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# Oracle Modern Best Practice

## Digital Business Processes for State and Local Government

## Safe harbor statement

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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.

# What is Oracle Modern Best Practice?

[www.oracle.com/modernbestpractice](http://www.oracle.com/modernbestpractice)



Digital business processes that evolve with you



End-to-end across the organization



Radically superior results



Leverages emerging technologies

# Oracle Modern Best Practice

Designed for change – evolves with you

# 240+

Open, Standard, Free

**Finance** • Plan to Approval • Asset Acquisition to Retirement • Bank Transaction to Cash Position • Expense Report to Reimbursement • Supplier Invoice to Payment • Customer Invoice to Receipt • Customer Statement to Collection • Period Close to Financial Reports • Report to Forecast • Customer Contract to Revenue • Joint Venture Accounting to Stakeholder Settlement • Period Close to Tax Provision • Tax Provision to Statutory Filing • Lease Abstraction to Termination

**Procurement** • Supplier Registration to Spend Authorization • Insight to Sourcing • Contract Creation to Spend Compliance • Requisition to Payment • Supplier Return to Settlement

**Project Management** • Plan to Delivery • Project Contract Billing to Revenue Recognition • Project Cost to Accounting • Resource Analysis to Utilization

**Risk Management** • Security Design to Separation of Duties • Business Process Risk to Continuous Assurance • Audit Scoping to Financial Reporting Compliance • Risk Identification to Organization Readiness

**Talent** • Recruit to Onboard • Benefits to Payroll • Time Collection to Payroll • Payroll to Payment • Goal Setting to Performance Improvement • Career Planning to Development • Talent Review to Succession • Absence Planning to Productivity Improvement • Incident Report to Workplace Safety • Employee Insight to Workforce Wellness • Employee Separation to Workforce Analysis

**Marketing** • Data signals to Unified Profiles • Campaign Execute to Lead • Nurture to Opportunity

**Sales** • Lead to Opportunity • Opportunity to Quote • Quote to Order • Opportunity to Forecast • Sales Play to Key Account Opportunity • Field Sales Prep to Execution • Vendor Lead to Channel Opportunity • Channel Lead to Vendor Opportunity

**Sales Performance Management** • Sales Strategy to Execution • Coaching Plan to Performance • Incentive Plan to Payment

**Service** • Customer Contact to Resolution • Service Request to Dispatch • Knowledge Gap to Solution • Sensor Alert to Preventive Maintenance

**Product Information** • Product release to supply chain readiness • New product to omnichannel commerce • Dispersed item records to unified master

**Supply Chain Planning** • Sales Objective to Integrated Business Plan • Demand to Management • Demand Forecast to Supply Plan

**Logistics** • Outbound Shipment to Delivery • Inbound Shipment to Delivery • Freight Invoice to Approval • Trade Screening to Compliance

**Order Management** • Multi-channel Order to Promise • Fulfillment Orchestration to Invoice • Order to Drop Shipment

**Manufacturing** • Forecast to Plan • Production Order to Cost Update • Contract Manufacturing Request to Delivery

**Inventory** • Plan to replenish • Material request to delivery

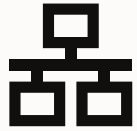
**Product Lifecycle** • Design to Release • Part Qualification to Release • Quality Event to Resolution • Part Qualification to Release • Quality Planning to Receiving Inspection

**Industry: Retail • Government • Higher Education • Insurance • Banking • Healthcare • Energy and Water**



# Modern Best Practice for State and Local Government

Become the modern government your citizens expect



## HR and Talent Management

- Recruit to Onboard
- Benefits to Payroll
- Payroll to Payment
- Time Collection to Payroll
- Goal Setting to Performance
- Career Planning to Development
- Talent Review to Succession
- Absence Planning to Continuity
- Employee Insight to Work-Life Alignment
- Employee Separation to Workforce Analysis



## Permitting and Licensing

- Permit Application to Completion
- Business Licensing Consultation to Renewal



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# Modern Best Practice for State and Local Government—HR and Talent Management

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# Oracle Modern Best Practice

## Recruit to Onboard


### State and Local Government

24B


 **Determine Workforce Need**  
Leverage workforce modeling and predictive algorithms to identify resource and budget needs (e.g., new citizen service initiatives). Understand talent supply and demand to mitigate future shortages due to sizing factors (e.g., pending retirements, jurisdiction growth, reorganizations or RIFs, etc.) Create new workforce plans and submit to finance team for approval. Authorize job requisitions.

