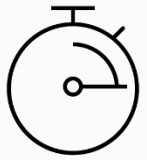
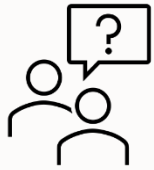


# Housekeeping



The webinar will start shortly.



Live Q&A and Chat are enabled for the session.

Kindly **use the Q&A section to ask questions** regarding our topic, as it's easier to monitor them there rather than in chat.



Help us improve this content for you!  
Survey option will be offered at the end of the session.



## 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.

ORACLE

# Oracle Procurement Cloud Demonstration & Business Flow

Oracle Customer Success

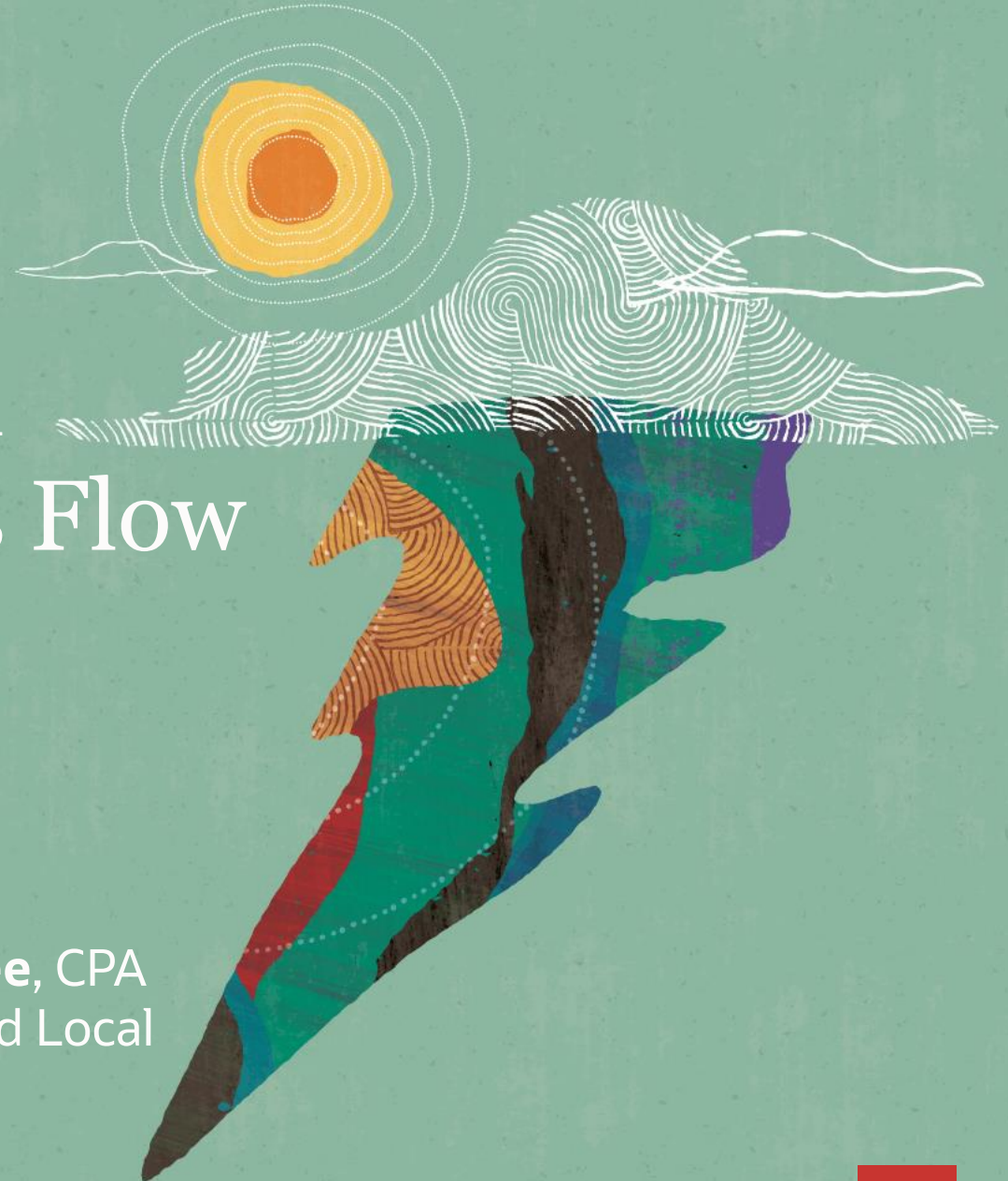
**Zaid Alnaser**

Customer Success Manager

Guest Speaker:

**Robert Foushée, CPA**  
Oracle State and Local

22 of Feb, 2023





## Zaid Alnaser

Customer Success Manager  
[zaid.alnaser@oracle.com](mailto:zaid.alnaser@oracle.com)  
Find me on [LinkedIn](#)

# About Me



**Robert Foushée, CPA**

SaaS Financial Specialist

[robert.foushee@oracle.com](mailto:robert.foushee@oracle.com)

770.331.5793

## About

Location  
Atlanta ,GA

Education  
Texas Christian University

Expertise  
Oracle Financials Cloud  
Oracle Supply Chain Cloud  
Oracle E-Business Suite

Certifications/Patents  
2 patents, Solicitation Mgmt  
CPA, State of VA

## Experience

Tenure at Oracle

**Started in 1996**



US Department of  
Energy, Procurement  
Office, Washington DC

Coopers and Lybrand  
(PWC),  
Fort Worth, TX

# Oracle ERP Cloud



## FINANCIALS

Ledger & Analytics  
Financials Reporting  
Payables  
Expenses  
Assets  
Receivables  
Collections



## PROCUREMENT

Purchasing  
Self Service Requisitioning  
Sourcing  
Contract Management  
Supplier Portal  
Supplier Lifecycle Management



