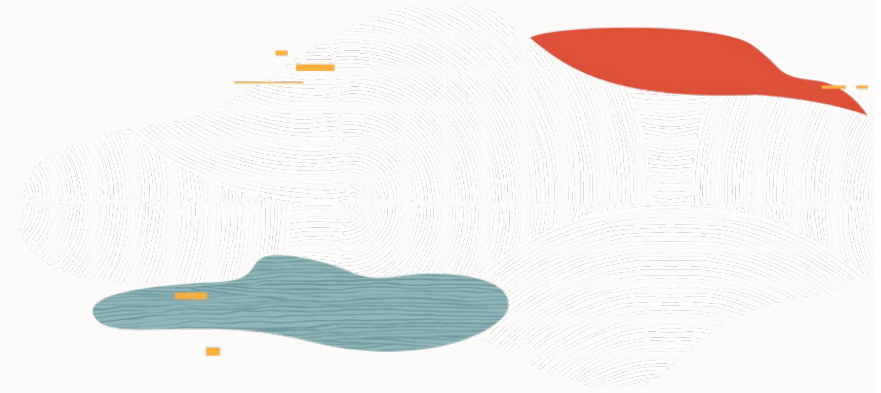


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Oracle Modern Best Practice

Digital Business Processes for Insurance





Safe harbor slide

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.

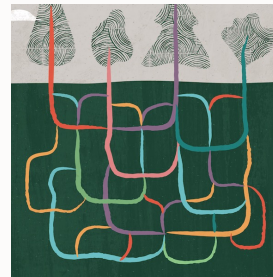
The development, release, timing, and pricing of any features or functionality described for Oracle's products may change and remains at the sole discretion of Oracle Corporation.

What is Oracle Modern Best Practice?

www.oracle.com/modernbestpractice



Digital business processes that evolve with you



End-to-end across the organization



Radically superior results



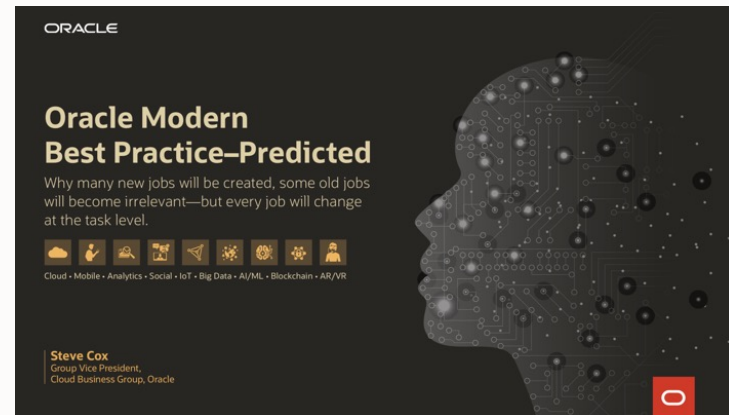
Leverages emerging technologies



Oracle Modern Best Practice books



The original book on Oracle Modern Best Practice is now in its 3rd edition and is available at <https://go.oracle.com/LP=88653>



A new book with our vision for processes in the future is available at <https://go.oracle.com/LP=88688>



Oracle Modern Best Practice

Designed for change – evolves with you

220+

Open, Standard, Free

Finance • Budget 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 • Daily Close to Financial Forecast • Period Close to Financial Reports • Customer Contract to Revenue

Procurement • Supplier Registration to Supplier Performance • Insight to Smart Sourcing • Contract Creation to Spend Compliance • Requisition to Receipt • Supplier Return to Settlement

Project Management • Opportunity to Project Approval • Resource Analysis to Utilization • Project Methodology to Delivery • Task Detail to Plan Adjustment • Project Costs to Accounting • Billing to Revenue Recognition • Grant Award Funding to Closeout • Capital Project to Asset

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

Marketing • Analytics to Insight • Insight to Campaign ROI • Campaign Execute to Lead • Event Execute to Lead • Disparate Sources to Unified Data • List Import to Prospect

Sales • Social Prospect to Lead • Lead to Opportunity • Opportunity to Quote • Quote to Order • Order to Close Opportunity • Opportunity to Forecast • Sales Play to Key Account Opportunity • Schedule Change to Sales Call • 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 Contract to Resolution • Social Listing to Resolution • Service Request to Dispatch • Knowledge Gap to Solution • Sensor Alert to Preventive Maintenance • Customer Sentiment to Preventive Maintenance

