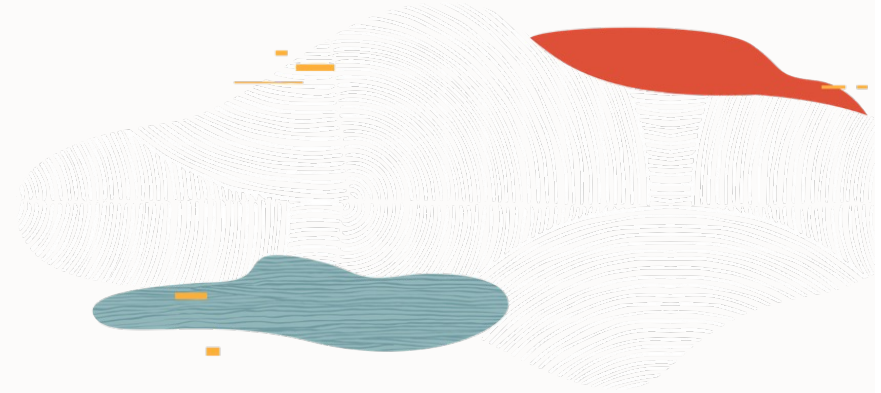


ORACLE



Oracle Modern Best Practice

Digital Business Processes for Banking





Safe harbor statement

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.

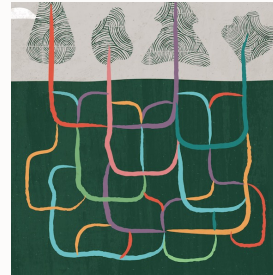


What is Oracle Modern Best Practice?

www.oracle.com/modernbestpractice



Digital business processes that evolve with you



End-to-end across the organization



Radically superior results



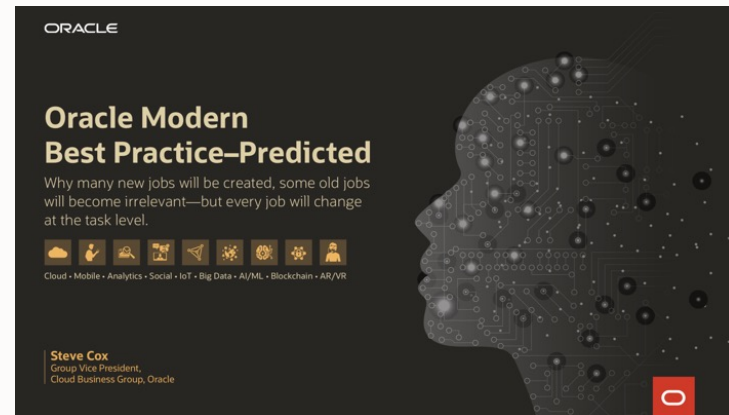
Leverages emerging technologies



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 Banking

Transformation starts with a strong core



Finance

- Fixed Asset Acquisition to Retirement
- Banking Transactions to Cash Position
- Expense Report to Reimbursement
- Supplier Invoice to Payment
- Period Close to Financial Reports



Procurement

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



Project Management

- Initiation to Corporate Project Plan
- Resource Deployment to Utilization
- Corporate Project Execution to Control
- Corporate Project Expenditure to Cost Control
- Analysis to Corporate Project Optimization

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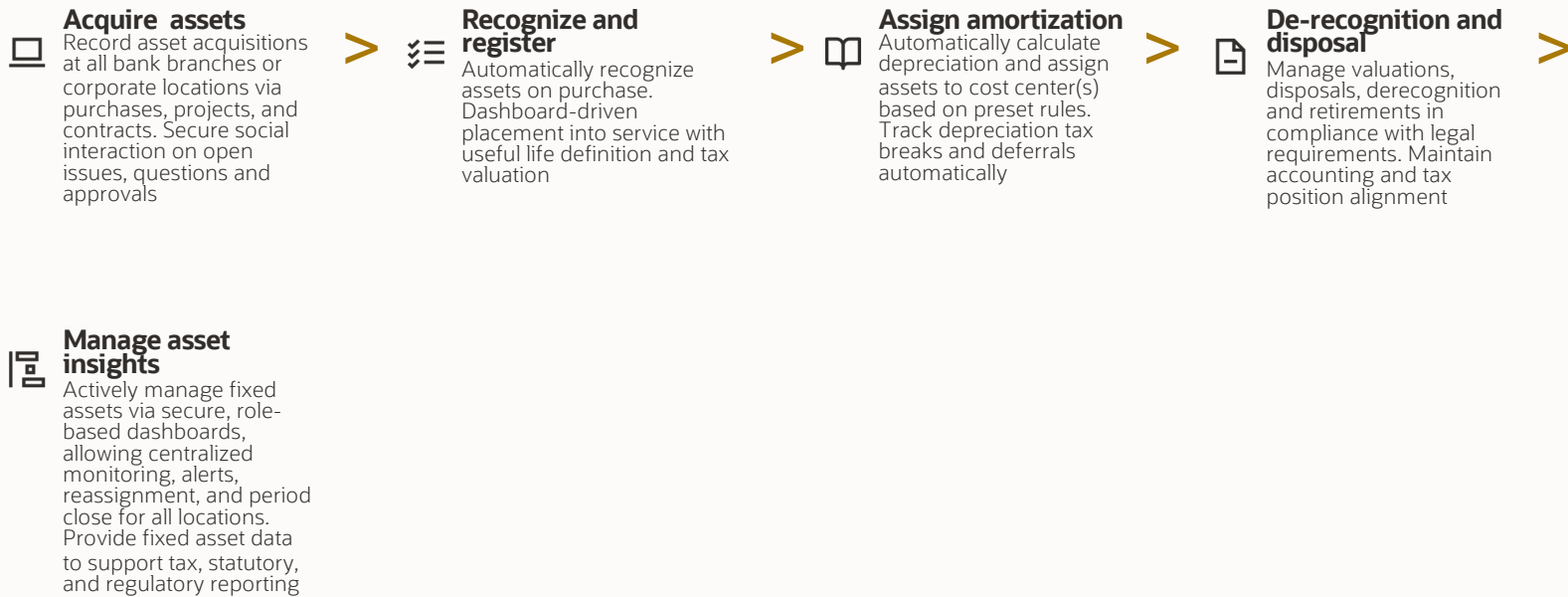


