

The Key Ingredients for a Modern Cloud ERP

Meet the Experts – Oracle ERP Cloud

Hosted by the ANZ ERP Team



Meet The Experts



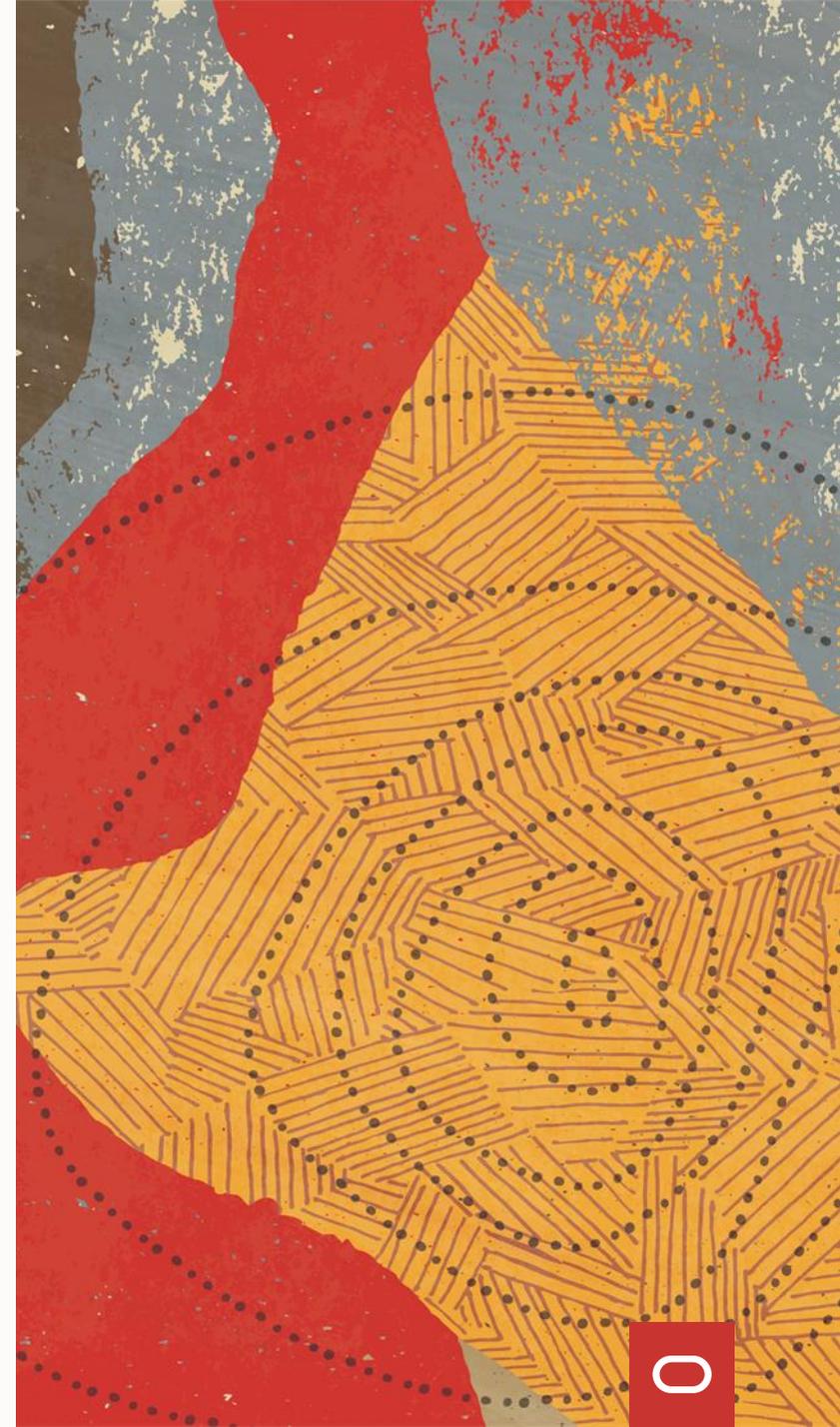
Wayne Goodall

JAPAC Development
ERP / EPM
Oracle

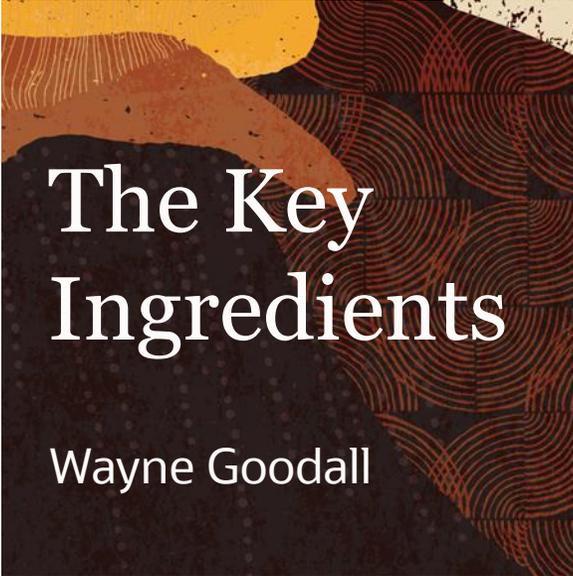


Stephen Sparrow

Business Solutions
Consultant
Oracle

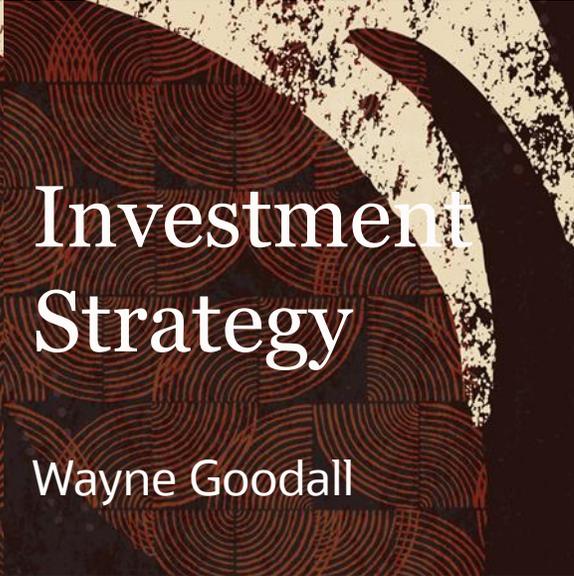


What's on Tap Today



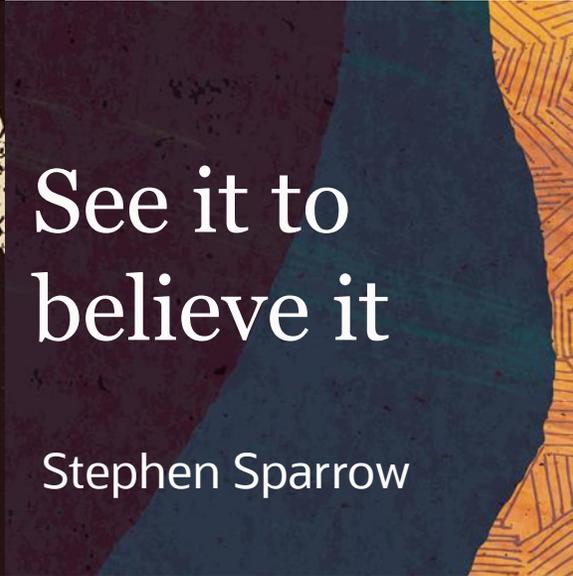
The Key
Ingredients

Wayne Goodall



Investment
Strategy

Wayne Goodall



See it to
believe it

Stephen Sparrow



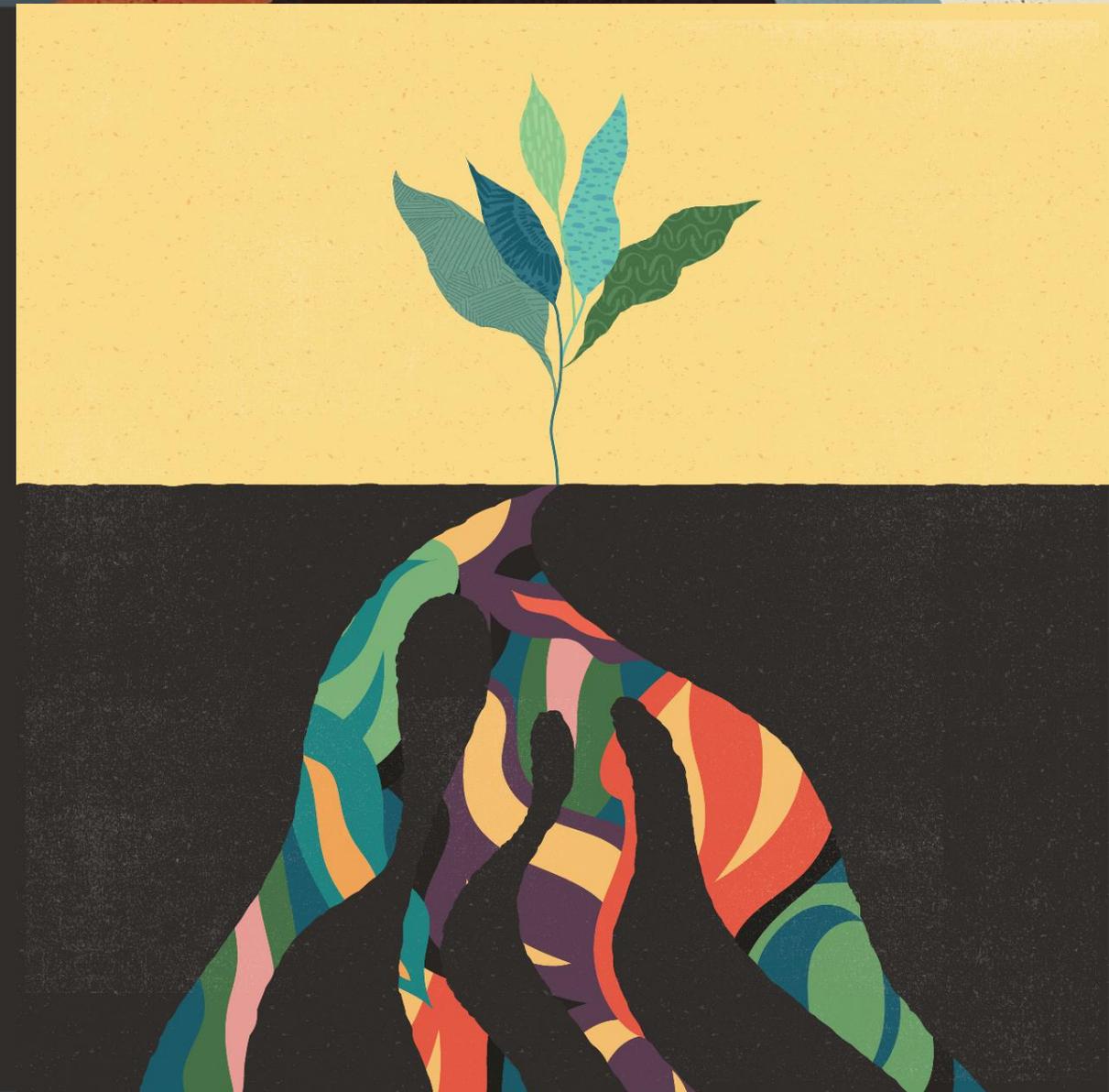
Questions

All

Safe harbor statement

The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, timing, and pricing of any features or functionality described for Oracle's products may change and remains at the sole discretion of Oracle Corporation.