Commerce • B2C: Multi-Channel to Omni-channel Experience • B2C: Awareness to Interaction • B2C: Interest to Purchase • B2B: Multi-Channel to Omni-channel Experience • B2B: Product Search to Cart • B2B: Cart to Agreement

Logistics • Shipment to Dispatch • Inbound Shipment to Receipt • Freight Invoice to Approval • Lane Forecast to Carrier Contract

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

Innovation • Social Monitoring to Idea Capture • Idea Capture to Business Case • Requirement Definition to Optimization • Concept Formation to Design • Product Proposal to Go-to-Market Candidate • Portfolio Review to Selection

HR & 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

Industry: Retail • Public Entity • Higher Education • Insurance • Banking • Healthcare • Utilities



Modern Best Practice for insurance



Finance

- Budget to Approval
- Capital Asset Acquisition to Retirement
- Bank Transaction to Cash Position
- Expense Report to Reimbursement
- Insured Invoice to Receipt
- Insured Statement to Collection
- Daily Close to Financial Forecast
- Period Close to Statutory Reports



Procurement

- Supplier Registration to Supplier Performance
- Insight to Smart Sourcing
- Requisition to Receipt
- Supplier Invoice to Payment
- Supplier Return to Settlement

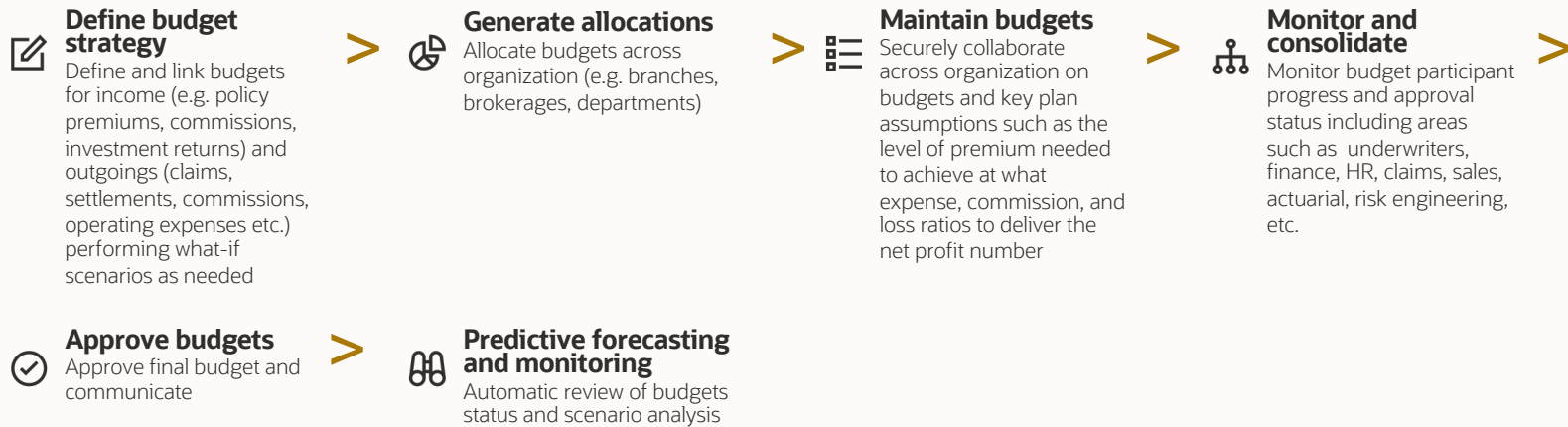


Modern Best Practice for Insurance – Finance



Oracle Modern Best Practice

Budget to approval Insurance



Product Mix: EPM Cloud (Planning, Enterprise Data Management)
Popular KPIs: time to produce/approve/consolidate budget, % variance

   
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Oracle Modern Best Practice

Capital asset acquisition to retirement Insurance



Product Mix: ERP Cloud (Financials, Procurement, Project Management)
Popular KPIs: Fixed Asset Turn Over Ratio, % fixed asset loss


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Oracle Modern Best Practice

Bank transaction to cash position Insurance


 **Review activities**
Review automated aggregation of disbursements (e.g. claims, dividends), payroll, collections, investments and borrowing and view highlighted differences and variances to plan via secure role-based dashboard

>  **Bank validation**
Daily interfaces with banks featuring automatic comparison of records, automatic adjustment of fees and minor differences. Align daily balances

