



HIGH TECHNOLOGY

Unlock Endless Possibilities

Enabling a resilient and modern organization for the journey ahead



High technology

High-tech companies face intense challenges and unprecedented opportunities amid volatile demand, supply chain disruptions, and shifting customer expectations. Over the next decade, success will depend on overcoming these disruptions, advancing sustainability, adopting data-driven manufacturing, and capitalizing on connected products and services that align with evolving work models and labor needs.

Key imperatives for high technology

- 1 Build resilient and sustainable supply chains while lowering costs.
- 2 Build the right employee experience for evolving needs.
- 3 Simplify the tech stack for agility and speed.
- 4 Grow revenue with new digital buying experiences and service-based business models.

Forces shaping the high-tech industry

INDUSTRY CHALLENGES

Supply chain risks

Ongoing component shortages and supply chain disruptions due to geopolitical, economic, and environmental forces.

Demand volatility and rising costs

Demand volatility and rising material, labor, and overhead costs that jeopardize performance targets and maintain margins.

Workforce retention and recruitment

Competing for talent amid labor shortages, an aging workforce, and a lack of modern technology to shrink the knowledge gap.

Sustainability shift

Increased public demand for transparency. New government regulations on emissions, conflict minerals, and product disposal.

IT complexity

Friction and inefficiency from complex legacy infrastructures, large data volumes, and data silos.

Pressure on today's business models

Customer desire to shift from buying products to buying outcomes and shifting responsibility of owning and servicing assets from customer to manufacturer.

VISION OF SUCCESS

Click a link to learn more.



1: Improve supply chain efficiency

Gain visibility into supply and demand networks and respond quickly to reduce supply chain risk.

Recommended actions

- Build a supplier network with redundancy and resiliency to better adapt to changing conditions.
- Use predictive analytics and forecasting to get ahead of disruptions to supply and price.

How to get started

- Analyze your supplier network and supplier data.
- Set up sustainability measurements that matter to your business and to your customers.
- Collect all sources of supplier data and work to automate key details.

Oracle capabilities enabling strategic goals



2: Evolve profitably

Refine processes for greater project profitability. Focus on efficient execution and advanced analytics that show where you're making and losing money.

Recommended actions

- Invest in modernizing your technology stack with a real-time, connected cloud.
- Get granular about profit margins and business results—by region, customer, product, and more.
- Manage your people to think differently about the holistic costs of running the business—and give them tools for actionable insights.

How to get started

- Analyze financial and operational data.
- Use predictive analytics to help improve profitability and forecasting.
- Gather key pieces of data that show real profitability—spanning procurement, production, operations, human resources, travel, supplies, and more.
- Learn how AI can drive efficiency and optimization.

Oracle capabilities enabling strategic goals



3: Transform the workforce

Transform the workforce from hire to retire using AI for better efficiency and better outcomes.

Recommended actions

- Build consistency at every stage of the employee lifecycle.
- Enhance the employee experience.
- Use data to identify critical roles to drive business value.
- Position HR as a strategic partner rather than as a transactional function.

How to get started

- Identify sources of employee turnover, which may include technology that can make jobs easier.
- Leverage data and analytics for informed decision-making in human capital strategies, aligning HR support with broader business goals.
- Prioritize employee retention by fostering a corporate culture that aligns with the values and work-life balance needs of workers.

Oracle capabilities enabling strategic goals

Human capital management

Optimized talent retention



4: Achieve sustainability excellence

Efficiently track sustainability KPIs, create stakeholder reports, satisfy auditing agencies, and quickly adapt to emerging regulations.

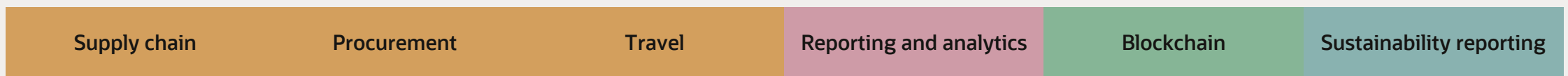
Recommended actions

- Set your sustainability goals, then align measurements and actions to meet them.
- Use analytics and scenario modeling to understand possible adjustments and their impact.

How to get started

- Set up sustainability measurements that matter.
- Understand sustainability reporting requirements in the geographies where you operate.
- Determine all areas of the business that tie into sustainability, including procurement, manufacturing (if applicable), and travel.

