

ORACLE®

ORACLE CLOUDWORLD

Modern Business in the Cloud



Control Spend and Deliver Savings

*Modern Procurement
Business Driven. Technology Powered.*

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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, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.

The Modern Procurement Agenda

Changing dynamics, established priorities



Ensure spend control
and cost savings to
maintain margins



Expand procurement's
effectiveness
and influence



Support company
growth without adding
cost or headcount

Procurement Scorecard

Quantifying key Procure-to-Pay issues



60%

of supplier invoices are still manually keyed into AP systems



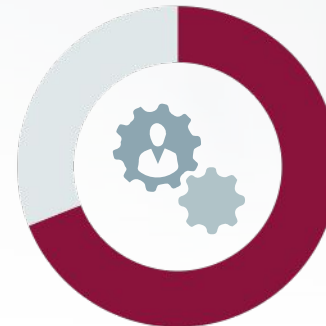
63%

of total spend is linked to a Purchase Order



55%

of spend is contract compliant



65%

of procurement departments lack standardized, streamlined and automated processes

Source: Ardent Partners, APQC and Paystream Advisors

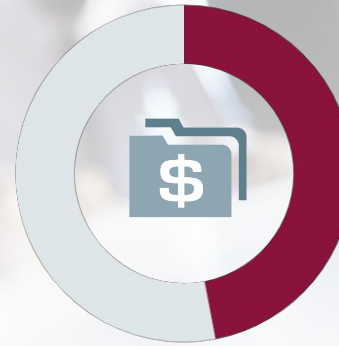
Procurement Scorecard

Quantifying key strategic issues



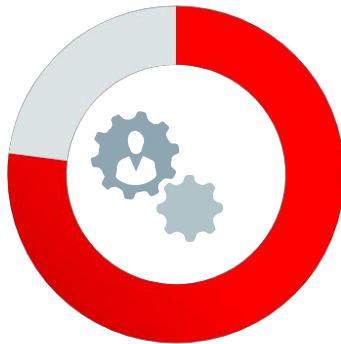
50%

of CPOs say procurement-related risk has increased in the last year



47%

of addressable spend is actually sourced



77%

are investing in supplier appraisal and pre-qualification



55%

of spend is contract compliant

Source: Ardent Partners and Deloitte CPO Survey

Procurement Challenges

Impact of changing dynamics



Keep up with new demands, no increase in headcount



Transactional procurement still too time / labor intensive



Spend control and cost savings always a priority



Inability to qualify suppliers and assess compliance



Gain more influence;
Be a better partner to the business

Source: Ardent Partners, Deloitte Global CPO Survey 2014

Procurement Leadership

Characteristics of Modern Procurement

- ▶ Automated transactional procure-to-pay cycle
- ▶ Improved savings through sourcing and spend control
- ▶ Deliver better pricing, savings and value for the business
- ▶ Leadership, influence and relationship-building
- ▶ Assess and manage supplier qualifications and risk