>  **Initiate interbank activities**
Execute global cash management. Optimize balances across accounts using zero balance schemes, etc. Real-time review of bank positions

>  **Manage end of period positions**
Automated month end statement reconciliation. Balance sheet optimization with automatic updates to forecasts and plans

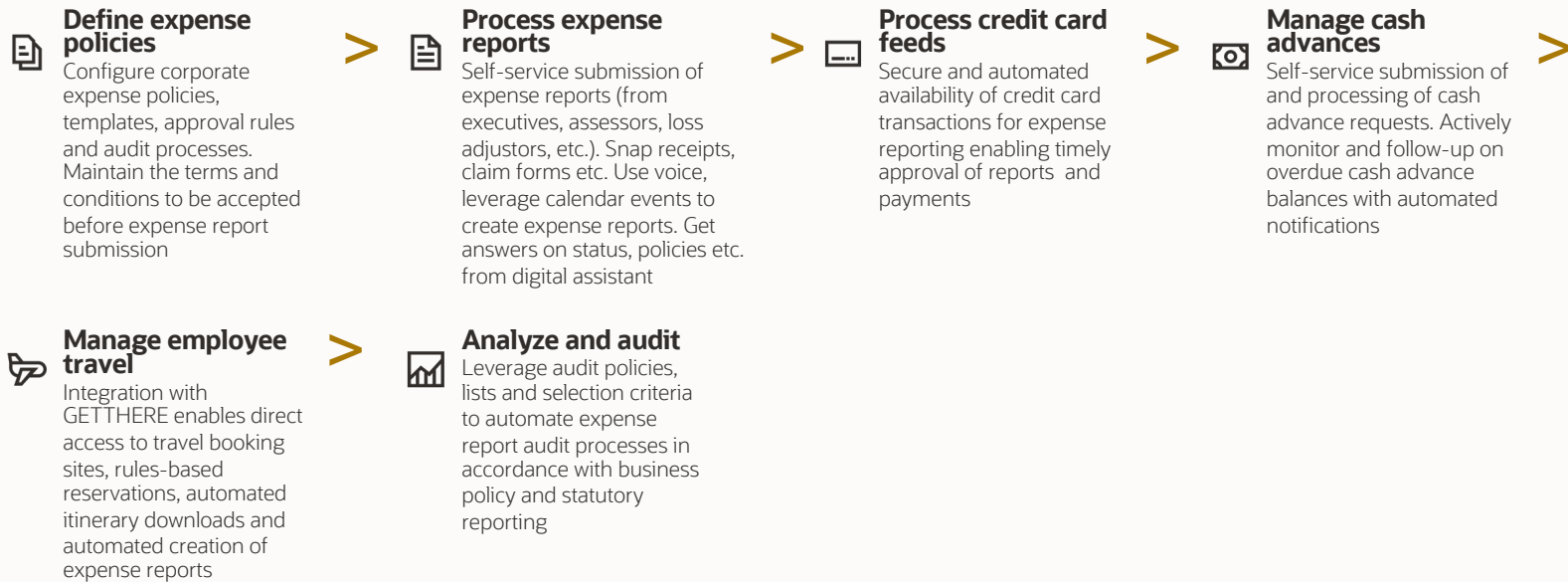
Product Mix: ERP Cloud (Financials)
Popular KPIs: time to reconcile, no. of reconciliations

   
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Oracle Modern Best Practice

Expense report to reimbursement Insurance



Product Mix: ERP Cloud (Financials)
Popular KPIs: expense vs. budget, expense as % of revenue, payment cycle time