Modern Best Practice for Banking - Finance



Oracle Modern Best Practice

Fixed Asset Acquisition to Retirement Banking



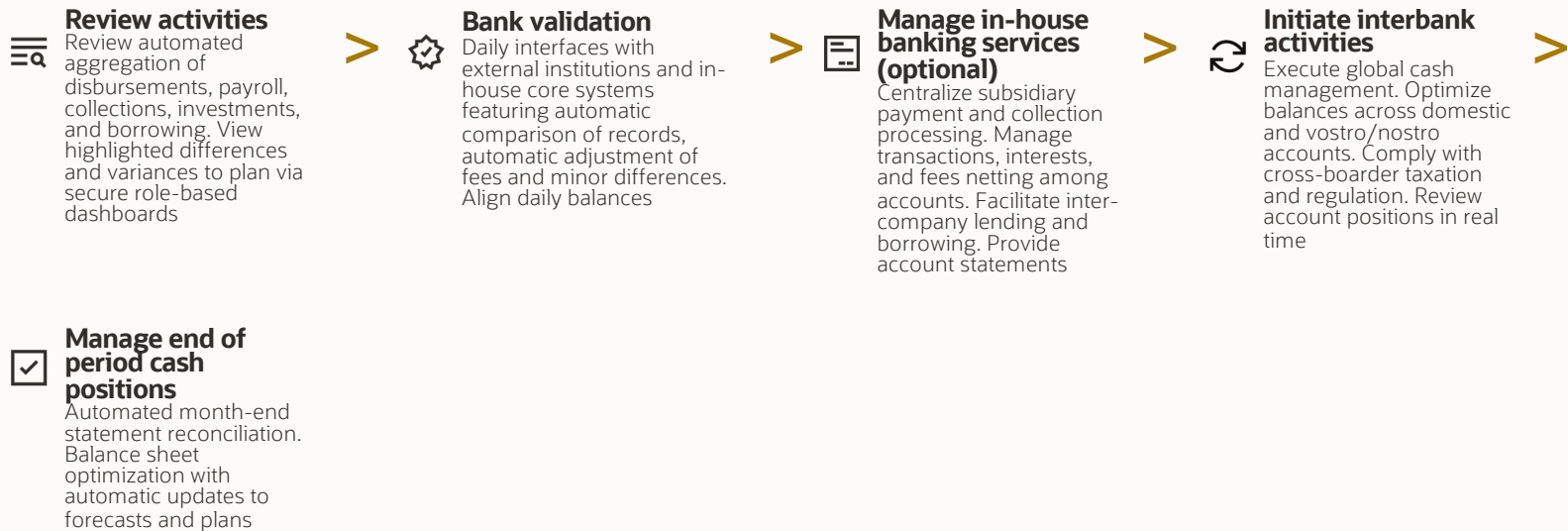
Product Mix: ERP Cloud (Financials, Procurement, Project Management)
Popular KPIs: Fixed Asset Turn Over Ratio, % fixed asset loss

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Oracle Modern Best Practice

Banking Transactions to Cash Position Banking



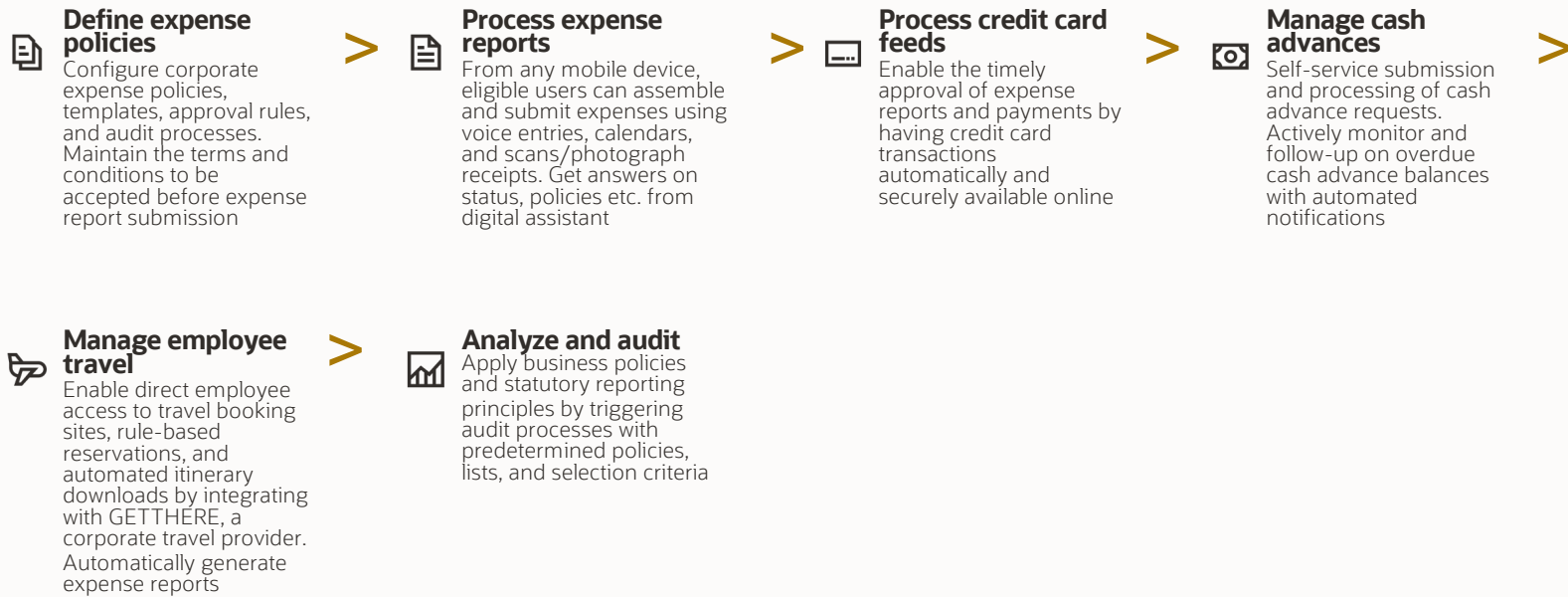
Product Mix: ERP Cloud (Financials)
Popular KPIs: time to reconcile, no. of reconciliations