Intelligent UX



Fusion Cloud Applications

MODERN USER EXPERIENCE
Makes work human

5

MOST COMPLETE CLOUD
Evolves and grows with you

2

1
**CUSTOMER-FIRST
MINDSET**

FASTEST INNOVATION
Lets you outpace change

4

BEST TECHNOLOGY PLATFORM
Keeps your business running

3

An Intelligent UX

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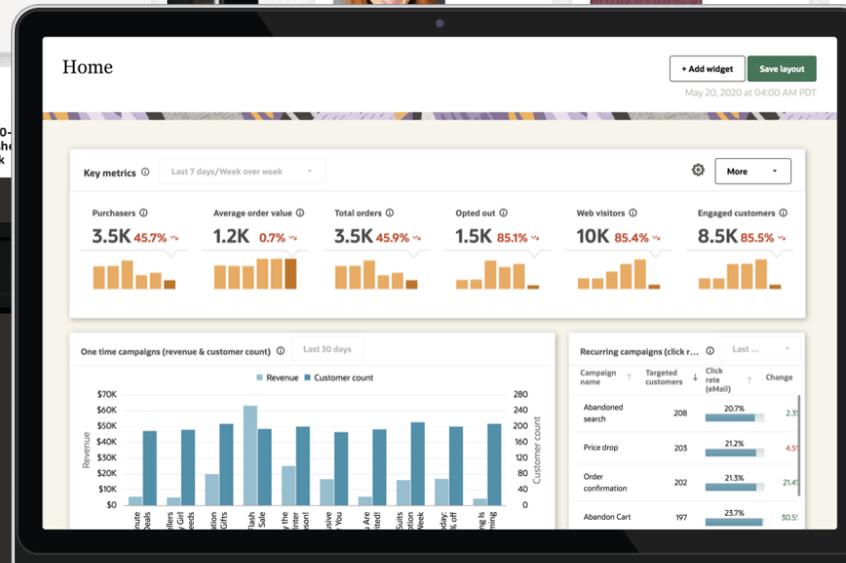
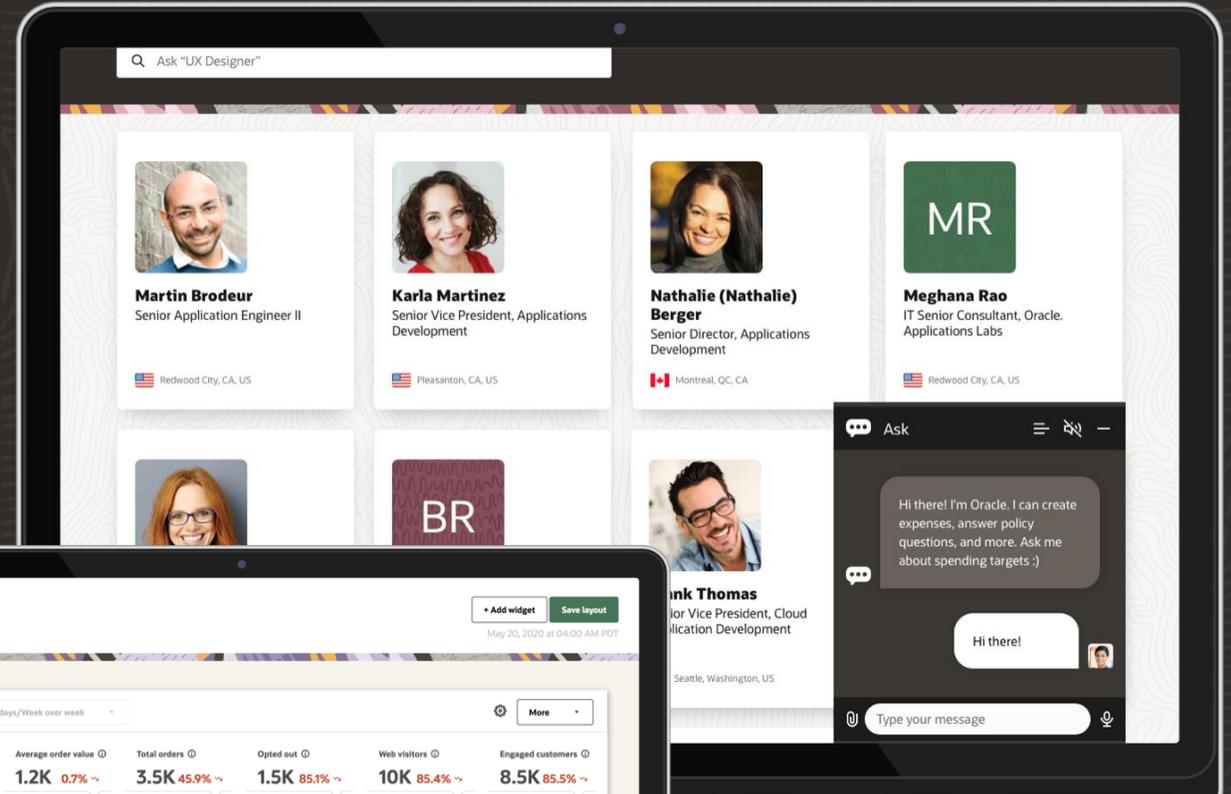
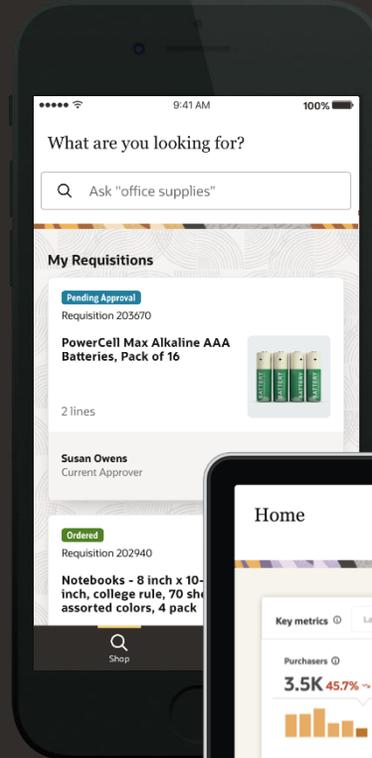
BEST TECHNOLOGY PLATFORM
Keeps your business running

THREE PARTNER WITH ORACLE

Modern UX

HCM

Procurement



Customer Experience

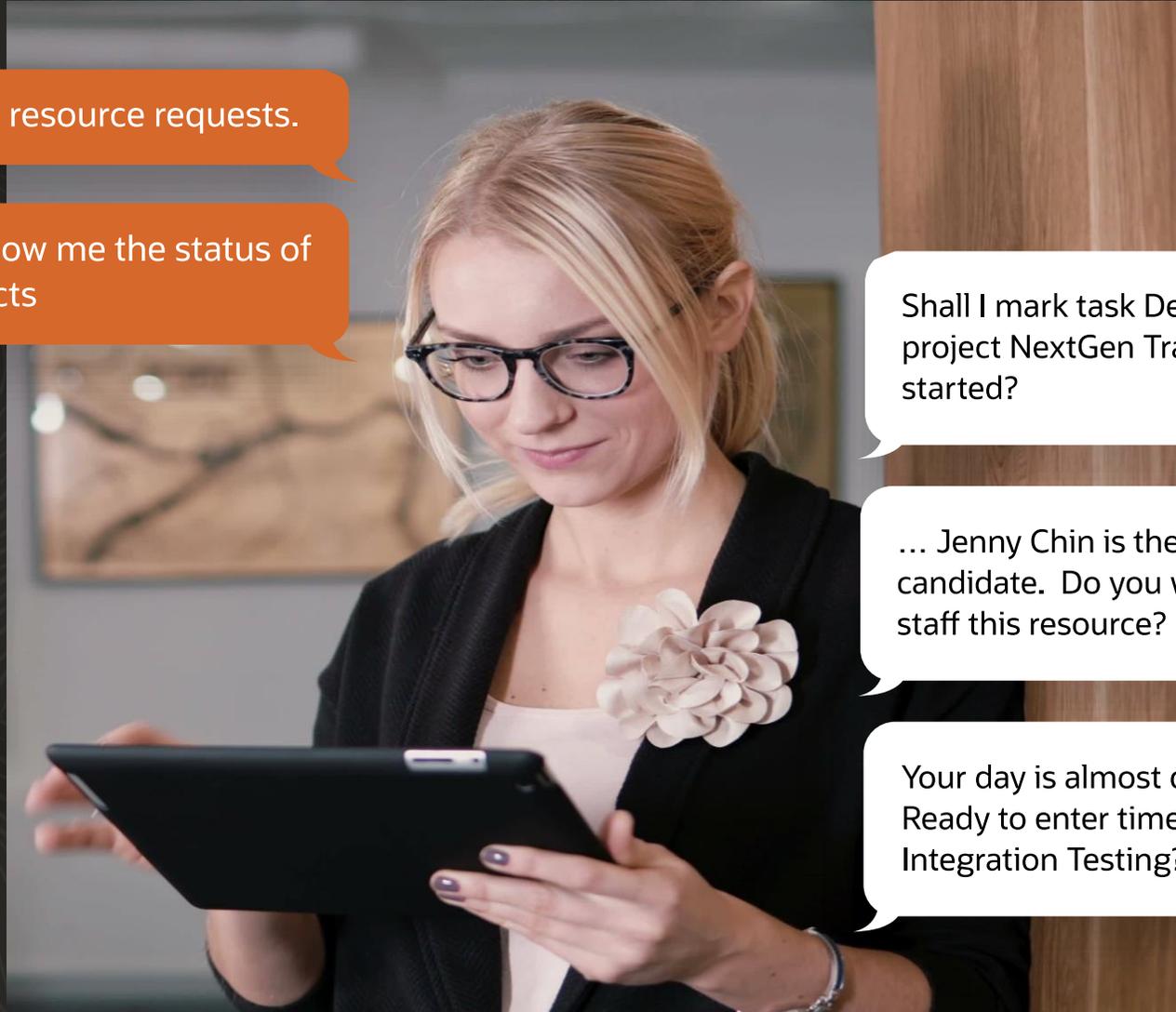


When was the last time you spoke to your Application?



Please list my open resource requests.

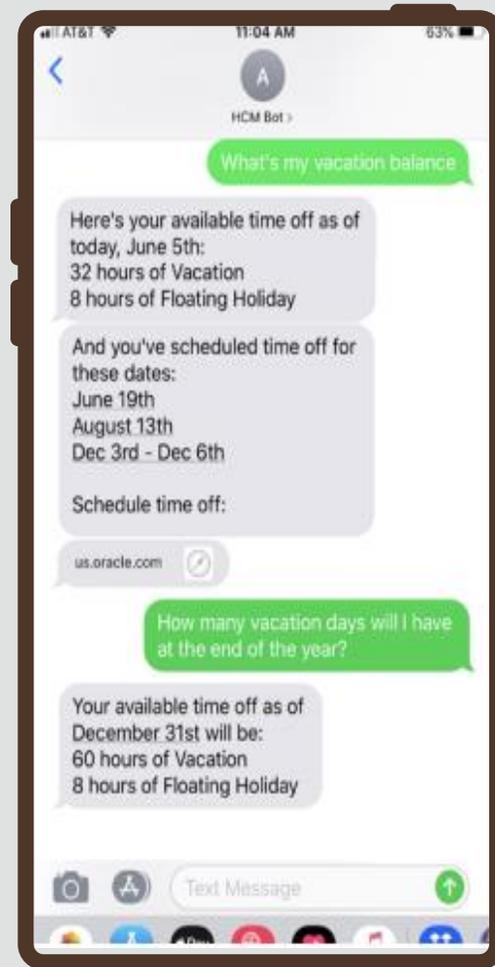
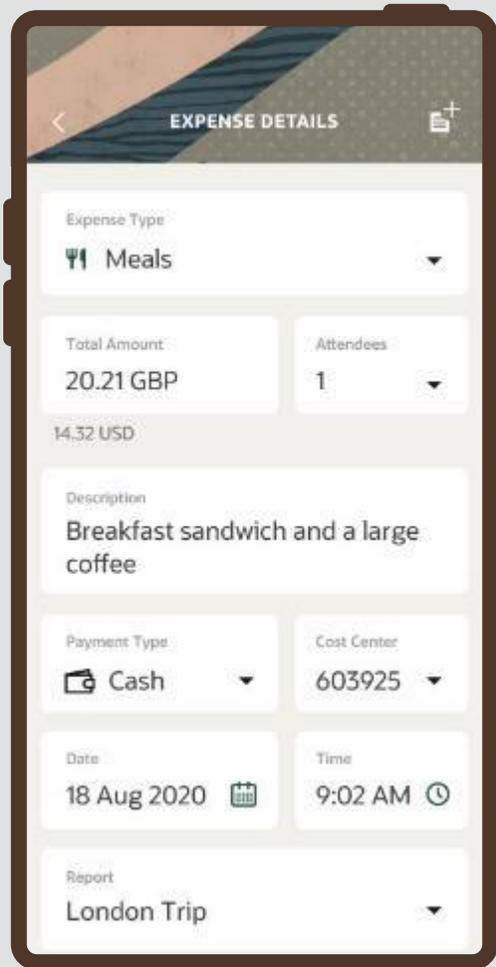
Please show me the status of my projects



Shall I mark task Delivery on project NextGen Training as started?

