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Oracle Modern Best Practice

Digital Business Processes for ERP and EPM

Safe harbor statement

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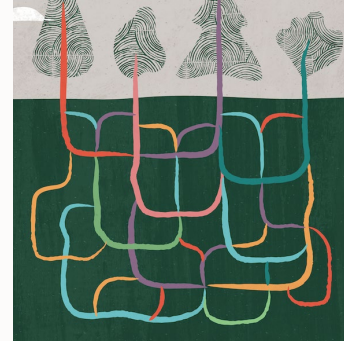
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What is Oracle Modern Best Practice?

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

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 ERP/EPM



Finance

- Asset Acquisition to Retirement
- Budget to Approval
- Expense Report to Reimbursement
- Supplier Invoice to Payment
- Customer Invoice to Receipt
- Customer Statement to Collection
- Bank Transaction to Cash Position
- Period Close to Financial Report
- Report to Forecast
- Period Close to Tax Provision
- Tax Provision to Statutory Filing
- Customer Contract to Revenue
- Joint Venture Accounting to Settlement
- Lessee Lease Abstract to Termination
- Lessor Lease Abstract to Termination



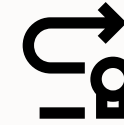
Procurement

- Supplier Registration to Spend Authorization
- Insight to Sourcing
- Contract Creation to Procurement Compliance
- Requisition to Payment
- Supplier Invoice to Payment
- 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
- Project Contract Billing to Revenue Recognition
- Grant Award Funding to Closeout
- Capital Project to Asset



Risk Management

- Secure Role Design to User Access Control
- Separation of Duties (SoD) to User Access Certification
- Internal Controls Automation to Certification

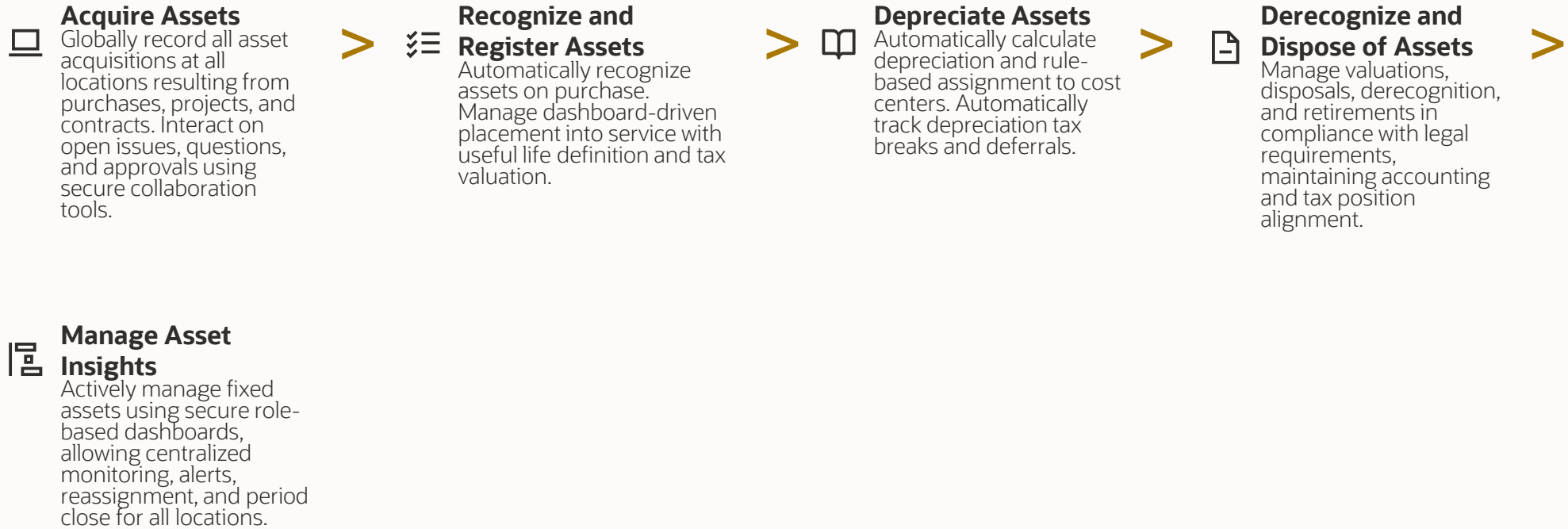
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Modern Best Practice for Finance



Asset Acquisition to Retirement

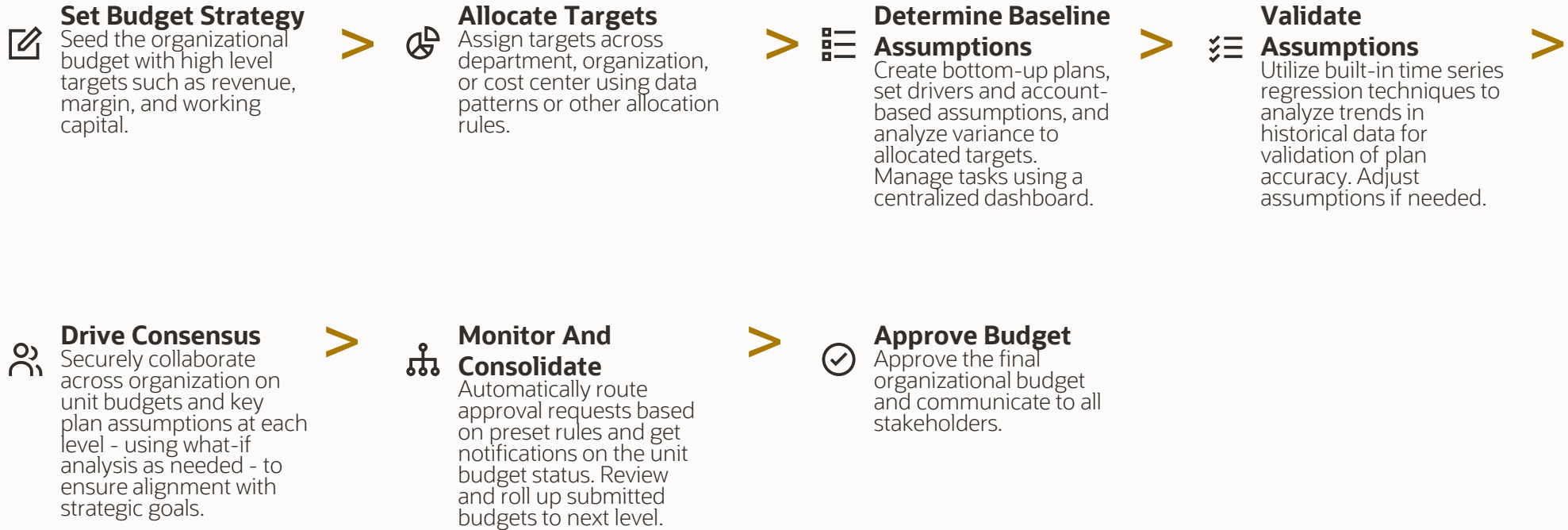


Product Mix: ERP Cloud (Financials, Procurement, Project Management)
Popular KPIs: Fixed Asset Turn Over Ratio, % fixed asset loss

Cloud Mobile Analytics Collaboration



Budget to Approval



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



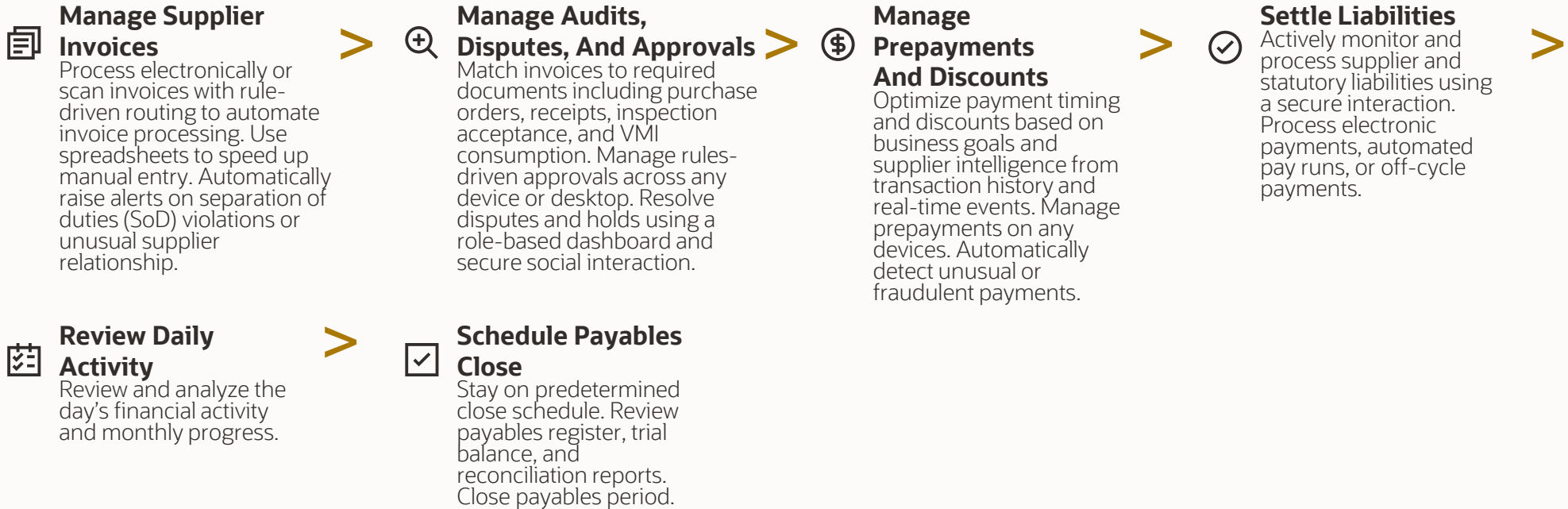
Expense Report to Reimbursement



Product Mix: ERP Cloud (Financials, Risk Management)
Popular KPIs: total and average expense amount, manual and auto audit percentage, expense approval cycle time



