

ORACLE

Oracle Industry Playbook

Defense and Intelligence



Defense and Intelligence

The COVID-19 pandemic and the subsequent economic downturn have put state and local government under unprecedented strain. State and local governments have been forced to rethink traditional models in the search for better ways to operate. Meeting today's accelerated demands and opportunities requires defense and intelligence organizations to think differently.

Oracle is on a mission to bring innovation to the defense and intelligence industry. Oracle helps state and local governments as well as defense and intelligence organizations to power today's back office, enable remote services, improve communities, and build trust as a smarter, more connected, and more secure government with its integrated suite of applications and Oracle Cloud Infrastructure (OCI).

Key Imperatives for Defense and Intelligence

- 1 Modernizing technology is a process
- 2 Customers' demand for digital services
- 3 Availability and communication are key
- 4 Budgetary pressure to do more with less

Forces Shaping the Defense and Intelligence Industry

INDUSTRY CHALLENGES

Disconnected IT systems and fragmented data

Government agencies often have fragmented data distributed across disparate systems that consume storage, create capacity risk, and are locked away in silos preventing valuable insights.



Recruit and retain top talent

State and local governments are facing significant challenges in recruiting and retaining top talent. Recruiting and retaining employees is difficult with slow, antiquated policies and systems.



Expectations for superior citizen experience and transparency

Constituents expect self-service, digital options, targeted, speedy communications, and transparency.



Risk management, cybersecurity and secure data

Insufficient resources or infrastructure hinder identifying risk and providing the security, access, and control required as a public entity.



Need to modernize public safety technology

Police and fire departments, law enforcement and emergency management agencies today must serve their communities in two overlapping worlds: the physical and the digital.



VISION OF SUCCESS

Access a consistent view across government business operations using unified and connected systems that reveal insights for improved support decision-making and innovation for citizens.

Ability to recruit and retain a modern workforce enabled with advanced technologies that replace tedious processes for important tasks.

Increase constituent satisfaction and trust—enhanced with personalized outreach via modern, digital channels and digital solutions built to scale.

Create a proactive and secure government with reduced security risks and greater collaboration; regulated system and network access for full control—every device, user, network connection, and data exchange is authenticated and authorized.

As challenges evolve for first responders, police, and law enforcement, new public safety technology solutions are helping those professionals serve, protect, and engage communities.



Oracle Industry Suite for Defense & Intelligence

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

Oracle Industry Applications / Solutions

Supply Chain Command Center

Integrated Business Planning and Execution

Anything as a Service

Oracle Applications / Business Capabilities

ERP Enterprise Resource Planning

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

SCM Supply Chain and Manufacturing

- Maintenance
- Manufacturing
- Order Management
- Planning
- Product Lifecycle Management
- Service Logistics
- Trade and Transportation Management
- Warehouse Management

HCM Human Capital Management

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

CX Customer Experience

- B2B Marketing
- B2C Marketing
- Commerce
- Configure, Price, Quote
- Field Service
- Partner Relationship Management
- Sales Automation
- Service
- Subscription Management

EPM Enterprise Performance Management

- Planning and Budgeting
- Forecasting
- Narrative reporting: ACFR & Budget Book
- Reconciliation
- Allocations
- Data management

Platform Services

PS Platform Services

Content

Chatbots

IoT

Extensibility

Data

Integration

Security

AI/ML

Redwood UX

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

Strategic Sourcing



Supply Chain Execution

Inventory
Costing
Manufacturing
Maintenance
Quality
Production Monitoring

Smart Operations



Order Management

Order Management
Product Configuration
Order Pricing
Global Order Promising
Channel Revenue Management

Perfect Order



Logistics

Transportation Management
Global Trade Management
Warehouse Management
Logistics Network Modeling