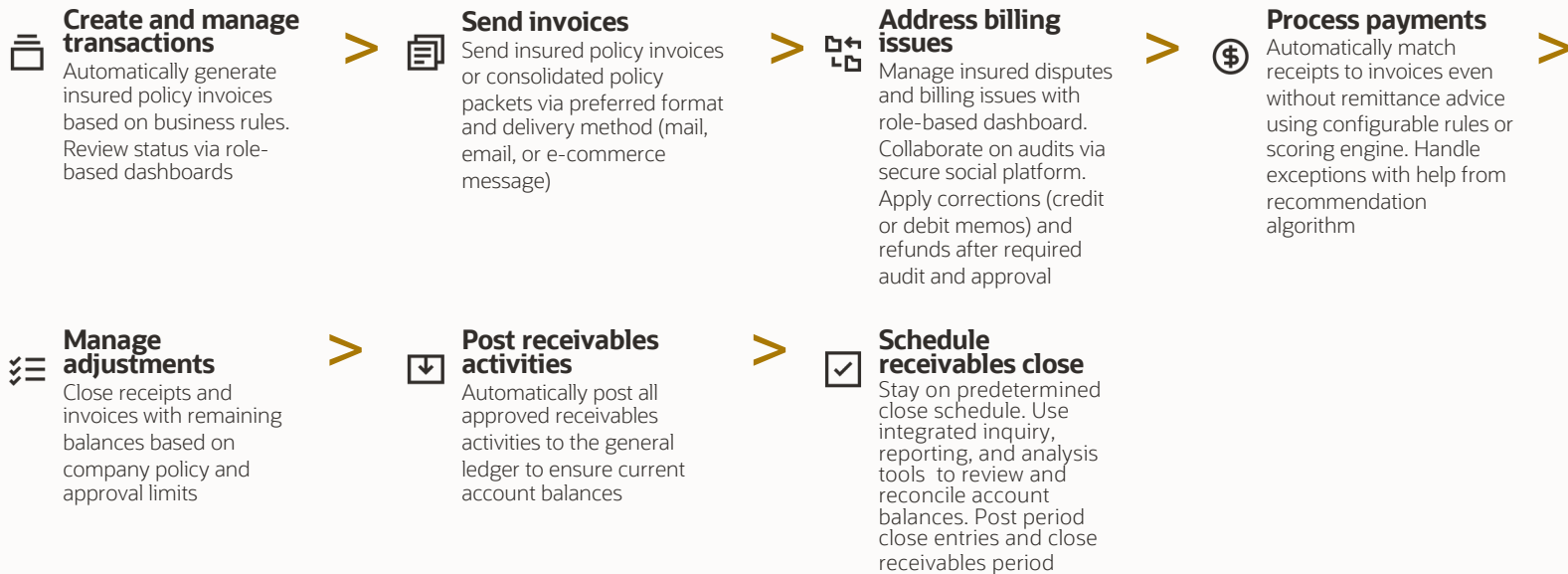
Cloud Mobile Analytics Social AI/ML




Oracle Modern Best Practice

Insured invoice to receipt

Insurance



Product Mix: ERP Cloud (Financials)
Popular KPIs: avg. invoice age, DSO, % disputed invoices

   
Cloud Mobile Analytics Social



Oracle Modern Best Practice

Insured statement to collection

Insurance



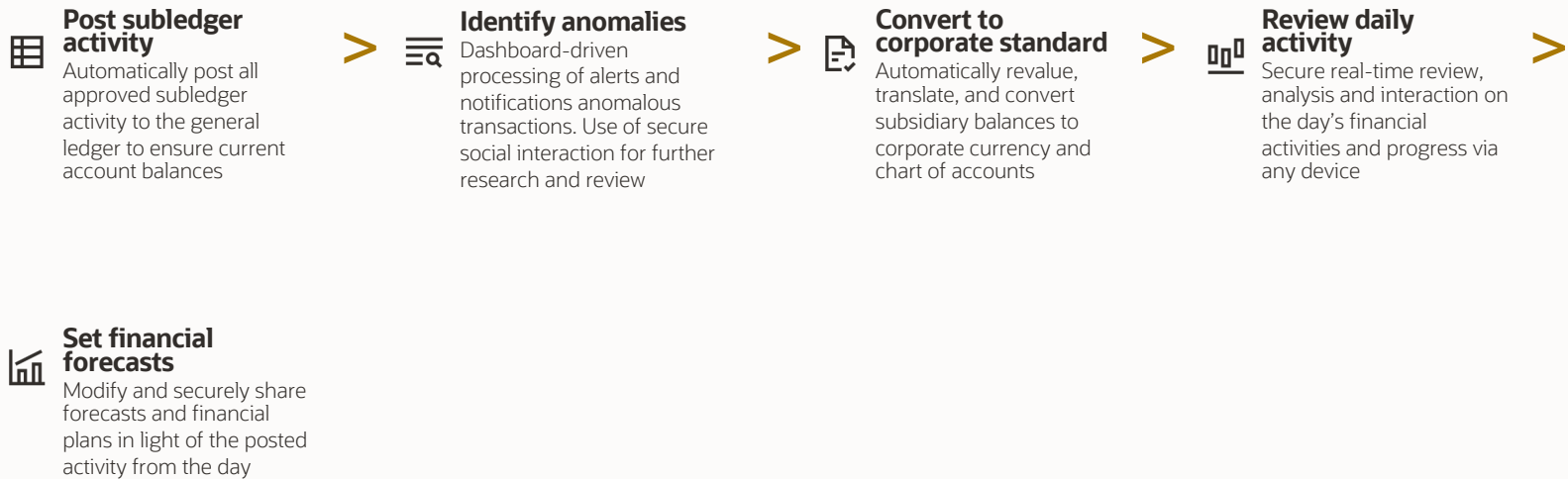
Product Mix: ERP Cloud (Financials)
Popular KPIs: no. of delinquent accounts, time to settlement, time to manage

