartise Excision excepts	Thursday		Managers North 100
CON9571	JVM Diagnostics: Java Profiling in Production Environments	Thursday	2:00 PM	Moscone North - 130
	Manage Beyond Limits: Oracle Enterprise Manager CLI and Other Extensibility			
CON9587	Features	Thursday	3:30 PM	Moscone South - 308

Oracle Enterprise Manager DEMOgrounds

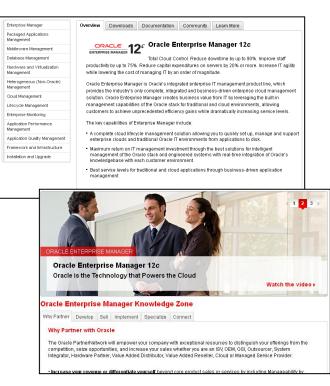
Session Title	Location
Application and Infrastructure Testing	Moscone West - W-098
Automatic Application and SQL Tuning	Moscone South, Left - SL-001
Automatic Fault Diagnostics	Moscone South, Left - SL-005
Automatic Performance Diagnostics	Moscone South, Left - SL-006
Complete Data Center Monitoring	Moscone South, Left - SL-018
Complete Database Lifecycle Management	Moscone South, Left - SL-014
Data Masking and Data Subsetting	Moscone South, Left - SL-015
Delivering and Managing Database as a Service	Moscone South, Left - SL-017
End-User Diagnostics	Moscone South, Right - SR-222
End-to-End Management of Oracle E-Business Suite	Moscone West - W-014
Identity Management Monitoring with Oracle Enterprise Manager	Moscone South, Right - SR-250
Infrastructure as a Service	Moscone South, Center - SC-175
Oracle Applications Management	Moscone West - W-062
Oracle Enterprise Manager Cloud Control 12c Overview	Moscone South, Left - SL-013
Oracle Real Application Testing	Moscone South, Left - SL-002
Oracle WebLogic Server, Oracle Coherence, and Middleware Cloud Management	Moscone South, Right - SR-206
SOA Management	Moscone South, Right - SR-224
Zero to Cloud: Infrastructure to Testing as a Service	Moscone South, Left - SL-016

Oracle Enterprise Manager Hands-on Labs Marriott Marquis - Salon 14/15

HOL Session	Hands-on Lab Title	Day	Time
HOL10158	Database as a Service with Oracle Enterprise Manager and Oracle Database 12c	Monday	10:45 AM
HOL10209	Oracle Database 12c Lifecycle Management with Oracle Enterprise Manager	Monday	12:15 PM
HOL10160	Maximizing Oracle Database 12c Performance with Oracle Enterprise Manager	Monday	01:45 PM
HOL10202	Oracle WebLogic and Oracle Fusion Middleware Diagnostics with Oracle Enterprise Manager 12c	Monday	03:15 PM
HOL10303	Middleware as a Service with Oracle Enterprise Manager 12c	Monday	04:45 PM
HOL11733	Oracle WebLogic Plus Oracle Fusion Middleware Diagnostics with Oracle Enterprise Manager 12c	Tuesday	03:45 PM
HOL11305	Oracle Database 12c Lifecycle Management with Oracle Enterprise Manager	Wednesday	10:15 AM
HOL11304	Maximizing Oracle Database 12c Performance with Oracle Enterprise Manager	Wednesday	11:45 AM
HOL11284	Database as a Service with Oracle Enterprise Manager and Oracle Database 12c	Wednesday	01:15 PM
HOL11734	Middleware as a Service using Oracle Enterprise Manager 12c	Wednesday	03:30 PM

Enterprise Manager Resources

- Oracle.com: <u>http://www.oracle.com/enterprisemanager</u>
 - Enterprise Manager Customer References
- OTN: <u>http://www.oracle.com/technetwork/oem</u>
 - Demos on Demand
 - <u>Enterprise Manager Forums</u>
- Enterprise Manager Training from Oracle University
 - Oracle Enterprise Manager 12c Learning Library
 - Oracle Enterprise Manager Cloud Control 12c: Install and Upgrade
 - Using Oracle Enterprise Manager Cloud Control 12c Ed 1
 - Oracle Enterprise Manager 12c: Overview Bundle Self-Study
 - Oracle Enterprise Manager 12c: Management Bundle Self-Study
- Partners
 - List of Enterprise Manager Specialized Partners
 - Oracle Enterprise Manager OPN Knowledge Zone
 - Oracle Enterprise Manager OPN Specialization
 - Oracle Enterprise Manager Application Quality Management OPN Specialization
 - IOUG Oracle Enterprise Manager Special Interest Group
- Social Media
 - <u>Twitter</u>, <u>Facebook</u>, <u>YouTube</u>, <u>Linkedin</u>, <u>Blog</u>







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