ORACLE

Oracle Industry Playbook

Education

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Education

With all of the challenges facing higher education institutions today - budget cuts, the rising costs of tuition and loans, insufficient and dissatisfied staff, changing student expectations – it's unsurprising that confidence in higher education is at an all-time low. Institutions must embark upon a cloud transformation journey to access the unified data, insights, and technologies they need to conduct groundbreaking research, empower students and staff with highly personalized experiences, optimize resources and funding, and differentiate their institution's reputation.

Key Imperatives for Education

1 Simplify to reduce complexity

2 Develop secure, scalable, and automated systems to support innovation

3 Drive sustainability and increase reliability while serving all communities equitably

Forces Shaping the Education Industry

INDUSTRY CHALLENGES

Changing student expectations
The pool of traditionally aged students has declined, requiring institutions to use innovative recruitment and retention strategies to meet enrollment goals.

Affordability and access
With the cost of a higher education now averaging at $36K a year, college increasingly seems expensive, inaccessible, and irrelevant.

Retaining Staff and Faculty
Low wages and difficult work environments created a hiring crisis for administrative staff, while recruiting faculty—and their research grants—is a top priority.

Fragmented Systems and Controlling Costs
Outdated, legacy systems make it difficult to access insights and implement process improvements required to navigate change effectively.

Capitalizing on Research Opportunities
Missed opportunities to increase funding and enhance institutional reputation through research contributions.

VISION OF SUCCESS

Engage students across the lifecycle with a personalized experience and proactive intervention services to improve recruitment, retention, and graduation outcomes.

Optimize the financial aid process through greater process transparency and responsible borrowing, while diversifying academic programs and offerings to attract non-traditional learners.

Attract and retain a modern workforce of faculty and staff, enabled with advanced technologies that replace tedious processes for important tasks.

Do more with less funding by investing strategically in unified, connected, and intelligent technologies, providing a consistent view across operations—auxiliary services, athletics, on-campus security, etc.

Increase research contributions and discovery, pursue grants and funding—that also enhance the institution's reputation and attracts talented faculty and students.

Oracle Industry Suite for Education

Future-proof your business with a secure, scalable, high-performance cloud

Oracle Applications

ERP — Enterprise Resource Planning

- Global Accounting
- Performance Management
- Procurement
- Projects
- Risk Management and Compliance
- Advanced Grant Management

SCM — Supply Chain and Manufacturing

- Trade and Transportation Management
- Facilities Maintenance Management

HCM — Human Capital Management

- Human Resources
- Payroll
- Talent Acquisition
- Talent Management
- Workforce Management

Oracle Industry Applications / Solutions

- Student Financial Planning
- Student Management

3rd Party Applications / Partner Solutions

- LMS
- Payments Gateway
- Pre-Award
- Fund Raising
- Housing
- Recruiting

Platform Services

PS — Platform Services

- Compute
- Analytics
- Extensibility
- Data
- Integration
- Security
- AI / ML

Oracle Cloud Infrastructure (OCI)

Commercial and Industry Specific Clouds

Cloud@Customer

Oracle Fusion Cloud Applications Suite

A platform for enterprise-wide transformation

Customer Experience

Marketing

Sales

Service

Supply Chain & Manufacturing

Supply Chain Planning

Inventory Management

Manufacturing

Maintenance

Product Lifecycle Management

Procurement

Order Management

Logistics

Enterprise Resource Planning

Financial Management

Procurement

Project Management

Risk Management and Compliance

Enterprise Performance Management

Planning, budgeting, and forecasting

Profitability and Cost Management

Financial Consolidation and Close

Account Reconciliation

Tax Reporting

Enterprise Data Mgmt.

Human Capital Management

Human Resources

Talent Management

Workforce Management

Payroll

Data Intelligence

Revenue Transformation

Back-office Unification

Customer Experience

Supply Chain Unification

Financial Excellence

Empowered Workforce

Connected Planning

Oracle Fusion Cloud ERP

AI-Powered Finance

Financials

General Ledger

Accounting Hub

Payables & Assets

Treasury & Payments

Expense Management

Receivables & Collections

Bill & Credit Management

Revenue Management

CPQ / Subscription Management

Joint Venture Management

Lease Accounting

Procurement

Supplier Qualification Management

Sourcing

Procurement Contracts

Self Service Procurement

Purchasing

Supplier Portal

Spend Classification

Project Management

Cost Management & Control

Billing & Revenue Mgmt

Planning, Scheduling & Forecasting

Project Asset Management

Project Management

Resource Management

Program Management

Grant Management

Task Management

Enterprise Performance Management

Enterprise Planning

Profitability & Cost Mgmt

Narrative Reporting

Financial Consolidation & Close

Account Reconciliation

Tax Reporting

Enterprise Data Management

Risk Management

Separation of Duties Reporting (SOD)