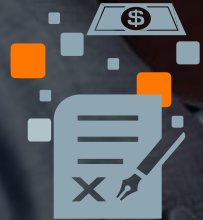


Only Oracle Delivers a Modern Procurement Solution

Key capabilities that improve procurement's effectiveness and influence



**Increase influence
over spend and
procurement
practices**



**Deliver measurable
value through
enabling
technologies**



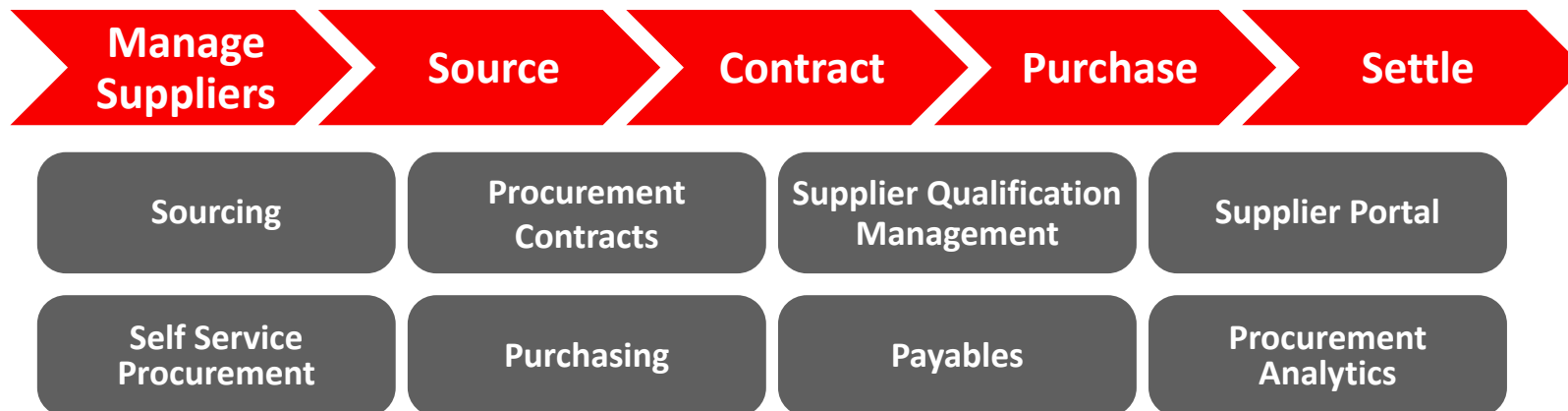
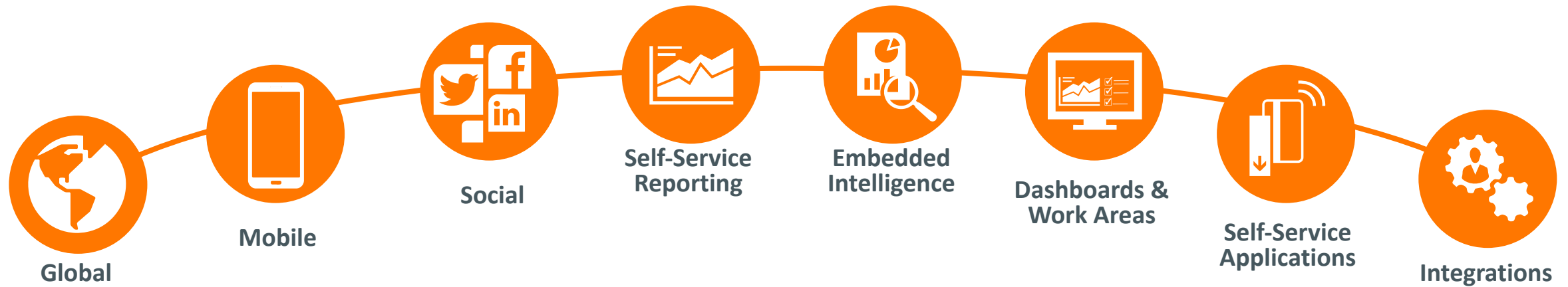
**Improve efficiency
through more
effective
collaboration**