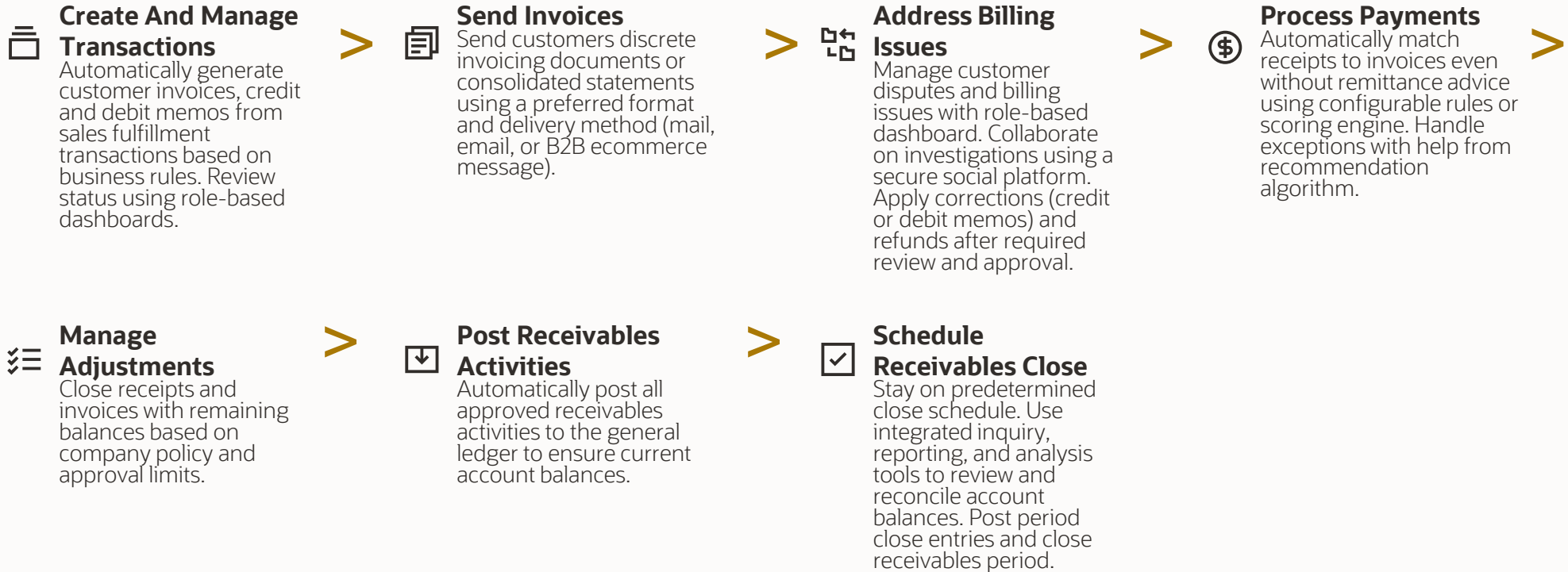
Supplier Invoice to Payment



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



Customer Invoice to Receipt



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



Customer Statement to Collection




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



Bank Transaction to Cash Position

 **Review Activities**
Review automated aggregation of disbursements, payroll, collections, investments, and borrowing and view highlighted differences and variances to plans using a secure role-based dashboard.




 **Bank Validation**
Conduct daily interfaces with banks featuring automatic comparison of records, and 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, and so on. Perform real-time reviews of bank positions.

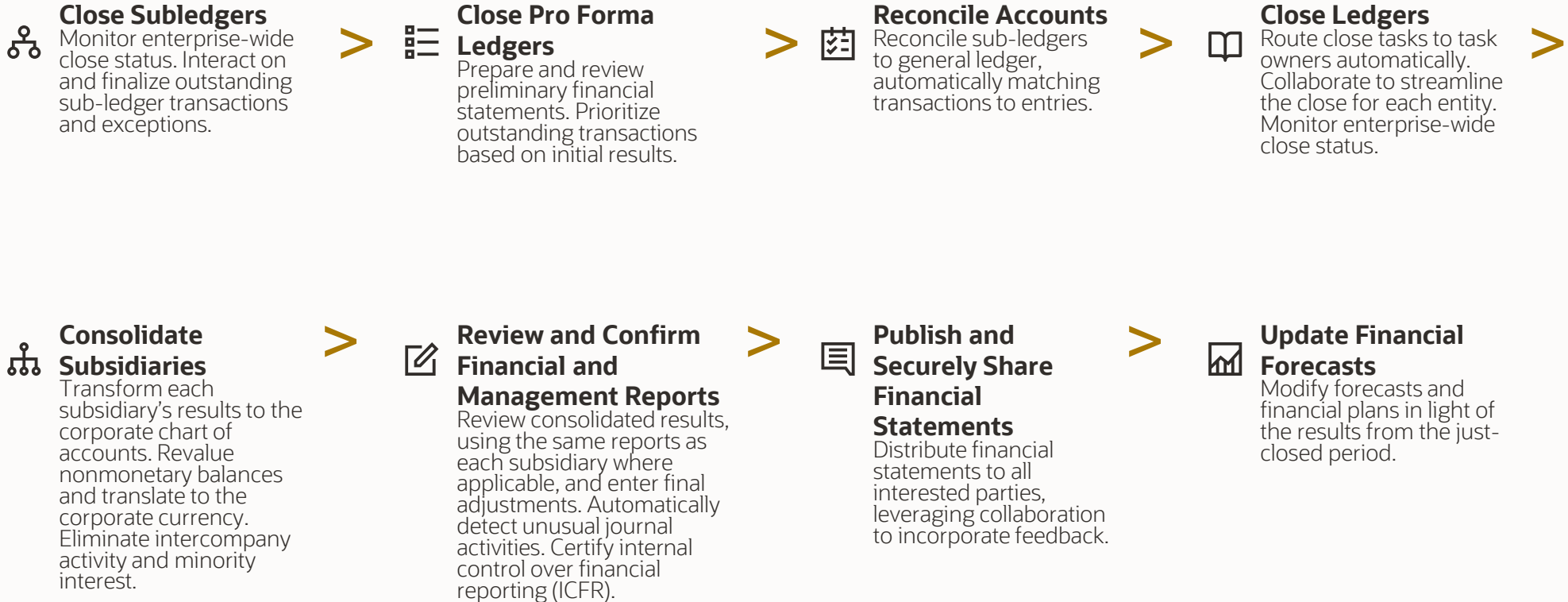


 **Manage End of Period Positions**
Automate month-end statement reconciliation. Achieve balance sheet optimization with automatic updates to forecasts and plans.

