

**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 it's 3<sup>rd</sup> edition 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



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 Omnichannel 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

- 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



# ORACLE

Modern Best Practice for Banking - Finance

# **Fixed Asset Acquisition to Retirement**Banking

**Acquire assets** 

Record asset acquisitions at all bank branches or corporate locations via purchases, projects, and contracts. Secure social interaction on open issues, questions and approvals

Recognize and register

Automatically recognize assets on purchase. Dashboard-driven placement into service with useful life definition and tax valuation

Assign amortization

Automatically calculate depreciation and assign assets to cost center(s) based on preset rules. Track depreciation tax breaks and deferrals automatically

De-recognition and disposal

Manage valuations, disposals, derecognition and retirements in compliance with legal requirements. Maintain accounting and tax position alignment

Manage asset insights

Actively manage fixed assets via secure, role-based dashboards, allowing centralized monitoring, alerts, reassignment, and period close for all locations. Provide fixed asset data to support tax, statutory, and regulatory reporting

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

-





Cloud Mobile Analytics Social

# **Banking Transactions to Cash Position**Banking

### **Review activities**

<u>=</u>

Review automated aggregation of disbursements, payroll, collections, investments, and borrowing. View highlighted differences and variances to plan via secure role-based dashboards



#### **Bank validation**

Daily interfaces with external institutions and inhouse core systems featuring automatic comparison of records, automatic adjustment of fees and minor differences. Align daily balances



# Manage in-house banking services (optional)

Centralize subsidiary payment and collection processing. Manage transactions, interests, and fees netting among accounts. Facilitate intercompany lending and borrowing. Provide account statements



# Initiate interbank activities Execute global cash

Execute global cash management. Optimize balances across domestic and vostro/nostro accounts. Comply with cross-boarder taxation and regulation. Review account positions in real



### Manage end of period cash positions Automated month-end

Automated month-end statement reconciliation. Balance sheet optimization with automatic updates to forecasts and plans









time

Cloud

Mobile Analytics Social

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



### **Expense Report to Reimbursement** Banking



### Define expense policies

Configure corporate expense policies, templates, approval rules, and audit processes. Maintain the terms and conditions to be accepted before expense report submission



#### **Process expense** reports

From any mobile device, eligible users can assemble and submit expenses using voice entries, calendars, and scans/photograph receipts. Get answers on status, policies etc. from digital assistant



#### Process credit card feeds

Enable the timely approval of expense reports and payments by having credit card transactions automatically and securely available online



(0)

#### Manage cash advances

Self-service submission and processing of cash advance requests. Actively monitor and follow-up on overdue cash advance balances with automated notifications



### Manage employee travel travel

Enable direct employee access to travel booking sites, rule-based reservations, and automated itinerary downloads by integrating with GETTHÉRE, a corporate travel provider. Automatically generate expense reports



### Analyze and audit

Apply business policies and statutory reporting principles by triggering audit processes with predetermined policies. lists, and selection criteria











Mobile Analytics Social

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



# **Supplier Invoice to Payment** Banking



#### Manage supplier invoices

Process electronically or scan invoices with rulesdriven routing to automate invoice processing. Use spreadsheets to speed up manual entry



#### Manage audits, disputes, and approvals

Manage rule-driven approvals across any devices. Verify compliance status such as 3rd party risk. Resolve disputes and holds via role-based dashboards and secure social interaction



#### Manage prepayments and discounts

Optimize payment timing and discounts based on business goals and supplier intelligence from transaction history and real-time events. Manage prepayments across multiple devices



### Settle liabilities

Actively monitor and process supplier and statutory liabilities via secure interaction. Process electronic payments, automated pay runs, and off-cycle payments



### Review daily activity

Review and analyze the day's financial activity and monthly progress. Continual supplier factual data driven review and audit at branch, regional, departmental, and corporate level



# Schedule payables

Stay on a predetermined close schedule. Review payables register, trial balance, and reconciliation reports. Close payables period







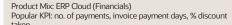












# **Period Close to Financial Reports**Banking

Close banking book /core systems

Event level feeds to generate contract level accounting events to multi ledgers, balances, and provisions. Create a single source of reconciled financial, risk, and treasury data

Close corporate sub-▶ ♀ legers

Monitor corporate subledger close status. Interact on and finalize outstanding transactions and exceptions. Certify financial compliance, controls, and governance