**Simplify, standardize
and automate the
source-to-settle
process**

Only Oracle Delivers a Modern Procurement Cloud Solution

Integrated solution improves procurement's effectiveness and influence

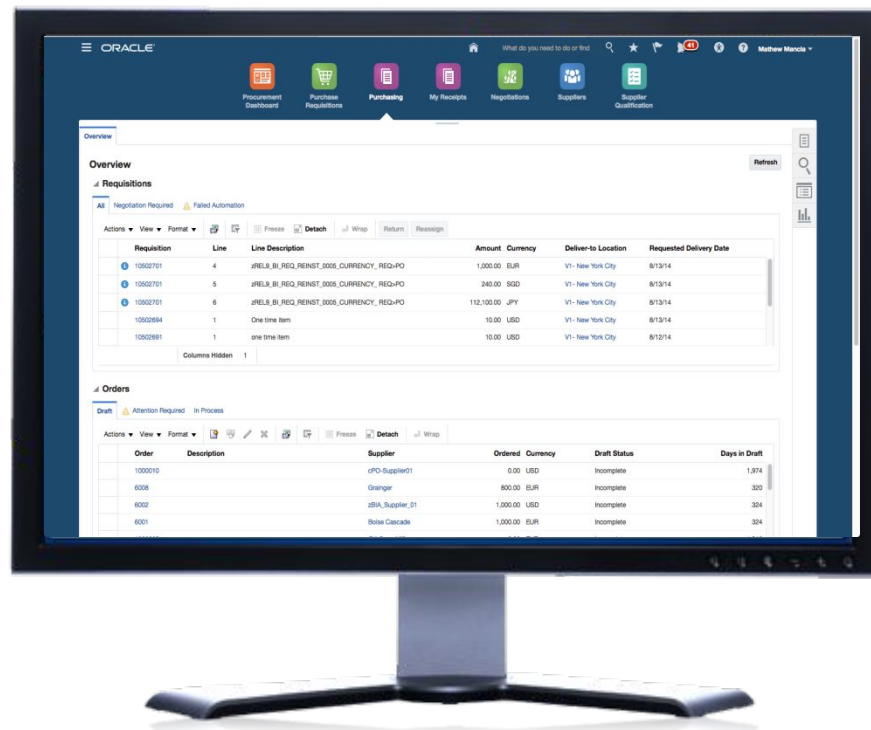


Only Oracle Delivers a Tier One Procurement Cloud



Complete Cloud Source-to-Settle Solution

Most complete coverage of **procurement** business processes

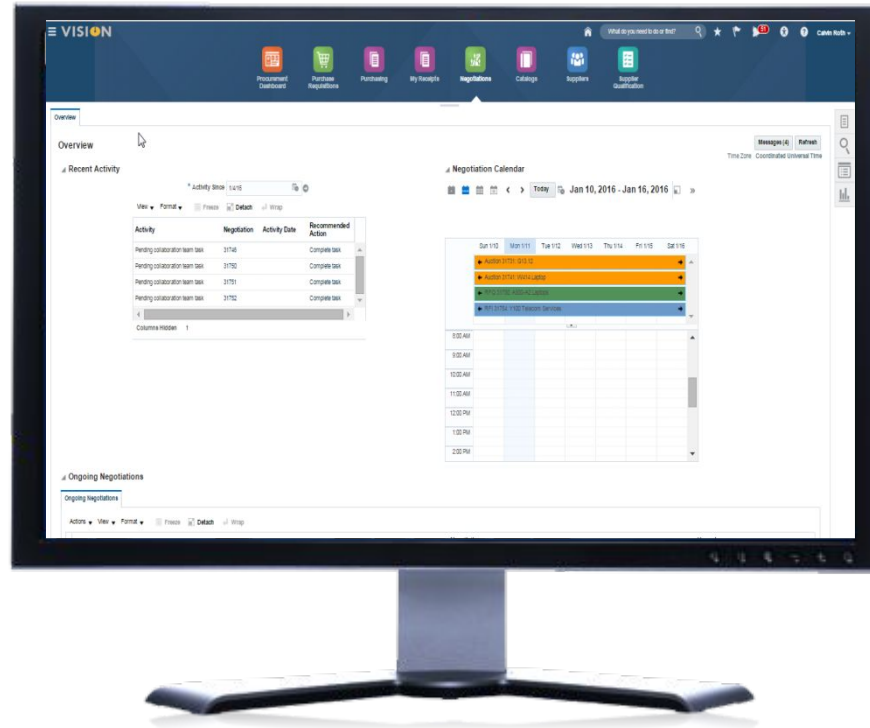


Increase Procurement's Productivity and Influence

- Standardize, streamline and automate the procure-to-pay process to reduce administrative workload and enable focus on higher-value activities
- Assess suppliers and maintain accurate supplier information, qualifications and accountability
- Select best suppliers and negotiate contracts to formalize pricing and terms for all buying activities
- Enforce disciplined and compliant purchasing to ensure savings and improve operating margins

Leverage information where it counts

Improve decision-making effectiveness



Transactional Intelligence

- **Procurement Managers:** Graphical award analysis compares criteria across multiple vendor quotes to ensure best value for the company
- **Procurement & Internal Experts:** Manage supplier negotiations in real-time with live negotiation monitor and embedded analytics
- **Employees:** Improve user satisfaction and faster self-service buying decisions through easy product comparisons