Preventive SOD User Provisioning

Security Monitoring

User Access Reviews & Certifications

Fraud & Payment Monitoring

Configuration & Audit Monitoring

Internal Control Assessments

Risk & Controls Matrix

Workforce Health & Safety

Touchless Operations

Predictive Insights

Connected Actions

Oracle Fusion Cloud SCM

Deep Functional Integration Connecting the Digital Thread

Supply Chain Planning

Demand Management

Supply Planning

Sales & Operations Planning

Supply Chain Collaboration

Supply Chain Execution

Inventory

Costing

Manufacturing

Maintenance

Quality

Production Monitoring

Order Management

Order Management

Product Configuration

Order Pricing

Global Order Promising

Channel Revenue Management

Logistics

Transportation Management

Global Trade Management

Warehouse Management

Logistics Network Modeling

Product Lifecycle Management

Innovation Management

Product Hub

Product Development

Quality Management

Procurement

Sourcing

Contracts

Purchasing

Supplier Management

Strategic Sourcing

Smart Operations

Perfect Order

Strategic Sourcing

Revenue Transformations

End to End Visibility

Oracle Fusion Cloud HCM

Empowering Employee Success for Exceptional Business Outcomes

Human Resources

Benefits

Core HR

Work Life

Workforce Modeling & Predictions

Strategic Workforce Planning

Advanced HCM Controls

Talent Management

Recruiting

Onboarding

Learning

Career Development

Opportunity Marketplace

Performance Management

Compensation

Succession Planning

Dynamic Skills

Workforce Management

Time & Labor

Workforce Scheduling

Workforce Labor Optimization

Absence Management

Workforce Health & Safety

Payroll

Payroll

Payroll Core

Payroll Interface

Employee Experience

HCM Communicate

Journeys

Connections

Grow

Touchpoints

Celebrate

HR Help Desk

Digital Assistant

Intelligent & Automated People Processes

Hyper-Personalized Experiences

End-to-End Visibility

Oracle Fusion Cloud CX

Maximizing the Power of Your Enterprise Data and AI

Marketing

Unity Customer Data Platform

Eloqua Marketing Automation

Responsys Campaign Management

CrowdTwist Loyalty and Engagement

Sales

Fusion Sales

Sales Force Automation

Configure, Price, Quote (CPQ)