Revenue Transformations



Product Lifecycle Management

Innovation Management
Product Hub
Product Development
Quality Management

Strategic Sourcing



Procurement

Sourcing
Contracts
Purchasing
Supplier Management

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

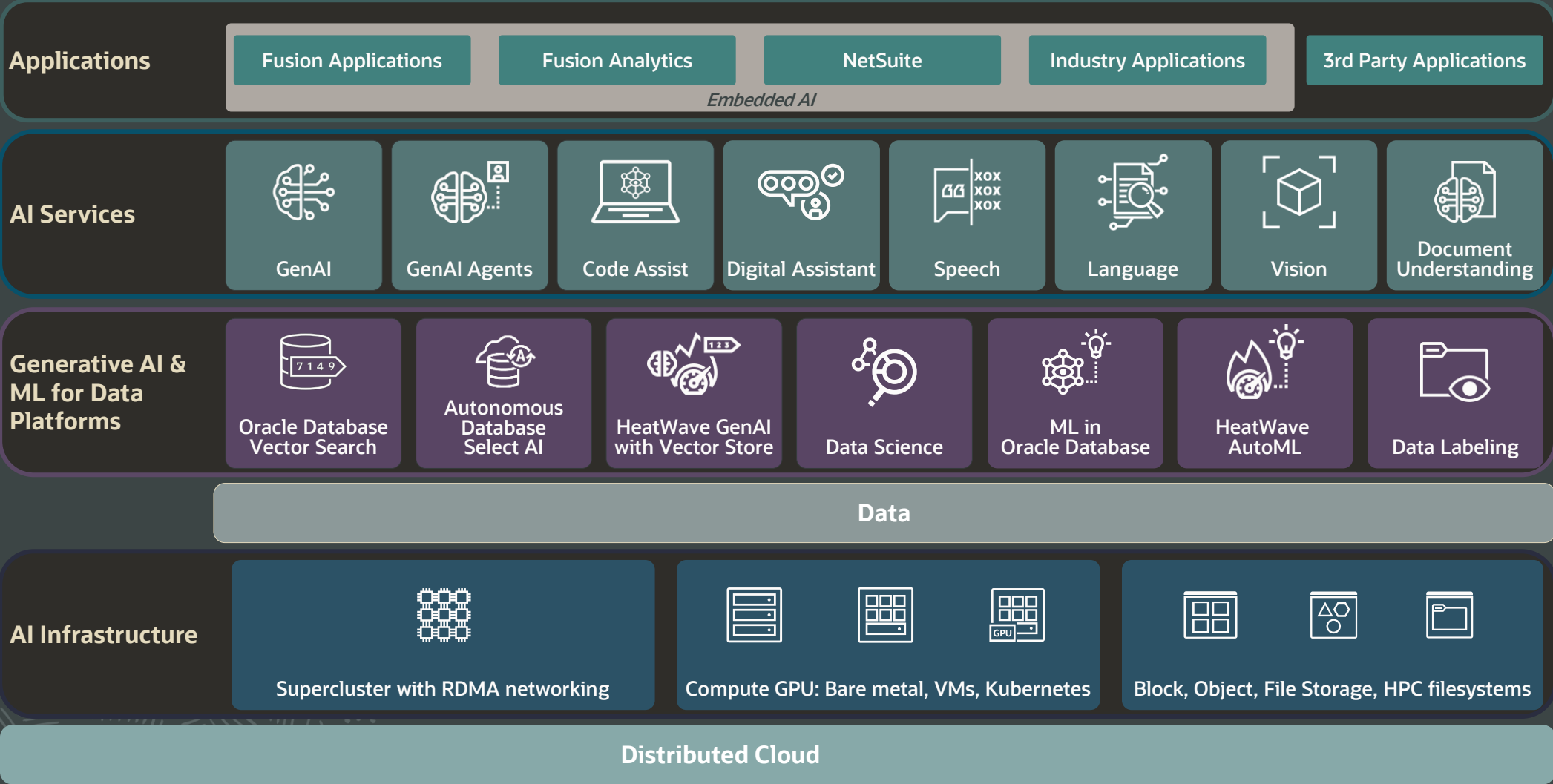
Revenue Transformation

Service Automation

Marketing and Sales Unification

Single Customer View

The Oracle AI Stack



AI Partners and ISVs



Extensive Partner and ISV Ecosystem



+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?

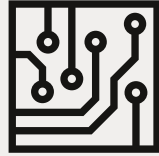


Complete Suite

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.

The logo icon is a red square with rounded corners. At the top, there are three horizontal white lines representing a book's pages. In the center, there is a white outline of the Oracle logo, which is a stylized letter 'O' with a horizontal bar through it.

Oracle Playbook