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Oracle Modern Best Practice

Expense Report to Reimbursement Banking



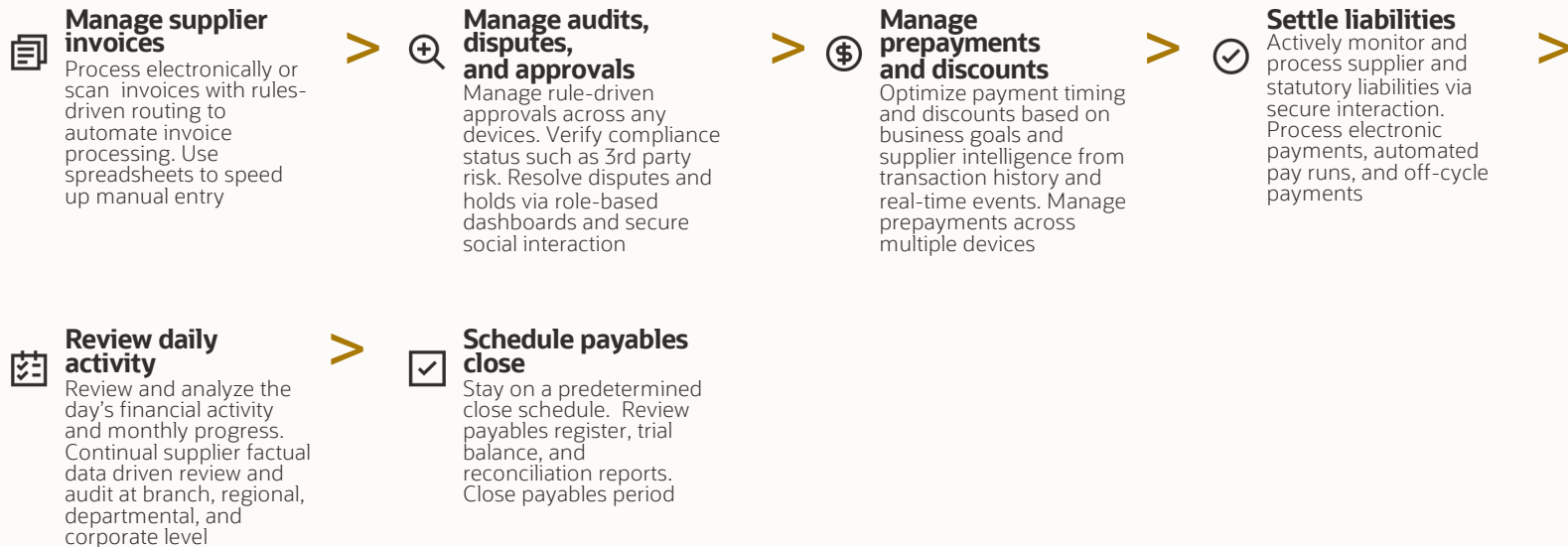
Product Mix: ERP Cloud (Financials)
Popular KPIs: expense vs. budget, expense as % of revenue, payment cycle time