... Jenny Chin is the top candidate. Do you want to staff this resource?

Your day is almost done! Ready to enter time for task Integration Testing?



Digital Assistant for Oracle Cloud Applications

- Prebuilt AI-trained, enterprise skills across ERP, SCM, CRM, E-Commerce, HCM
- Enterprise grade security
- AI-powered voice trained with enterprise specific domain vocabulary

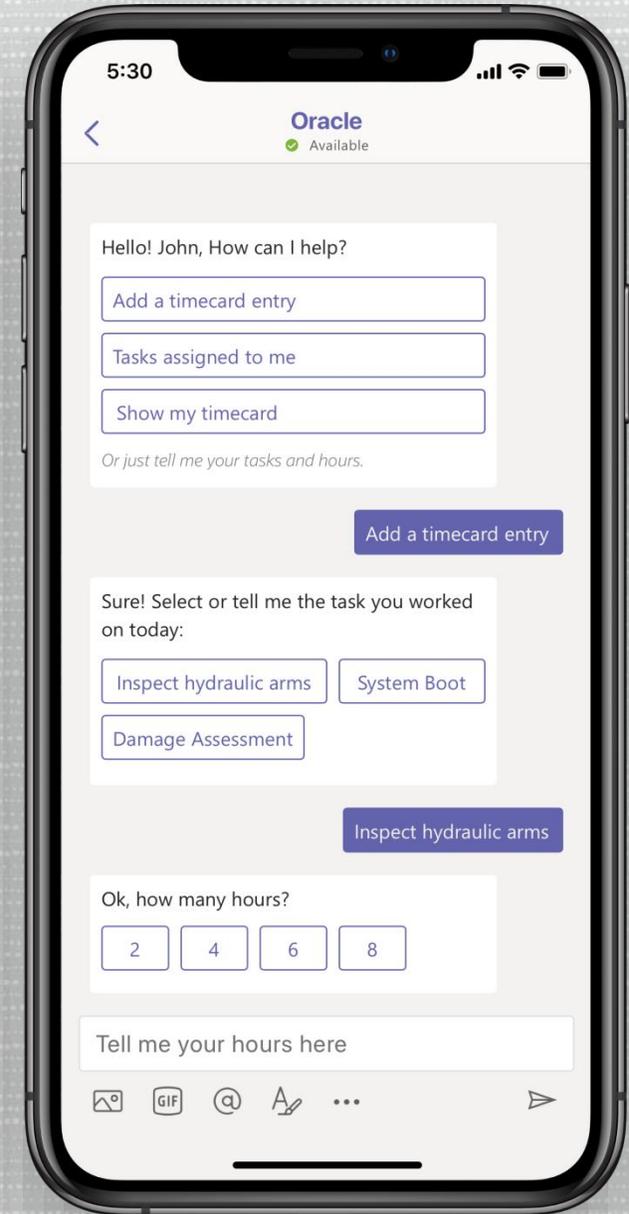
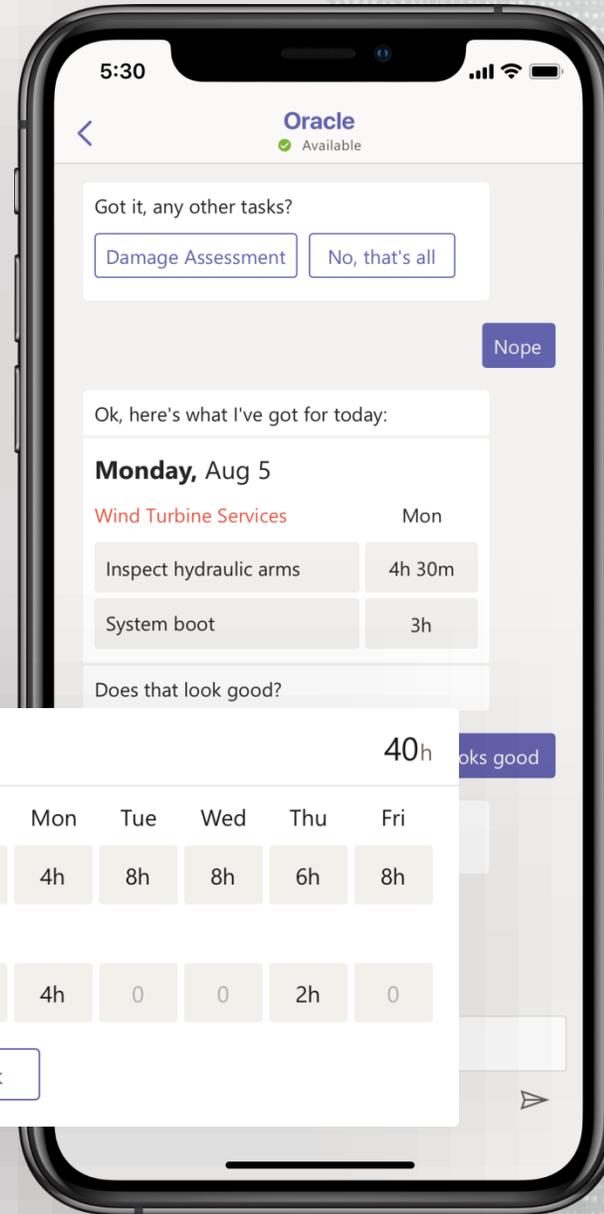


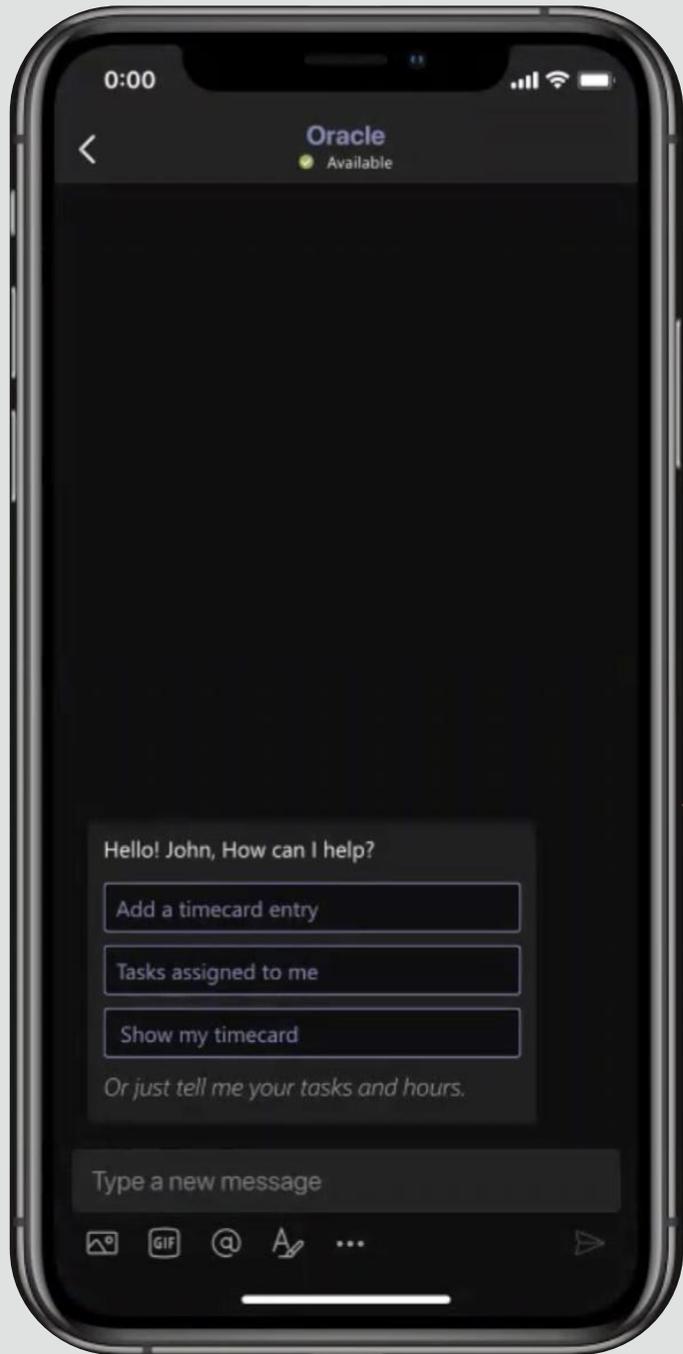
Project Time Entry

- Smart
- Accurate
- New Channels

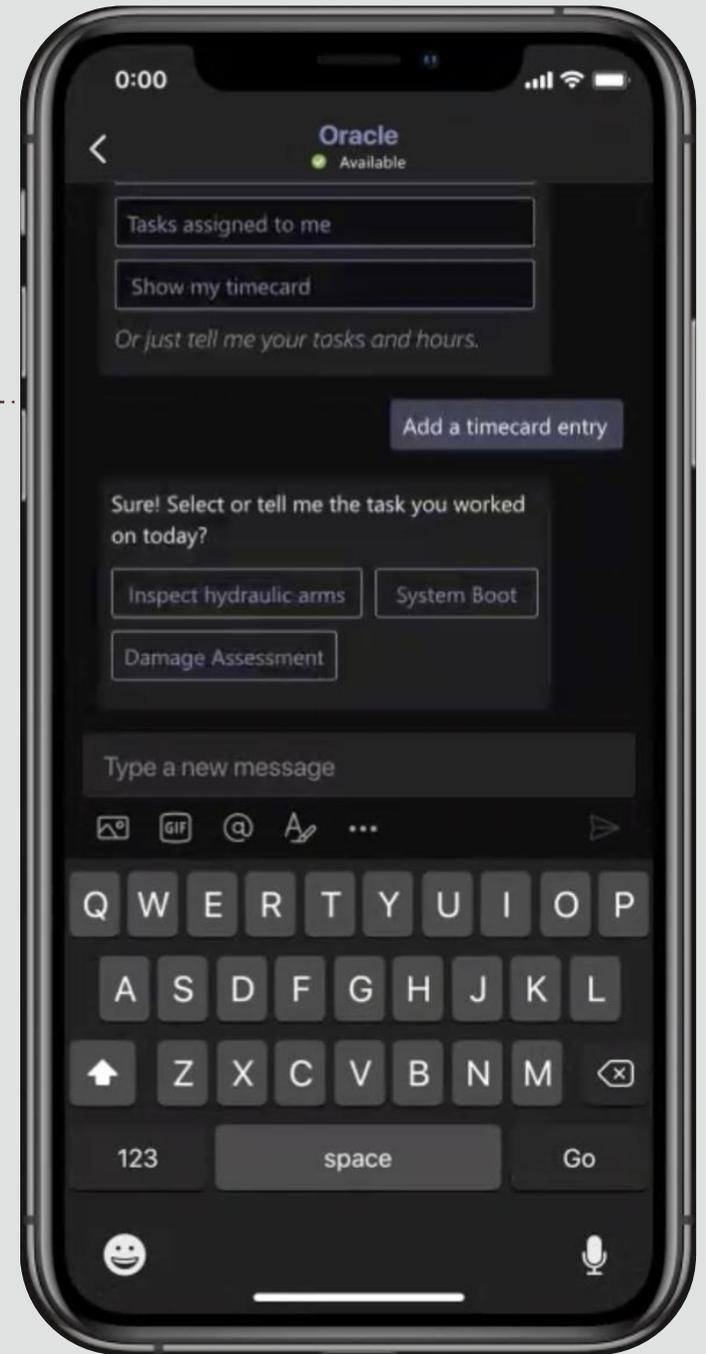
August 5-9, 2020 40h

	Mon	Tue	Wed	Thu	Fri
Wind Turbine Services					
Turbine maintenance	4h	8h	8h	6h	8h
Software Services					
System repair	4h	0	0	2h	0



