

MODIFIABLE RFP TEMPLATE & VENDOR Q&A RUBRIC | VNA-RFP-039 | Orphaned Oracle Stack Rescue (Discoverer, Workflow & EBS CEMLI)

# Request for Proposals (RFP): Oracle EBS R12 CUSTOM.pll & XX\_ Schema Offload to Clean-Core APEX Sidecar Extensions

Instructions for RFP Author: This template is structured so your IT, Architecture, and Procurement teams can issue a rigorous, apples-to-apples Request for Proposals. Customize the bracketed [Modifiable] fields below or use the companion .md file on the solution portal.

## 1. Issuing Organization & Procurement Schedule (Modifiable Fields)

| RFP Field / Milestone                 | Modifiable Entry / Target Value                                                                                                                                                                     |
|---------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Issuing Organization & Sponsor        | [Insert Legal Organization Name, Executive Sponsor & Primary Contact Email]                                                                                                                         |
| Project Scope Summary                 | Transition from 500+ Invasive EBS R12 CEMLI's, CUSTOM.pll Triggers, Custom .fmb Forms & XX_ Schemas to Clean-Core Oracle EBS / Fusion ERP + Decoupled APEX 24.2 Sidecar Extensions on Autonomous DB |
| RFP Issue / Q&A; / Proposal Due Dates | [Issue: YYYY-MM-DD]   [Vendor Questions Due: +14 Days]   [Proposals Due: +30 Days]                                                                                                                  |
| Target Contract Type                  | Fixed-Price Milestone Deliverables with Automated Parity & Cutover Acceptance Gates                                                                                                                 |

## 2. Mandatory Technical Scope of Work (Modifiable Requirements)

- [REQ-ARCH-01] Automated Phase 0 AST & binary scan mapping 500+ Invasive EBS R12 CEMLI's, CUSTOM.pll Triggers, Custom .fmb Forms & XX\_ Schemas artifacts directly to live Oracle dictionary metadata and profiling production data.
- [REQ-ARCH-02] Target architecture built on Clean-Core Oracle EBS / Fusion ERP + Decoupled APEX 24.2 Sidecar Extensions on Autonomous DB, consolidating cloned queries into governed core SQL views with runtime Smart Filters.
- [REQ-ARCH-03] Automated generation of full Business Requirements Documents (BRD), Technical Approach Docs, Testing Specifications, and Verified Test Results.
- [REQ-ARCH-04] Zero-trust SSO/MFA (Entra ID / Okta) paired with database-enforced row-level security (VPD / RAS) and SQLcl Liquibase CI/CD pipelines.

## 3. Component Conversion & Acceptance Matrix

| Legacy Artifact / Workload                                                                       | Required Target Architecture                                                                 | Engineering Method & Acceptance Gate                |
|--------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|-----------------------------------------------------|
| Source Tier: 500+ Invasive EBS R12 CEMLI's, CUSTOM.pll Triggers, Custom .fmb Forms & XX_ Schemas | Clean-Core Oracle EBS / Fusion ERP + Decoupled APEX 24.2 Sidecar Extensions on Autonomous DB | Automated AST & Metadata Uplift (85%-95%)           |
| Primary Footprint: Custom EBS CEMLI Objects (Forms / CUSTOM.pll)                                 | Oracle APEX 24.2 Redwood UI + PL/SQL APIs                                                    | Binary-to-DB Metadata Mapping + Pilot Sprint        |
| Workload & Queries: Custom XX_ Tables, Views & PL/SQL Packages                                   | Canonical Core SQL Views + Runtime Smart Filters                                             | Query Fan-Out Clustering (75%-90% Reduction)        |
| Undocumented Legacy Business Rules & QA                                                          | Auto-Generated BRD, Approach Doc, Test Specs & Results                                       | 100% Automated Documentation & utPLSQL / Playwright |

## 4. Mandatory Vendor Q&A; Questionnaire & Evaluation Benchmark Key

Bidders must answer each technical question below. Evaluation committee members can compare vendor answers directly against the Reference Benchmark Key:

**Vendor Question 1: What are the primary levers that control the cost of EBS R12 CEMLI Offload to Clean-Core APEX?**

[Score: \_\_\_\_ / 10]

**Reference Evaluation Benchmark:** Cost is controlled by five levers: (1) collapsing cloned query fan-out across custom xx\_ tables, views & pl/sql packages into canonical core SQL views, (2) percentage of business logic already in database packages vs. UI triggers, (3) production data quality profiled during Phase 0, (4) external integration/SSO count, and (5) cutover downtime requirements.

**Vendor Question 2: How does your tool convert binaries (.fmb, .rdf, etc.), map database metadata, and generate documentation?** [Score: \_\_\_\_ / 10]

**Reference Evaluation Benchmark:** Our automated analyzer parses legacy binaries and source files, extracts every trigger, query, and UI control, cross-references them against live database dictionary metadata (ALL\_TAB\_COLUMNS, ALL\_DEPENDENCIES), profiles actual column data distributions, and automatically generates the Business Requirements Document (BRD), Technical Approach Doc, Test Specifications, and Verified Test Results.

**Vendor Question 3: What does a typical project timeline look like from kickoff to production cutover?** [Score: \_\_\_\_ / 10]

**Reference Evaluation Benchmark:** Projects follow four gated phases: Phase 0 (Weeks 1-2: Binary AST Scan, Data Profiling & Auto-Generated BRD), Phase 1 (Weeks 3-6: Core Schema Uplift & Working Pilot), Phase 2 (Weeks 7-12: Automated Conversion Sprints & Test Spec Execution), and Phase 3 (Weeks 13-16: Parallel Run, Zero-Downtime Cutover & 30-Day Hypercare).

**Vendor Question 4: How do you rationalize report/query fan-out and guarantee 100% customer code & data ownership?** [Score: \_\_\_\_ / 10]

**Reference Evaluation Benchmark:** Vendor must demonstrate AST SQL clustering to collapse cloned queries into governed core views with runtime/AI-inference filters, and deliver 100% customer-owned SQL, PL/SQL, APEX, or cloud code with zero proprietary runtime lock-in.

## 5. Commercial Milestone Pricing & Evaluation Weighting (Modifiable)

| Phase / Deliverable Gate                       | Required Acceptance Output                                                    | Bidder Fixed Fee | Eval Weight |
|------------------------------------------------|-------------------------------------------------------------------------------|------------------|-------------|
| <b>Phase 0: AST Discovery &amp; Blueprint</b>  | Complete code/schema AST inventory, dead-code manifest & core SQL fan-out map | \$ [Insert]      | 20%         |
| <b>Phase 1: Core Schema &amp; Logic Uplift</b> | Target cloud/DB provisioning, automated DDL/code conversion & unit tests      | \$ [Insert]      | 30%         |
| <b>Phase 2: UI, Reports &amp; UAT</b>          | Modernized UI/portals, runtime/AOP reports, security VPD/SSO & UAT sign-off   | \$ [Insert]      | 30%         |
| <b>Phase 3: Cutover &amp; Hypercare</b>        | Zero-downtime cutover, row/hash reconciliation & 30-day production warranty   | \$ [Insert]      | 20%         |