Cloud Mobile Analytics Social AI/ML



Oracle Modern Best Practice

Supplier Invoice to Payment Banking



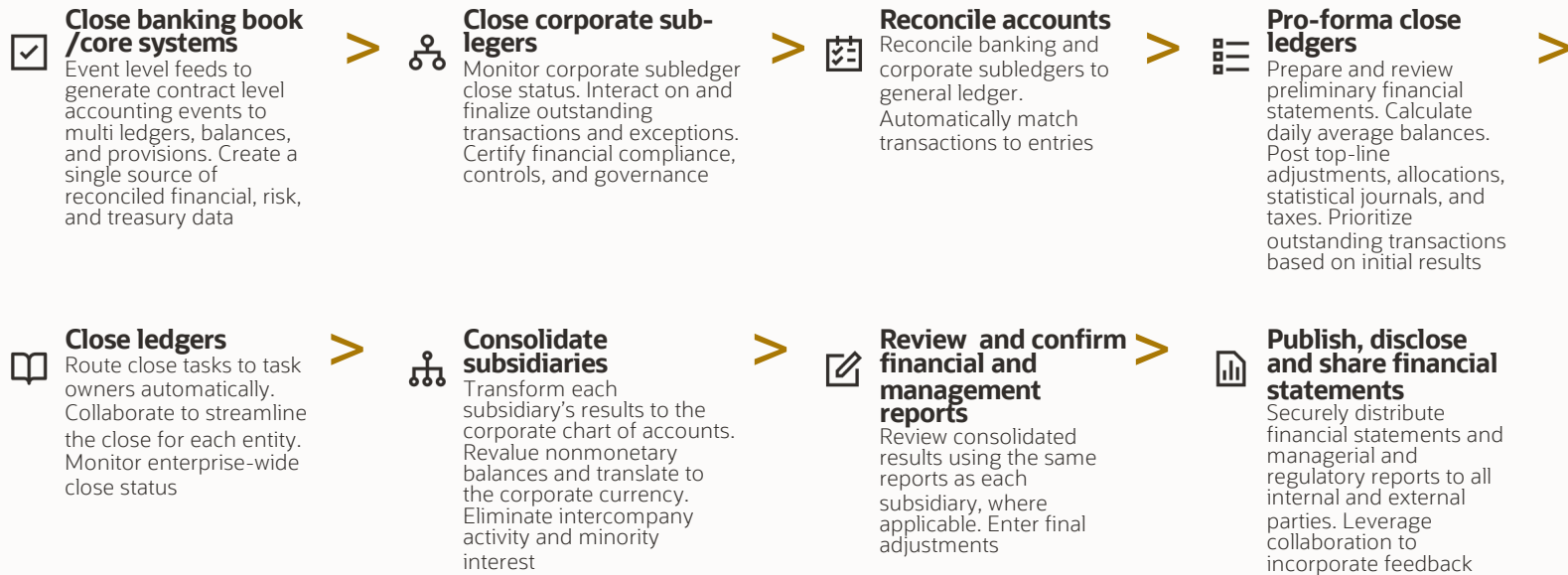
Product Mix: ERP Cloud (Financials)
Popular KPI: no. of payments, invoice payment days, % discount taken



Oracle Modern Best Practice

Period Close to Financial Reports

Banking



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



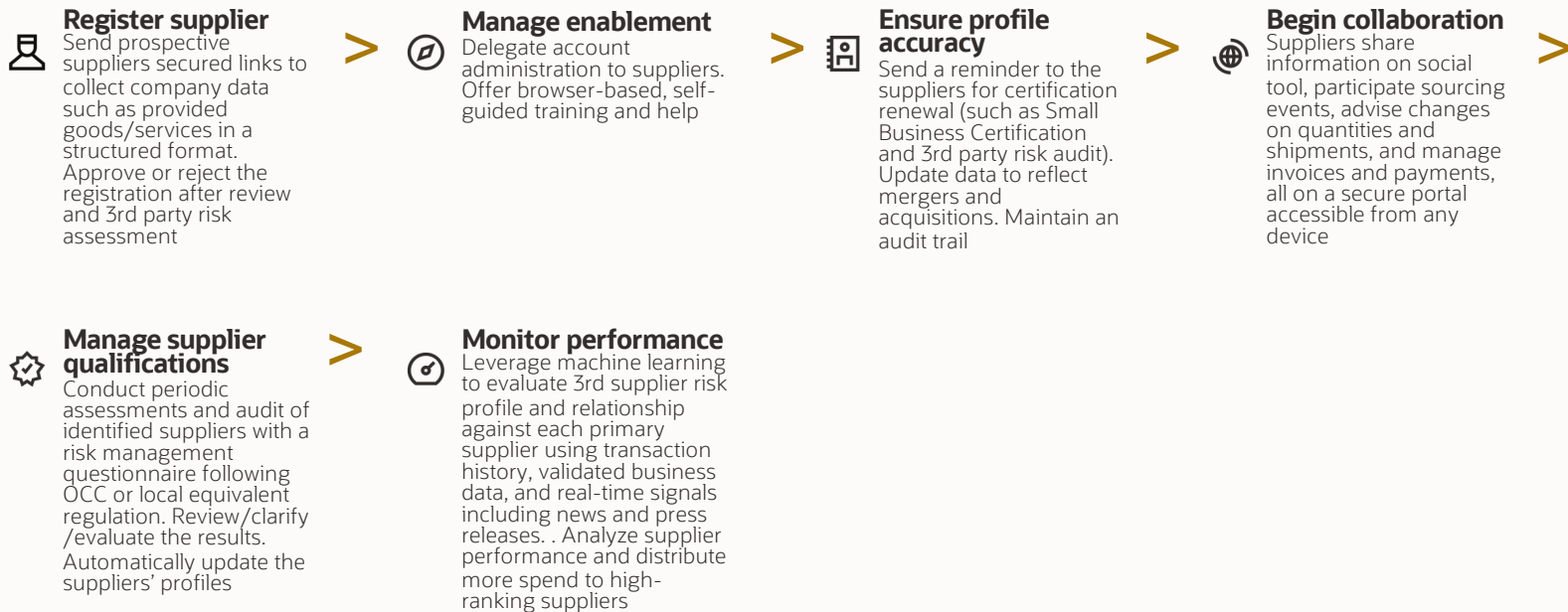
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Modern Best Practice for Banking - Procurement