Cloud Mobile Analytics Social Big Data



Oracle Modern Best Practice

Daily close to financial forecast Insurance



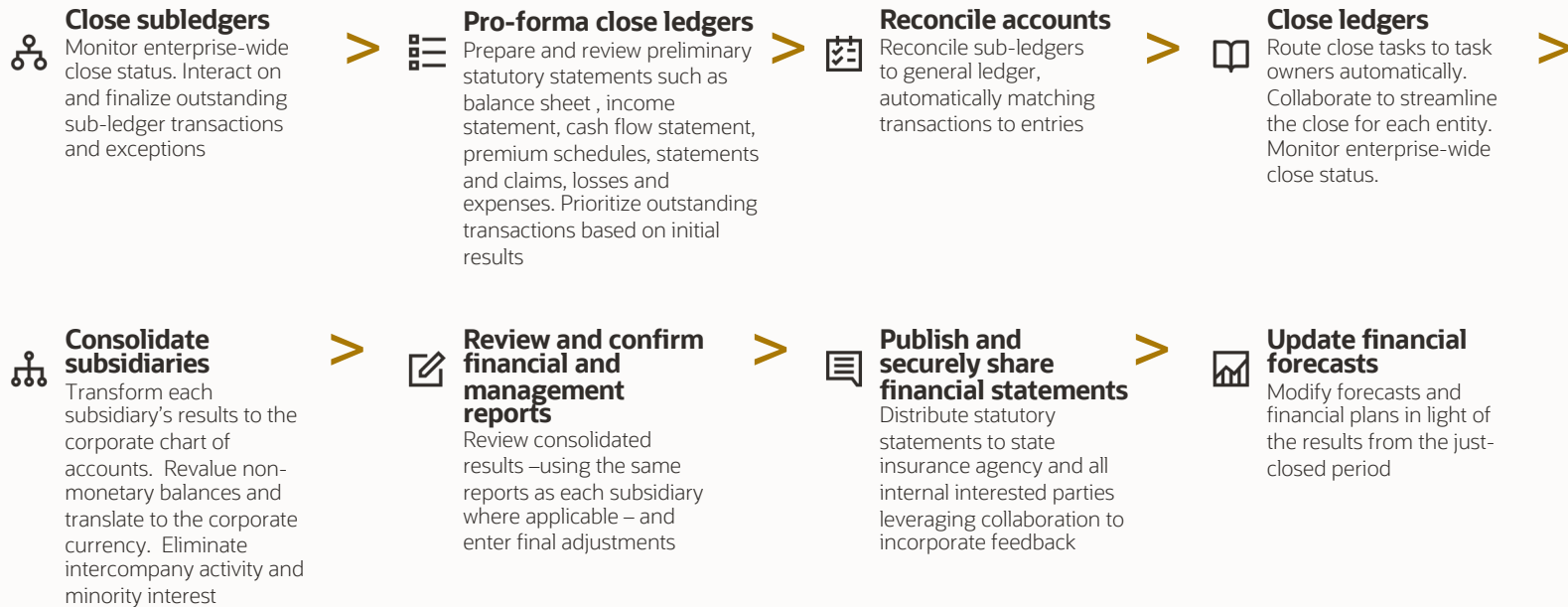
Product Mix: ERP Cloud (Financials), EPM Cloud (Planning)
Popular KPIs: time to reconcile, no. of reconciliations

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Oracle Modern Best Practice


Period close to statutory reports Insurance



Product Mix: ERP Cloud (Financials), EPM Cloud (Account Reconciliation, Financial Consolidation and Close, Narrative Reporting)
Popular KPIs: time to close books, time to publish reports