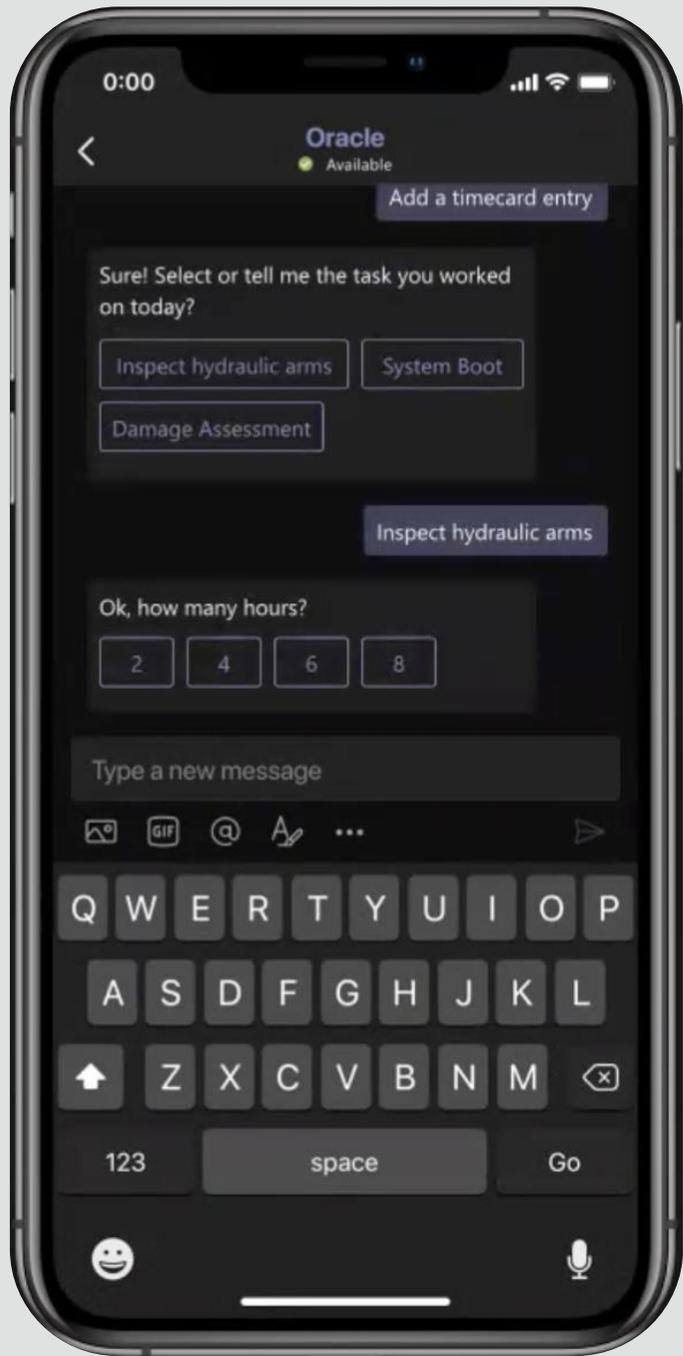


IN MICROSOFT
TEAMS
Add a time entry



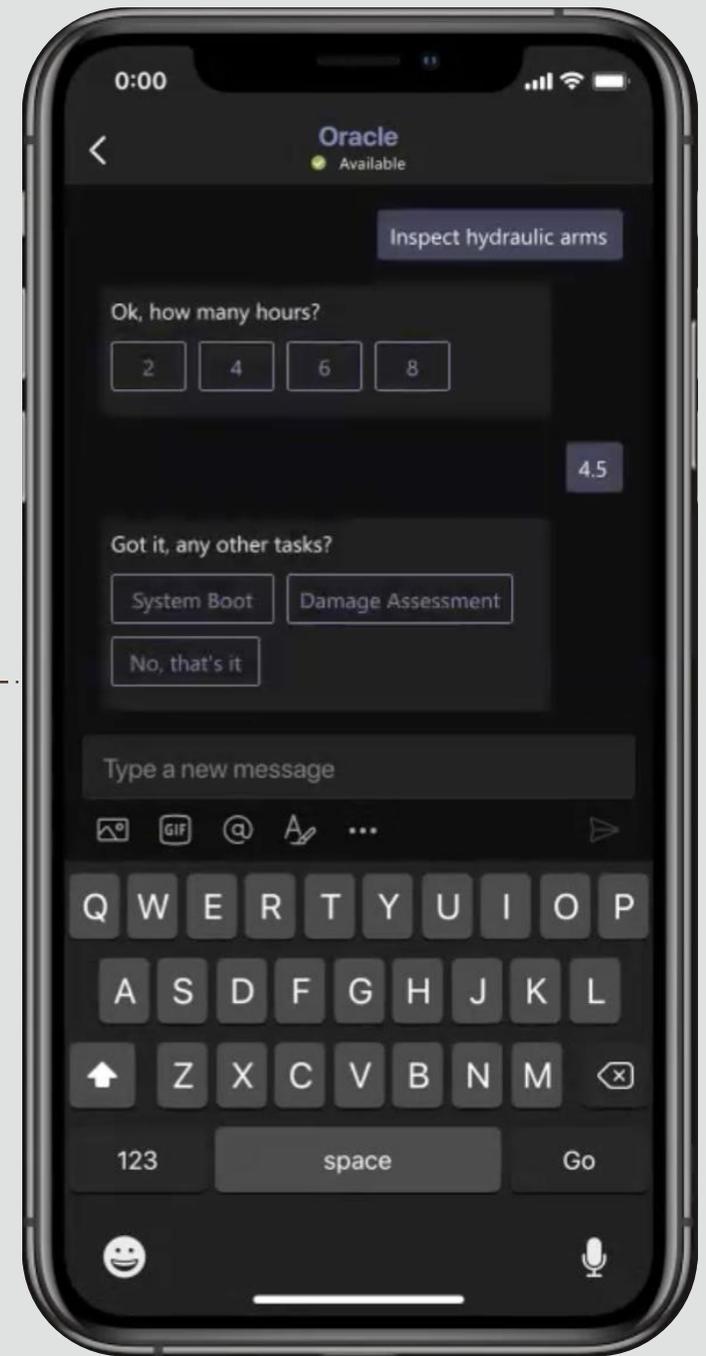
IN MICROSOFT
TEAMS
How can I help?