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



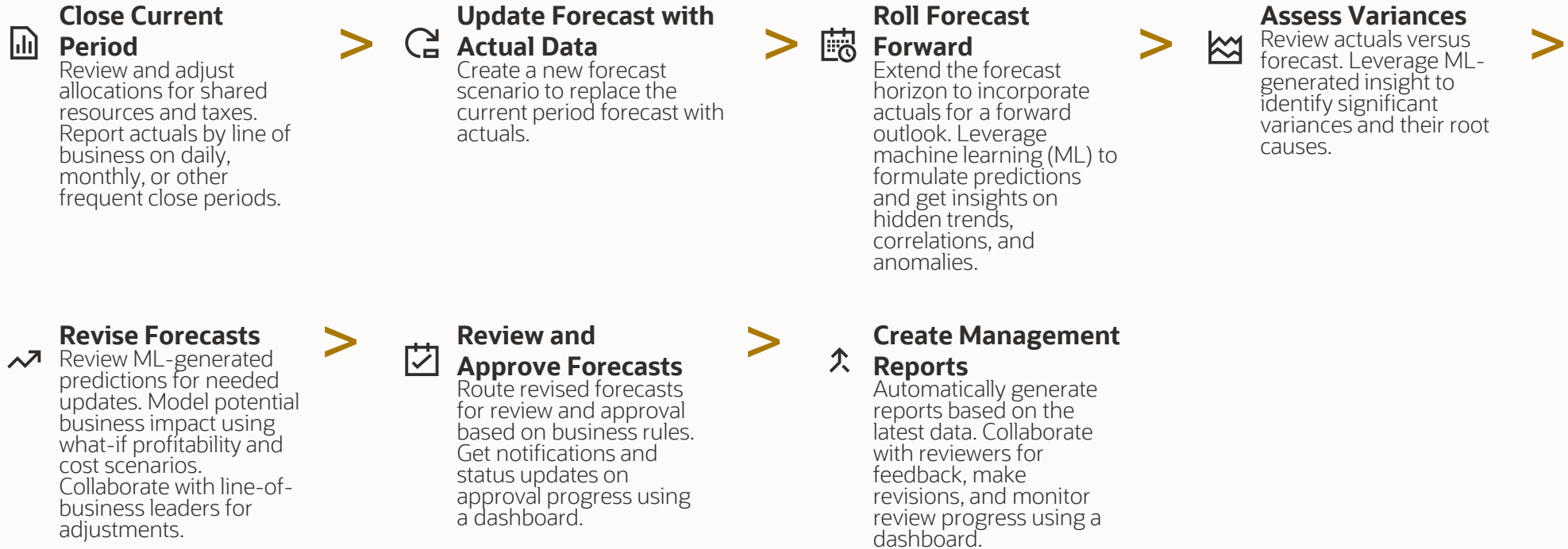
Period Close to Financial Reports



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



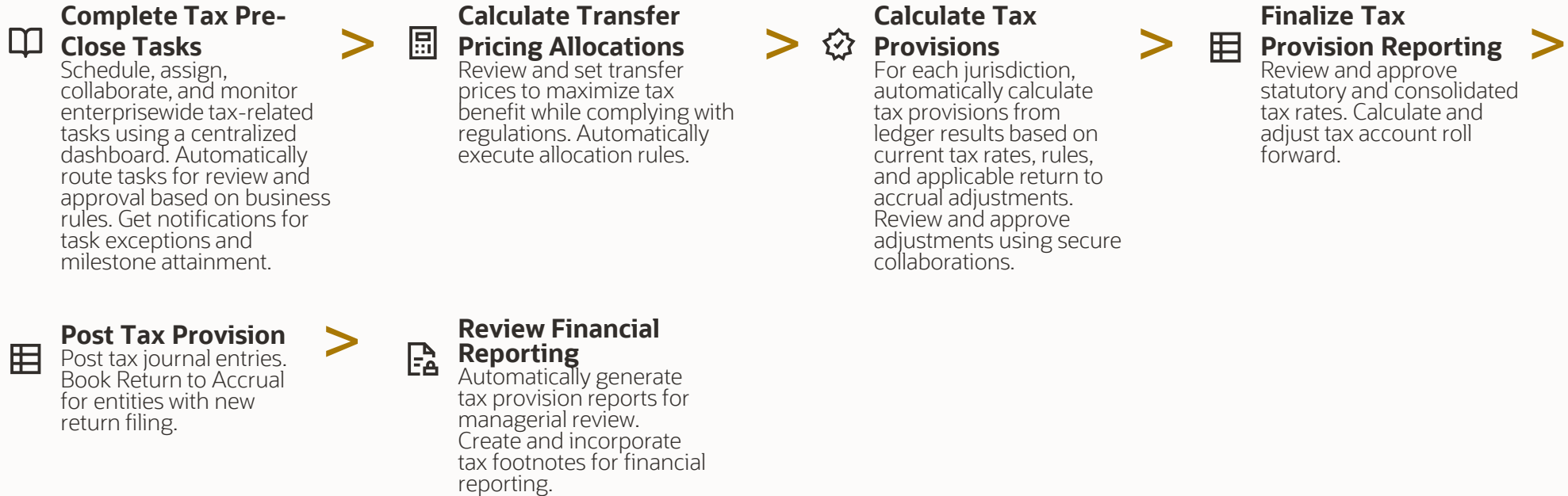
Report to Forecast



Product Mix: ERP Cloud (Financials), EPM Cloud (Planning, Profitability and Cost Management)
Popular KPIs: % variance, time to analyze variance, time to update forecast



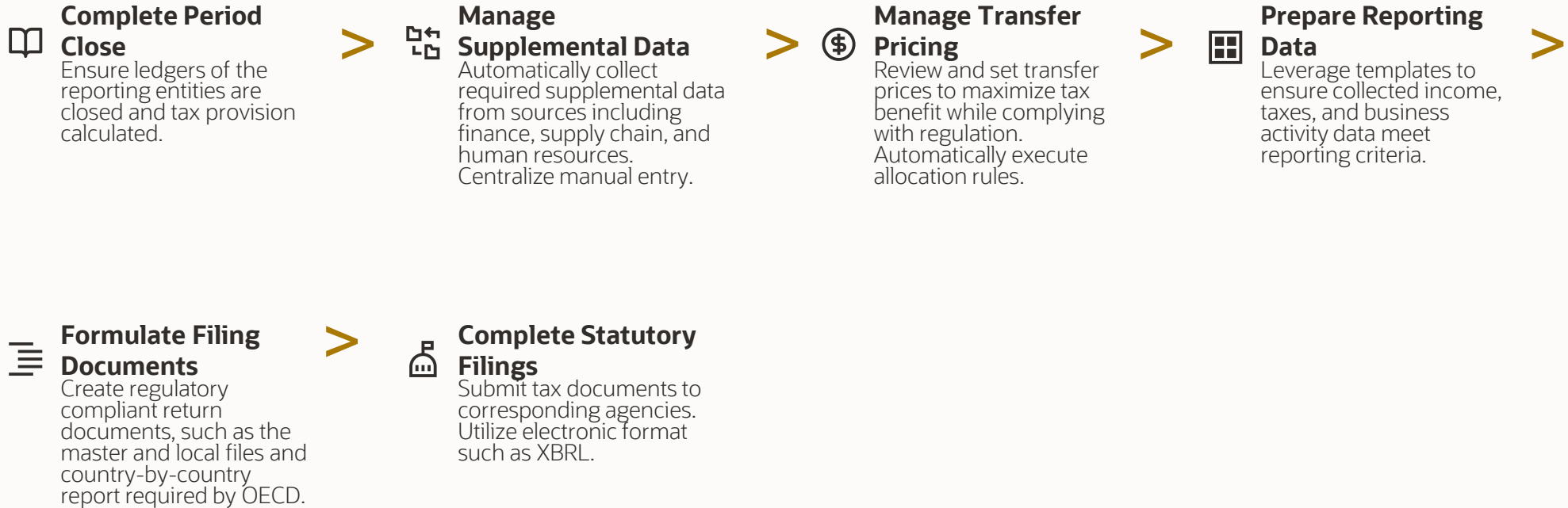
Period Close to Tax Provision



Product Mix: Cloud ERP (Financials), Cloud EPM (Tax Reporting)
Popular KPIs: no. and amount of return to provision adjustments, person-hour for tax preparation



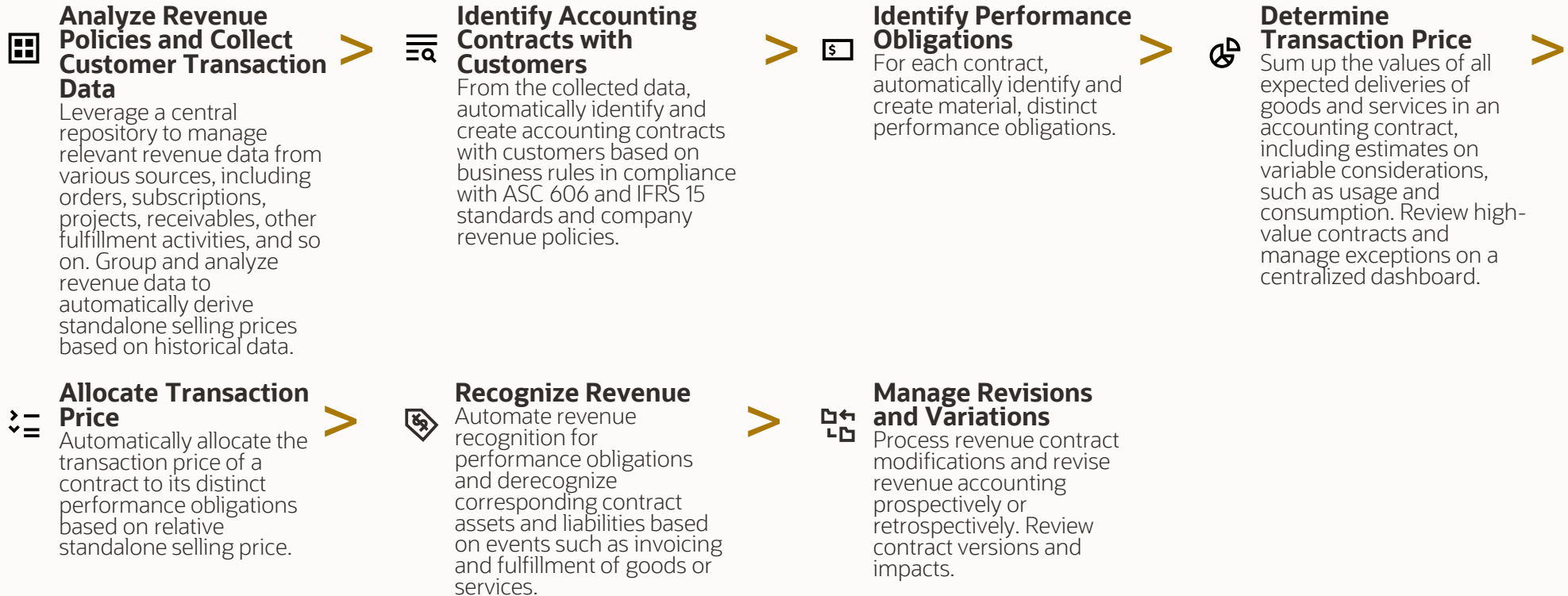
Tax Provision to Statutory Filing



Product Mix: Cloud ERP (Financials), EPM Cloud (Tax Reporting)
 Popular KPIs: Effective Tax Rate (ETR), % of on-time tax filing



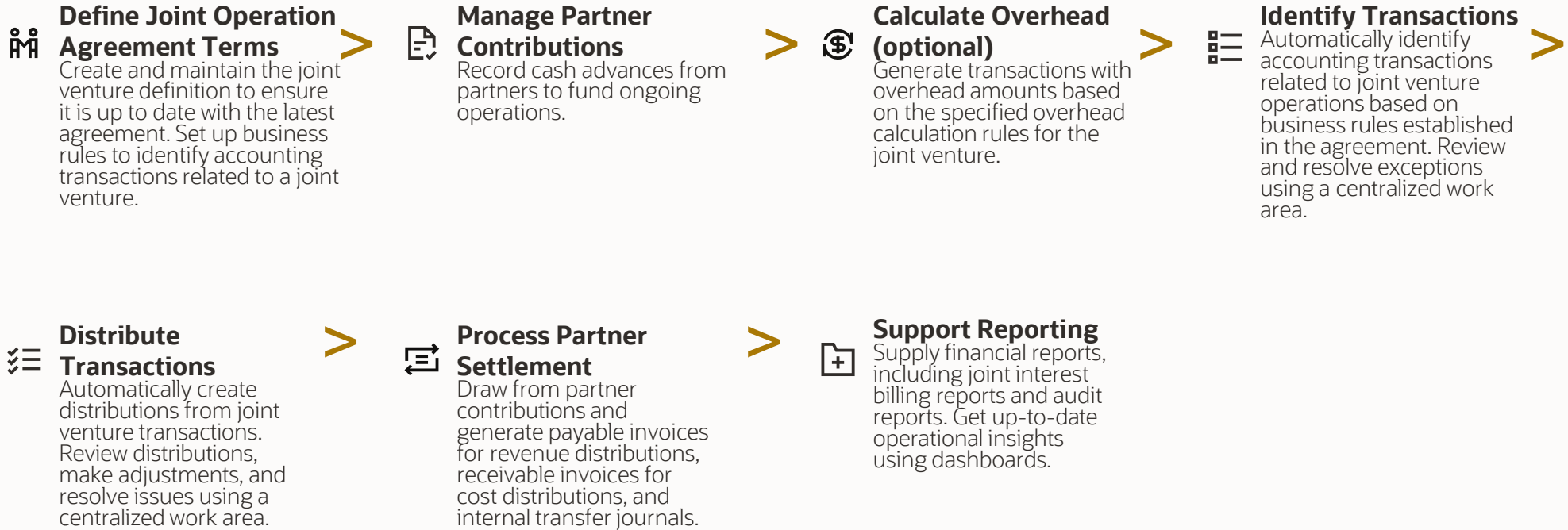
Customer Contract to Revenue



Product Mix: Cloud ERP (Financials)
Popular KPIs: time from fulfillment event to revenue recognition, no. of revenue accounting entries per reporting period