Oracle Modern Best Practice

Supplier Registration to Supplier Performance Banking



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

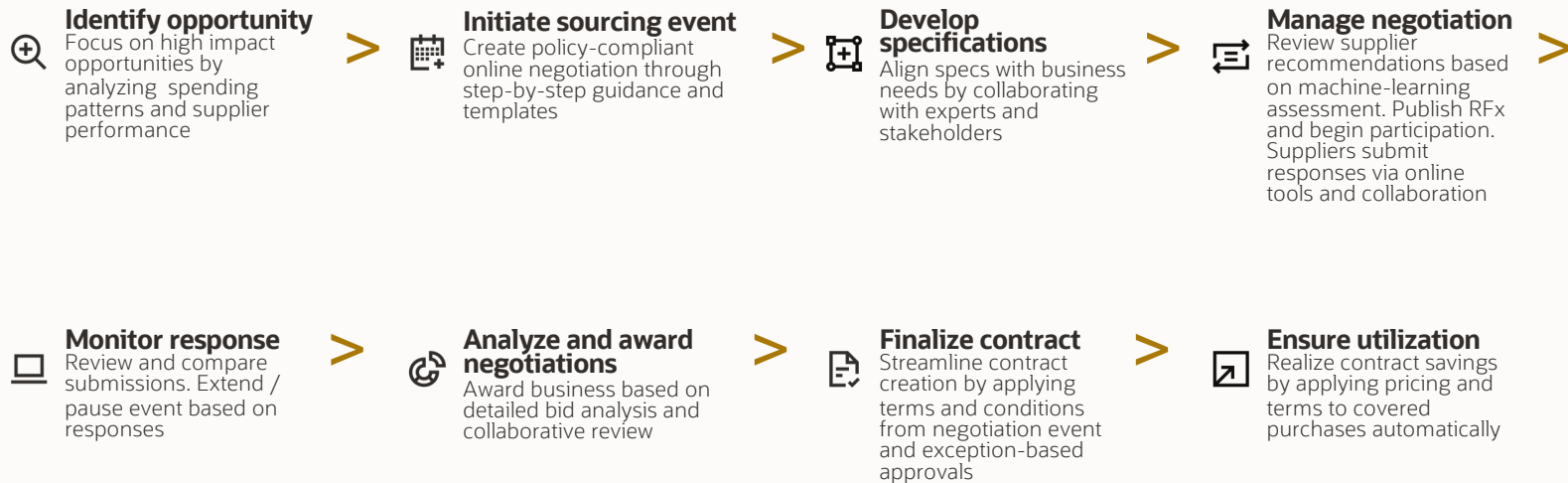
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Oracle Modern Best Practice

Insight to Smart Sourcing

Banking

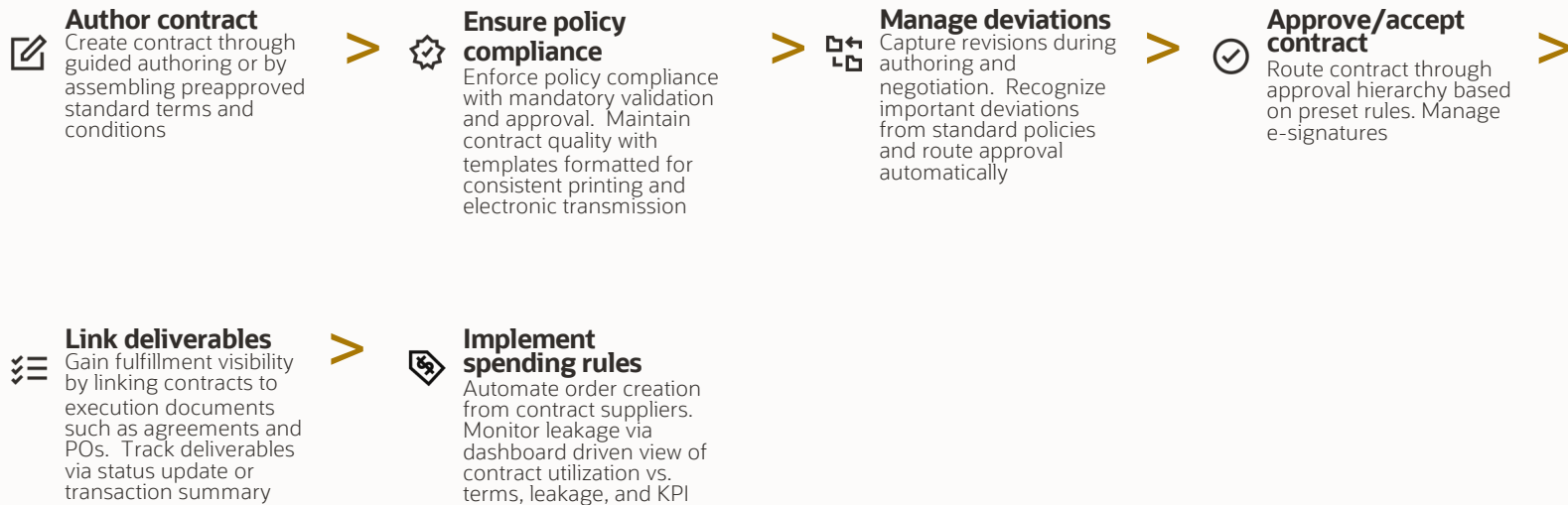


Product Mix: ERP Cloud (Procurement)
Popular KPIs: Non-contract purchase rate, price savings amount