## PROJECT PORTFOLIO MANAGEMENT

Project Costing  
Project Controls  
Grants Management  
Performance Reporting  
Project Management  
Task Management  
Resource Management



## RISK MANAGEMENT

Manage Risk & Controls  
Access Control Effectiveness  
Address Deficiencies & Certify Controls



## SUPPLY CHAIN MANAGEMENT

Inventory Management  
Order Management  
Logistics  
Manufacturing  
Supply Chain Planning  
Maintenance  
Warehouse Management



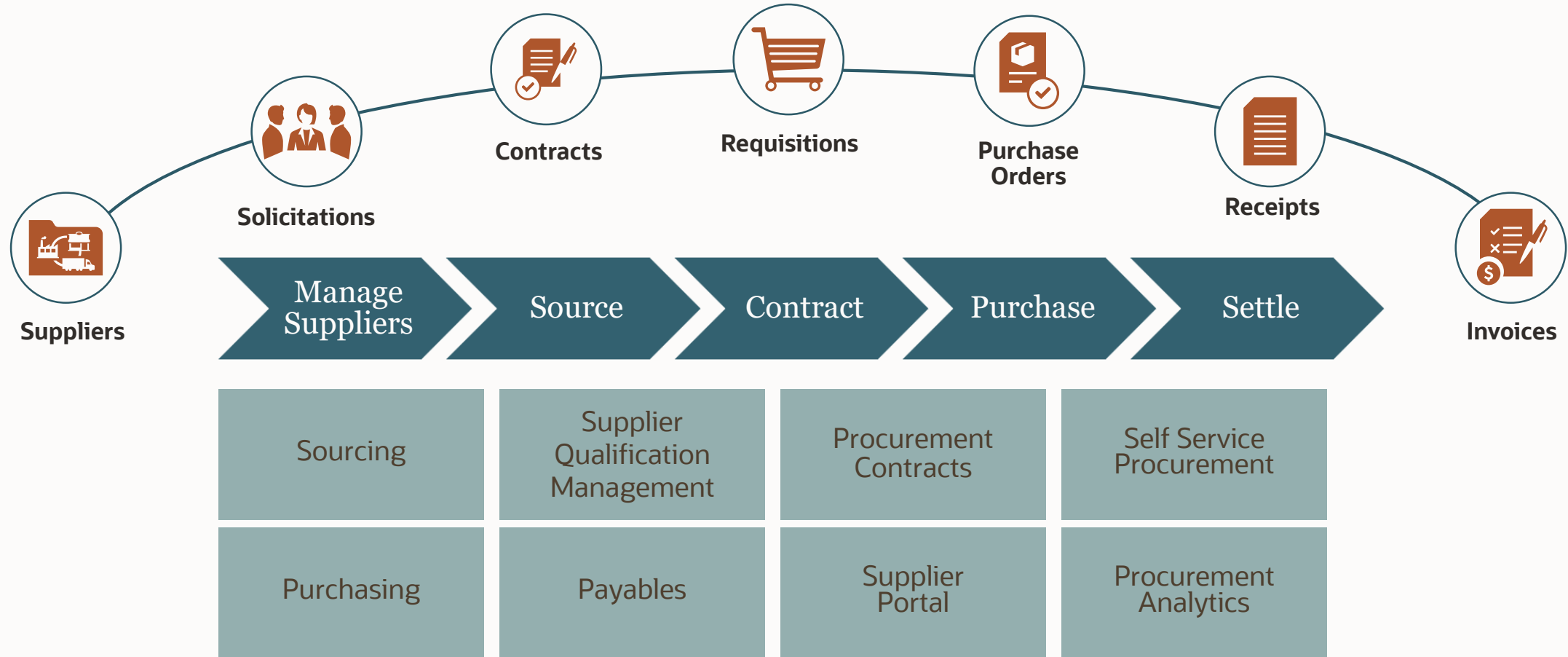
## EPM

Planning, Budgeting & Forecasting  
Financial & Narrative Reporting  
Financial Consolidation & Close  
Account Reconciliation  
Profitability & Cost Management