Reconcile accounts
Reconcile banking and

corporate subledgers to general ledger. Automatically match transactions to entries Pro-forma close ledgers

Prepare and review preliminary financial statements. Calculate daily average balances. Post top-line adjustments, allocations, statistical journals, and taxes. Prioritize outstanding transactions based on initial results

Close ledgers

Route close tasks to task owners automatically.
Collaborate to streamline the close for each entity.
Monitor enterprise-wide close status

Consolidate subsidiaries

Transform each subsidiary's results to the corporate chart of accounts. Revalue nonmonetary balances and translate to the corporate currency. Eliminate intercompany activity and minority interest

Review and confirm > financial and management reports

Review consolidated results using the same reports as each subsidiary, where applicable. Enter final adjustments

Publish, disclose and share financial statements

Securely distribute financial statements and managerial and regulatory reports to all internal and external parties. Leverage collaboration to incorporate feedback

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

# ORACLE

# Modern Best Practice for Banking - Procurement

# **Supplier Registration to Supplier Performance Banking**

Register supplier

Send prospective suppliers secured links to collect company data such as providéd goods/services in a structured format. Approve or reject the registration after review and 3rd party risk assessment

Manage enablement Delegate account

administration to suppliers. Offer browser-based, selfguided training and help

**Ensure profile** accuracy

Send a reminder to the suppliers for certification renewal (such as Small Business Certification and 3rd party risk audit). Update data to reflect mergers and acquisitions. Maintain an audit trail

Begin collaboration

Suppliers share information on social tool, participate sourcing events, advise changes on quantities and shipments, and manage invoices and payments, all on a secure portal accessible from any device

Manage supplier qualifications

Conduct periodic assessments and audit of identified suppliers with a risk management questionnaire following OCC or local equivalent regulation. Review/clarify /evaluate the results. Automatically update the suppliers' profiles

Monitor performance Leverage machine learning

to evaluate 3rd supplier risk profile and relationship against each primary supplier using transaction history, validated business data, and real-time signals including news and press releases. . Analyze supplier performance and distribute more spend to highranking suppliers









Mobile Analytics Social

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



# **Insight to Smart Sourcing**Banking

Identify opportunity

Focus on high impact opportunities by analyzing spending patterns and supplier performance



Initiate sourcing event

Create policy-compliant online negotiation through step-by-step guidance and templates



Develop specifications

Align specs with business needs by collaborating with experts and stakeholders



Manage negotiation

Review supplier recommendations based on machine-learning assessment. Publish RFx and begin participation. Suppliers submit responses via online tools and collaboration

**Monitor response** 

Review and compare submissions. Extend / pause event based on responses



Analyze and award negotiations

Award business based on detailed bid analysis and collaborative review



Finalize contract

Streamline contract creation by applying terms and conditions from negotiation event and exception-based approvals



\_ Ensure utilization

Realize contract savings by applying pricing and terms to covered purchases automatically

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











Cloud

Mobile Analytics Social

AI/ML

## **Contract Creation to Spend Compliance** Banking

#### **Author contract**

Create contract through guided authoring or by assembling preapproved standard terms and conditions



### **Ensure policy** compliance

Enforce policy compliance with mandatory validation and approval. Maintain contract quality with templates formatted for consistent printing and electronic transmission



### Manage deviations

**□**← Capture revisions during **-**□ authoring and negotiation. Recognize important deviations from standard policies and route approval automatically



#### Approve/accept contract'

Route contract through approval hierarchy based on preset rules. Manage e-signatures



#### Link deliverables

Gain fulfillment visibility by linking contracts to execution documents such as agreements and POs. Track deliverables via status update or transaction summary



#### Implement spending rules

Automate order creation from contract suppliers. Monitor leakage via dashboard driven view of contract utilization vs. terms, leakage, and KPI









Mobile Analytics Social

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



# Requisition to Receipt Banking

### Raise requisitions

Create purchase automatically or easily locate intended goods and services from approved catalogs via consumer like UI



### **Approve requisitions**

Route approval automatically based on defined thresholds, approval hierarchies, and purchasing categories



### Create purchase orders

Automate purchase order creation for approved supplier based on negotiated pricing and contract terms



# Approve purchase orders (optional)

Route approval automatically according to predefined business rules



# Dispatch purchase orders

Automatically deliver approved purchase orders via secure electronic channels or supplier portal



# Receive goods and services

Record goods received or approve invoices for services rendered to trigger automated matching in Payables