Intuitive User Experience

Higher adoption and productivity **delivered on any device**



Increase adoption and Productivity

- Consumer-like user experience makes it easy for casual-users to adopt to ensure compliant buying and greater cost savings
- Increase cross-functional team communication and information sharing through social collaboration
- Embedded analytics simplify sourcing decisions, contract authoring and purchasing selections
- Receive real-time intelligence, approvals and collaboration on any device

Transit))) Wireless

280

Stations wireless coverage for the New York City MTA

1

Unified system for managing vendor contracts



Faster time from sourcing to award

ORACLE®





6
years

On Inc. 5000 list of
fastest growing
private companies

2060

Man hours saved by
automating P2P cycle

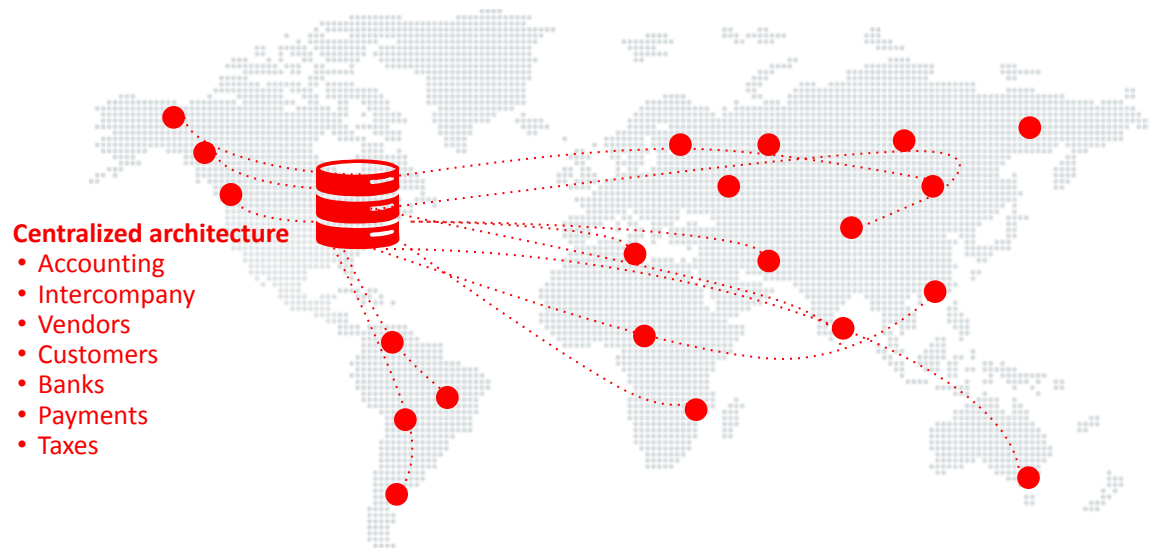
12%

Reduction in
employee spend



In Control & Compliant

Limit your exposure, not your expansion

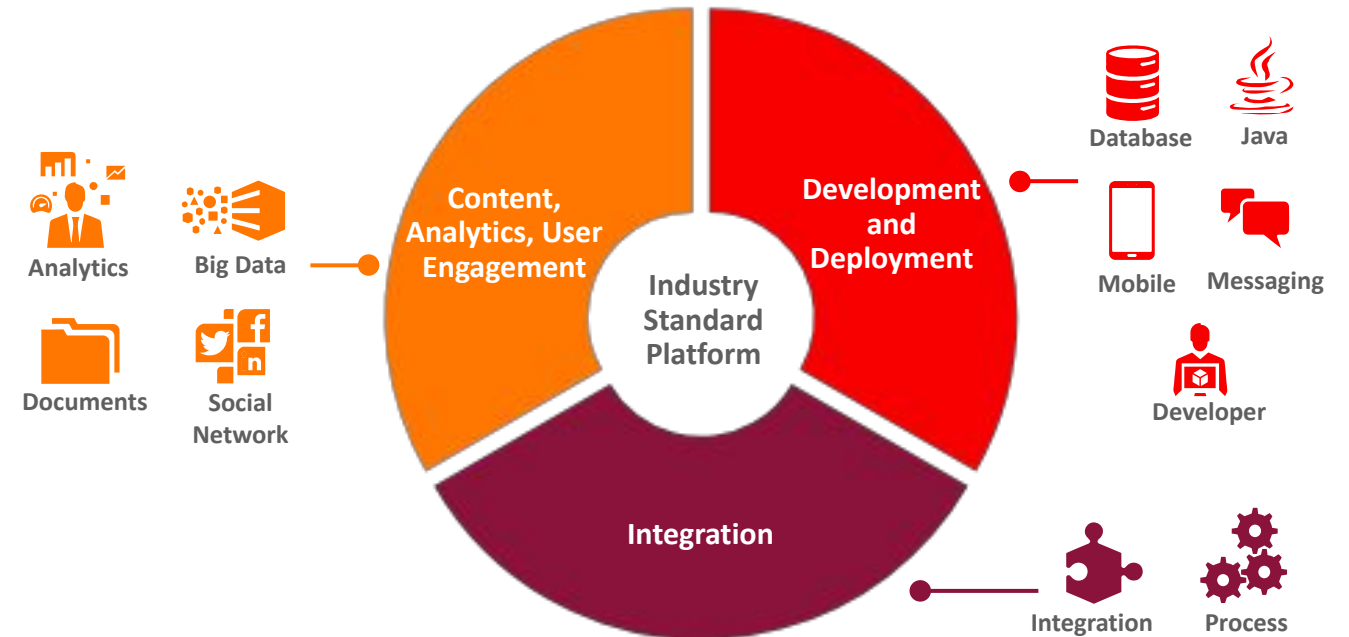


- **Extensive Global Support**
 - Multiple Accounting Representations
 - Multiple Currencies
 - Multiple Languages
 - Country Localizations
- **Unmatched Processing Power**
 - Over 200m transaction/hr

- Centralized financial architecture built from proven best practices standardizes accounting, intercompany, taxes, payments, banks, currencies, customers, and suppliers
- Full multi-GAAP, multi-currency, multi-language, multi-subsidiary support
- Country-specific localizations comply with local regulations and diverse reporting requirements

Easily Change Your Cloud Experience

Your cloud. Your way. Update safe.