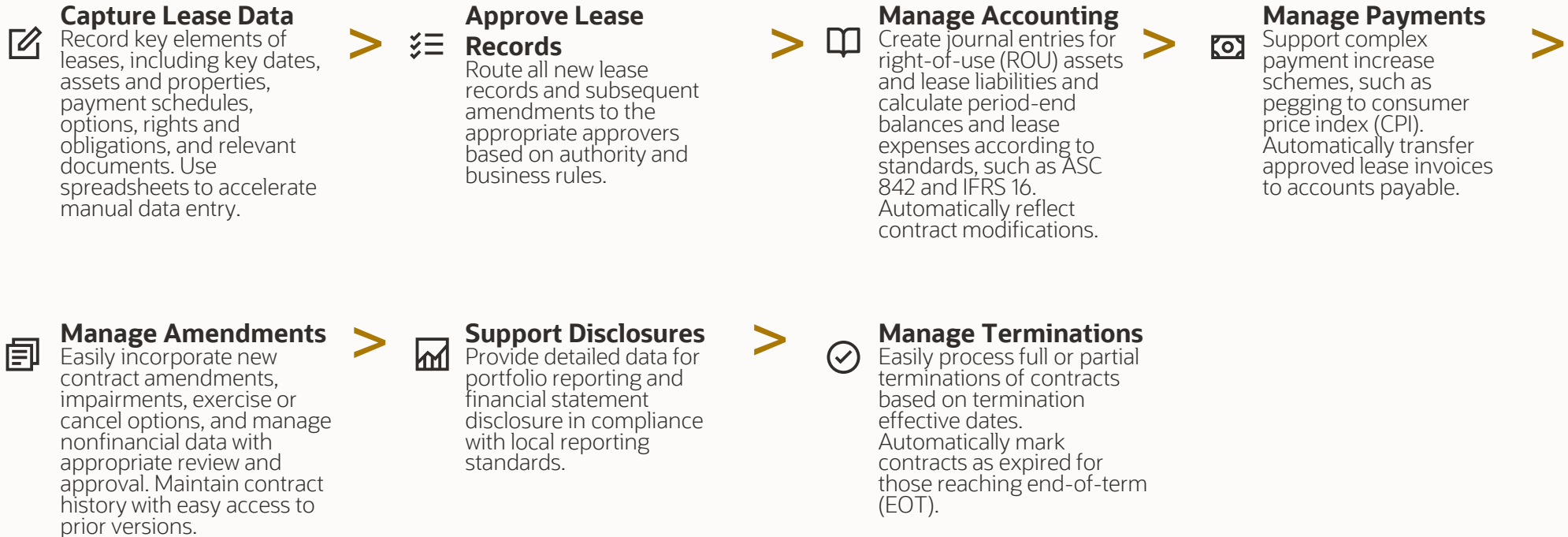
Joint Venture Accounting to Settlement



Product Mix: Cloud ERP (Financials)
 Popular KPI: time for period-end settlement, no. of transactions processed per employee



Lessee Lease Abstract to Termination



Product Mix: Cloud ERP (Financials)
Popular KPIs: lease administration hours per month, hours for lease reporting



Lessor Lease Abstract to Termination



Define Properties

Establish a centralized repository for real estate holdings with standardized property information. Use spreadsheets to accelerate manual data entry.



Capture Lease Data

Record key elements of leases, including key dates, assets and properties, cash flows, options, rights and obligations, and relevant documents. Use spreadsheets to accelerate manual data entry.



Approve Lease Records

Route all lease booking and contract amendment records to the appropriate approvers based on authority and business rules.



Manage Accounting

Set rules and appropriate accounts to streamline journal entry creation for lease booking, expense, revision, payment approval, termination, and lease and nonlease income accrued during an accounting period.



Manage Billing

Generate customer invoices from lease contract payment schedules and transfer them to accounts receivable. Review associated customer invoices from lease payment schedules.



Incorporate Amendments

Automatically route approval reviews for changes, including contract amendments, impairments, exercise or cancel options, and nonfinancial data updates, based on business rules. Maintain contract history with easy access to prior versions.



Manage Terminations

Easily process full or partial terminations of contracts based on termination effective dates. Automatically mark contracts as expired for those reaching end-of-term (EOT).

Product Mix: Cloud ERP (Financials)
Popular KPIs: Lease Revenue Recognition



Cloud



Mobile



Analytics



Collaboration



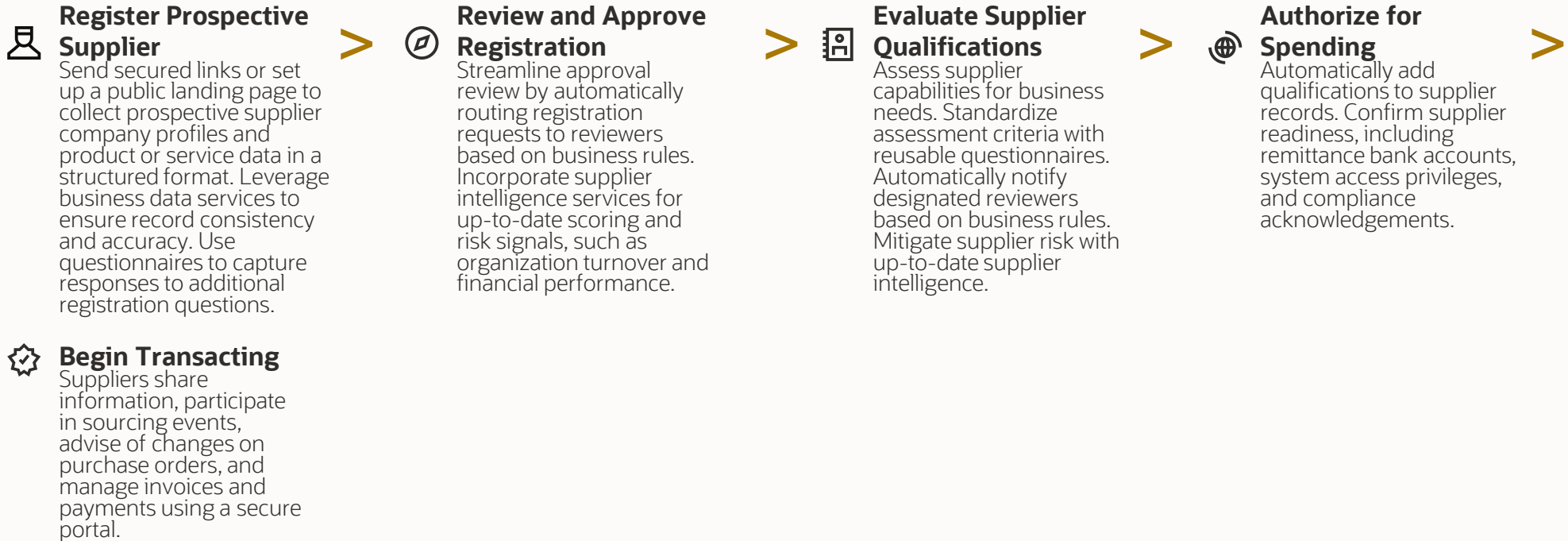
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Modern Best Practice for Procurement



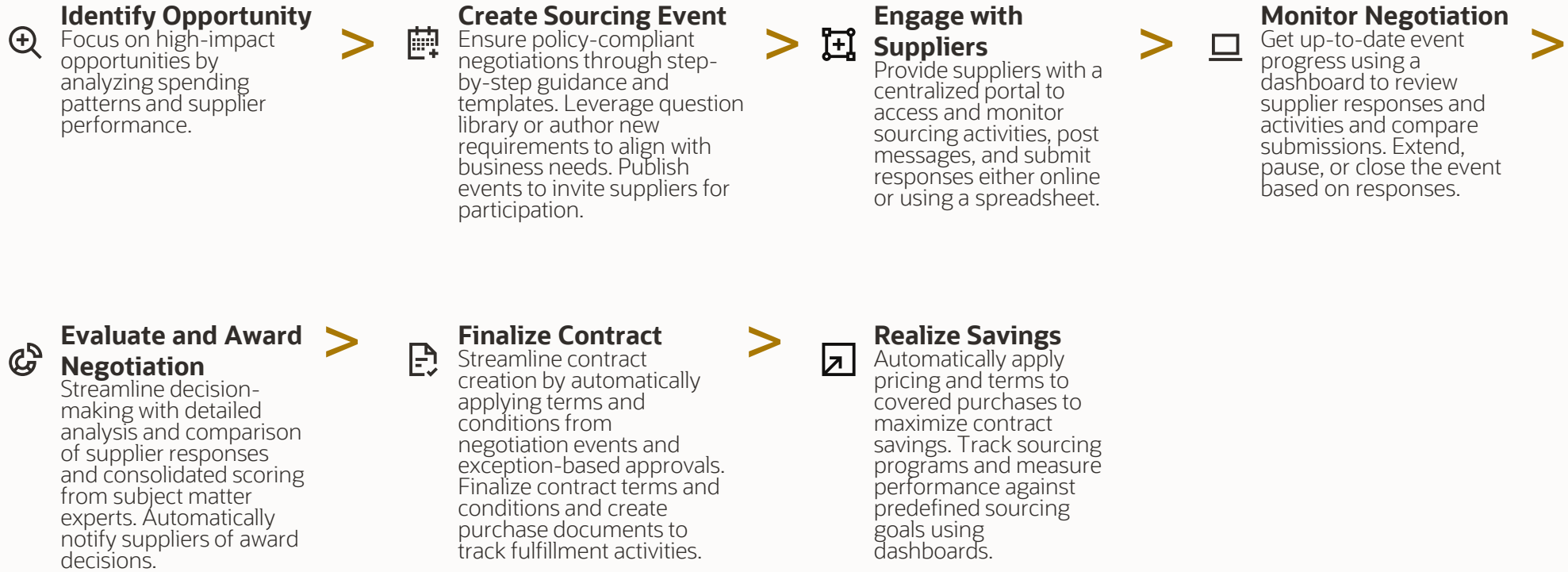
Supplier Registration to Spend Authorization