>  **Drive Candidate Engagement**  
Manage agency brand across websites and social media for cohesive messaging. Include digital assistant for candidate interactions. Present relevant content to candidates (e.g., articles and events) and recommendations to personalize the experience.

>  **Manage Sourcing**  
Find candidates to fill current needs but also those with potential to meet future needs (i.e., new citizen services) by sourcing from social media, referrals, job boards (e.g., veterans, diversity, hard-to-fill), agencies, internal talent profiles, talent pools (i.e., top eligible and layoff lists), and succession pipelines.

 **Intelligent Screening**  
Identify top prospects using multitiered automated screening and assessment tools. Review recommended candidate resumes, conduct interviews, perform background checks and document outcomes (e.g., interviewed but not selected, interview no-show).

>  **Select Candidate and Generate Offer**  
Decide best-fit candidate, analyze offer insights (e.g., likelihood to accept), and collaboratively manage salary details with the compensation team. Obtain required approvals and electronically deliver a policy-compliant offer package.

>  **Onboard and Engage New Hires**  
Automate the completion of onboarding tasks (e.g., form completion: I-9, W-4, direct deposit) with new hire portal and dashboards. Manage benefits. Establish knowledge requirements and learning plans in compliance with regulations. Track union membership. Begin to envision career paths.

Product Mix: HCM Cloud, EPM Cloud  
Popular KPIs: Time to Hire, # of Conversions of Channel X,  
Rate of Acceptance, % Employees Trained, Retirement Rate

 Cloud  Mobile  Analytics  Collaboration  AI/ML  Big Data





Product Mix: HCM Cloud  
Popular KPIs: Salary Competitiveness Ratio, Cost/Employee, HR-to-FTE Ratio







# Oracle Modern Best Practice

## Payroll to Payment


### Public Sector

24B


 **Manage and Monitor Payroll Processes**  
Proactively monitor agencywide payroll status and processes using interactive dashboards.

>  **Rule-Based Validation**  
Perform data-driven verification of earnings, hours, local taxes, and deductions according to policy, legislation, and union representation as applicable.

>  **Schedule and Distribute Payments**  
Generate and distribute employee payments as well as benefits payments per benefits to payroll best practices.

 **Finalize Payroll Reporting**  
Generate and securely share payroll reports and synchronize with general ledger. Utilize flexible business intelligence for specialized public sector reporting.

>  **Tax and Social Compliance**  
Determine tax liabilities and prepare tax filings and deposits.

>  **Maintain Personal Profile**  
Secure employee access to profile information, pay slips, and so on.

Product Mix: HCM Cloud  
Popular KPIs: Cycle Time To Process Payroll, Ratio of Salary Competitiveness, % of Cost of Workforce