Oracle Modern Best Practice

Contract Creation to Spend Compliance Banking



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

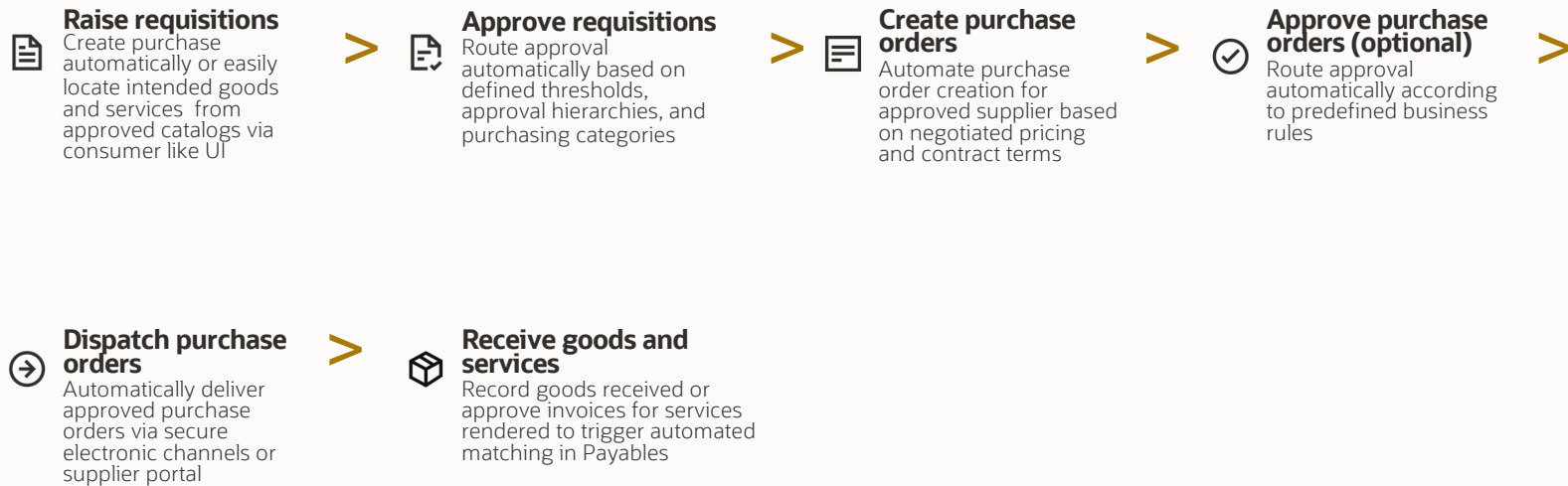
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Requisition to Receipt

Banking

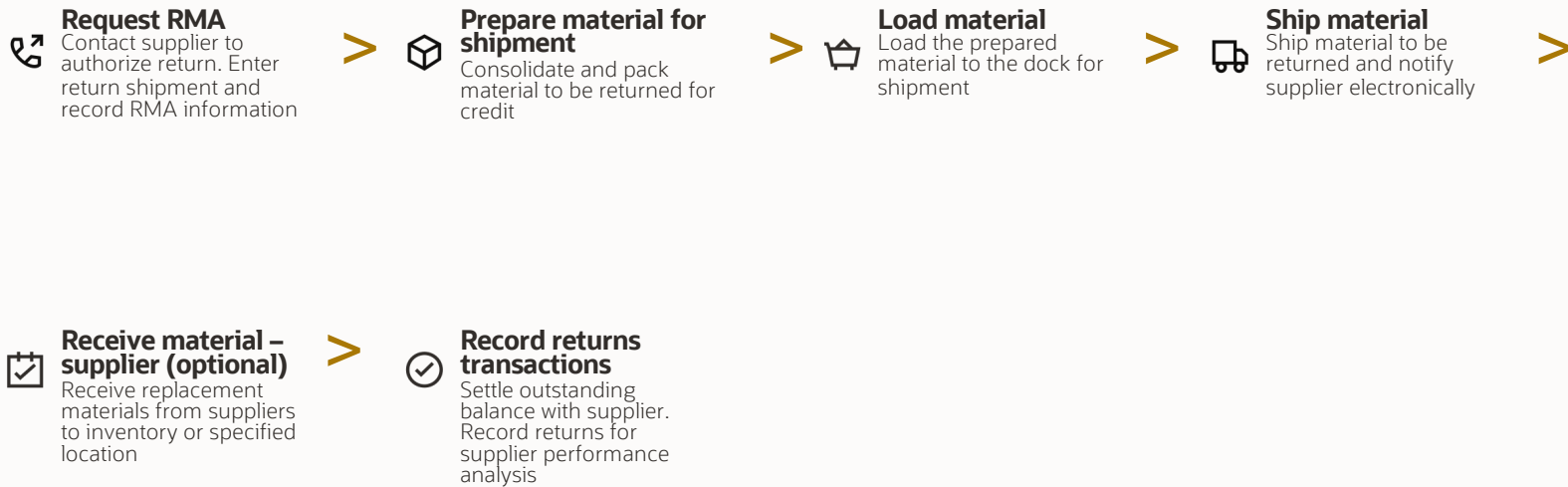


Product Mix: ERP Cloud (Procurement)
Popular KPIs: processing cost per purchase order, procurement cycle time



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Supplier Return to Settlement Banking