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



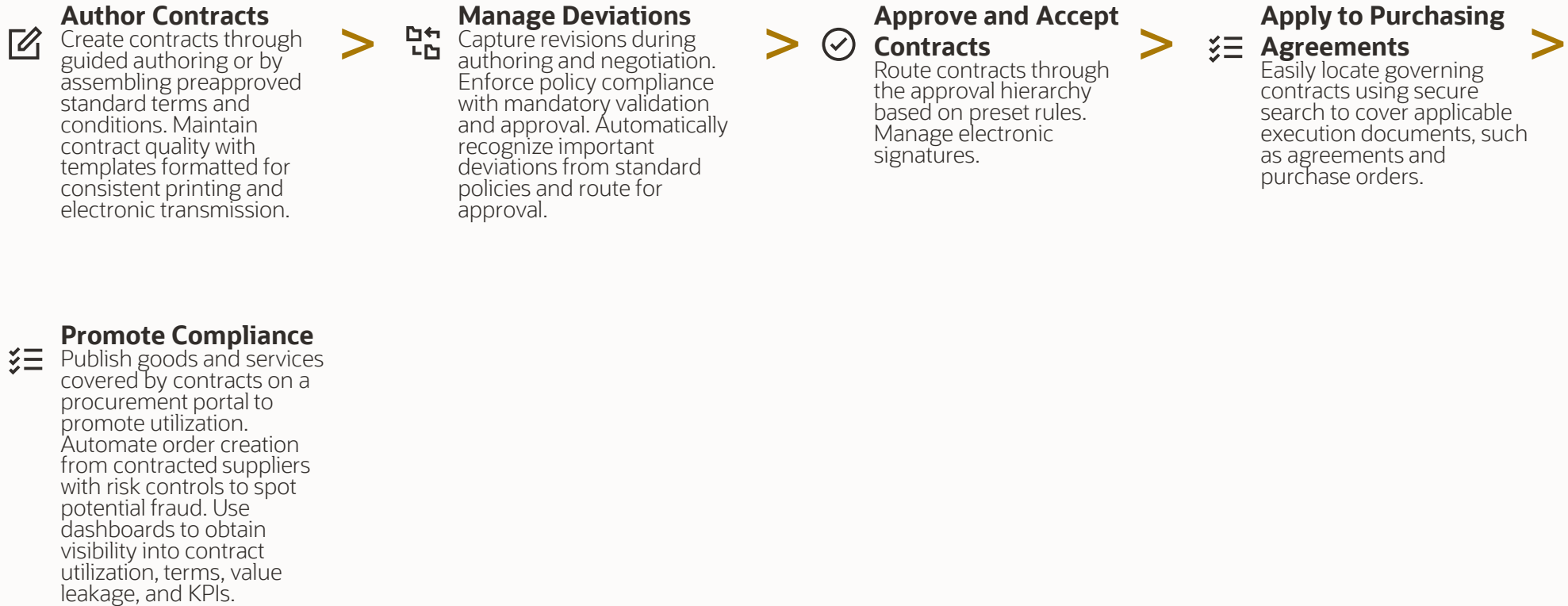
Insight to Sourcing



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



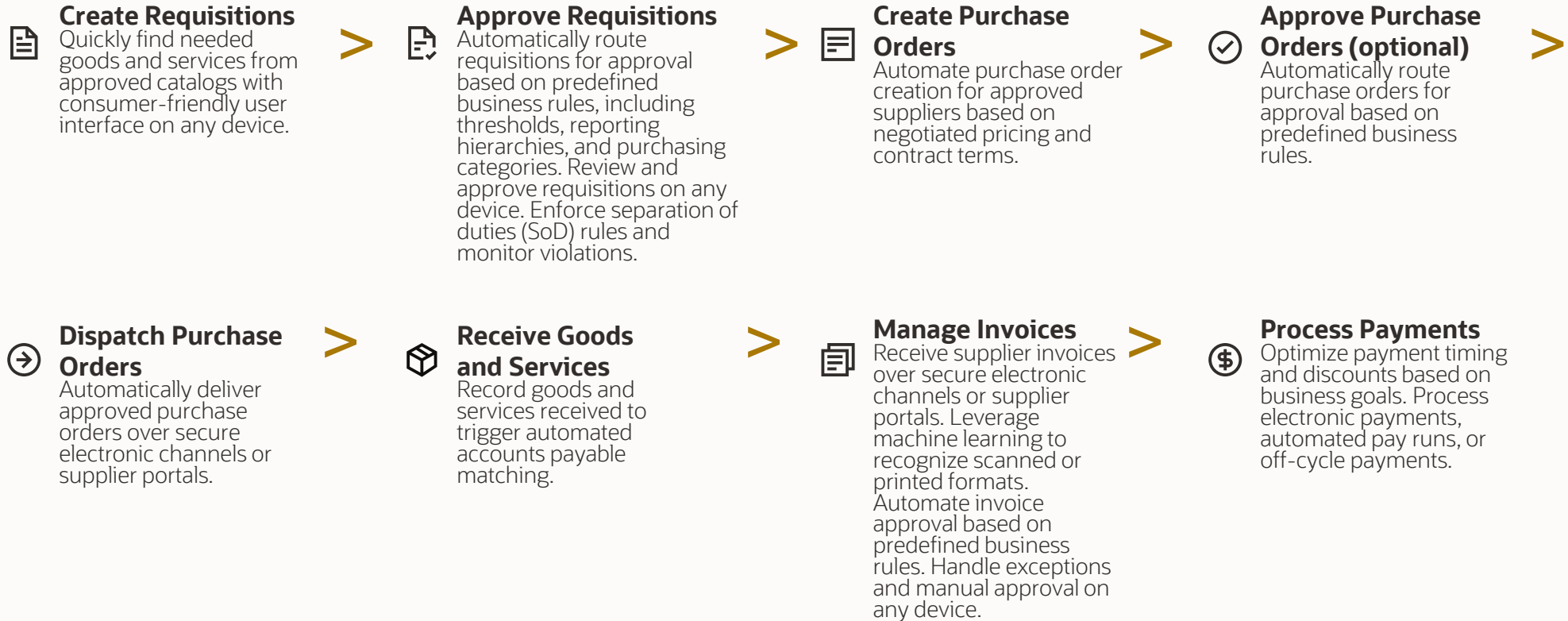
Contract Creation to Procurement Compliance



Product Mix: Cloud ERP (Procurement, Risk Management)
Popular KPIs: Price change amount, contract leakage rate