# Oracle Cloud Procurement

A complete and modern source to settle solution



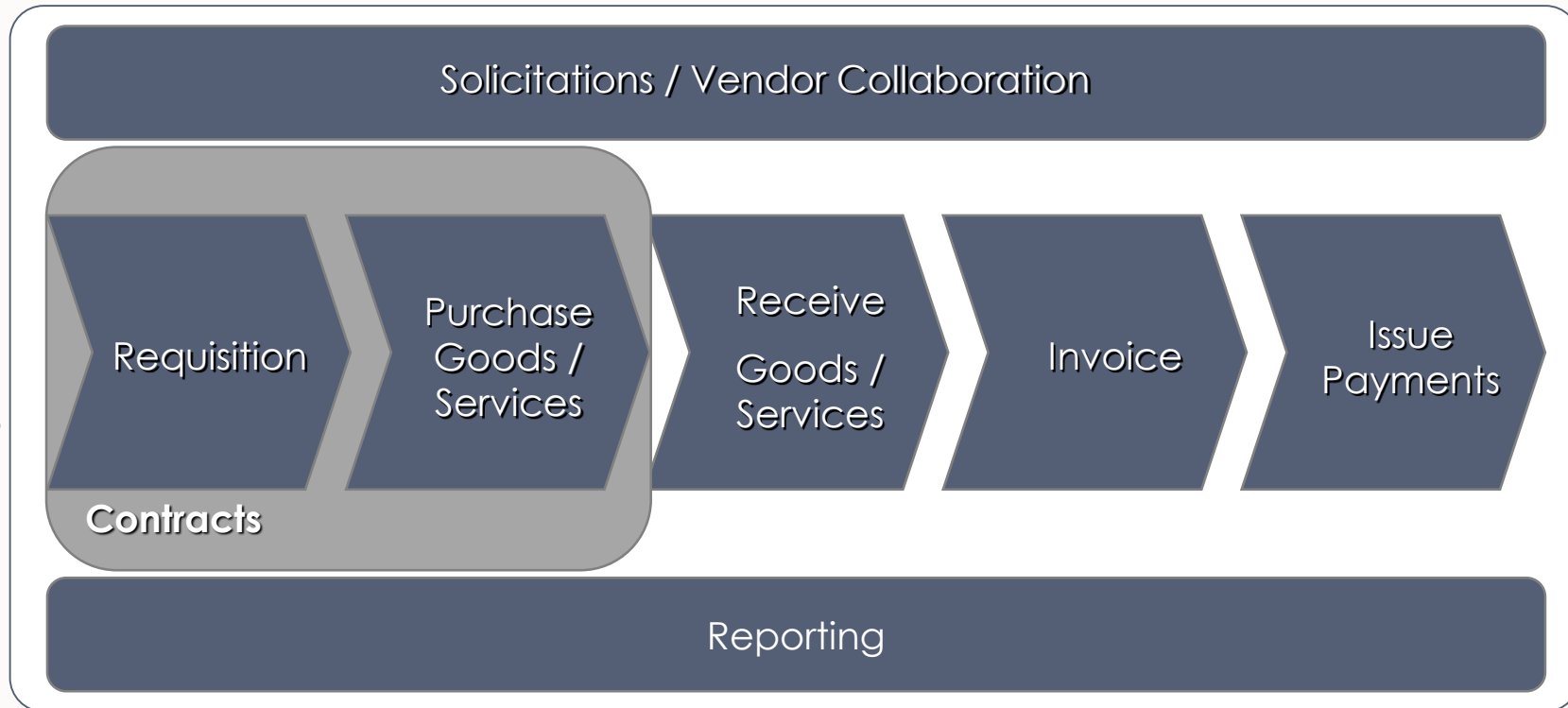
# Oracle Cloud Procurement

A complete and modern source to settle solution

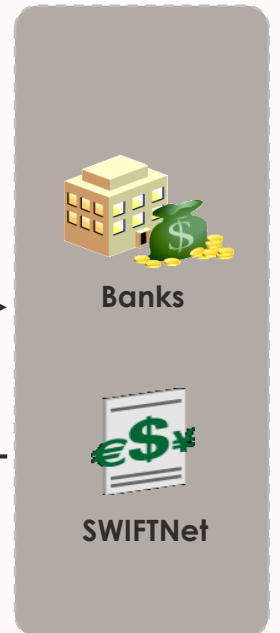
## Demand



- Maintenance
- Inventory
- Services
- Assets
- Supplies



## Settlement



- Banks
- SWIFTNet

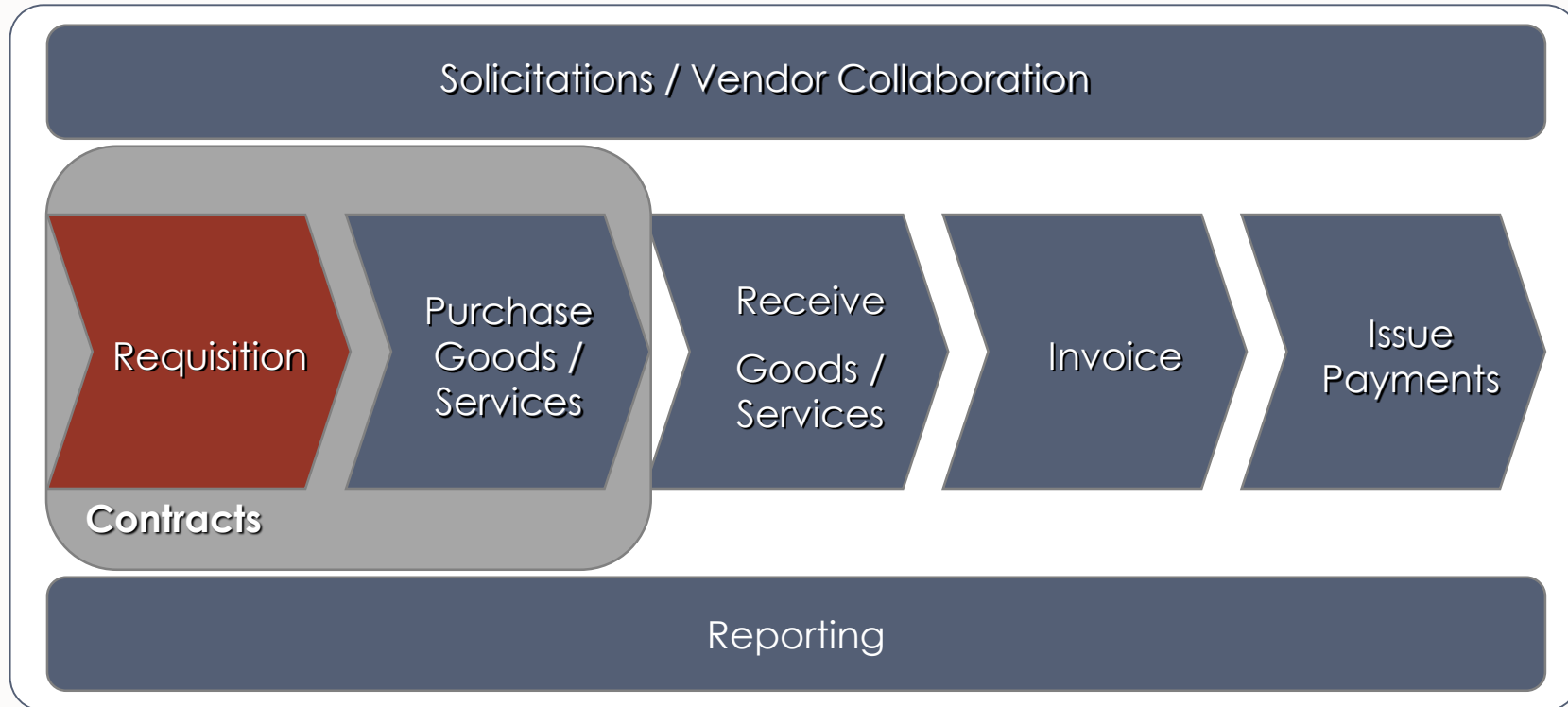


# Oracle Cloud Procurement

A complete and modern source to settle solution

