

Create a Future-Ready Enterprise in the Cloud

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Safe Harbor

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Polling question

Where are you in your journey to moving your ERP / financials to cloud?

- A. Already moved to cloud
- B. In progress of moving to the cloud
- C. Thinking of moving to the cloud
- D. No plans to move to the cloud



The new imperative

Connected Outcomes

high level digital IQ
work made human



business
model agility



customer obsession/
experience economy



digital supply
chains



cyber security
hyper connectivity

Seismic changes

E-Commerce



Travel & Entertainment



Mobile



Geolocation



Hospitality



IoT



Rideshare



VR



Bots



Crypto



Virtual Assistant



AI



Machine Learning

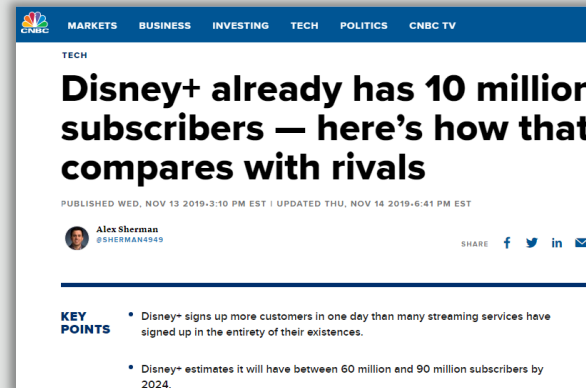


Disruption and opportunity

Charles Schwab & Co. brings 'start-up'-style disruption to the \$20 trillion mutual fund industry by zeroing out free fractional-share trade ticket charges

Tesla promises up to 30% lower rates with new car insurance play

Why Retailers Must Be Willing to Self-Disrupt — Or Risk Dying



MARKETS BUSINESS INVESTING TECH POLITICS CNBC TV

TECH

Disney+ already has 10 million subscribers — here's how that compares with rivals

PUBLISHED WED, NOV 13 2019-3:10 PM EST | UPDATED THU, NOV 14 2019-6:41 PM EST

Alex Sherman @SHERMAN949

SHARE f t in

KEY POINTS

- Disney+ signs up more customers in one day than many streaming services have signed up in the entirety of their existences.
- Disney+ estimates it will have between 60 million and 90 million subscribers by 2024.



Distraction or disruption?
Autonomous trucks gain ground
in US logistics

McKinsey & Company



MARKETS INSIDER WATCHLIST search

MARKETS STOCKS INDICES COMMODITIES CRYPTOCURRENCIES CURRENCIES ETFS NEWS BI PRIME

Amazon may soon disrupt the shipping industry. Its new trial trucking platform is reportedly undercutting prices by up to a third. (AMZN)

75%

Of current
S&P 500 Companies
are expected to be
replaced by 2027

Source: Innosight

5.1 years

Average CFO Tenure

Source: kornferry

89%

Of General Accounting
activities are highly
or fully automatable

Source: Mckinsey

New business dynamics



Stay Ahead of Changing
Expectations with
Innovation



Build Adaptable
Organizations with
Intelligence



Deliver Better Business
Outcomes

Is your back office
holding you back?



Be future-ready

5-YEAR UPGRADES

QUARTERLY UPDATES



BEFORE

- On-premises applications
- 5-year adoption cycles
- Technical upgrades
- Long requirements lag

NOW

- Cloud applications
- Quarterly adoption
- New features and technologies in updates
- Immediate feedback loop



The benefits are clear



Superstar firms
Average Economic Profit

1995-97

1.6x more profit!

2014-16

Laggard firms
Average Economic Loss

1.5x more loss

3x

Source: "Superstars: The Dynamics Of Firms, Sectors, and Cities Leading the Global Economy," McKinsey Global Institute, October 2018.