Cloud



Mobile



Analytics



Collaboration



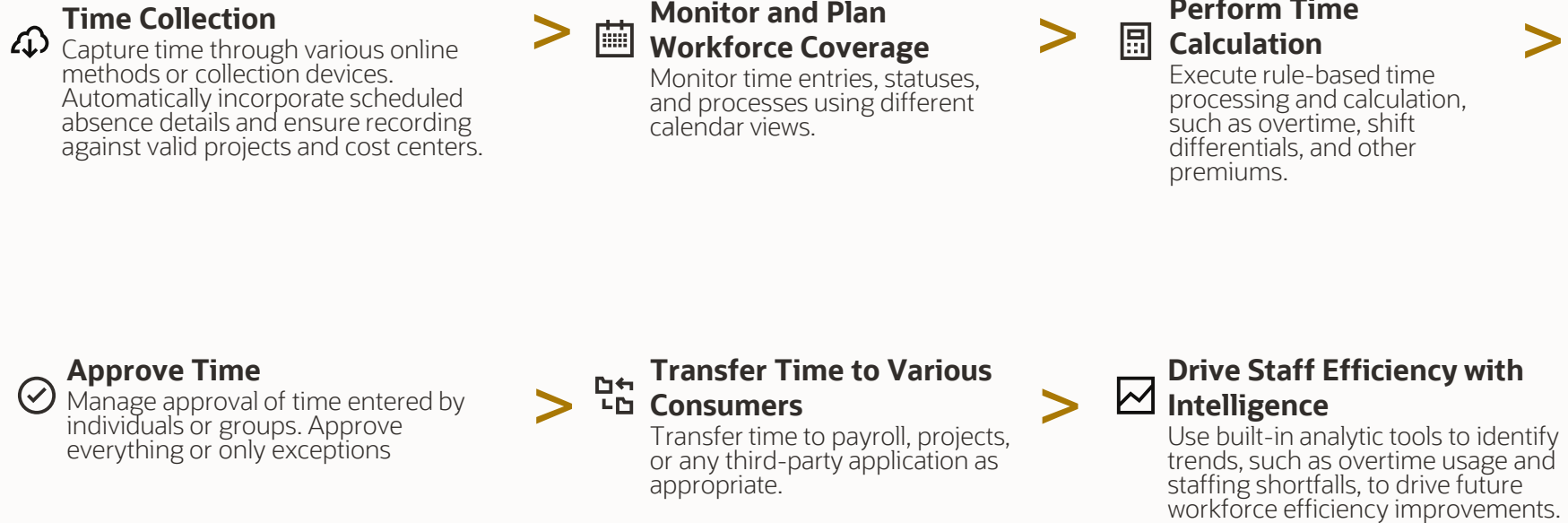
Big Data

# Oracle Modern Best Practice

## Time Collection to Payroll

### Public Sector

24B



Product Mix: HCM Cloud  
Popular KPIs: Cycle Time To Resolve Payroll Errors, Rate of Absenteeism, Rate of Approvals, % of Vacation Days Used

Cloud Mobile Analytics Collaboration Big Data



## Goal Setting to Performance

### Public Sector

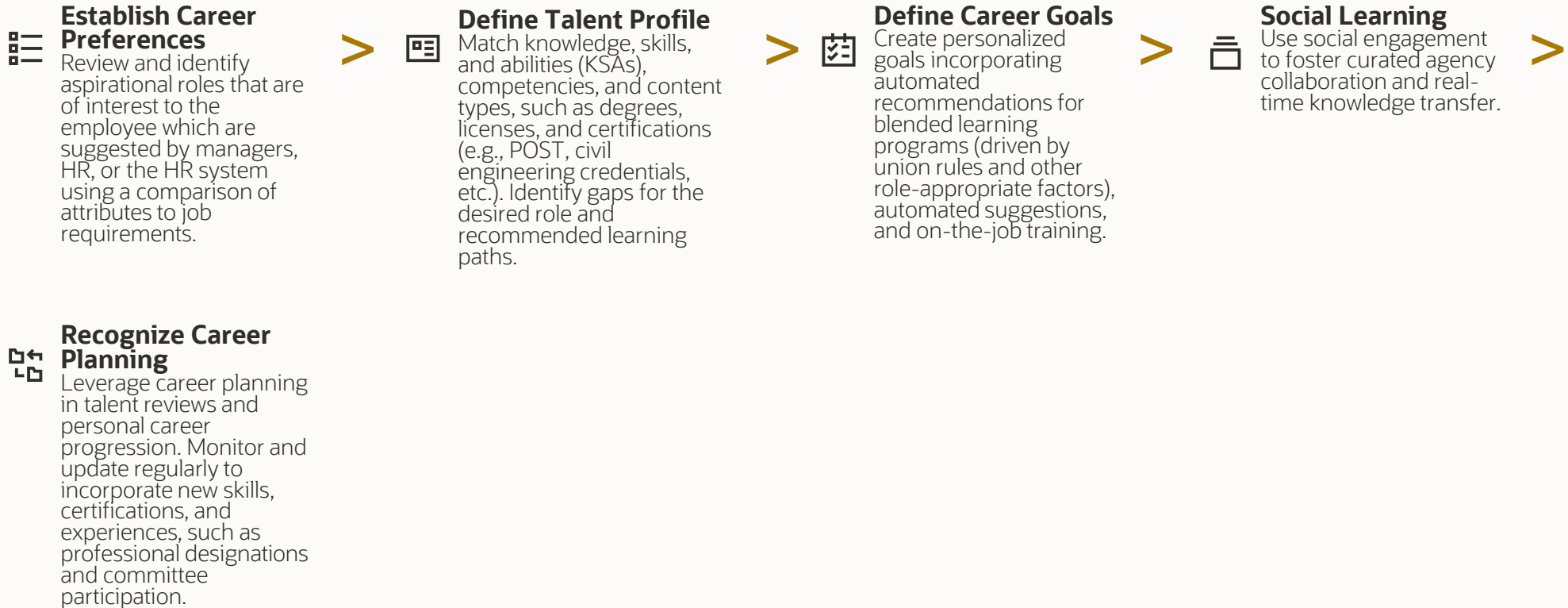


Product Mix: HCM Cloud  
Popular KPIs: Rate of Internal Job Hires, % of Workforce Below Performance Standards