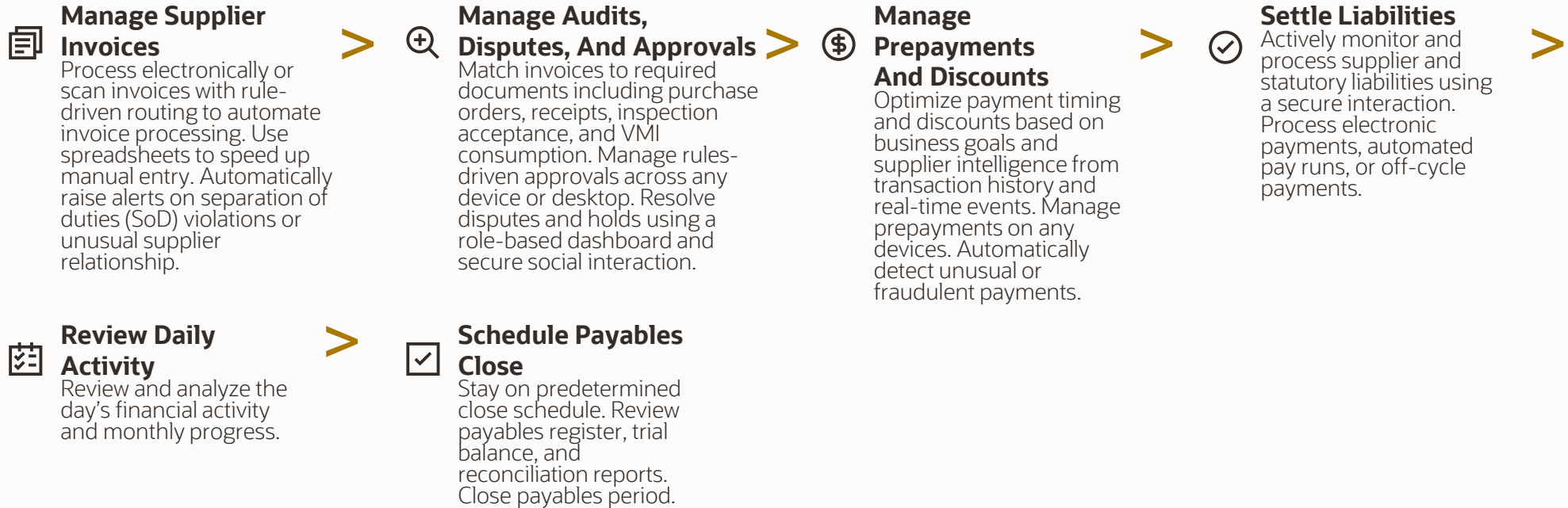
Requisition to Payment



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



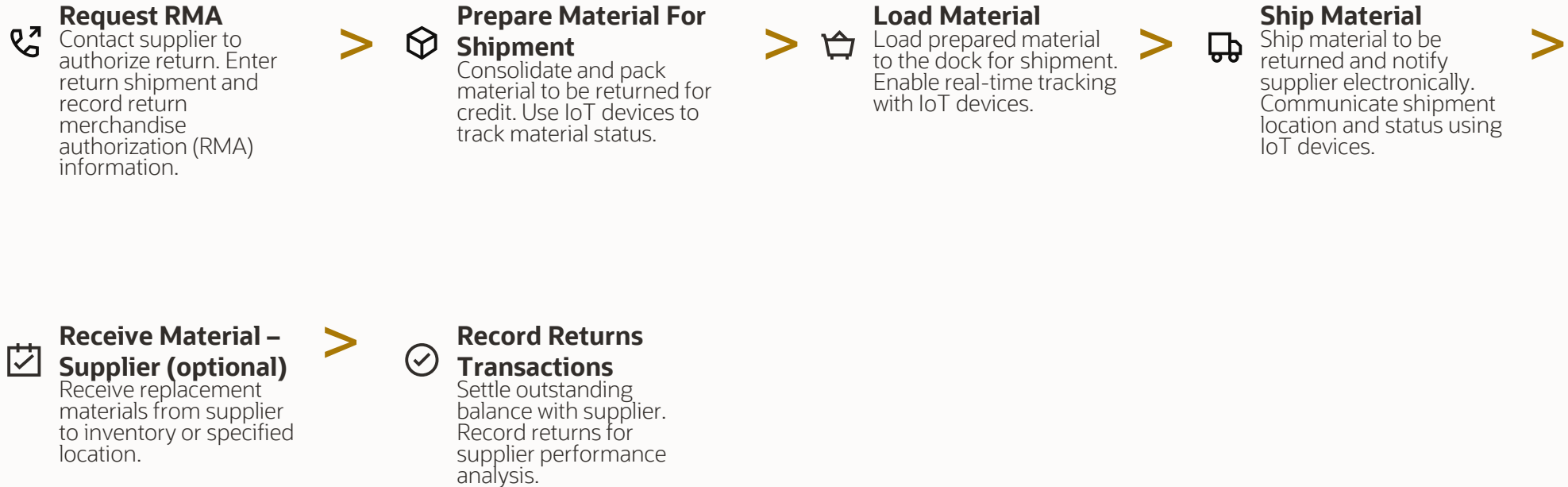
Supplier Invoice to Payment



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



Supplier Return to Settlement



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



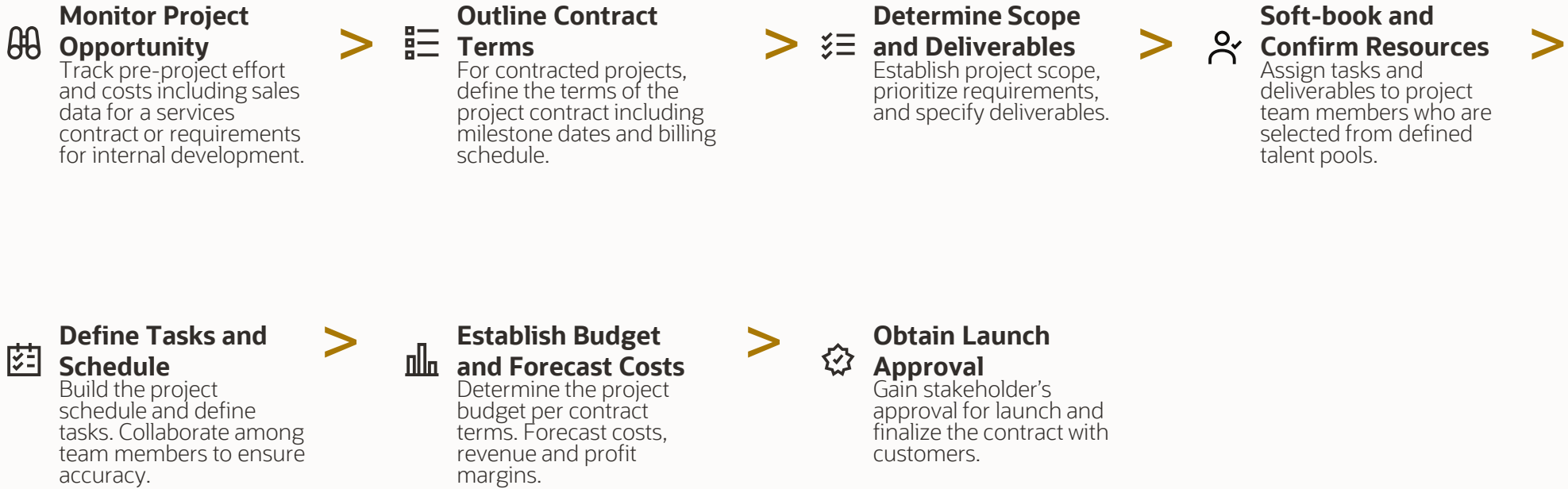
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Modern Best Practice for Project Management



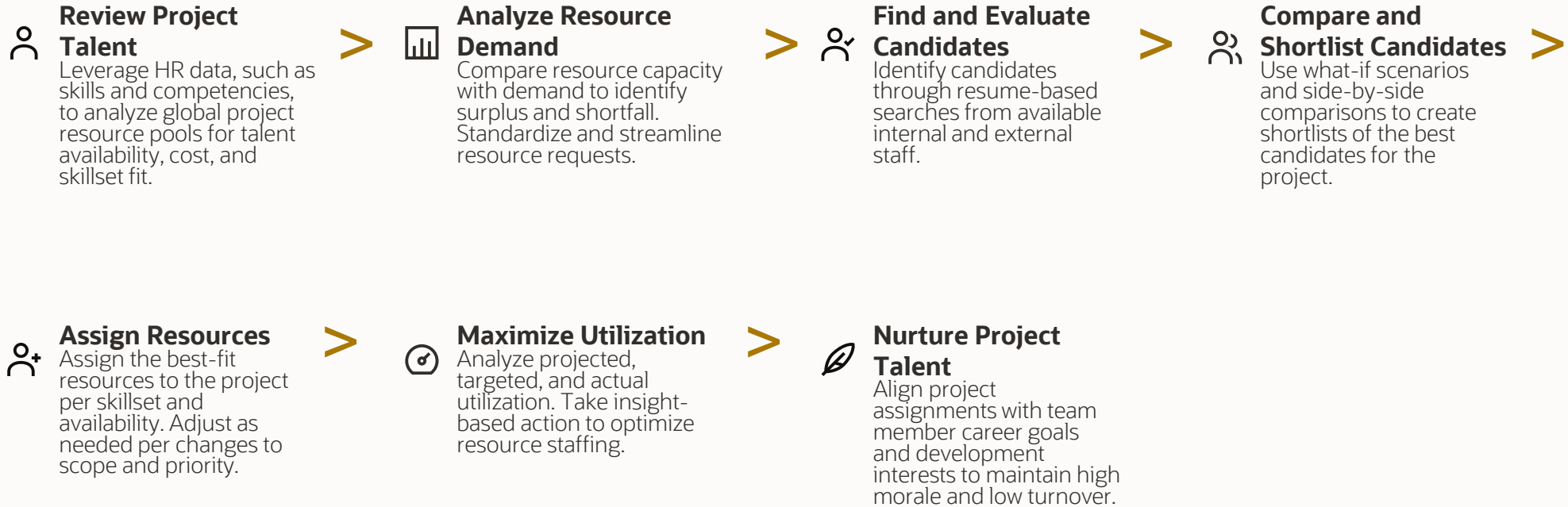
Opportunity to Project Approval



Product Mix: Cloud CX(Sales), Cloud ERP (Project Management)
 Popular KPIs: approval cycle time, project ROI, budget variance, no. of change requests



Resource Analysis to Utilization



Product Mix: Cloud ERP (Project Management)
Popular KPIs: % resource utilization, training/research person-hour needed for project



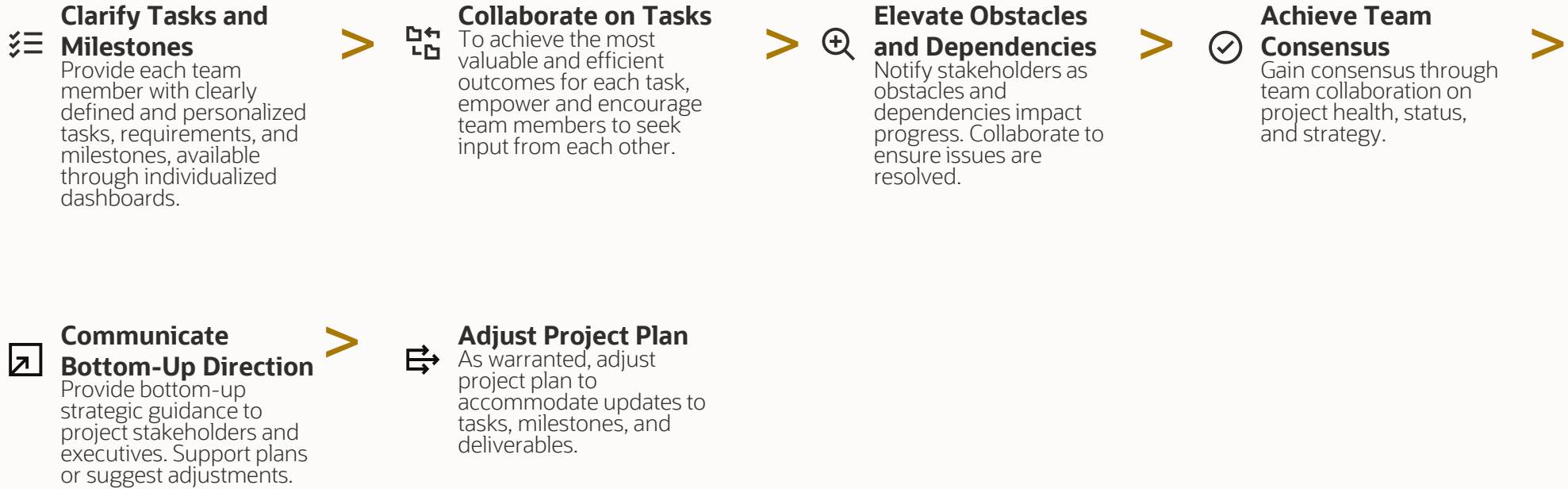
Project Methodology to Delivery



Product Mix: Cloud ERP (Project Management)
Popular KPIs: % milestones completed on time, no. of schedule adjustments