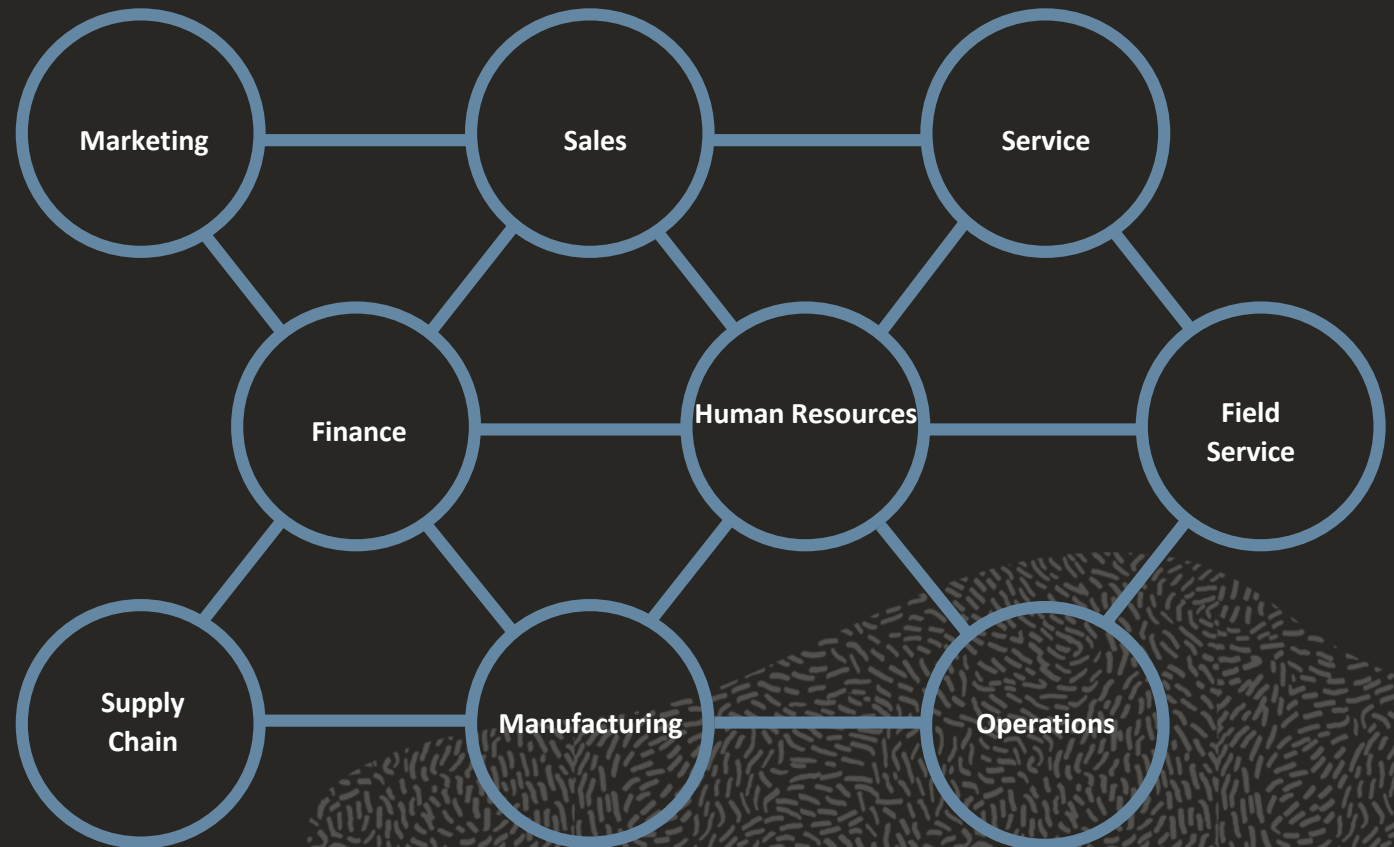
Beware the “Cloud Hairball”



- Tactical cloud adoption can become a costly hindrance
- Avoid data fragmentation and integration needs
- Avoid security risks
- Different innovation platforms and roadmaps