## Demand

- Maintenance
- Inventory
- Services
- Assets
- Supplies



## Settlement

- Banks
- SWIFTNet





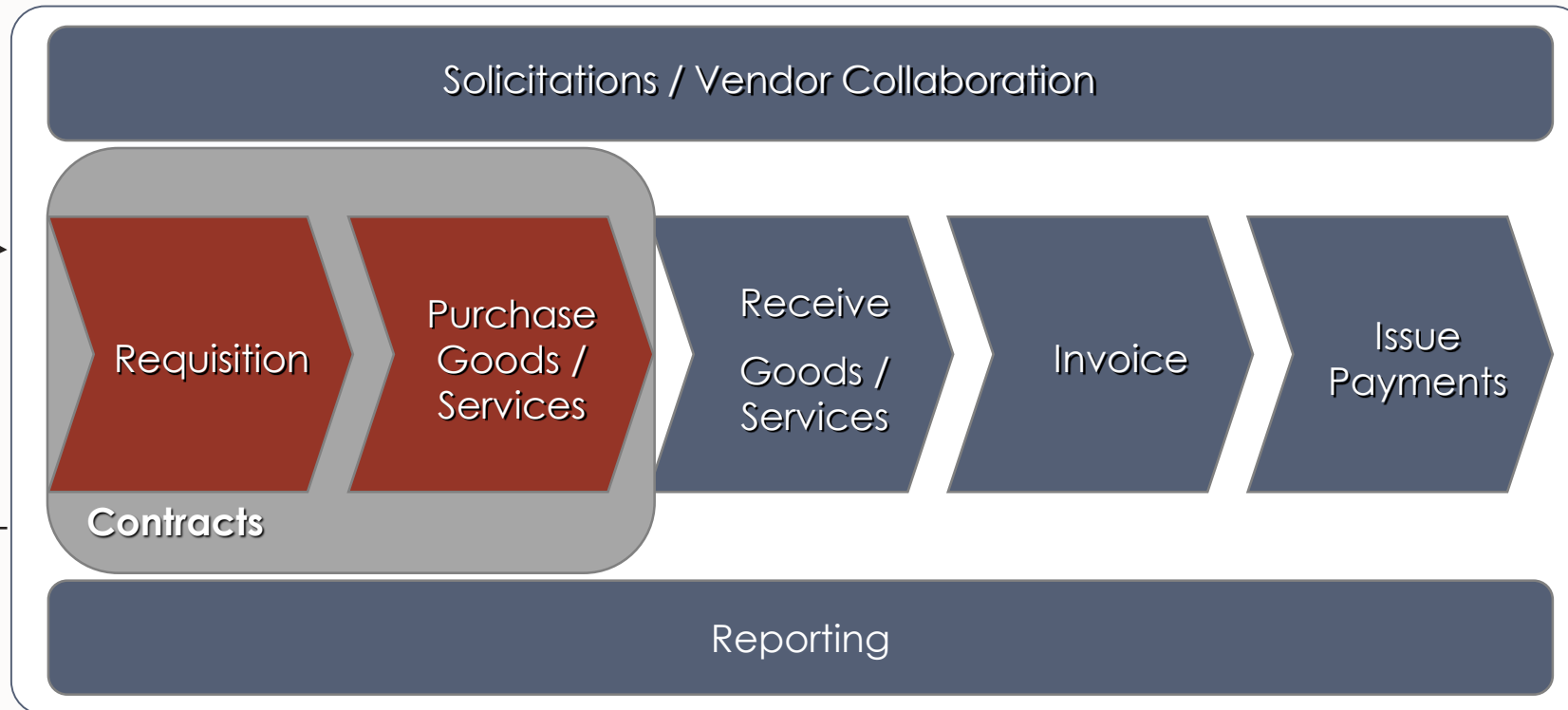
# Oracle Cloud Procurement

A complete and modern source to settle solution


## Demand



- Maintenance
- Inventory
- Services
- Assets
- Supplies



## Settlement



- Banks
- SWIFTNet

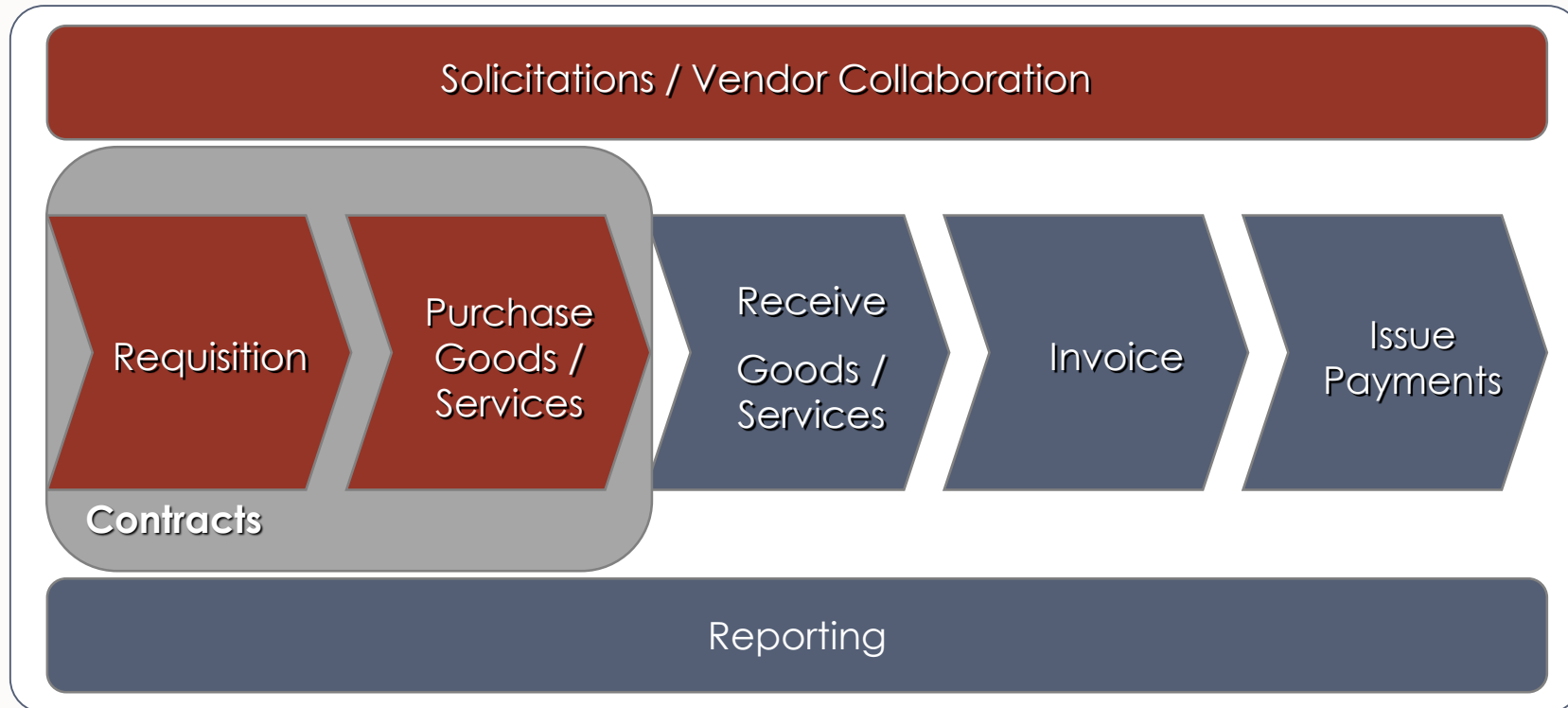


# Oracle Cloud Procurement

A complete and modern source to settle solution