Subscription Management

Commerce

Incentive Compensation

Service

Fusion Service

Digital Customer Service

Field Service
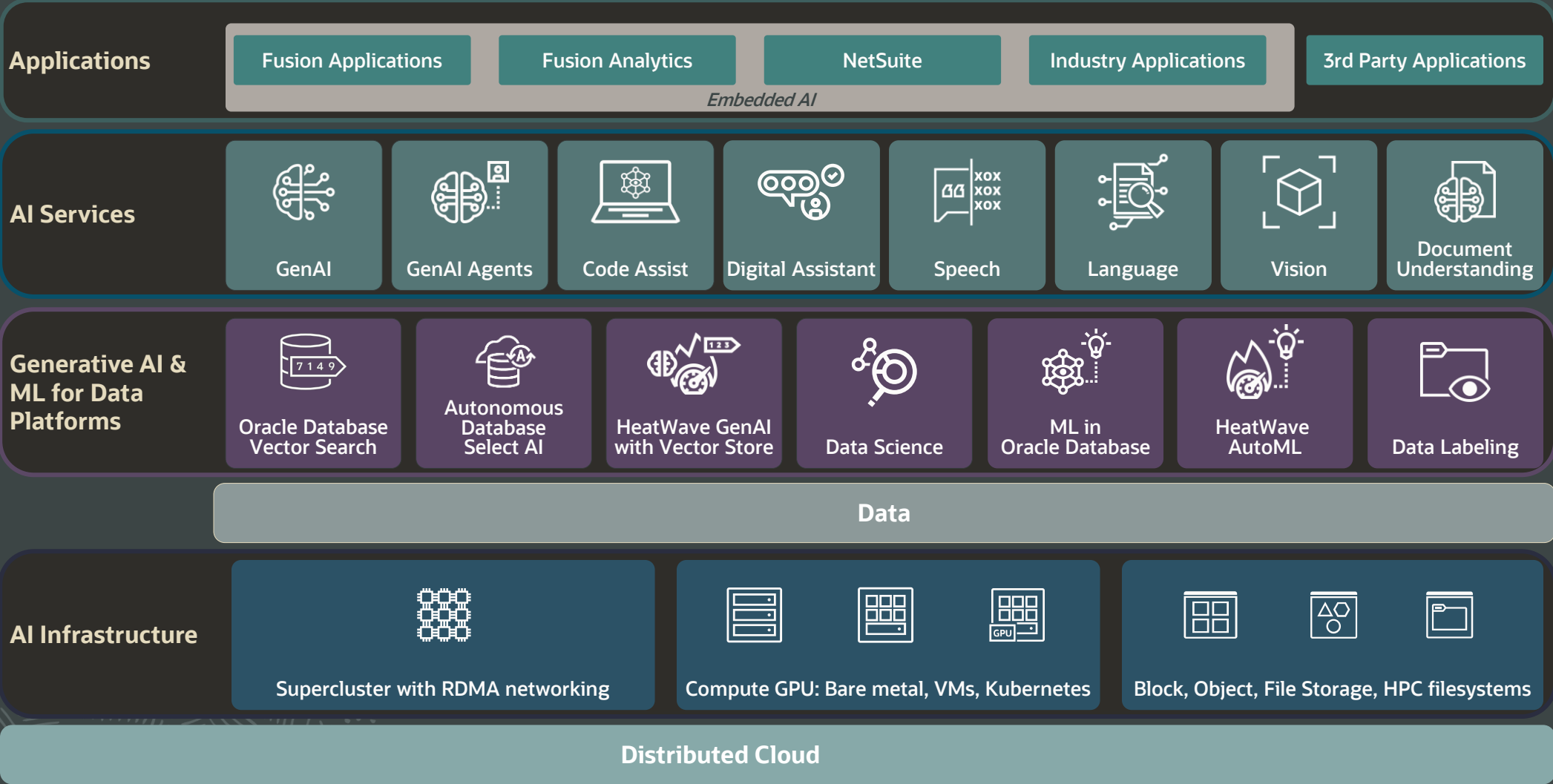
Knowledge Management

Service Logistics

Revenue Transformation

Service Automation

Marketing and Sales Unification

Single Customer View

The Oracle AI Stack

Applications

Fusion Applications	Fusion Analytics	NetSuite	Industry Applications	3rd Party Applications

Embedded AI

AI Services

GenAI	GenAI Agents	Code Assist	Digital Assistant	Speech	Language	Vision	Document Understanding

Generative AI & ML for Data Platforms

Oracle Database Vector Search	Autonomous Database Select AI	HeatWave GenAI with Vector Store	Data Science	ML in Oracle Database	HeatWave AutoML	Data Labeling

Data

AI Infrastructure

Supercluster with RDMA networking	Compute GPU: Bare metal, VMs, Kubernetes	Block, Object, File Storage, HPC filesystems

Distributed Cloud

AI Partners and ISVs

Extensive Partner and ISV Ecosystem

accenture

Deloitte.

IBM

pwc

Infosys

cognizant

KPMG

tcs

NVIDIA

wipro

Informatica

Palantir

+20,000
Partners and ISVs

More Industry and Leadership Awards Than Any Other SaaS Company

ERP	SCM	HCM	CX
28X	**10X**	**8X**	**22X**

Gartner, Forrester, IDC, Omdia

Number of times top-tier analyst firms placed Oracle in
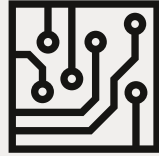a leadership position over the last 36 months

Why Oracle?

Complete Suite

Best-of-breed apps designed and built for changing customer needs—with machine learning, process automation, and other customer-driven innovations.

Finance, HR, supply chain, manufacturing, marketing, sales, service and analytics built to work together.

100s of new features each quarter.

Best Technology

Next-generation cloud infrastructure (OCI) designed for Fusion Applications.

The only public cloud with the performance, security and availability to run your mission-critical operations.

40 cloud regions worldwide for commercial and government with 9 more planned.

Applications Platform

Award-winning consumer-grade+ user experience built with Redwood Design System.

The same tools for all developers to easily personalize, extend and build applications.

Self-learning and self-improving applications.

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