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



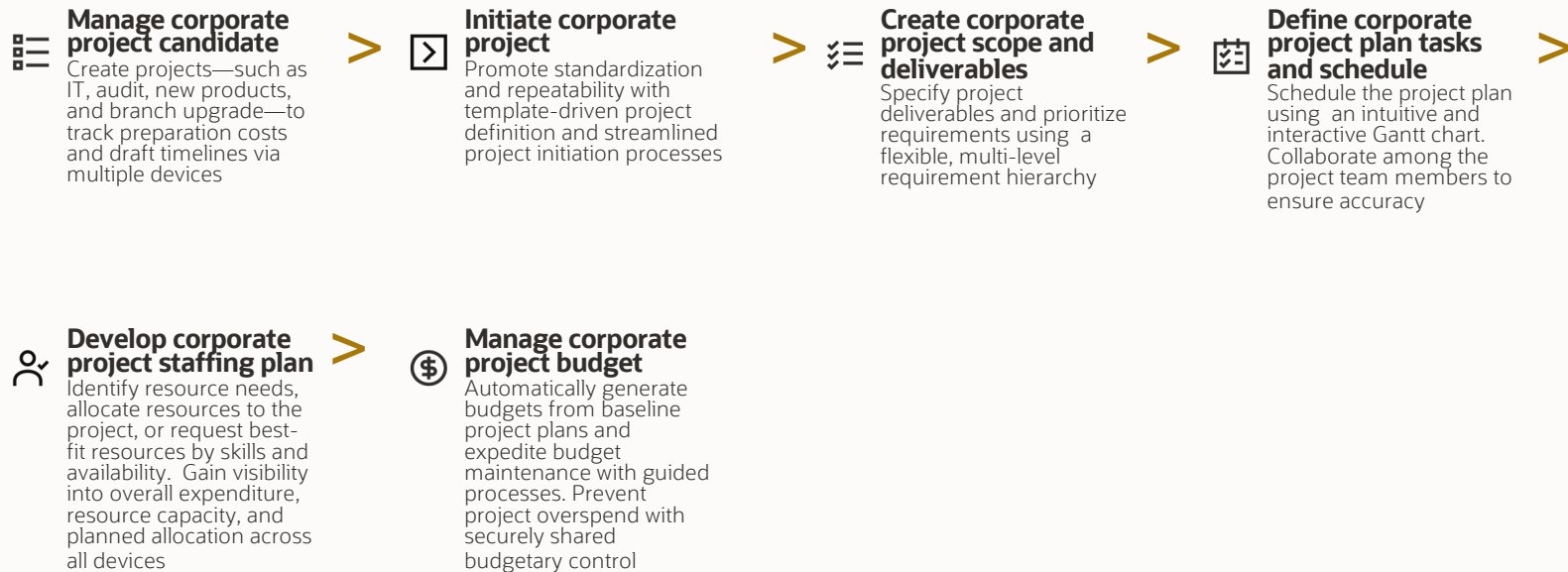
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Modern Best Practice for Banking – Project Management

Oracle Modern Best Practice

Initiation to Corporate Project Plan Banking



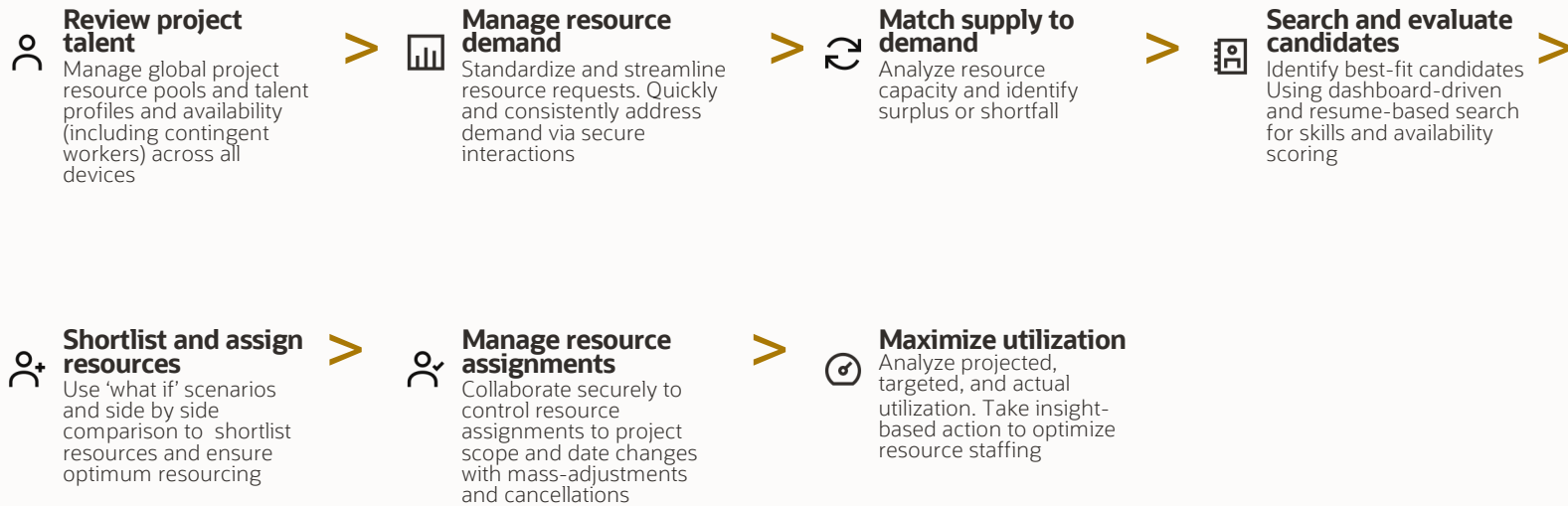
Product Mix: ERP Cloud (Project Management)
Popular KPIs: approval cycle time, project ROI, budget variance, no. of change requests