## Demand

- Maintenance
- Inventory
- Services
- Assets
- Supplies



## Settlement

- Banks
- SWIFTNet





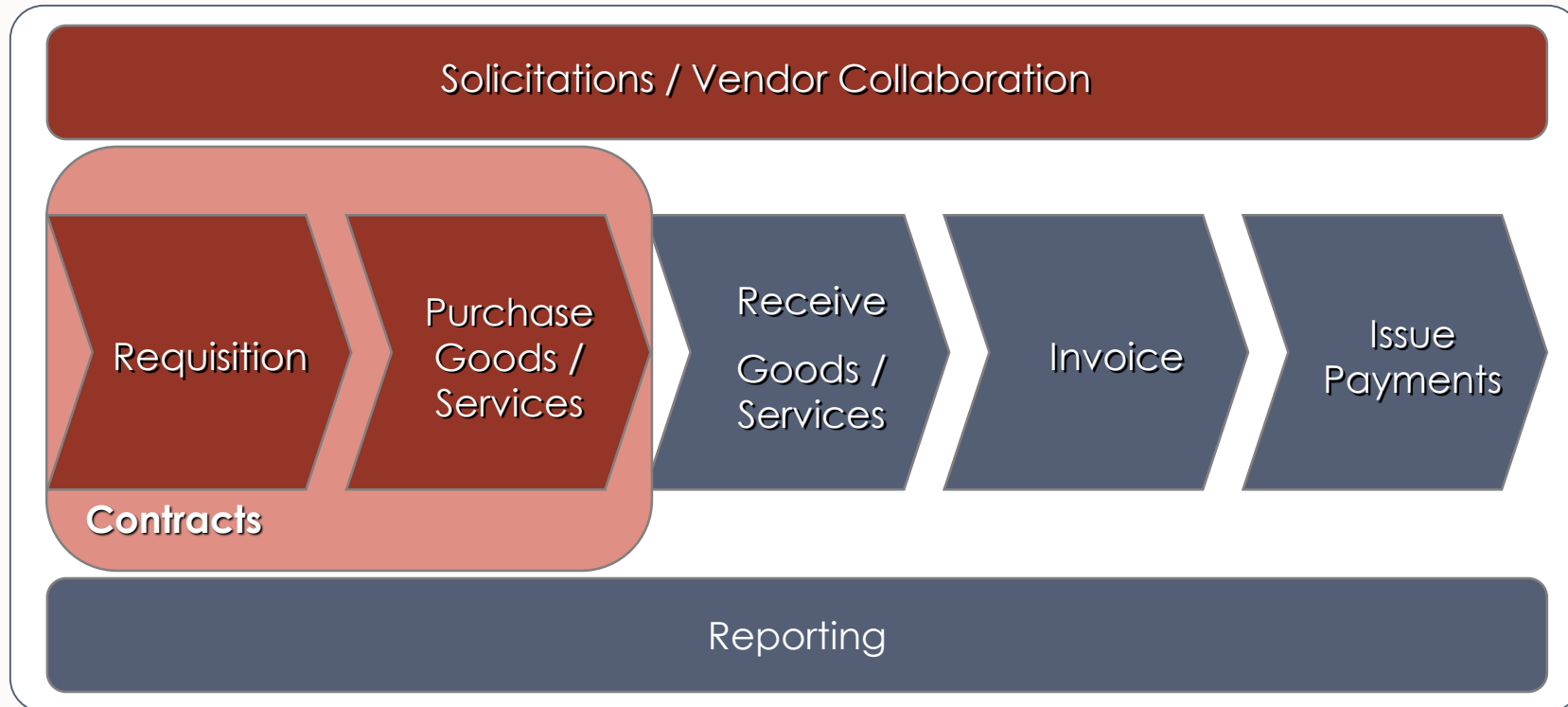
# Demonstration

# Oracle Cloud Procurement

A complete and modern source to settle solution

## Demand

- Maintenance
- Inventory
- Services
- Assets
- Supplies



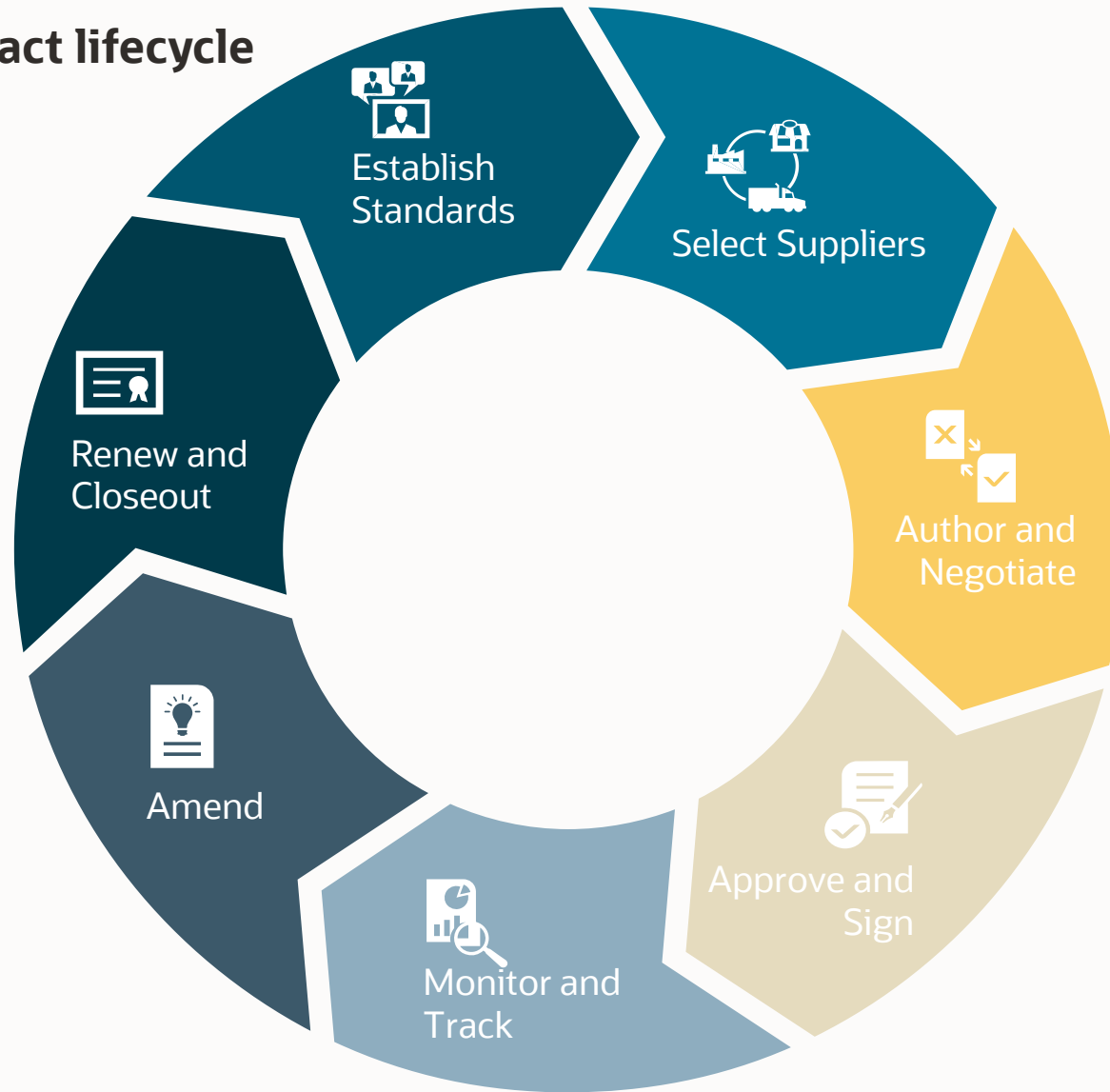
## Settlement

- Banks
- SWIFTNet