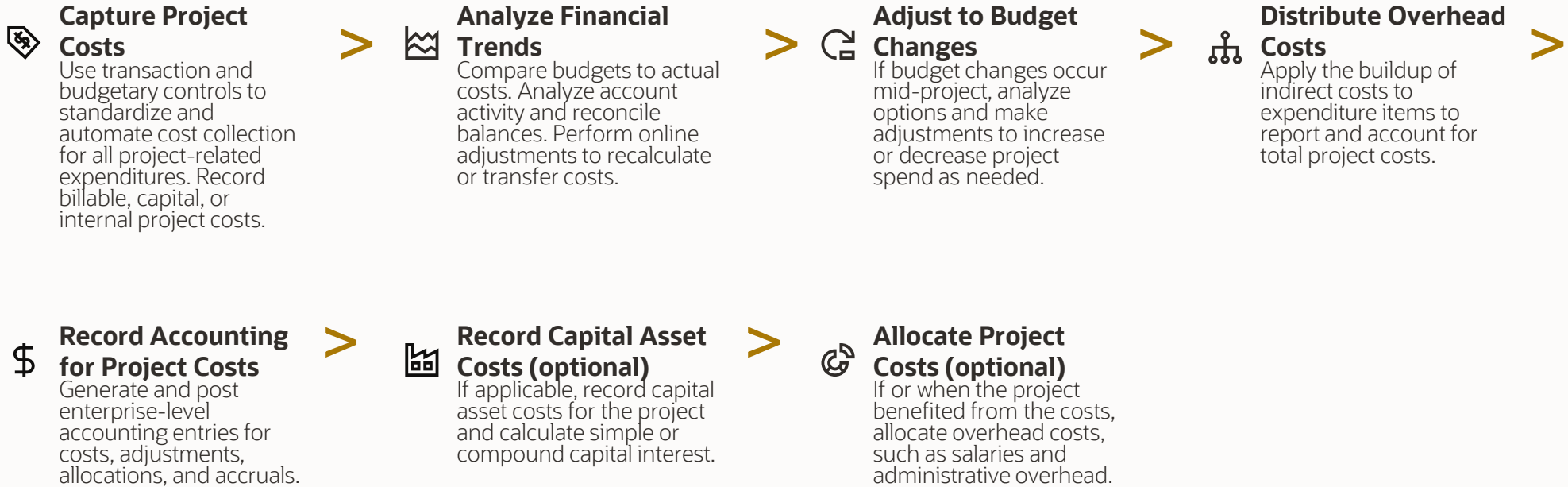
Task Detail to Plan Adjustment



Product Mix: Cloud ERP (Project Management)
Popular KPIs: no of change requests, planned vs. actual schedule



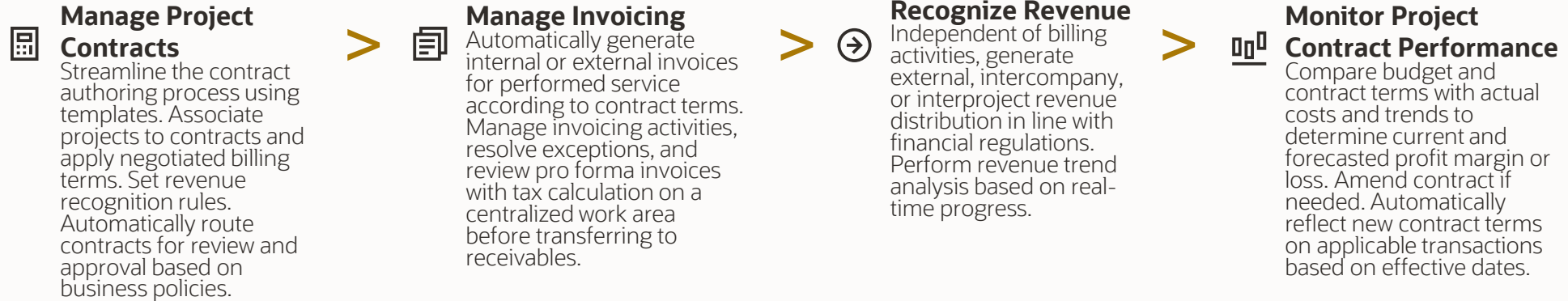
Project Costs to Accounting



Product Mix: Cloud ERP (Project Management, Financials)
Popular KPIs: budget variance, planned value, cost performance index



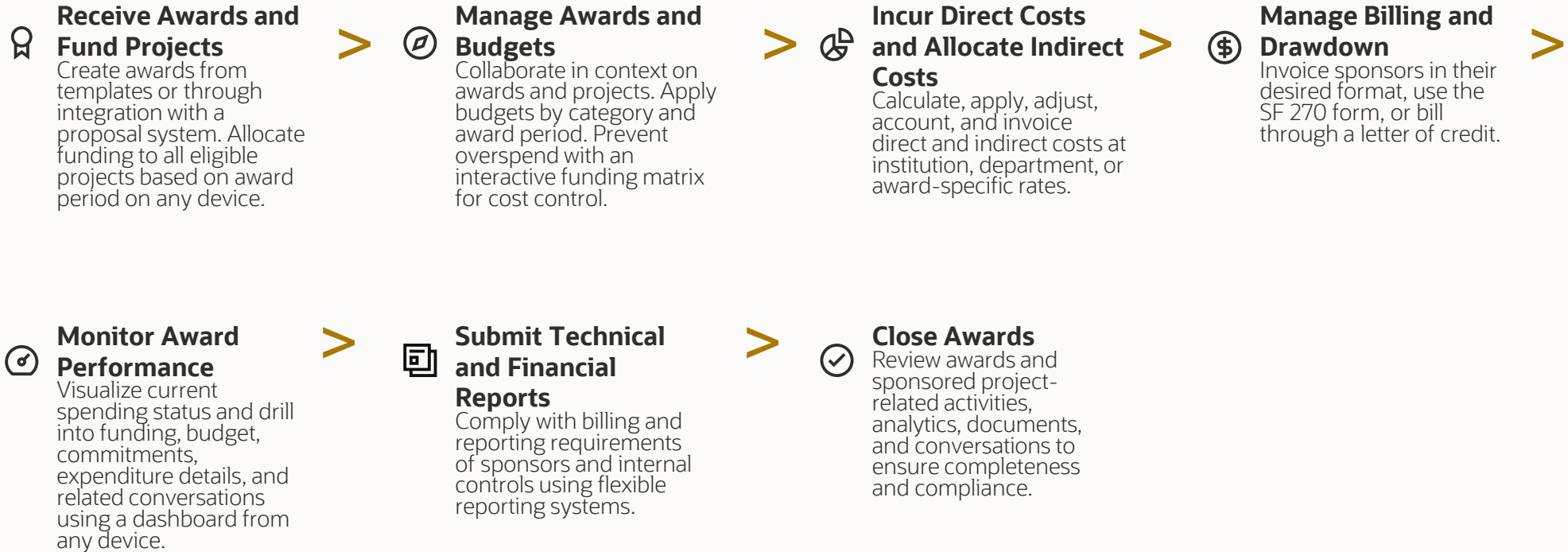
Project Contract Billing to Revenue Recognition



Product Mix: Cloud ERP (Project Management, Financials)
Popular KPIs: time to invoice, invoice cycle time, project revenue reporting time



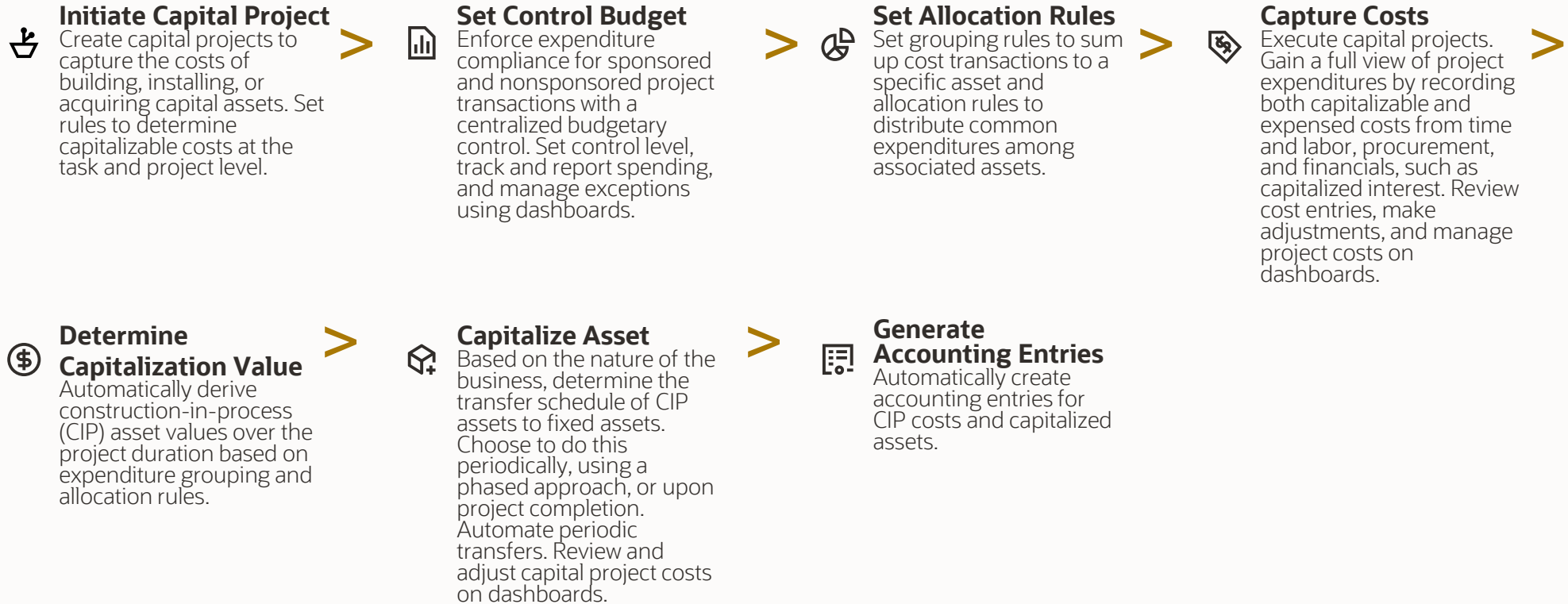
Grant Award Funding to Closeout



Product Mix: Cloud ERP (Project Management, Financials)
Popular KPIs: award vs. spend, no. of compliance issues