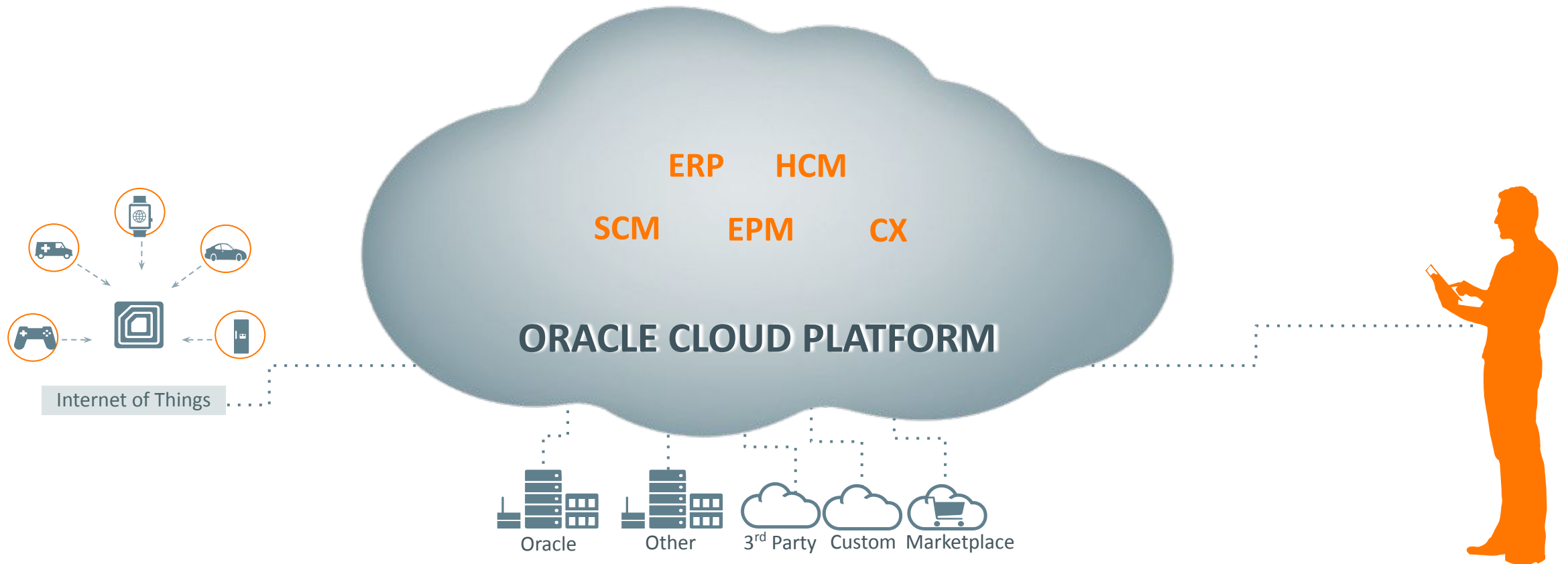
Designed To Be Yours

- Tailor your application based on your needs
- Update software on your terms and protect configuration changes

Create New and Enrich Applications

- All on one standards-based cloud platform from Oracle
- Pre-built services
- Certified apps from partners

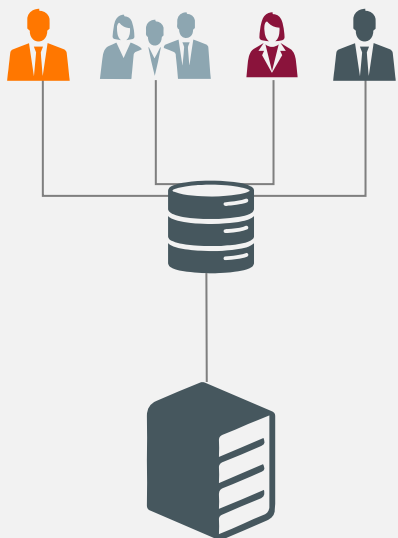
Modern Cloud is Connected



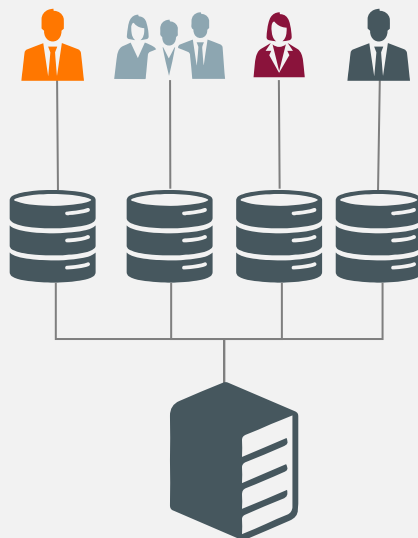
Enterprise Grade Security and Compliance

Top to bottom security from an experienced cloud partner

Legacy Multi-Tenancy
(Co-mingled)



Isolated Tenancy



All the benefits of SaaS, plus

- Your own database; more security, less risk
- You choose when you upgrade
- Minimized “noisy neighbor” syndrome
- 19 global data centers
- Unified access controls

Cloud is Moving Towards Mission Critical ERP



1,600+
customers



500+
