

MODIFIABLE RFP TEMPLATE & VENDOR Q&A RUBRIC | VNA-RFP-025 | Application Stack X to Application Stack Y

Request for Proposals (RFP): Crystal Reports (.rpt), SAP BusinessObjects & OBIEE 12c Migration to Oracle APEX 24.2 & AOP

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 SAP Crystal Reports (.rpt), BusinessObjects (.unv/.unx), Oracle Discoverer (.eex), OBIEE 12c to Oracle APEX 24.2 Interactive Reports/Grids, Runtime/AI Inference Filters, APEX Office Print (AOP) & OAC
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] AST Query Fan-Out Rationalization: We parse all legacy .rpt, .rdf, .unv/.unx, .eex, and RPD files into SQL Abstract Syntax Trees (ASTs), stripping literal predicates and clustering queries by their core FROM/JOIN graph and aggregation grain.
- [REQ-ARCH-02] Build Only the Core Canonical SQL Views: Instead of migrating 1,000 cloned reports 1-for-1, we engineer governed, indexed Oracle Database 23ai views, Analytic Views, and PL/SQL pipelined functions strictly for the canonical core queries (typically reducing report artifact count by 75% to 90%).
- [REQ-ARCH-03] Runtime & Inference Filter Generation: Dynamic WHERE clauses, faceted search, saved user views, control breaks, and natural-language AI prompts (Oracle APEX 24.2 Smart Filters + Autonomous Database Select AI) are evaluated at runtime/inference rather than hard-coded into separate files.
- [REQ-ARCH-04] Pixel-Perfect Output via AOP: Regulatory PDFs, statements, and multi-tab Excel workbooks bind to the same rationalized core SQL cursors via APEX Office Print (AOP) or BI Publisher.

3. Component Conversion & Acceptance Matrix

Legacy Artifact / Workload	Required Target Architecture	Engineering Method & Acceptance Gate
10-30 Cloned Reports Differing Only by WHERE Clause / Sort / Group-By (Query Fan-Out)	1 Canonical Oracle 23ai Core View + APEX 24.2 Runtime / Inference Filters	AST Join-Graph Clustering; build once for the core SQL, resolve predicates at runtime/inference
SAP Crystal Reports (.rpt) + Nested Subreports	APEX Office Print (AOP) Template + Single Hierarchical CURSOR() Query	Extract SQL & formula fields; bind canonical core query to DOCX/XLSX/PDF template
BusinessObjects Universe (.unv / .unx) Joins & Measures	Oracle 23ai Semantic Views + Analytic Views + Select AI Metadata	Compile universe classes into governed SQL views supporting runtime NL2SQL inference
Oracle Discoverer Workbooks (.eex) & EUL Folders	Oracle APEX 24.2 Interactive Reports, Smart Filters & Saved Views	Deduplicate EUL folders into core views; users save custom runtime views without IT tickets

OBIEE 12c RPD & Answers Dashboards	Oracle Analytics Cloud (OAC) or Native APEX 24.2 Dashboards	Lift executive KPIs to OAC or consolidate operational drill-downs into zero-license APEX pages
Crystal Server / BO InfoView Bursting Schedules	APEX_AUTOMATION + DBMS_SCHEDULER + Dynamic VPD Predicates	Single scheduled job bursts personalized outputs by injecting runtime security context

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: How does Query Fan-Out Rationalization reduce our report count by 75% to 90%? [Score: ____ / 10]

Reference Evaluation Benchmark: When we parse legacy Crystal (.rpt), Oracle Reports (.rdf), or BusinessObjects repositories into SQL Abstract Syntax Trees, we consistently find that 5 to 15 separate reports query the exact same tables and joins, differing only in hard-coded WHERE clauses, date buckets, or sort orders. We build and govern only the canonical core SQL query in Oracle 23ai, while all filter combinations, groupings, and ad-hoc views are generated dynamically at runtime or via AI inference in Oracle APEX 24.2.

Vendor Question 2: How do runtime and inference-based filters work for business users? [Score: ____ / 10]

Reference Evaluation Benchmark: Each core SQL view powers an Oracle APEX 24.2 Interactive Report or Smart Filter page alongside Oracle 23ai Select AI natural-language inference. Users can toggle faceted filters, save private or public runtime report views, schedule email subscriptions, or type natural-language questions that synthesize safe WHERE predicates against the governed core view at runtime.

Vendor Question 3: Can Oracle APEX still produce pixel-perfect multi-page invoices, checks, and statements like Crystal Reports? [Score: ____ / 10]

Reference Evaluation Benchmark: Yes. By pairing the rationalized core SQL cursors with APEX Office Print (AOP) or Oracle BI Publisher, business analysts maintain Word or Excel templates while Oracle 23ai supplies nested JSON cursor data at runtime.

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