# Contracts

Manage your full contract lifecycle



# Procurement Contracts

## Enforceable Contracts

Standardize contracts and enforce business policies using pre-approved clause libraries, templates and approved alternatives.

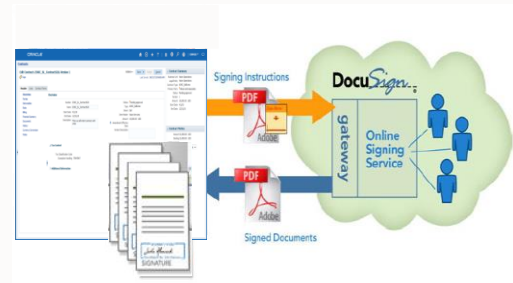
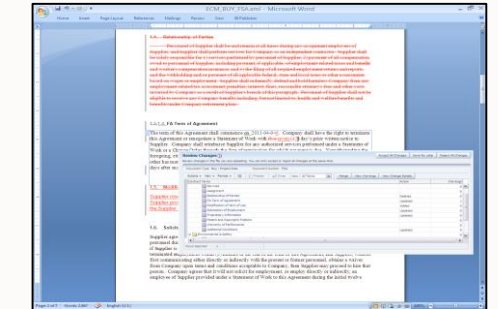
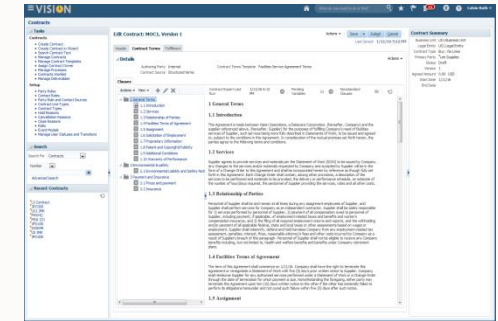
Identify deviations from defined standards, highlight risks, and enforce appropriate document approvals