new features in
latest releases



450+
go lives



22
industries



60+
countries



6k
consultants
trained

Oracle Procurement Cloud Momentum



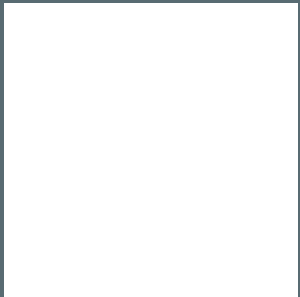
20+
Industries



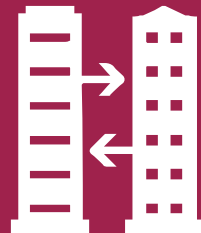
400+
Customers



45+
Countries



250+
New customers in
FY15



100+
Live customers



1300+
Trained Procurement
Partners

Procurement Cloud Customer Examples



Learn What's Possible with a Modern Procurement Cloud

Give us an hour and we'll show you how



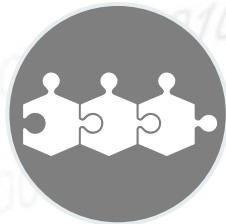
Right-time, in context analytics that optimize decision making



Integrated collaboration improves productivity and value



Self service procurement and approvals increase spend compliance



End-to-end source-to-settle solution improves agility



Integrated Cloud

Applications & Platform Services

ORACLE®