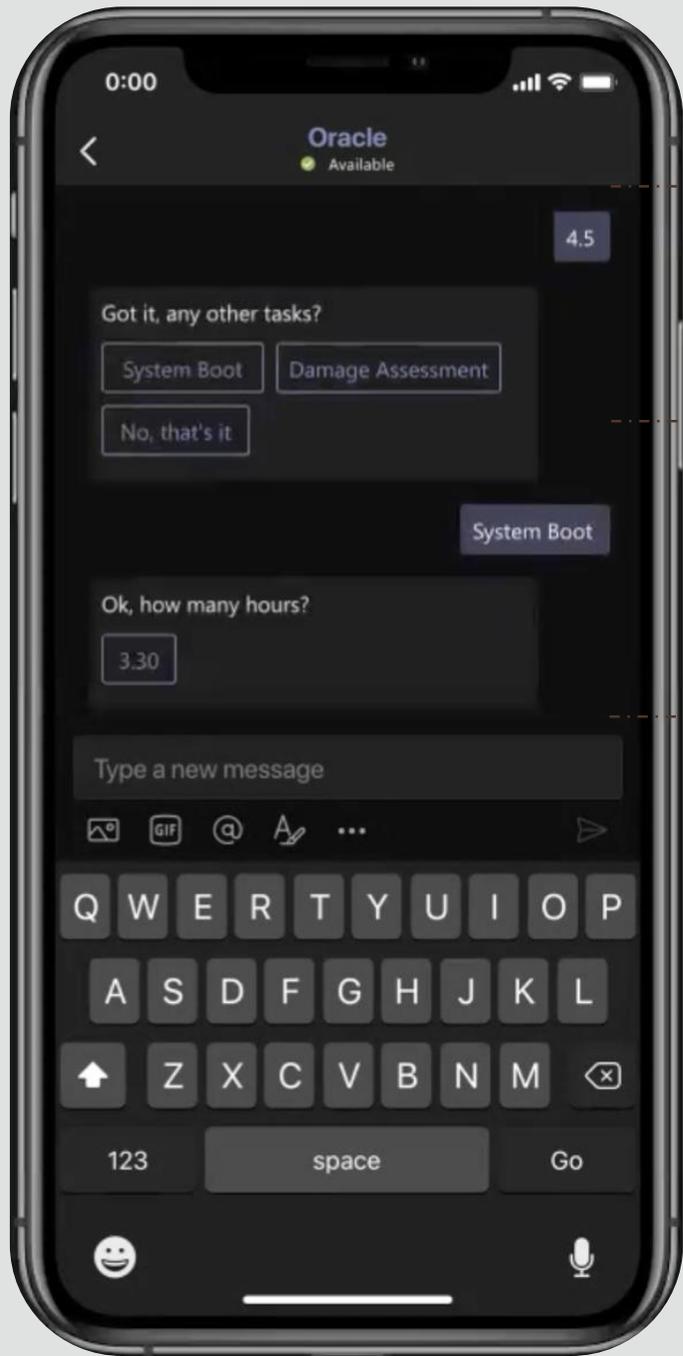




SELECT A TASK
"Inspect hydraulic arms"
This can be typed or
button selected

ADD HOURS
Default buttons or
select your own value



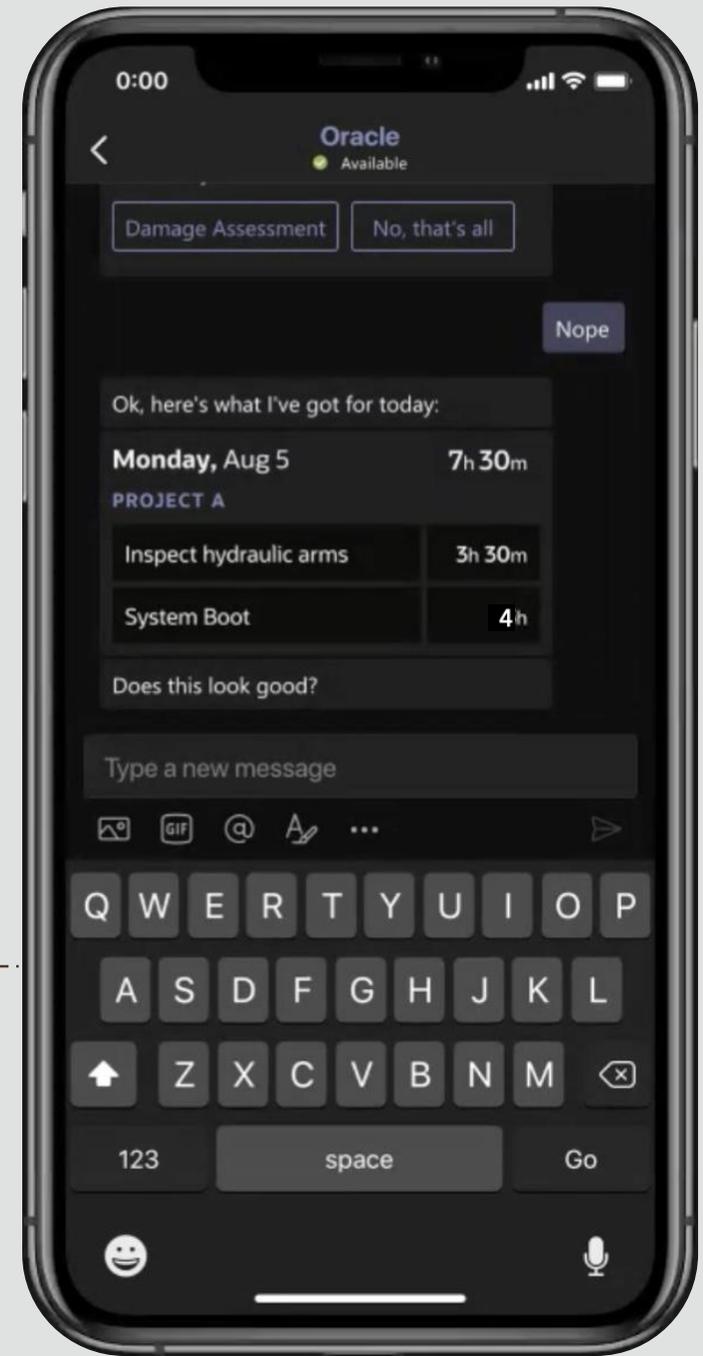


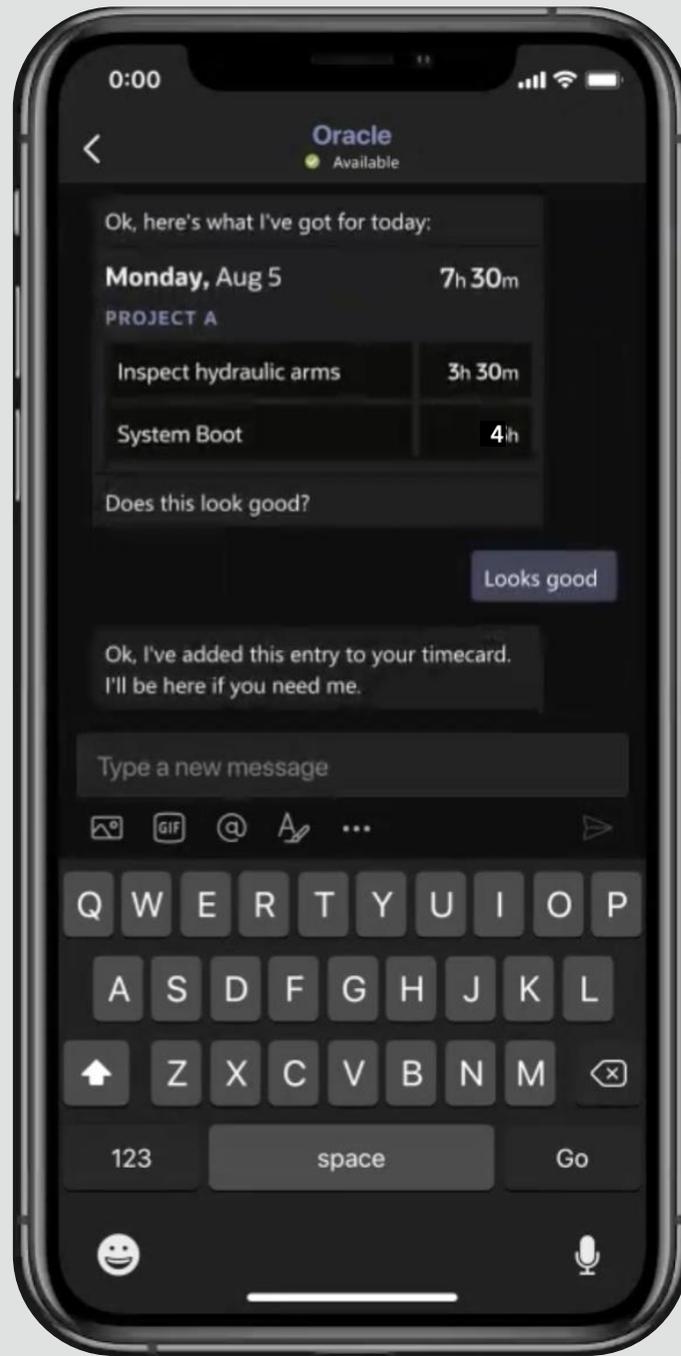
ODA KNOWS
you need to charge
more time for today

ODA OFFERS
two additional tasks
to enter time for

ODA SUGGESTS
3.30 which is the
remaining time
for the day

USER SELECTS
3 hours and gets a
summary





LOOKS GOOD
For now

Pervasive AI: Three Core Elements



ADAPTIVE
INTELLIGENT APPS

Knows who
you are



INTELLIGENT
UX

What you
need to know



CONVERSATIONAL
AGENTS

What you
need to do next

Where you
need to go

ORACLE

Comprehensive & Trusted Business Processes



Trusted and Comprehensive Business Processes

Fusion Cloud Applications

MODERN USER EXPERIENCE
Makes work human

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THREE
PARTNER WITH ORACLE

Most Complete Cloud

Unify data and processes

Stay current with best practices

Digitize end-to-end processes

Bring teams together

Create a culture of innovation



Broader ERP than Ever Before

Financials



- General Ledger
- Payables & Assets
- Receivables & Collections
- Expense Management
- Bill & Credit Management
- Revenue Management
- Accounting Hub
- Subscription Management
- Joint Venture Management

Procurement



- Supplier Qualification Management
- Sourcing
- Procurement Contracts
- Self Service Procurement
- Mobile Self Service Procurement
- Purchasing
- Supplier Portal

Project Portfolio Management



- Cost Management
- Billing & Revenue
- Planning & Forecasting
- Management & Scheduling
- Resource Management
- Grants Management
- Task Management
- Mobile Task, Time and Progress

Enterprise Performance Management



- Enterprise Planning
- Profitability & Cost Management
- Narrative Reporting
- Financial Consolidation & Close
- Account Reconciliation
- Tax Reporting
- Enterprise Data Mgmt.

Risk Management



- Secure Role design
- Pre-built SOD Controls
- Data Privacy Controls
- Access Certifications
- Payment/Fraud Controls
- Config/Audit Controls
- SOX Certifications
- ERM Workflows

Supply Chain Management



- Procurement
- Inventory & Costing
- Order Management
- Logistics
- Manufacturing
- Supply Chain Planning
- Maintenance
- PLM & Product MDM
- IOT & Blockchain
- Collaboration & B2B



CLOUD ENTERPRISE RESOURCE PLANNING (ERP)

FINANCIALS MANAGES
\$62 trillion

in corporate revenue

ERP IS A LEADER IN
5 out of 5

analyst vendor evaluations
for 2020

Financials

Procurement

Project Management

Risk Management & Compliance

Enterprise Performance Management

Analytics for Fusion Cloud ERP

Build Resilience Return to Growth

THREE
PARTNER WITH ORACLE

Best Technology Platform

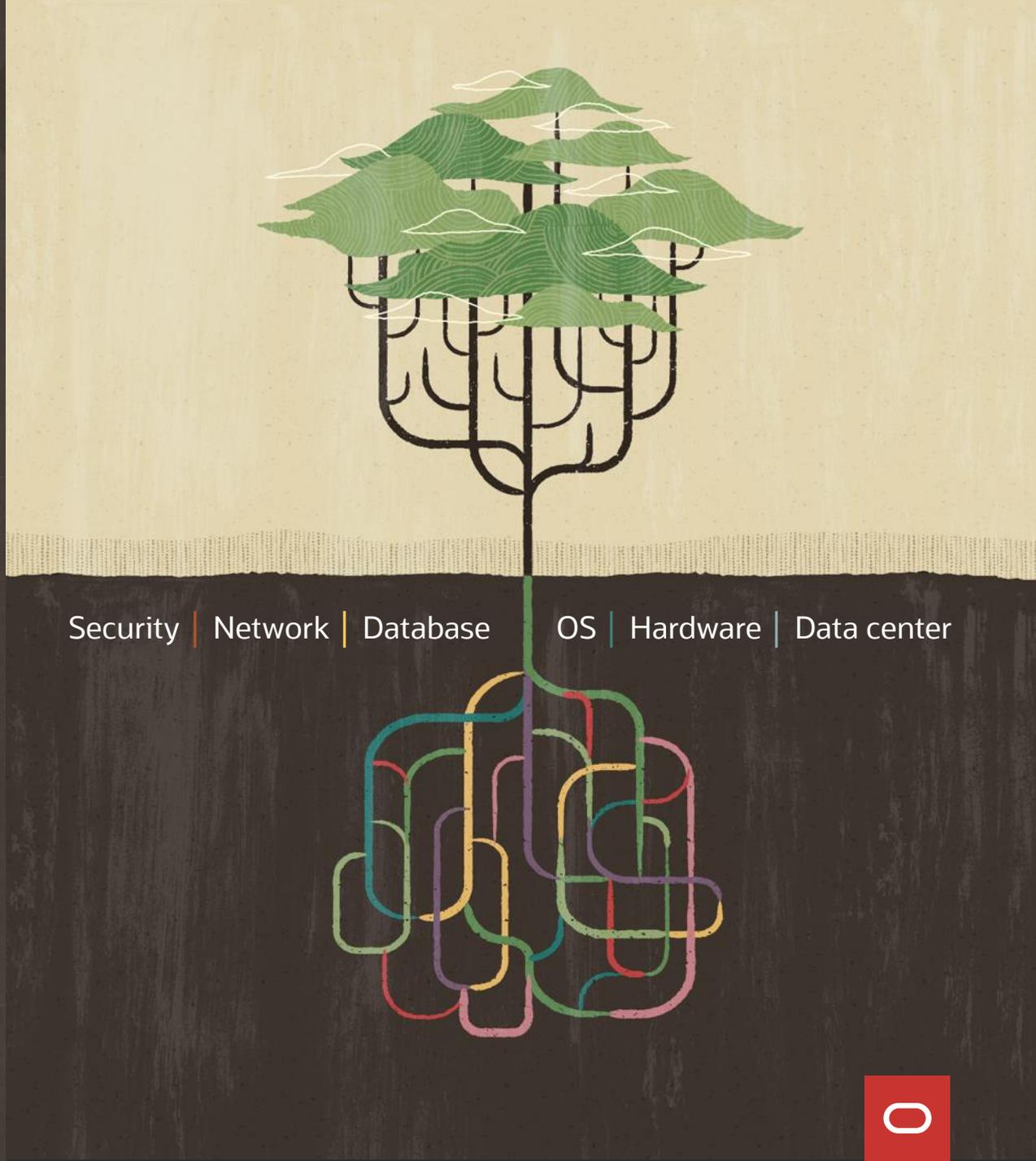
The most automated and secure technology