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Oracle Modern Best Practice

Resource Deployment to Utilization Banking



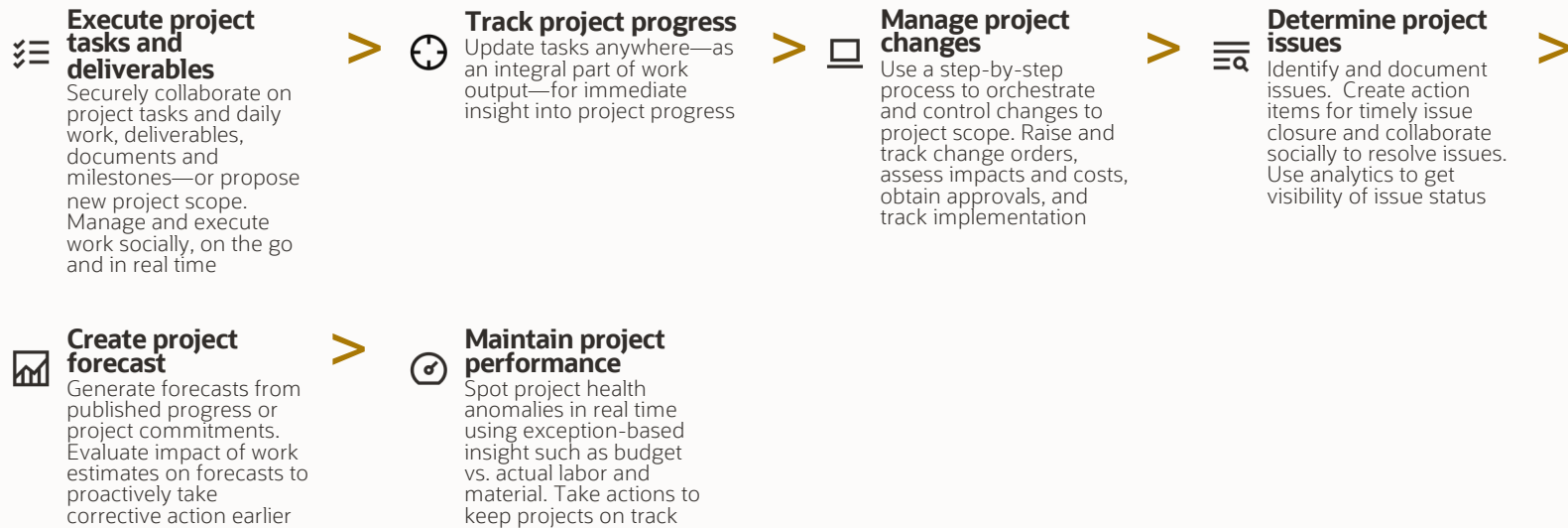
Product Mix: ERP Cloud (Project Management)
Popular KPIs: % resource utilization, training/research person-hour needed for project

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Oracle Modern Best Practice

Corporate Project Execution to Control Banking



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

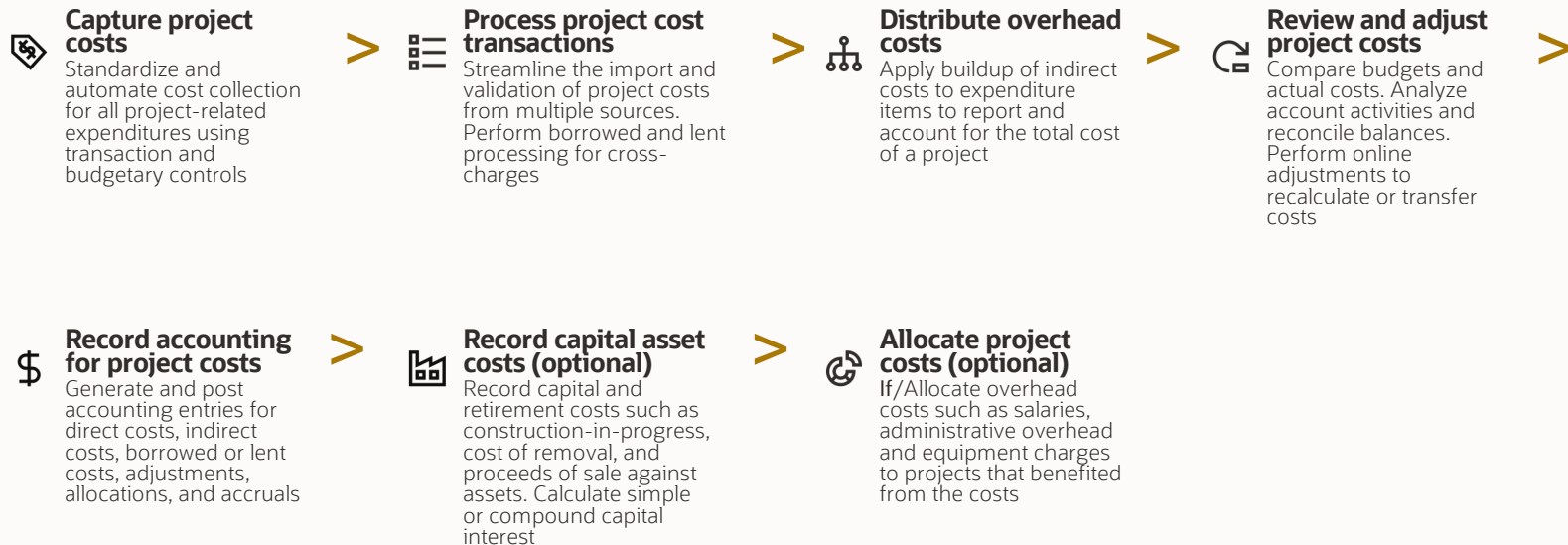
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Corporate Project Expenditure to Cost Control

Banking



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

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Oracle Modern Best Practice

Analysis to Corporate Project Optimization Banking



Manage project health

Monitor project health and performance trends in real-time. Take corrective action to resolve exceptions and optimize project performance



Analyze project operations

Perform real-time analysis on all aspects of project data including cost, utilization and delivery effectiveness. Facilitate decision-making with analytics in the context of business transactions



Manage enterprise project hierarchy

Organize projects into an enterprise structure to deliver summarized insight (such as aggregated labor demand) for project executives and stakeholders. Enable ad hoc queries on business performance at all levels of the project hierarchy



Optimize projects

Evaluate current projects and approve new work. Close existing project. Incorporate best practices into project templates and documents



Product Mix: ERP Cloud (Project Management), EPM Cloud (Planning)
Popular KPIs: project ROI, budget variance, no. of change requests



Cloud



Mobile



Analytics



Social





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