## Career Planning to Development

### Public Sector



Product Mix: HCM Cloud  
Popular KPIs: % Employees Trained, Pre/Post Training %



## Talent Review to Succession

### Public Sector

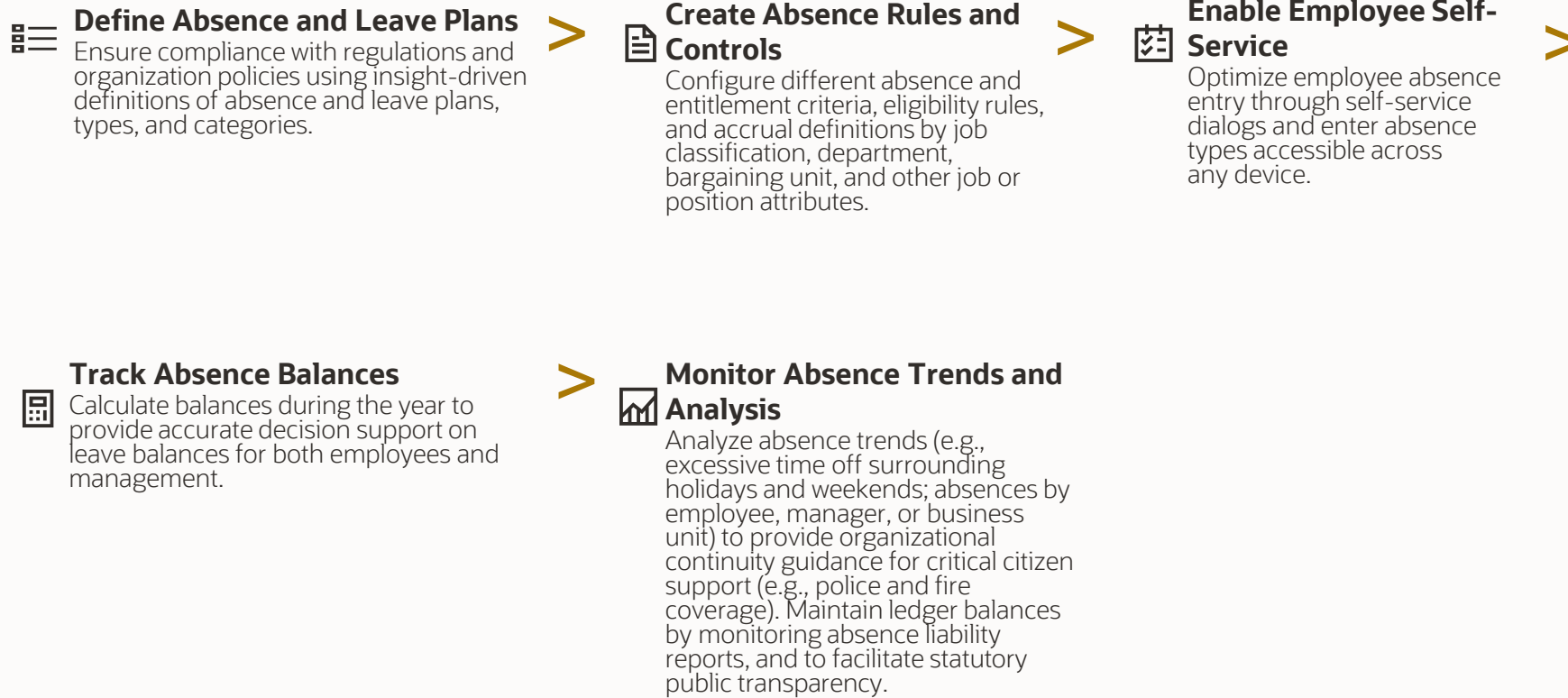


Product Mix: HCM Cloud  
Popular KPIs: Internal Promotions vs. External Hires, Average Age of Retirement, Turnover Rate For Highest Performers



# Absence Planning to Continuity

## Public Entities



Product Mix: HCM Cloud  
Popular KPIs: Rate of Absenteeism,





# Employee Insight to Work-Life Alignment

## Public Sector

### Design Outreach Initiatives

Create talent and wellness initiatives that align with the agency's mission. Promote programs to leadership and staff to generate awareness and participation.