“Always on” services

Cost savings passed along to you

Everything managed virtually

Microservices architecture under construction



Security | Network | Database OS | Hardware | Data center

Yesterday: Record to Report

Business Activities

Transactional
Orders
AP/AR
Bank Statements

Operational
IoT
External 3rd Party

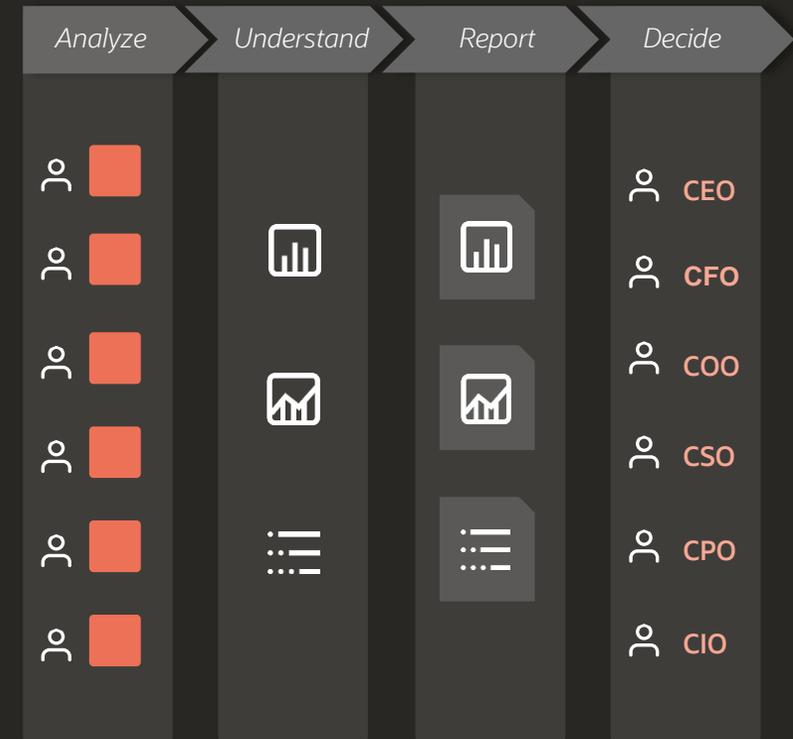
Accounting

90% of Resources



Analysis

10% of Resources



Yesterday: Record to Report

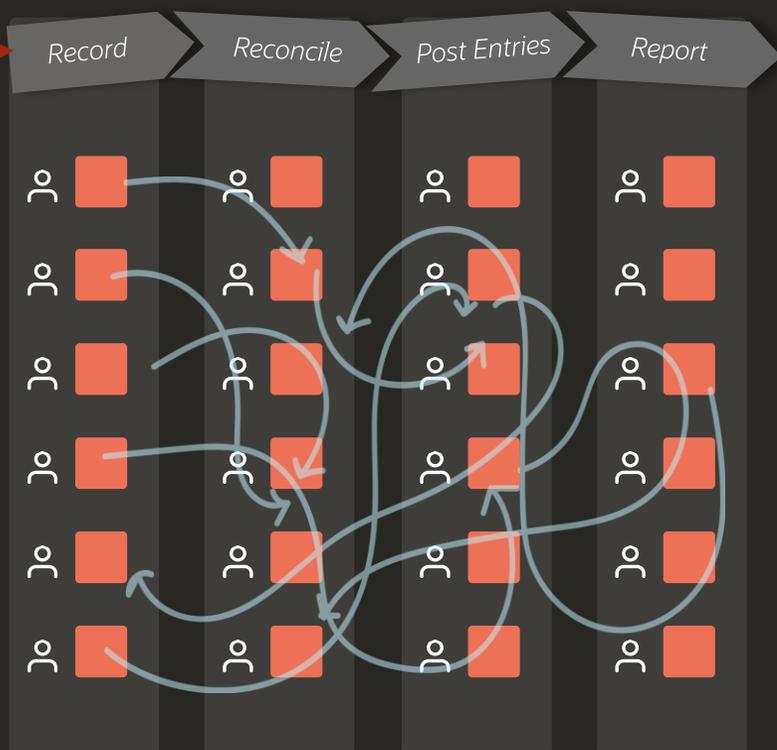
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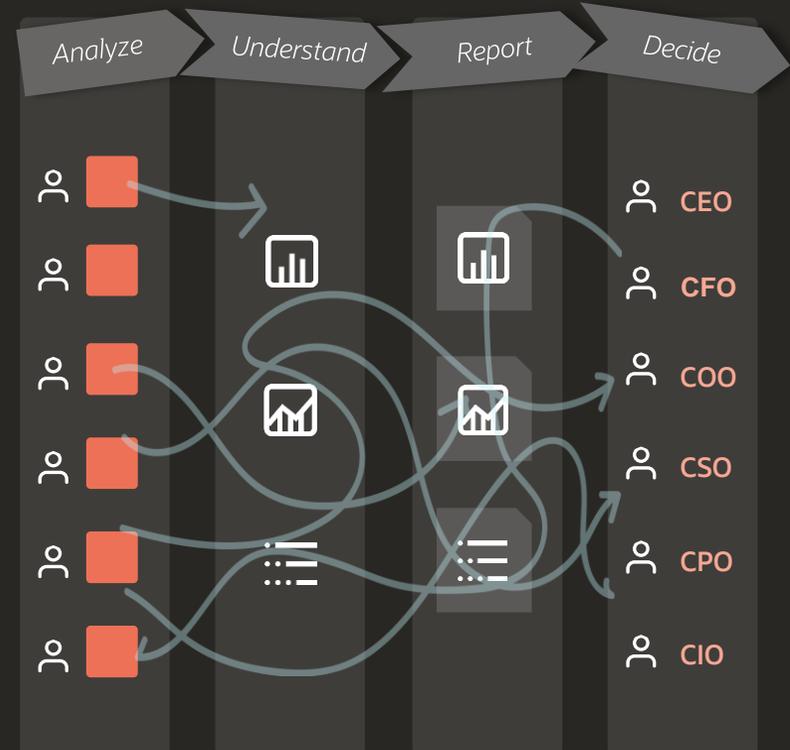
Accounting

90% of Resources

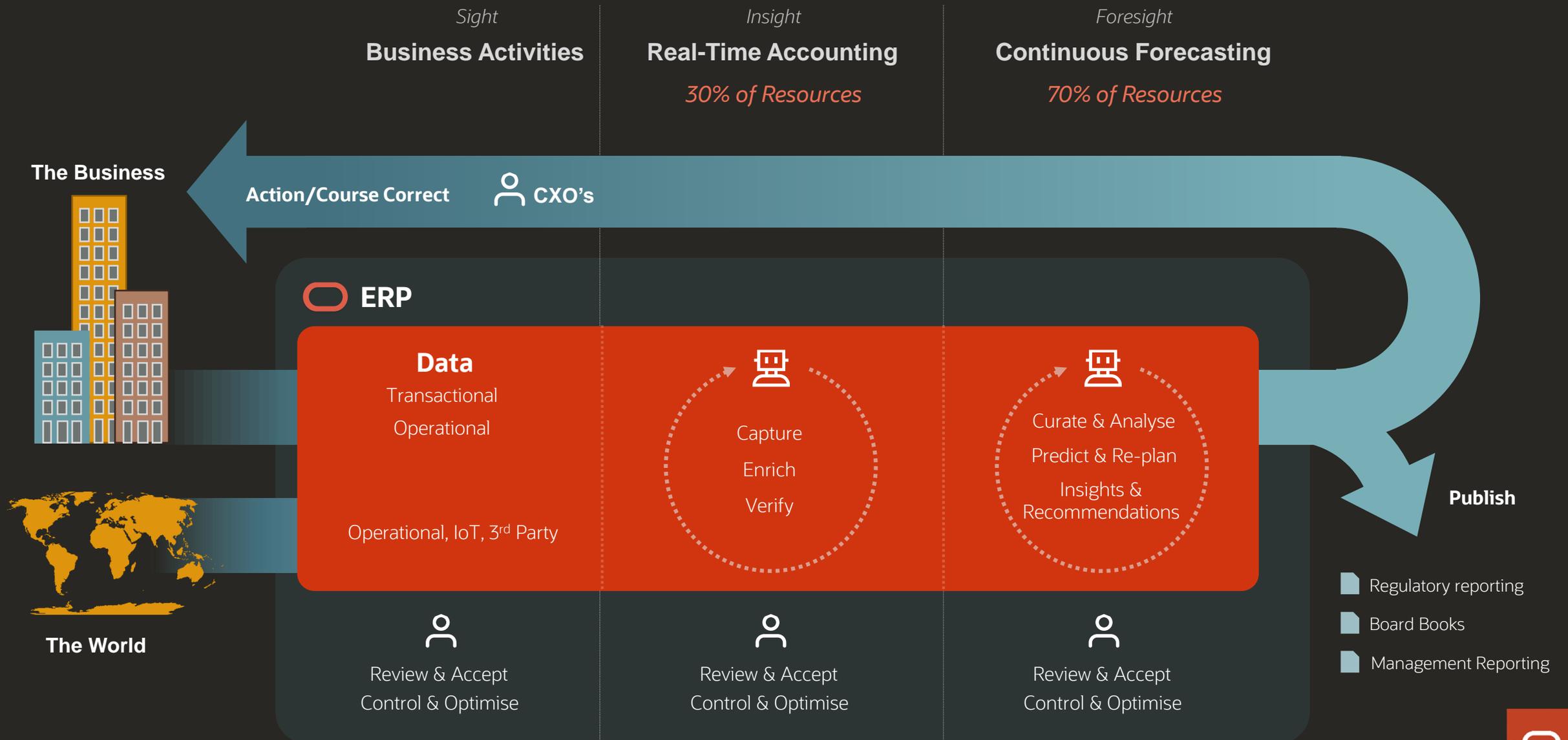


Analysis

10% of Resources



Tomorrow: The Finance Continuum



ORACLE

Frictionless Innovation



Frictionless Innovation

Fusion Cloud Applications

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Makes work human

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INTRODUCING

Lease Accounting

Simplify lease compliance and improve decision making

- Better planning with a single view of lease contracts and obligations
- Ensure regulatory compliance with consistent accounting policies
- Gain strategic insights into renewals and options
- Faster period end processing with IFRS16, ASC842/GASB87 disclosure reports

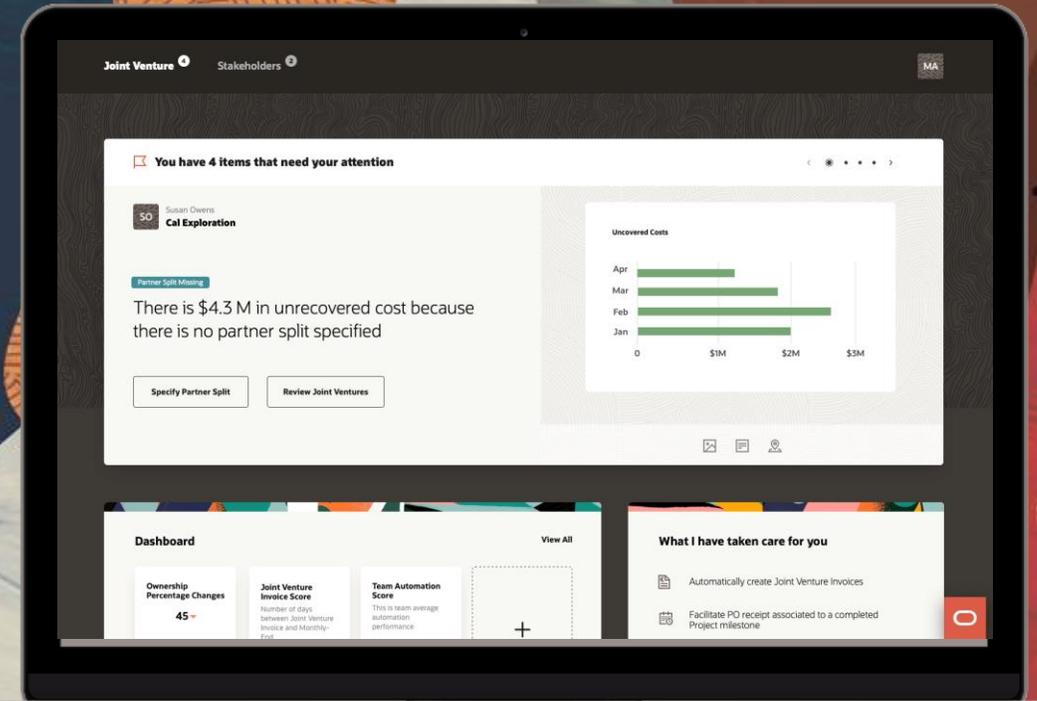


INTRODUCING

Joint Venture Management

Unlock business opportunities and build strategic alliances

- Shorten financial close with automated joint venture invoicing
- Improve cash flow with accurate/auditable partner invoicing
- Minimize dispute resolution costs with transaction audit trail
- Secure retroactive contract compliance with automated billing adjustments