Improve contract visibility with a secure and searchable contract repository, renewals management, amendment tracking, and complete audit history

Author  
Contracts

Negotiate

Approve  
And Sign



# Contract Purchase Agreement: 6003409 ? ★

View PDF

Actions ▼

Done

Main Controls **Contract Terms**

Terms Actions ▼

Authoring Party Internal

Contract Terms Template CoD Request For Proposal Contract Terms (RFP)

Contract Source Terms Template

Don't print contract terms amendments

Clauses Deliverables **Documents**

?

## Contract Documents

Actions ▼ View ▼ + ×

Type	Category	* File Name or URL	Title	Description	Attached By	Attached Date
File	Approval Abstract	<a href="#">PA_6003409_0_Deviations.pdf</a>	Deviations Report	Contract Terms Deviation...	BIANCA WASHI...	2/28/21 6:53 PM
File	Contract	<a href="#">6003409_Housing and Financial Services_FEC_Way...</a>	6003409_Housing and Fi...	Agreement	BIANCA WASHI...	2/25/21 8:54 PM

## Supporting Documents

Actions ▼ View ▼ + ×

Type	Category	* File Name or URL	Title	Description	Attached By	Attached Date
File	Supporting Doc...	<a href="#">6003409_Clearances, Affidavits and Insurance.pdf</a>	6003409_Clearances, Affi...	Clearances, Insurance an...	BIANCA WASHI...	2/28/21 6:43 PM
File	Supporting Doc...	<a href="#">ERR-CDBG-CV1-Neighborhood Services (2).pdf</a>	ERR-CDBG-CV1-Neighb...	Environmental Review	BIANCA WASHI...	2/28/21 6:24 PM
File	Supporting Doc...	<a href="#">SAM.gov_WMCAA.pdf</a>	SAM.gov_WMCAA.pdf	Sam Status	BIANCA WASHI...	2/25/21 8:59 PM



## RFQ: 88057,1

Currency = US Dollar

**Title** Landscaping Services RFQ - East  
**Status** Award completed (Unsealed)  
**Time Remaining** 0 Seconds

### Table of Contents

- Cover Page
- Overview
- Requirements
- Lines
- Contract Terms
- Suppliers

### Cover Page

## **Denver Regional Transportation District (RTD)** **Contracting and Procurement** **Request for Quotation**

Purpose: Find the supplier that offers the highest quality and best value.

Denver RTD (RTD) on behalf of itself has issued this RFQ to solicit bids from potential Suppliers. It is in the Supplier's best interest to make sure that the initial response to this RFQ contains the most favorable terms that your company will be able to offer RTD.

RTD generally uses the following criteria in evaluating and comparing Supplier responses(the criteria are not necessarily listed in order of importance):

- Experience and number of years the Supplier has been in the business of providing the required types of products/services
- Financial stability of the Supplier's organization
- Responsiveness to the requirements of the project as set forth in the RFQ
- Demonstrated understanding of the goals and objectives of the project and a logical plan for providing product/services within the required time frames
- Agreement to Denver RTD standard contract terms

Social Messages Actions Done

Create Purchasing Documents

Cancel Purchasing Document Creation

**Close Date** 11/29/21 12:18 AM

**Abstract Status** Posted

Complete

Analyze

Monitor

Manage

View

Duplicate

- 
- 
- 
- 
- 



## Create Purchasing Documents (RFQ 88057,1) ?

[View Line Allocations](#)
[Reset Purchasing Documents](#)
[Save](#)
[Submit](#)
[Cancel](#)

Currency = US Dollar

**Title** Landscaping Services RFQ - East  
**Procurement BU** Progress US Business Unit  
**Total Award Amount** 75,000.00

**Status** Award completed (Unsealed)  
**Outcome** Purchase Order  
**Awarded Responses** 1

View Format Freeze Detach Wrap

Requisitioning BU	Supplier	Supplier Site	Supplier Contact	* Sold-to Legal Entity	* Bill-to BU	* Bill-to Location	* Buyer	Required Acknowledgment	Acknowledge Within Days	Initiate Approval
Progress US Bu...	Advanced Corp	AC Progress US	Ring, Cad	Progress US Legal I	Progress US Bu...	Reston	White, Ele	None		<input type="checkbox"/>

Columns Hidden 4

### Advanced Corp: Awarded Lines

View Format Freeze Detach Wrap

Item	Description	Category Name	Order Quantity	UOM Name	Line Price	Line Amount	Promised Delivery Date	Requisition
	Landscaping Services	962.58 Professi...			75,000.00	75,000.00	1/7/22	915396
<b>Total</b>						<b>75,000.00</b>		

Columns Hidden 1



## Purchasing Documents (RFQ 88057,1) ?

[View Line Allocations](#) [Done](#)

Currency = US Dollar

**Title** Landscaping Services RFQ - East  
**Procurement BU** Progress US Business Unit  
**Total Award Amount** 75,000.00

**Status** Completed, purchasing document created (Unsealed)  
**Outcome** Purchase Order  
**Awarded Responses** 1

View ▼ Format ▼ Freeze Detach Wrap

Purchasing Document	Contract Number	Requisitioning BU	Sold-to Legal Entity	Supplier	Supplier Site	Supplier Contact	Response	Ordered Amount	Status
<a href="#">PR704785</a>		Progress US Bu...	Progress US Le...	<a href="#">Advanced Corp</a>	AC Progress US	Ring, Caden	<a href="#">69140</a>	75,000.00	Incomplete

Columns Hidden 2





# Demonstration

# Customer Success - City of Atlanta

## Challenges

Modernize the business processes.