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









oud Mobile Analytics Social



# **Supplier Return to Settlement** Banking

Request RMA
Contact supplier to authorize return. Enter return shipment and record RMA information

**Prepare material for** shipment

Consolidate and pack material to be returned for credit

**Load material** 

Load the prepared material to the dock for shipment

Ship material

Ship material to be returned and notify supplier electronically

Receive material supplier (optional)

Receive replacement materials from suppliers to inventory or specified location

Record returns transactions

Settle outstanding balance with supplier. Record returns for supplier performance analysis

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











# ORACLE

# Modern Best Practice for Banking – Project Management

# **Initiation to Corporate Project Plan**Banking

Manage corporate project candidate

Create projects—such as IT, audit, new products, and branch upgrade—to track preparation costs and draft timelines via multiple devices

Initiate corporate project

Promote standardization and repeatability with template-driven project definition and streamlined project initiation processes Create corporate
project scope and
deliverables

Specify project deliverables and prioritize requirements using a flexible, multi-level requirement hierarchy Define corporate project plan tasks and schedule

Schedule the project plan using an intuitive and interactive Gantt chart. Collaborate among the project team members to ensure accuracy

Develop corporate project staffing plan

Identify resource needs, allocate resources to the project, or request best-fit resources by skills and availability. Gain visibility into overall expenditure, resource capacity, and planned allocation across all devices

Manage corporate project budget

Automatically generate budgets from baseline project plans and expedite budget maintenance with guided processes. Prevent project overspend with securely shared budgetary control

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









loud Mobile Analytics Social

# **Resource Deployment to Utilization**

Banking

## Review project talent

Manage global project resource pools and talent profiles and availability (including contingent workers) across all devices

# Manage resource demand

Standardize and streamline resource requests. Quickly and consistently address demand via secure interactions

# Match supply to demand

Analyze resource capacity and identify surplus or shortfall

# Search and evaluate candidates

Identify best-fit candidates Using dashboard-driven and resume-based search for skills and availability scoring

# Shortlist and assign resources

Use 'what if' scenarios and side by side comparison to shortlist resources and ensure optimum resourcing

# Manage resource assignments

Collaborate securely to control resource assignments to project scope and date changes with mass-adjustments and cancellations

### > ~

### Maximize utilization

Analyze projected, targeted, and actual utilization. Take insightbased action to optimize resource staffing

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









Cloud Mobile Analytics Social



# **Corporate Project Execution to Control**Banking

# Execute project tasks and deliverables

Securely collaborate on project tasks and daily work, deliverables, documents and milestones—or propose new project scope. Manage and execute work socially, on the go and in real time



### Track project progress

Update tasks anywhere—as an integral part of work output—for immediate insight into project progress



# Manage project changes

Use a step-by-step process to orchestrate and control changes to project scope. Raise and track change orders, assess impacts and costs, obtain approvals, and track implementation



### Determine project issues

Identify and document issues. Create action items for timely issue closure and collaborate socially to resolve issues. Use analytics to get visibility of issue status



# Create project forecast

Generate forecasts from published progress or project commitments. Evaluate impact of work estimates on forecasts to proactively take corrective action earlier



# Maintain project performance

Spot project health anomalies in real time using exception-based insight such as budget vs. actual labor and material. Take actions to keep projects on track









Cloud

Mobile Analytics Social

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



# **Corporate Project Expenditure to Cost Control**Banking



### Capture project costs

Standardize and automate cost collection for all project-related expenditures using transaction and budgetary controls



### Process project cost transactions

Streamline the import and validation of project costs from multiple sources. Perform borrowed and lent processing for cross-charges



### Distribute overhead costs

Apply buildup of indirect costs to expenditure items to report and account for the total cost of a project



## Review and adjust project costs

Compare budgets and actual costs. Analyze account activities and reconcile balances. Perform online adjustments to recalculate or transfer costs



# Record accounting for project costs

Generate and post accounting entries for direct costs, indirect costs, borrowed or lent costs, adjustments, allocations, and accruals



# Record capital asset costs (optional)

Record capital and retirement costs such as construction-in-progress, cost of removal, and proceeds of sale against assets. Calculate simple or compound capital interest



# Allocate project costs (optional)

If/Allocate overhead costs such as salaries, administrative overhead and equipment charges to projects that benefited from the costs

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









Cloud Mo

Mobile Analytics Social



# **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









# ORACLE