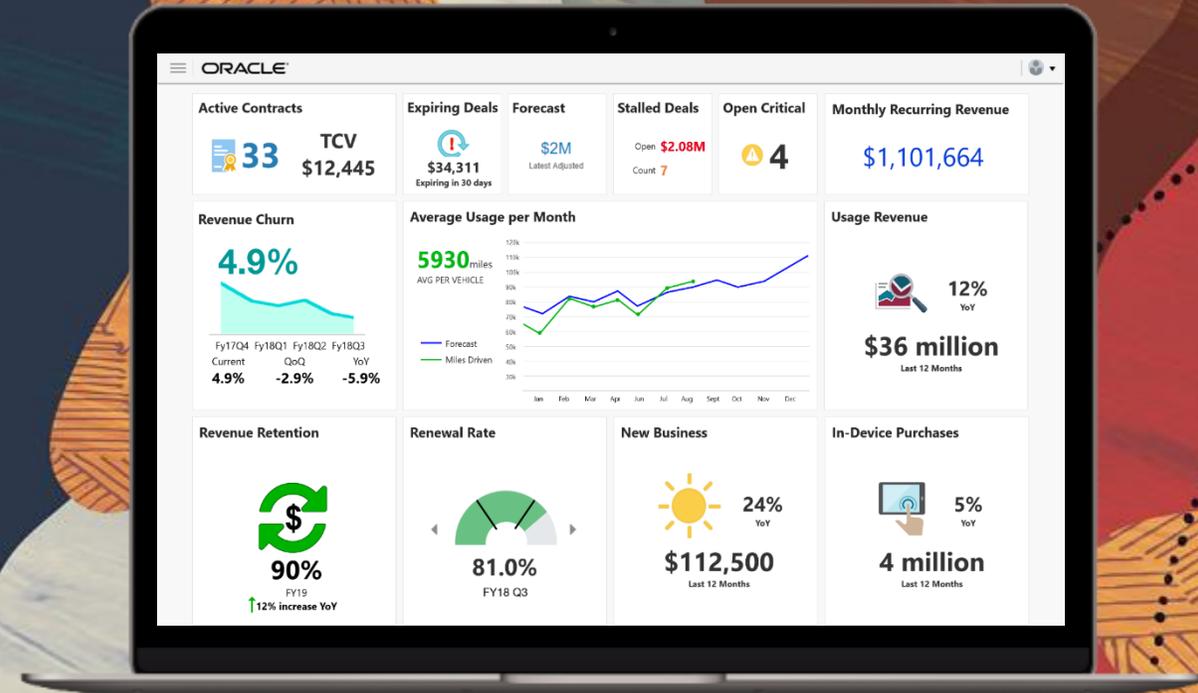


INTRODUCING

IoT Monetisation with Subscription

Drive new subscription revenue streams by leveraging IoT data

- Seamlessly manage complex billing and revenue models with end to end contract lifecycle management
- Create flexible new upsell and cross-sell offers with consumption-based charging
- Bring usage-based monetisation models to market with ML based recommendations



Emerging Technologies

1 Natural Language
Digital Assistants

Productive interactions
for broader adoption and
lower training costs

2 Blockchain

Trusted data sharing
with business
partners

3 AI / Machine
Learning

Reimagined
business flows with
pervasive AI

THREE PARTNER WITH ORACLE

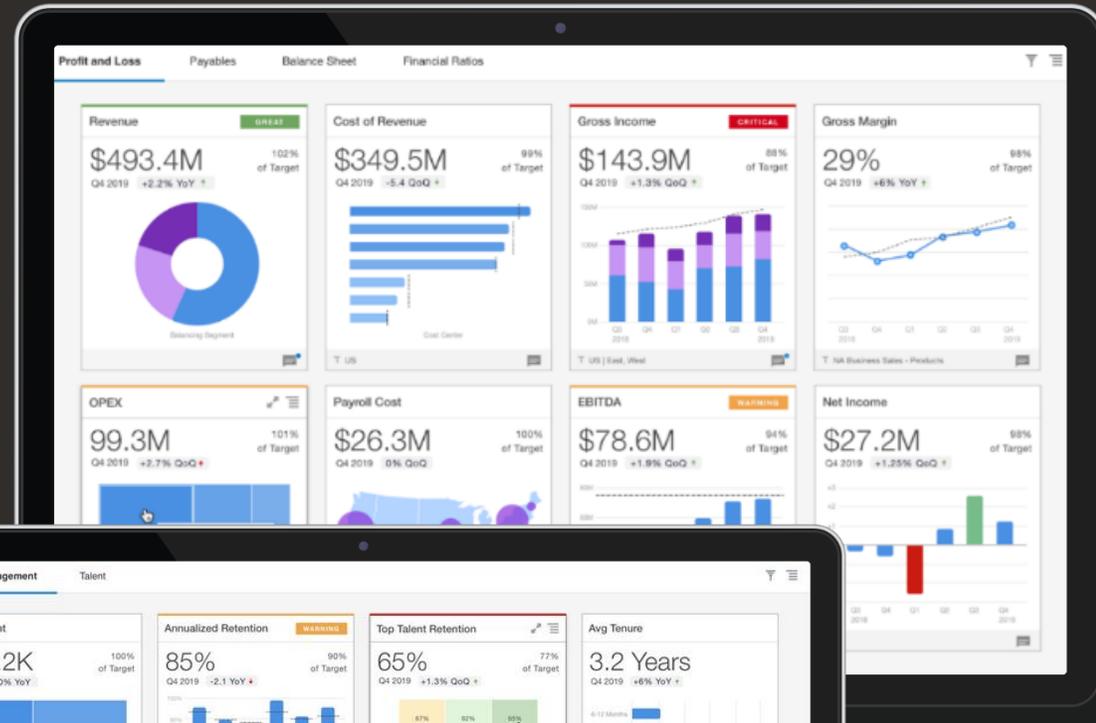
Fastest Innovation

Analytics for ERP and HCM

Packaged analytics apps built on Analytics Cloud and Autonomous Data Warehouse

Pre-configured data integration and pre-built data model

Pre-built best practice KPIs, dashboards, and reports



CHOOSE THE RIGHT PARTNER

AI / ML Everywhere

Sales

- Smart Talking Points
- TAM Expansion
- Account Prioritization
- Account Enrichment
- Account Data Diagnostic
- Signal Alerts
- Ideal Customer Profile Modeling
- Win Probability / Opportunity Scoring
- Next Best Action
- Deal Acceleration
- Digital Sales Assistant
- Virtual Service Assistant
- Next Best Product Recommendations
- Next Best Offer
- Intelligent Search

Marketing

- Intelligent Switch
- Look-a-like Modeling for Advertising
- Marketing Data Identity Resolution
- Web Real-Time Intelligent Targeting
- Marketing Campaign Performance Prediction
- RFM Scoring
- Lead Enrichment in Eloqua

Supply Chain

- Predict Demand
- Identify “At-Risk” Deliveries
- Anomaly Detection
- Maintenance Prediction and Planning
- Predict Operations Yield and Throughput
- Predict Product Quality, Scrap, and Returns

Financials

- Expenses Chat Bot
- Intelligent Document Recognition
- Intelligent Code Combination Defaulting
- Supplier Spend Intelligence
 - Smart Supplier Profile
 - Supplier Categorization
 - Supplier Spend Currency Conversion
- Supplier Spend Advanced Insights
- Intelligent Payment Discounts
- Conversational EPM Bot
- Intelligent Process Automation
 - Close Manager Integrations
 - Automated Consolidations
 - Auto Tagging for Disclosure Management
 - Intelligent Narrative Generation
- Intelligent Performance Management

HR

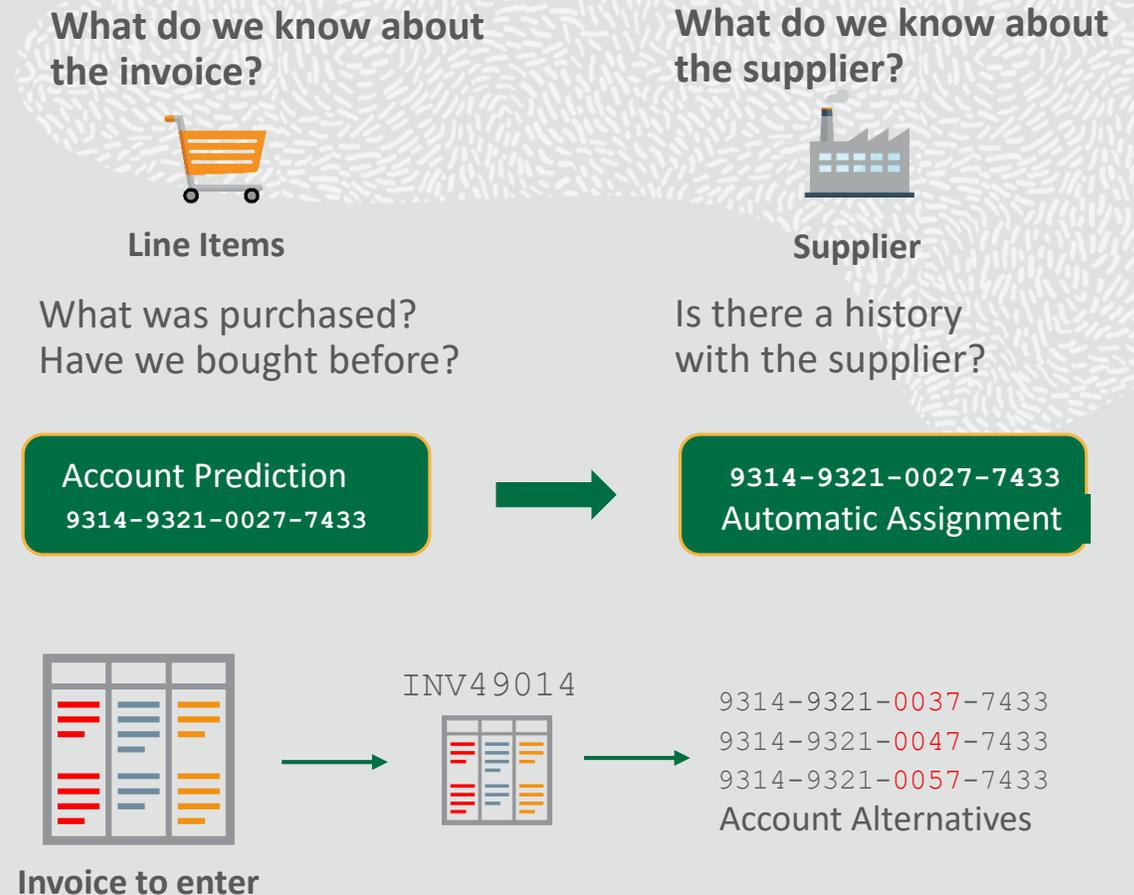
- Best Candidate
 - Candidate to Job Matching
 - Candidate Tiering
 - Stack Rank Applicants
 - Smart Candidate Re-Ranking
- Hiring Accelerator: Time-to-Fill
- Predict Employee Attrition
- Advanced HCM Controls
- Intelligent Employee Assistant



Intelligent AP Code Combination Defaulting

Uses machine learning to automate accurate generation of accounts payable account codes to reduce tedious manual entry, reduce payment errors, and reduce invoice holds.

- Predicts based on historical transactions
- Provides recommendations for adjustments
- Learns based on corrections/adjustments



Intelligent AP Invoice to PO Line Matching

Automatically match invoices to the correct Purchase Order (line and receipt) at the correct quantity and price based on past history and data to avoid rejections, exceptions and delays in payments.

- Predicts based on historical transactions
- Provides recommendations for adjustments
- Learns based on corrections/adjustments



Can we identify the correct PO line based on the information available on the invoice?

PO Line Predictions

What corrections are performed on similar invoices?



Supplier History
How does this supplier typically bill our PO's?



Transaction History
Have we purchased similar items from other suppliers?