### > Obtain Baseline and Set Personal Goals

Leverage key insights to identify and set goals in alignment with personal and career aspirations as well as organizational initiatives. Determine steps for attainment (e.g., classes, seminars, volunteering, and fitness efforts).

### > Manage Wellness Progress

Track, measure, and evaluate trends and patterns of wellness activities using dynamic tools, including wearables and smart phone apps, to achieve goal success.

### > Measure Reputation

Optimize social presence and reach by measuring the level of influence, impact, generosity, and activity on initiatives and performance using input from internal or external sources, including social media and survey tools.

### Identify Development and Mentorship Opportunities

Blend talent, reputation, and participation data to gain insight into workforce effectiveness and adjust development plans and talent profiles as needed. Discover hidden skills, potential mentor or mentee relationships, and potential staff redeployments to fulfill project gaps.

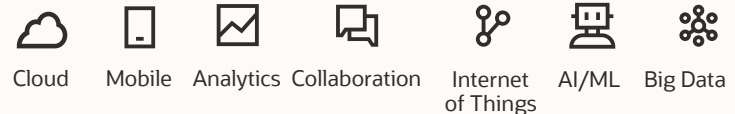
### > Join Volunteer Opportunities

Engage in internally crowdsourced volunteer projects and organization-sponsored community outreach programs that improve agency public image, are of interest, and foster targeted career development successes for the workforce.

### > Receive Kudos, Rewards, and Recognition

Receive acknowledgment of goal attainment and progress that promotes work-life alignment and cultivates workforce engagement in mission-supportive HR concepts, such as talent profile management.

Product Mix: HCM Cloud  
Popular KPIs: Percentage of Vacation Days Used, Employee Satisfaction Index,



# Employee Separation to Workforce Analysis

## Public Sector



Product Mix: HCM Cloud  
Popular KPIs: Average Tenure, Retirement Rate, Attrition Rate, Diversity Rate, Number of Contractors, Voluntary Termination Rate,



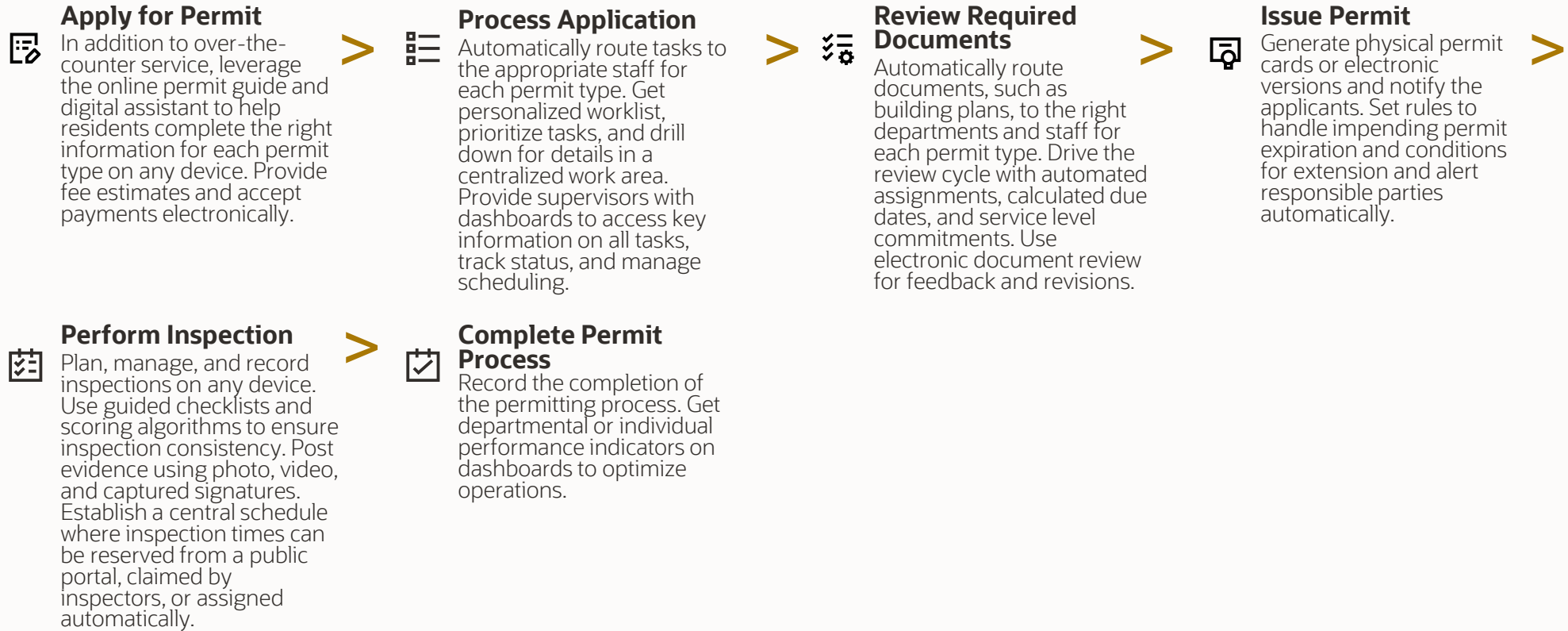
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# Modern Best Practice for State and Local Government—Permitting and Licensing