   
Cloud Mobile Analytics Social



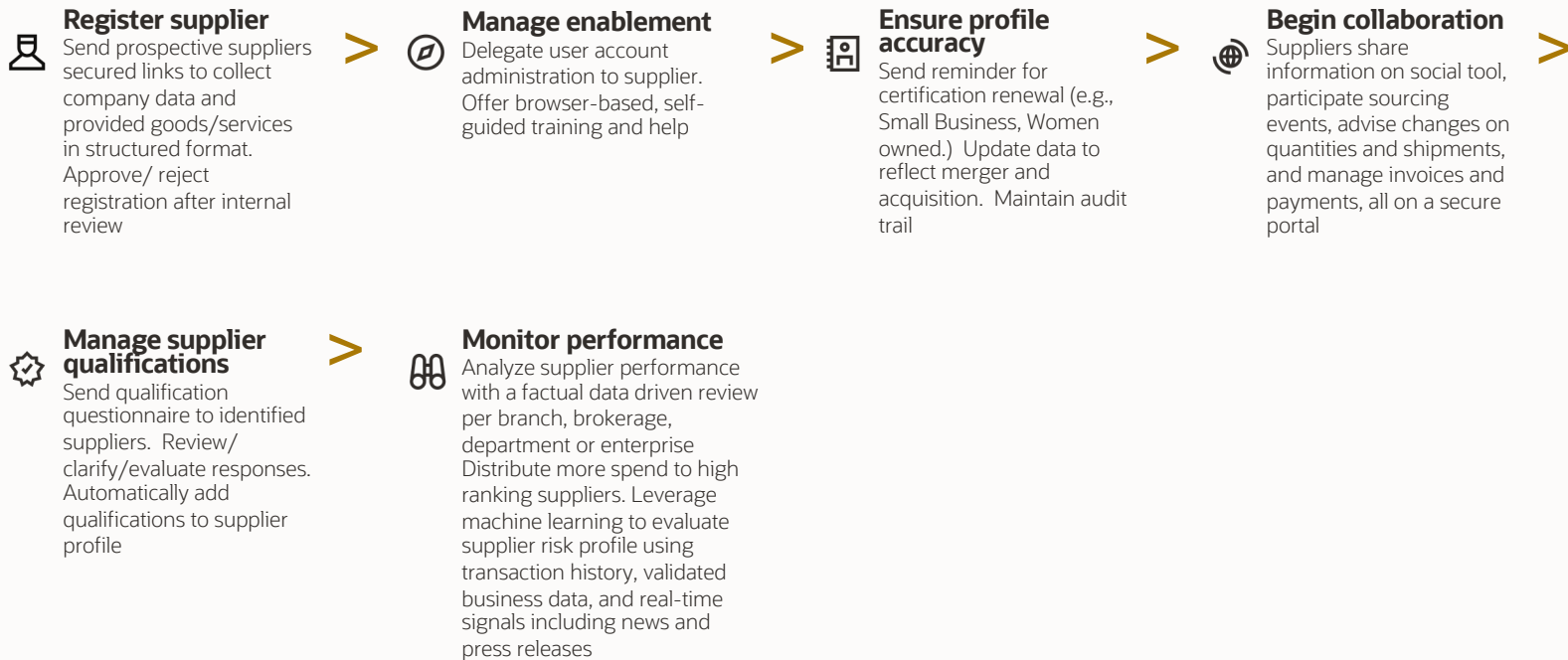


Modern Best Practice for Insurance – Procurement

Oracle Modern Best Practice

Supplier registration to supplier performance

Insurance



Product Mix: ERP Cloud (Procurement)
Popular KPIs: avg. person-hour to qualify a supplier, no. of suppliers per category or critical item

 Cloud  Mobile  Analytics  Social  AI/ML



Oracle Modern Best Practice

Insight to smart sourcing

Insurance



Product Mix: ERP Cloud (Procurement)
Popular KPIs: Non-contract purchase rate, price savings amount