Oracle capabilities enabling strategic goals



5: Run a modern business in the cloud

Run a modern business that leverages integrated systems linking finance, operations, product and service information, sales, marketing, service, and more.

Recommended actions

- Invest in modernizing your technology stack with a real-time, connected cloud.
- Connect customer communications with financial and operational truths.
- Run the business in real time, rather than with a backward view.

How to get started

- Analyze product, service, and customer data.
- Identify silos where parts of the business aren't integrated into the bigger picture.
- Learn about AI and how it can drive better efficiency and optimization.

Oracle capabilities enabling strategic goals



6: Capitalize on new business models

Drive new recurring revenue streams, new product innovation, and enhanced sustainability via connected assets and software-driven products.

Recommended actions

- Explore and experiment with new business models, such as pay-as-you-go.
- Offer new bundles and change the role of ecosystem partners.
- Determine pricing and billing needs for new business models.
- Integrate sales, service, and marketing with delivery.

How to get started

- Build an innovation network to define and expand a suite of digital services.
- Analyze pricing models and prices for new product offerings.
- Assemble a list of key partners.

Oracle capabilities enabling strategic goals



Internal questions to get going

Operations

Do we have waste in our operations?

Where can AI benefit us to improve efficiency and accuracy?

What challenges do we face trying to predict and meet demands in a changing competitive environment?

Change management

Do our associates feel like they're working with modern technology?

What kind of upskilling will our teams need to administer and adopt this cloud technology?

Can we risk losing top talent to other firms with more modern technology?

Which teams do we foresee being the hardest to enable? The fastest?

Modern tech stack

How modern are the technologies our employees use?

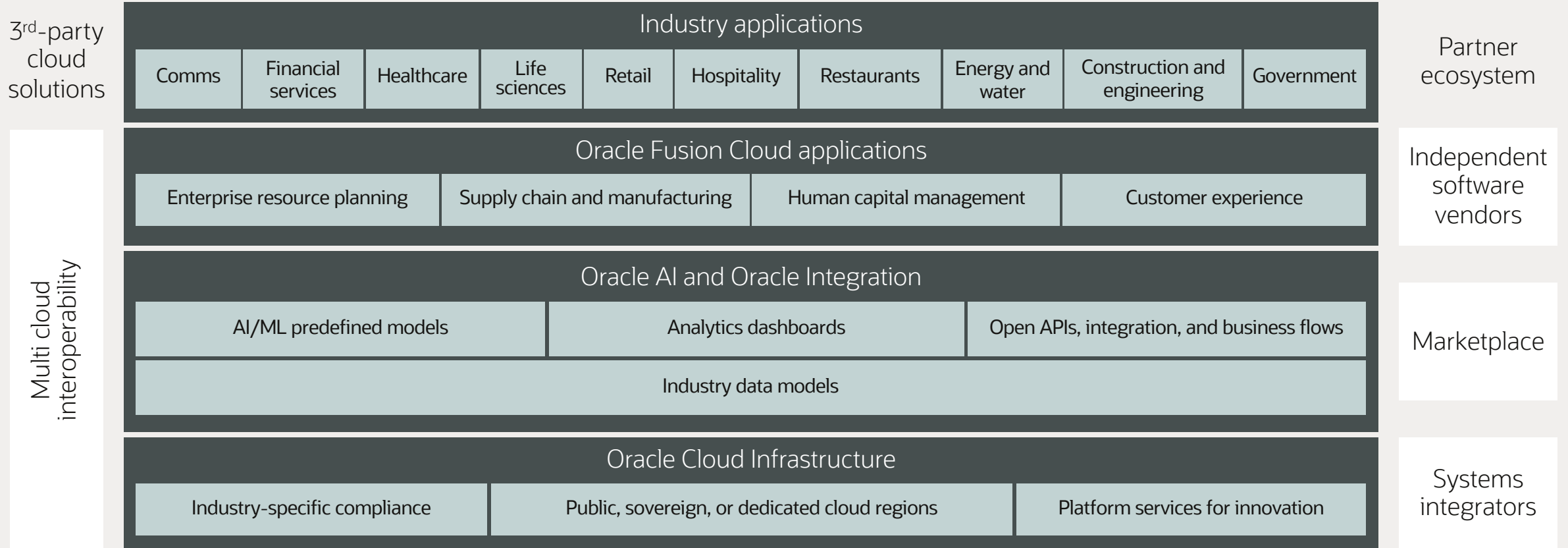
How modern are the technologies that drive product and customer engagement?