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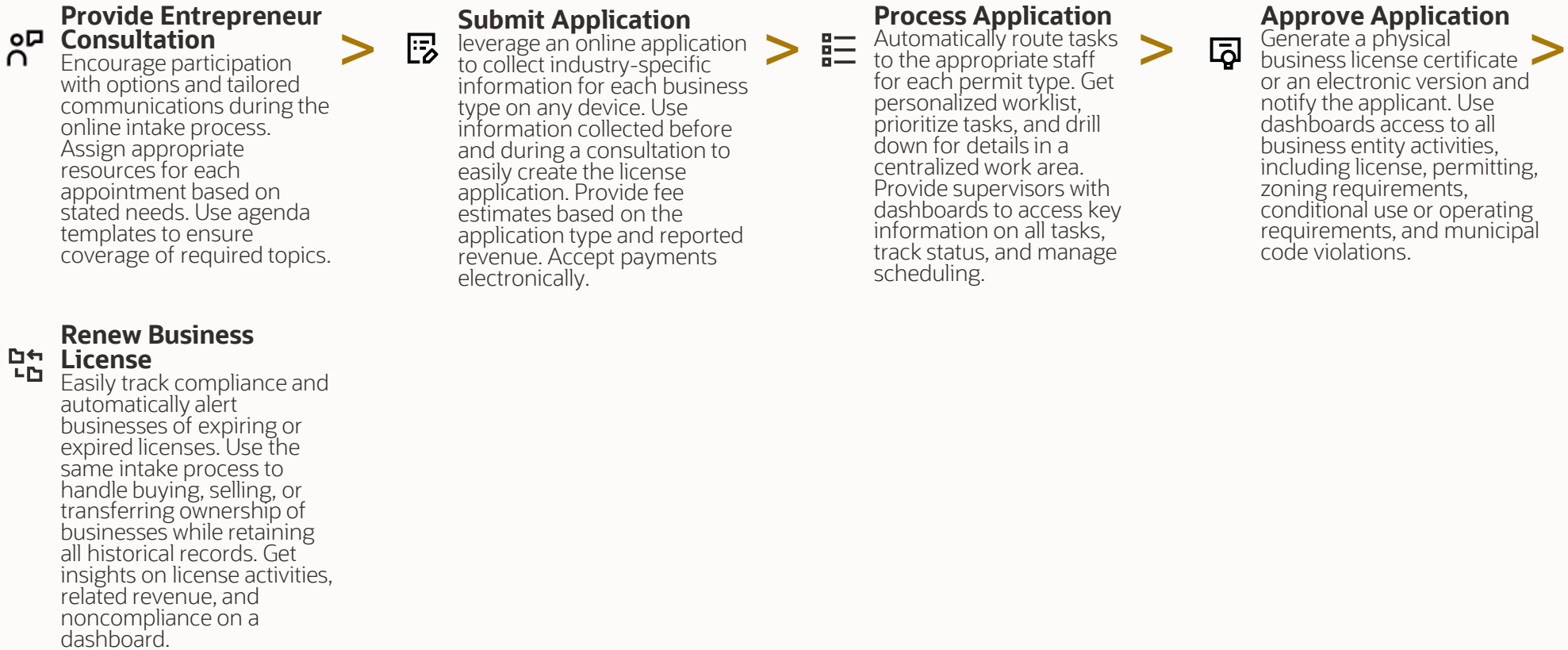
## Permit Application to Completion Public Sector



Product Mix: Oracle Permitting and Licensing  
Popular KPIs: permit counts, inspection pass rates, top permits with major violations



## Business Licensing Consultation to Renewal Public Sector



Product Mix: Oracle Permitting and Licensing  
Popular KPIs: business counts and industry mix, license renewal trend, application processing time





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