Oracle Business Network

No-charge B2B Network

Community of electronically connected Trading Partners

Single connection per Trading Partner

Free to use for all registered Trading Partners

Automated Onboarding

1-click connectivity for ERP/SCM Cloud P2P customers

All supplier connectivity will be managed from within Cloud Apps

Assisted supplier discovery

Streamlined Connectivity

Supports full Procure-to-Pay document cycle

Planned expansion to enable SCM & Sell-side documents

Enabled for network-to-network connectivity

Business Agility

Supported document formats to be expanded

Message mapping & transformation to be added

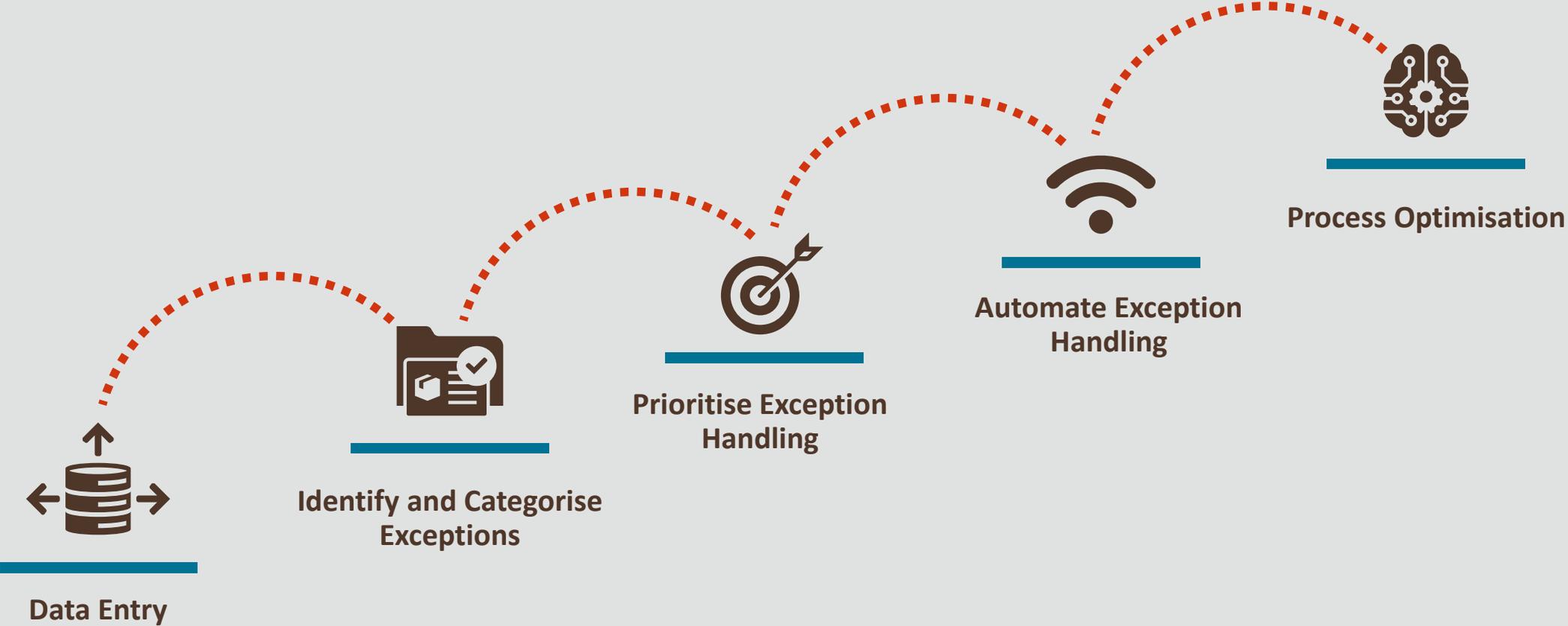
Hub to automate Oracle-to-Oracle business relationships

Phase 1 (20B): ERP/SCM Cloud search & link to TP in OBN Directory

Phase 2 (20C): 1-click customer connectivity from ERP/SCM Cloud
Onboarding new ERP/SCM suppliers to OBN

Phase 3: Additional documents & formats (sell-side)

Pervasive AI Journey



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Smart Data

AI-DRIVEN DATA

3.5M companies

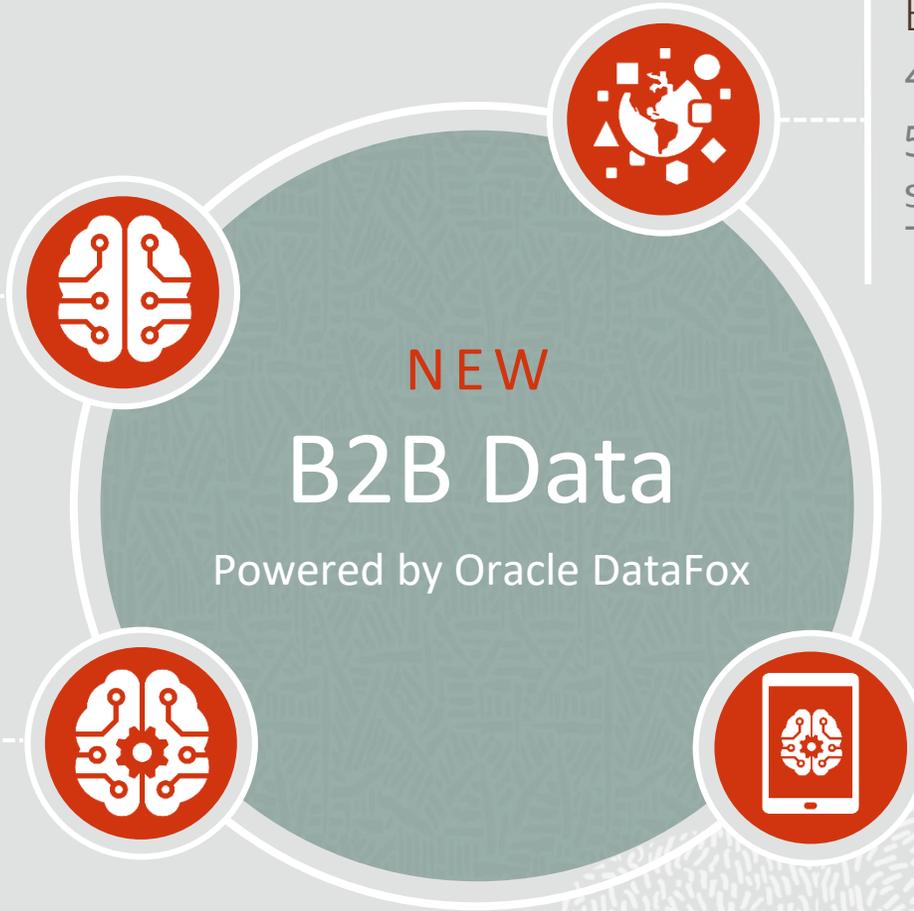
1.8M new entities each year

68+ Real-time signals

AI DATA ENGINE

Anomaly detection

Human-in-the-loop



EXTRACT VALUE FROM DATA

49 million data points each week

5.6M websites per month, 47K new sources every 30 minutes, and 1M Twitter handles daily

DATA-POWERED APPS

Account Enrichment

Supplier Enrichment

Total Addressable Market

Smart Talking Points

Account Prioritisation

Customer Connect Community

<https://cloud.oracle.com/community>

Idea Labs

Share your product improvement ideas

3M+

Views in 2018

157,000

Customer and Partner Cloud Community Members

26,000

Companies

10,000

ERP Interactions per month

2,200

ERP Ideas submitted to date

Forums

Discuss, share, explore topics of interest; gamified user ratings

Social

Connect with others...

Clout Ratings

Be recognized for your product expertise

The screenshot shows the Oracle Cloud Customer Connect community homepage. At the top, there is a navigation bar with the Oracle logo and the text "Cloud Customer Connect". A search bar is located on the right side of the navigation bar. Below the navigation bar, there is a large banner area with the text "Welcome to the Cloud Customer Connect Community" and several circular profile icons of community members. Below the banner, there are three main sections: "Conversation", "Innovation", and "Reputation". Each section has a brief description and a "Learn more" button. Below these sections, there is a "Top Idea Contributors" section featuring a row of circular profile icons. At the bottom, there are four sections: "Answers", "Ideas", "Events", and "Updates", each with a circular icon and a brief description.



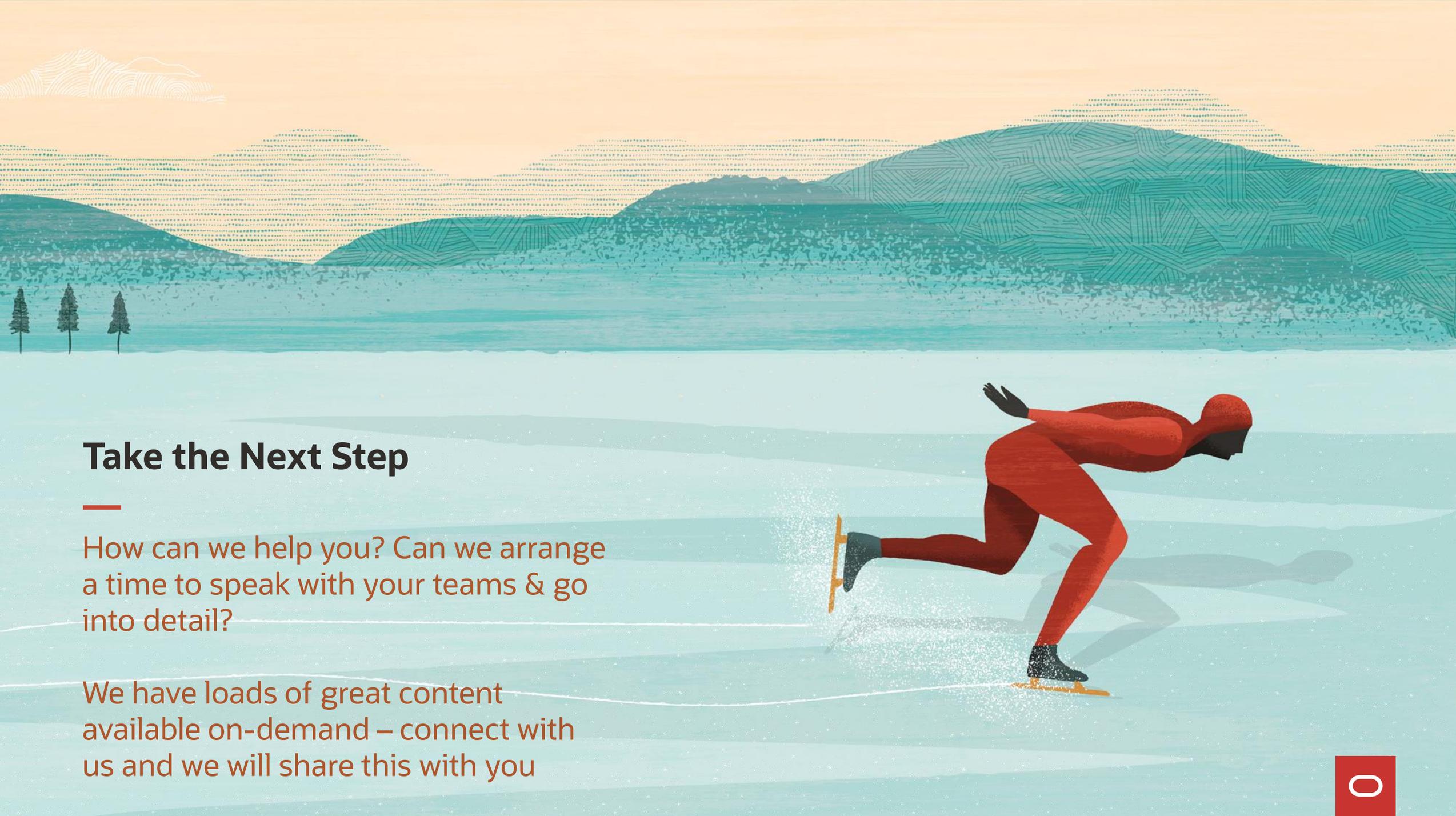
Demonstration – See Video for this



In Summary

- 1 The next user experience is no user experience.
- 2 How the suite simplifies business process as a fully integrated footprint.
- 3 How emerging technologies will impact your business and reduce cost/labour intensive processes.





Take the Next Step

How can we help you? Can we arrange a time to speak with your teams & go into detail?

We have loads of great content available on-demand – connect with us and we will share this with you

The Key Ingredients for a Modern Cloud ERP

Meet the Experts – Oracle ERP Cloud

Thanks for Tuning In