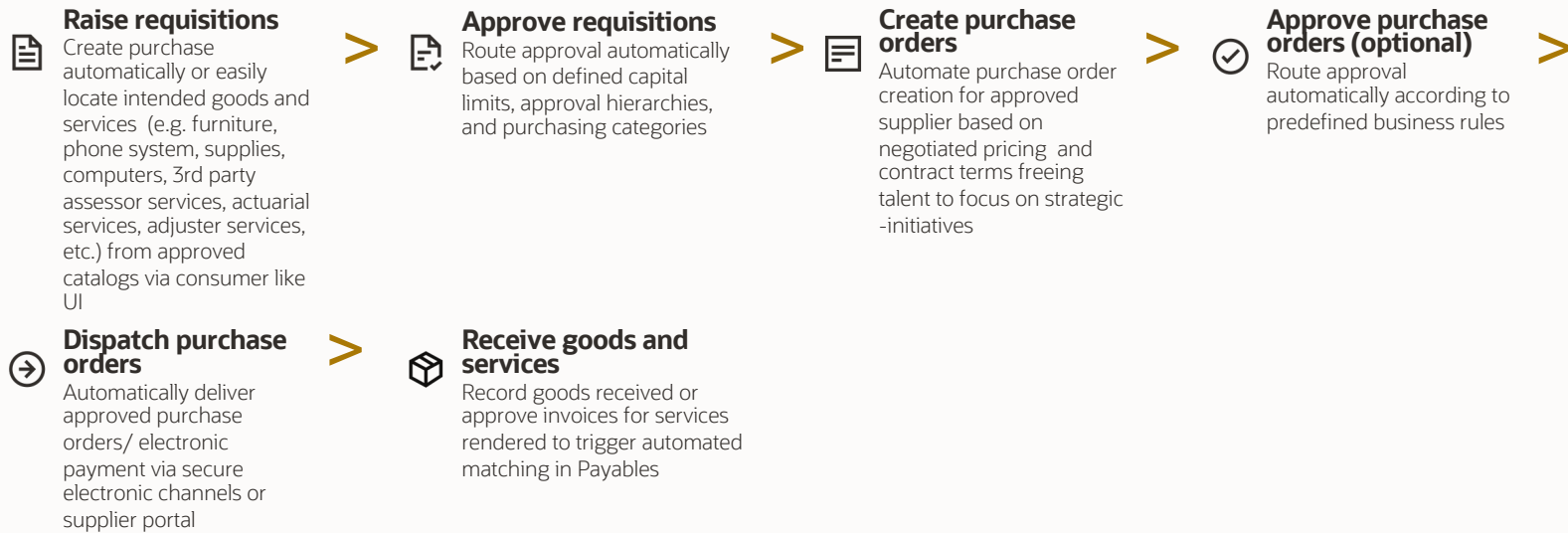
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Oracle Modern Best Practice

Requisition to receipt

Insurance



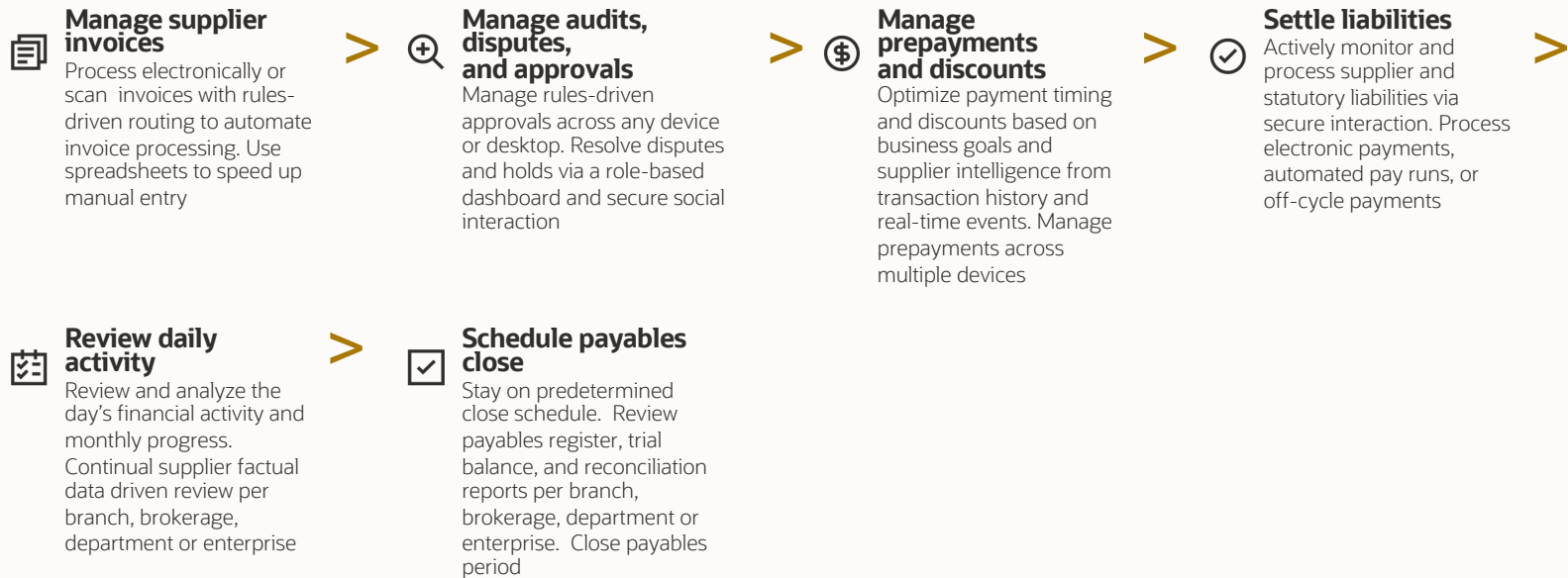
Product Mix: ERP Cloud (Procurement)
Popular KPIs: processing cost per purchase order, procurement cycle time