Capital Project to Asset



Product Mix: Cloud ERP (Financials, Project Portfolio Management)
Popular KPIs: duration to process project costs, duration to capitalize CIP assets



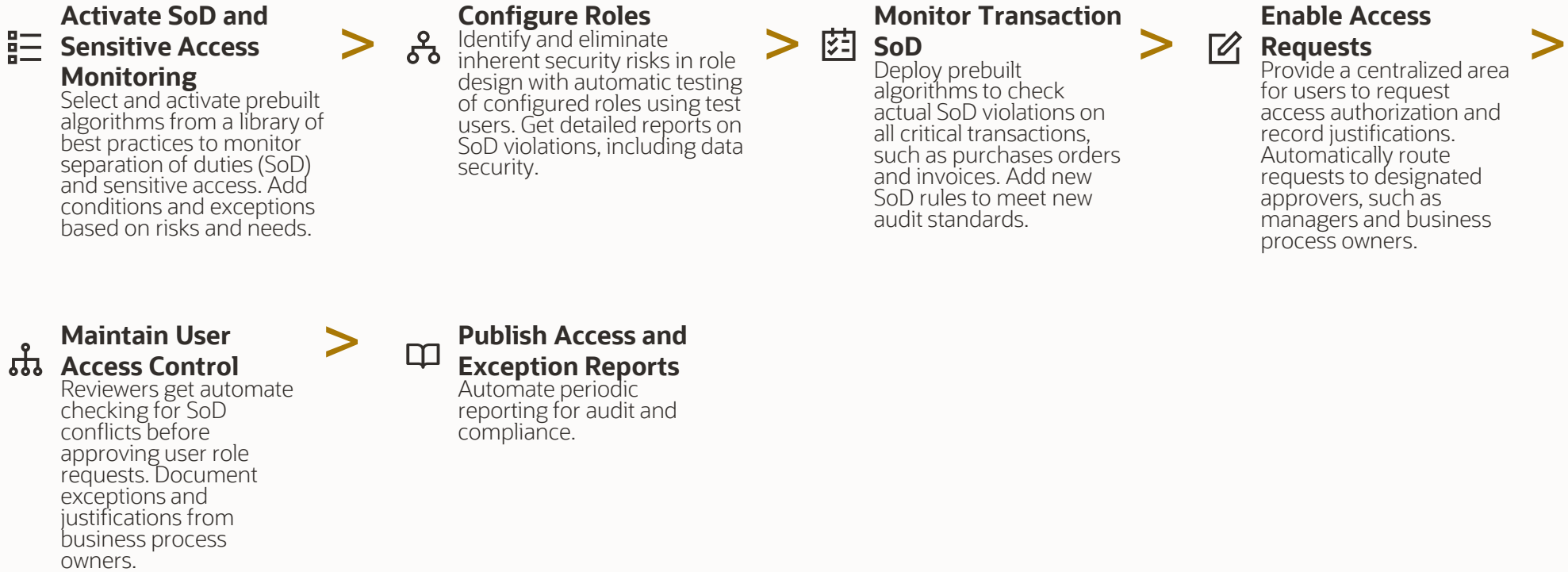
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Modern Best Practice for Risk Management



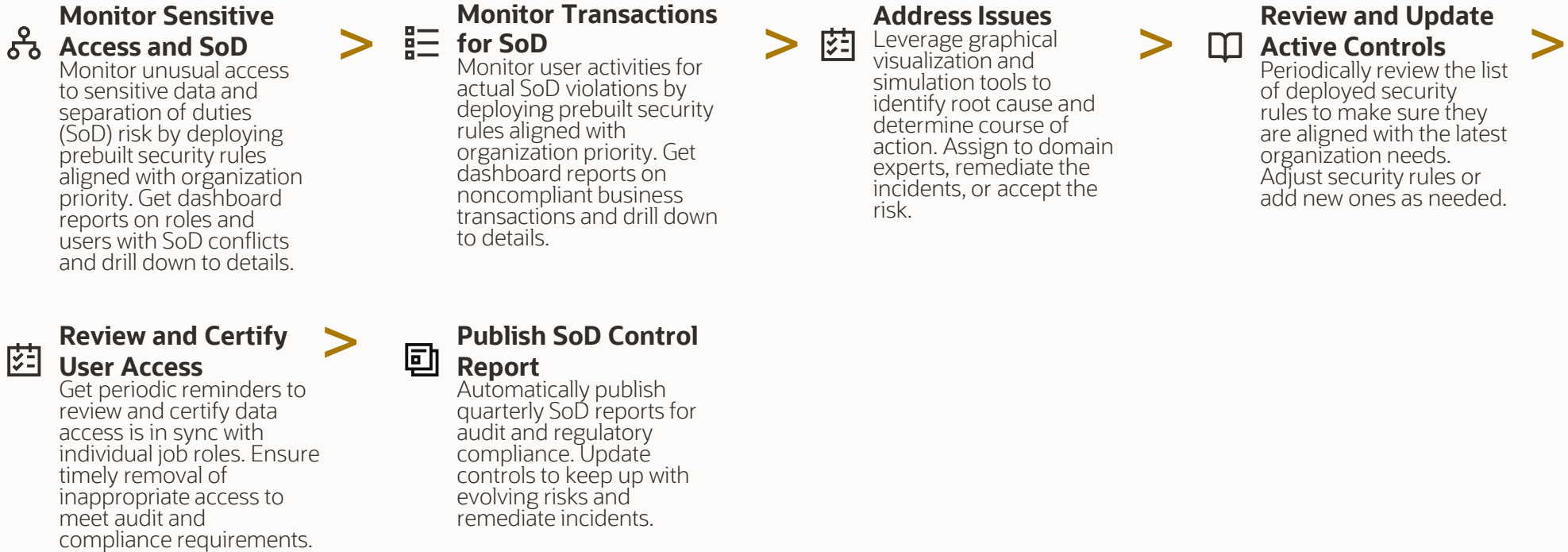
Secure Role Design to User Access Control



Product Mix: ERP Cloud (Risk Management)
 Popular KPIs: % of critical roles with segregated duties, no. of SoD conflicts identified, time to resolve SoD conflicts, no. of access control violations



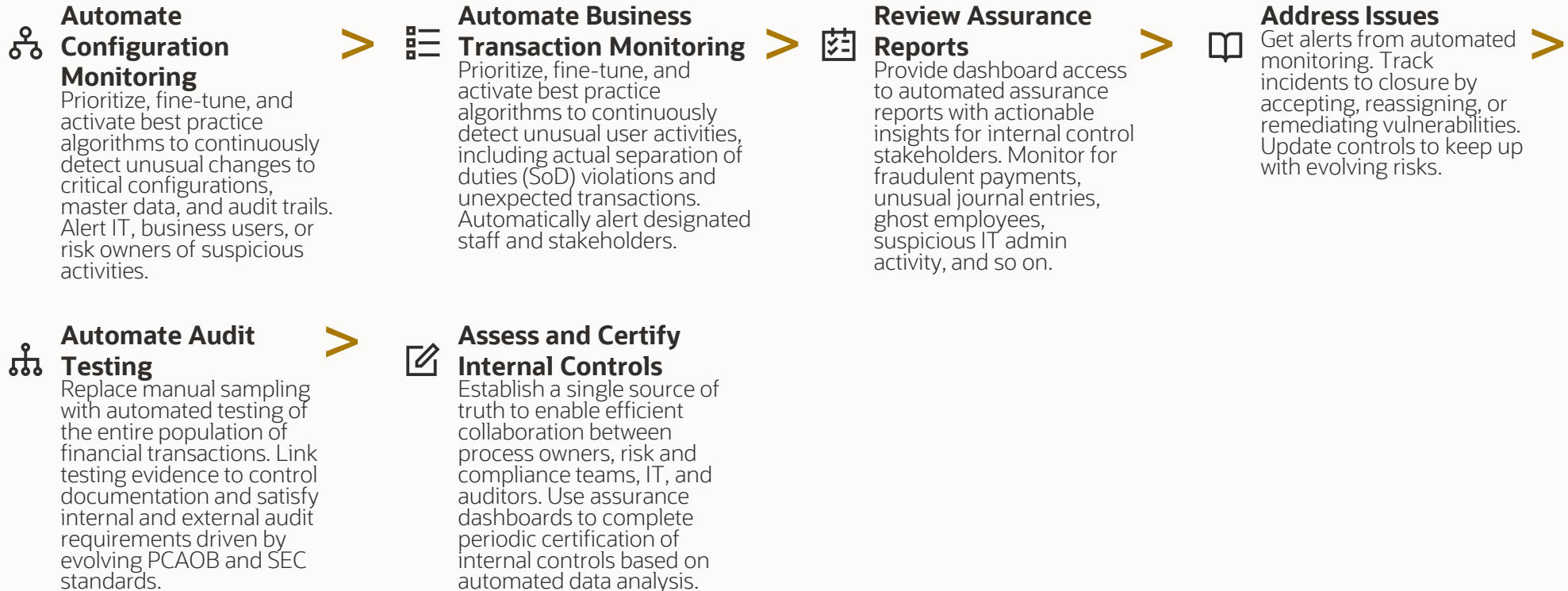
Separation of Duties (SoD) to User Access Certification



Product Mix: ERP Cloud (Risk Management)
 Popular KPIs: % of critical roles with segregated duties, no. of SoD conflicts identified, time to resolve SoD conflicts, no. of access control violations



Internal Controls Automation to Certification



Product Mix: ERP Cloud (Risk Management)
 Popular KPIs: key risk indicator (KRI), risks identified, incident frequency and impact, time to manage risks





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