

ORACLE

# Oracle Industry Playbook

Oil and Gas

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# Oil and Gas

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The mining, oil and gas industry is experiencing pressure to provide its products in a cleaner more sustainable way, while reducing unit cost in a volatile market with increasing demand and a growing regulatory burden. This is driving companies to look for technical innovation and digitization opportunities to improve operations while ensuring health, safety, while reducing environmental impact. A highly reliable operation requires a myriad of components working in harmony. Equipment strategies, equipment master data management, effective computerized systems, competent engineers and tradespeople, and useful performance measures are critical to such an operation. Companies excelling at safety, uptime/reliability, and managing costs well already know this.

# Key Imperatives for Oil and Gas

- 1 Advance and deploy new technologies to enhance business performance
- 2 Effectively manage regulatory and environmental data
- 3 Supply chain efficiency to offset inflation and exigent costs
- 4 Strengthen product and service research and development, including renewable energy

# Forces Shaping the Oil and Gas Industry

## INDUSTRY CHALLENGES

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### Global Geopolitical Impacts

Volatile supply chain, price swings, and higher risks created by global geopolitical impacts.



### Environmental and Regulatory Dynamics

Growing emphasis and pressure on sustainability and decarbonization from suppliers, employees, communities, and regulators.



### Securing existing and new systems

Need to replace fragmented, legacy systems with cloud applications driven by network automation to support new business models.



### Costs Pressure

Increased cost pressures that have been offset with higher oil and gas prices.



### Supply Chain, Data and Systems Efficiency

Siloed operating models create lack of business agility and stifles innovation, limiting ability to expand into new service lines.



## VISION OF SUCCESS

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Profitable and less variable energy sources such as liquid natural gas, hydrogen, solar, wind, biofuels, and CCUS are being developed.

Lower-carbon footprints for existing businesses, including data transparency that keeps pace with regulatory and stakeholder requirements.

Integrated cloud-based systems architecture to extend existing services while ensuring quality of service.

Low equipment and process downtime that leads to reduced costs, higher throughput, and improved health, safety, and environment (HSE).

Reduced silos of information that provide broader insights across organization boundaries.



# Oracle Industry Suite for Oil and Gas

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

### SCM Supply Chain and Manufacturing

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

### HCM Human Capital Management

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

### CX Customer Experience

- Customer Experience Core
- Sales
- Marketing
- Commerce
- Configure, Price, Quote
- Partner Relationship Management
- Sales Planning
- Service
- Subscription Management

## Oracle Industry Applications / Solutions

Oil and Gas Project Management

Submittal Management

AI-enabled Predictive Safety Risk Identification

Contractor Payment Management

## 3rd Party Applications / Partner Solutions

B2B EDI, Sales and Use Tax; Payroll Tax Filing; Treasury

Project Forecasting, Procurement Planning and Fulfillment

Rental Equipment Billing to Projects

Crew Time Recording; Contingent Worker

Background Checking; Bar Code Scanning; Warehouse Automation

Pay when Paid and Subcontractor Retention

## Platform Services

### PS Platform Services

Compute

AI / ML

Integration

Security

Extensibility

Analytics

Data

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

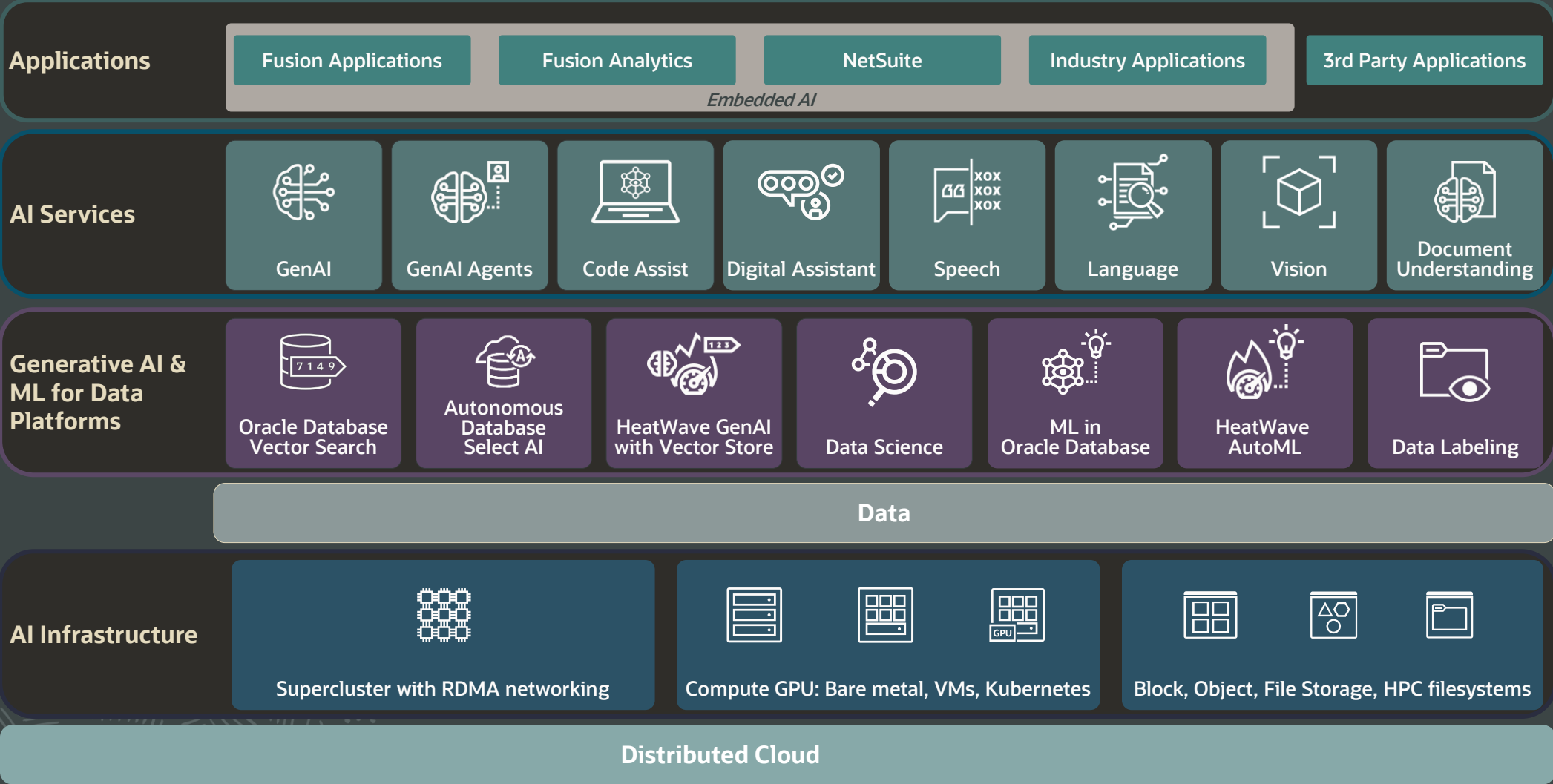
Revenue Transformation

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
<b>28X</b>	<b>10X</b>	<b>8X</b>	<b>22X</b>

Gartner, Forrester, IDC, Omdia

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

# Why Oracle?

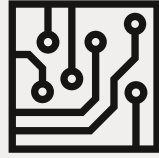


## Complete Suite

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 consists of a red square with rounded corners. Inside the square, there are three horizontal white lines at the top, resembling a book's pages, and a white Oracle 'O' logo below them.

# Oracle Playbook