## Quote

“It made sense to modernize our business processes using the latest software versions, which we get with SaaS. From the get-go, we decided it would be easier to implement best practices within Oracle Cloud applications and workflows.”

*John Gaffney, Deputy Chief Financial Officer,  
City of Atlanta*

## Results

Reduced amount of paper it uses by 80%, the procurement team no longer receives, prints, or stores responses to requests for proposals in binders and boxes.



# Oracle ERP Cloud



## FINANCIALS

Ledger & Analytics  
Financials Reporting  
Payables  
Expenses  
Assets  
Receivables  
Collections



## PROCUREMENT

Purchasing  
Self Service Requisitioning  
Sourcing  
Contract Management  
Supplier Portal  
Supplier Lifecycle Management



## PROJECT PORTFOLIO MANAGEMENT

Project Costing  
Project Controls  
Grants Management  
Performance Reporting  
Project Management  
Task Management  
Resource Management



## RISK MANAGEMENT

Manage Risk & Controls  
Access Control Effectiveness  
Address Deficiencies & Certify Controls



## SUPPLY CHAIN MANAGEMENT

Inventory Management  
Order Management  
Logistics  
Manufacturing  
Supply Chain Planning  
Maintenance  
Warehouse Management



## EPM

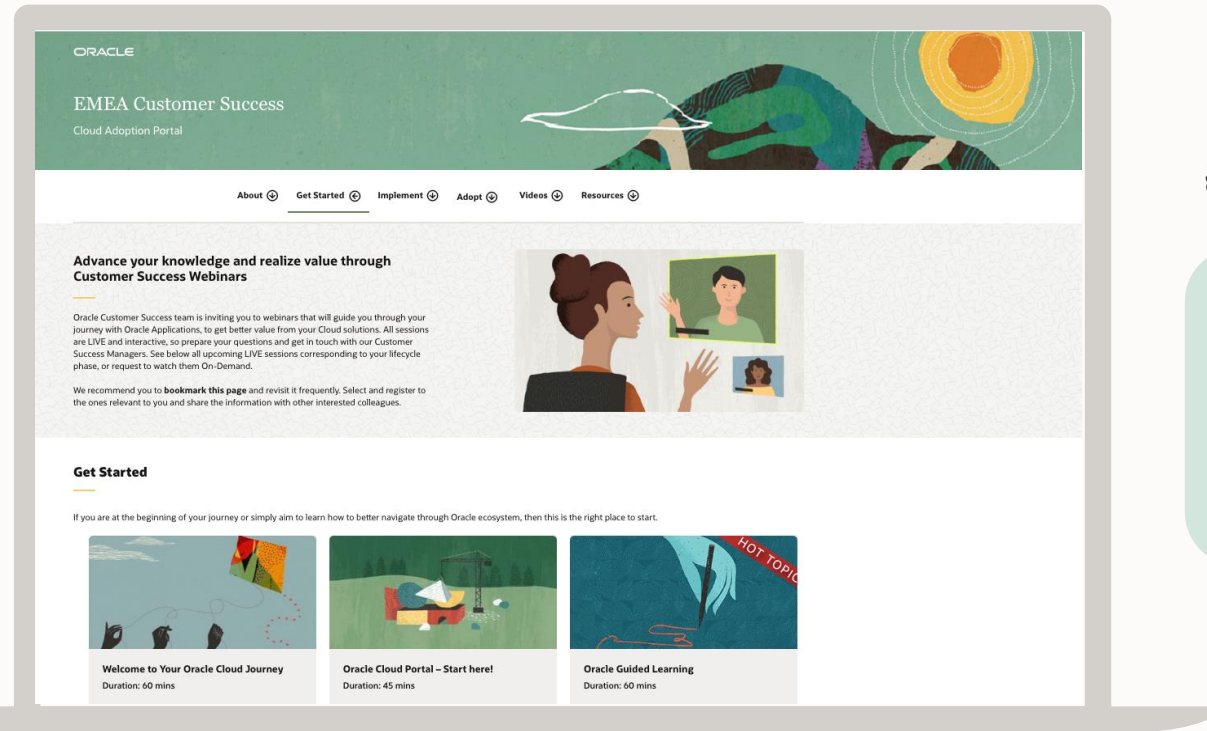
Planning, Budgeting & Forecasting  
Financial & Narrative Reporting  
Financial Consolidation & Close  
Account Reconciliation  
Profitability & Cost Management



# Q&A



# EMEA Customer Success – CLOUD ADOPTION PORTAL



[go.oracle.com/EMEACustomerSuccess](https://go.oracle.com/EMEACustomerSuccess)



Bookmark it & revisit frequently to find:

- all upcoming webinars available
- other valuable resources.



# EMEA Customer Success

Cloud Adoption Portal



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[Get Started](#) ⌵

[Implement](#) ⌵

[Adopt](#) ⌵

[Videos](#) ⌵

[Resources](#) ⌵

## Advance your knowledge and realize value through Customer Success Webinars

Oracle Customer Success team is inviting you to webinars that will guide you through your journey with Oracle Applications, to get better value from your Cloud solutions. All sessions are LIVE and interactive, so prepare your questions and get in touch with our Customer Success Managers. See below all upcoming LIVE sessions corresponding to your lifecycle phase, or request to watch them On-Demand.

We recommend you to **bookmark this page** and revisit it frequently. Select and register to the ones relevant to you and share the information with other interested colleagues.



# For more insights...



We can schedule a dedicated, one to one session with you.



Send an email to [zaid.alnaser@oracle.com](mailto:zaid.alnaser@oracle.com), with your availability and the topics you wish to be addressed.





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Help us improve this content for you!

Please submit the **Survey** that will pop up on your screen and provide any further feedback.



# Thank you

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