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Oracle Modern Best Practice

Supplier invoice to payment Insurance



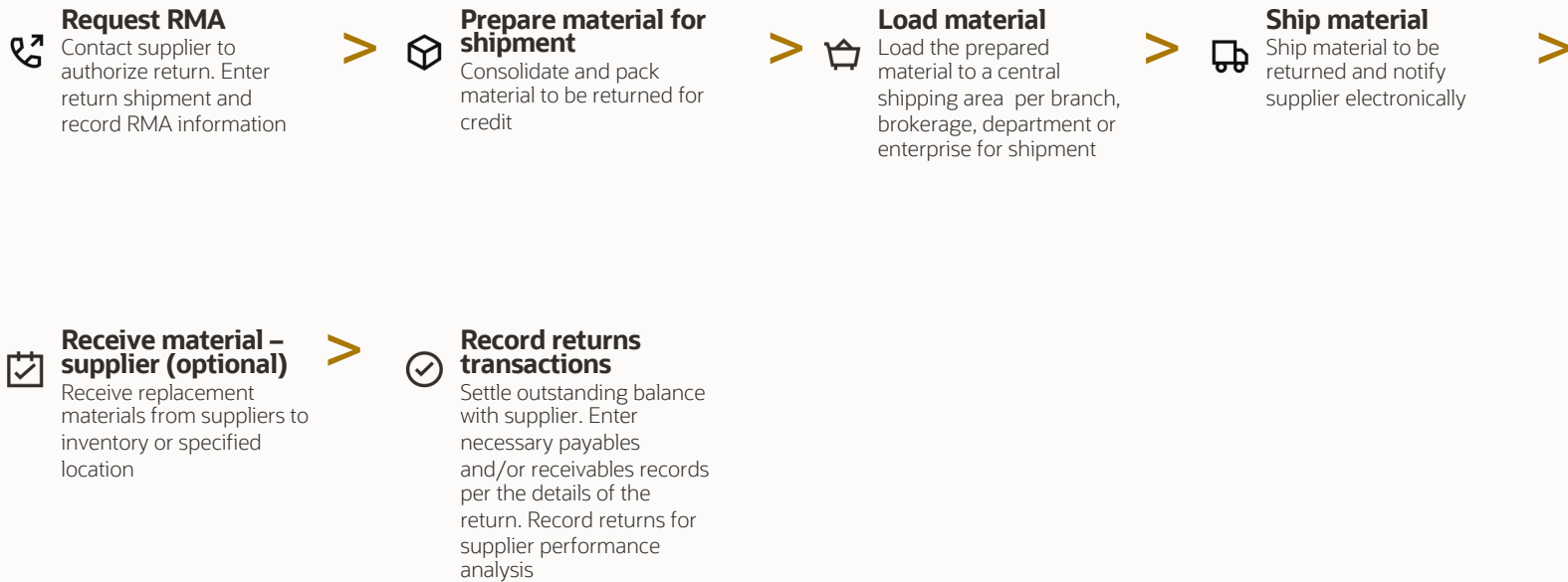
Product Mix: ERP Cloud (Financials)
Popular KPI: no. of payments, invoice payment days, % discount taken

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Oracle Modern Best Practice

Supplier return to settlement Insurance



Product Mix: ERP Cloud (Procurement)
Popular KPIs: return amount, no of return transactions

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