Are we slowed down by our technology?

Do employees feel they have the right tools to meet fast-paced demands?



Oracle solutions for every industry



Why Oracle?

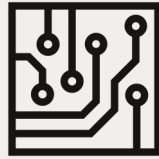


Complete suite

Best-of-breed apps designed and built based on customer needs—with AI throughout.

Industry-specific apps for finance, HR, supply chain, manufacturing, marketing, sales, service, and analytics built to work together.

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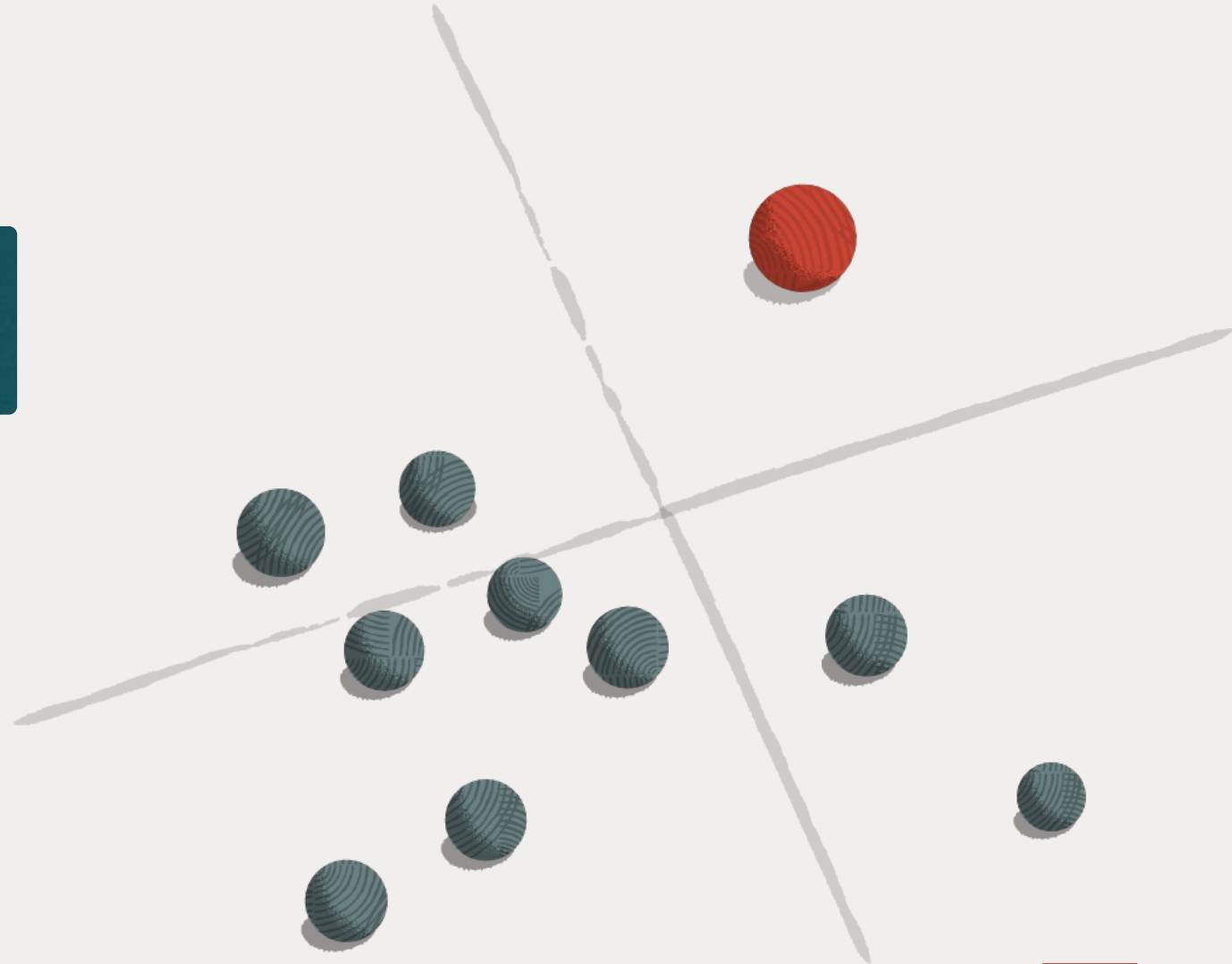

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