Oracle Cloud delivers to keep you future-ready

- Eliminate blind spots & data silos
- Connect business flows



Workforce

Finance /
Operations



Customers

Supply
Chain

The connected intelligent business

One Common Data
Module

Applied Emerging
Technologies

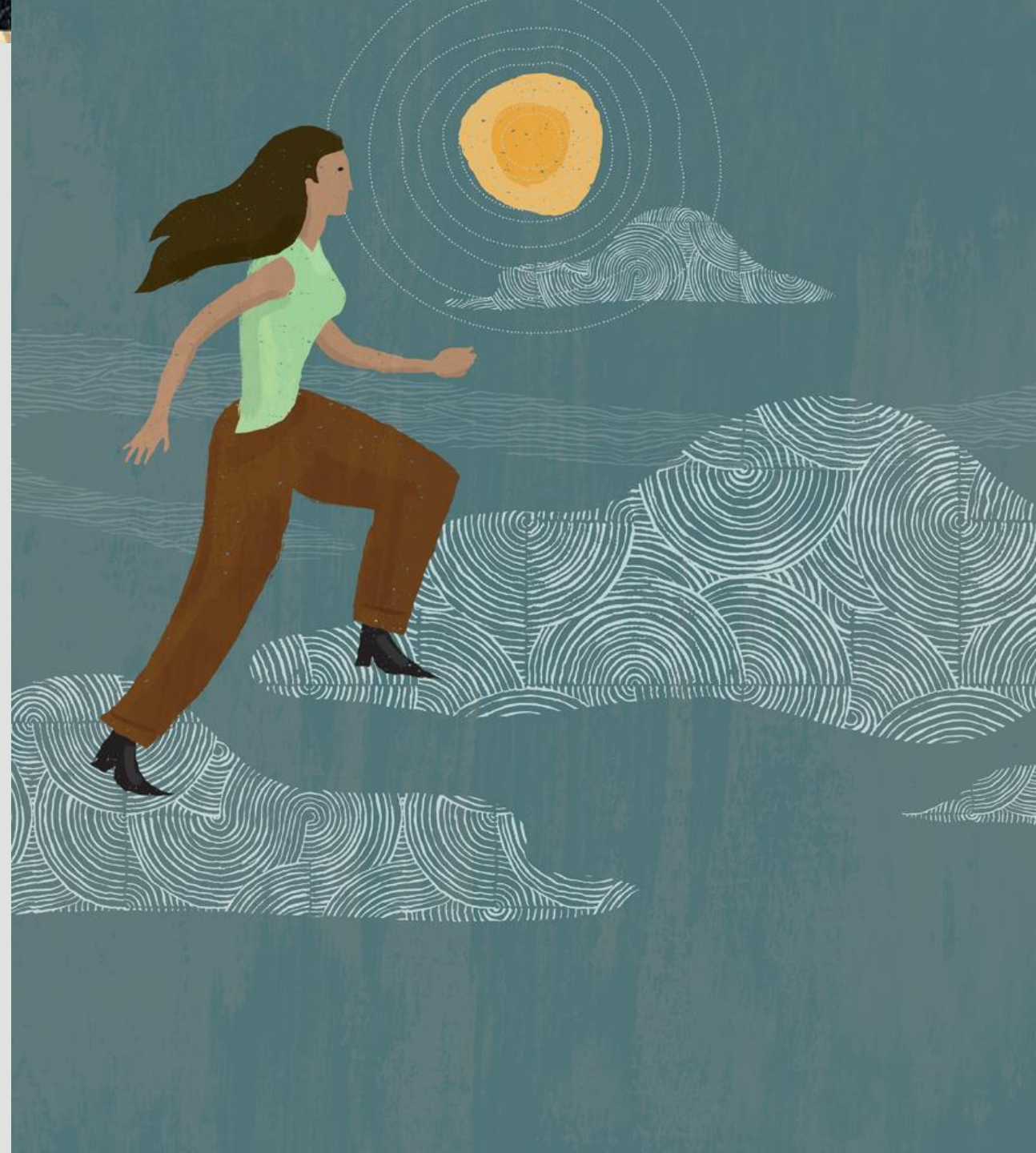
Be Future-Ready.
Outpace Change

Data is the key

Polling question

Which of these technologies do you believe will have the greatest impact on your organization's ERP systems and processes over the next 3-5 years.

- A. AI/ML
- B. Blockchain
- C. IoT
- D. Digital Assistant/Voice Assistant
- E. Not sure

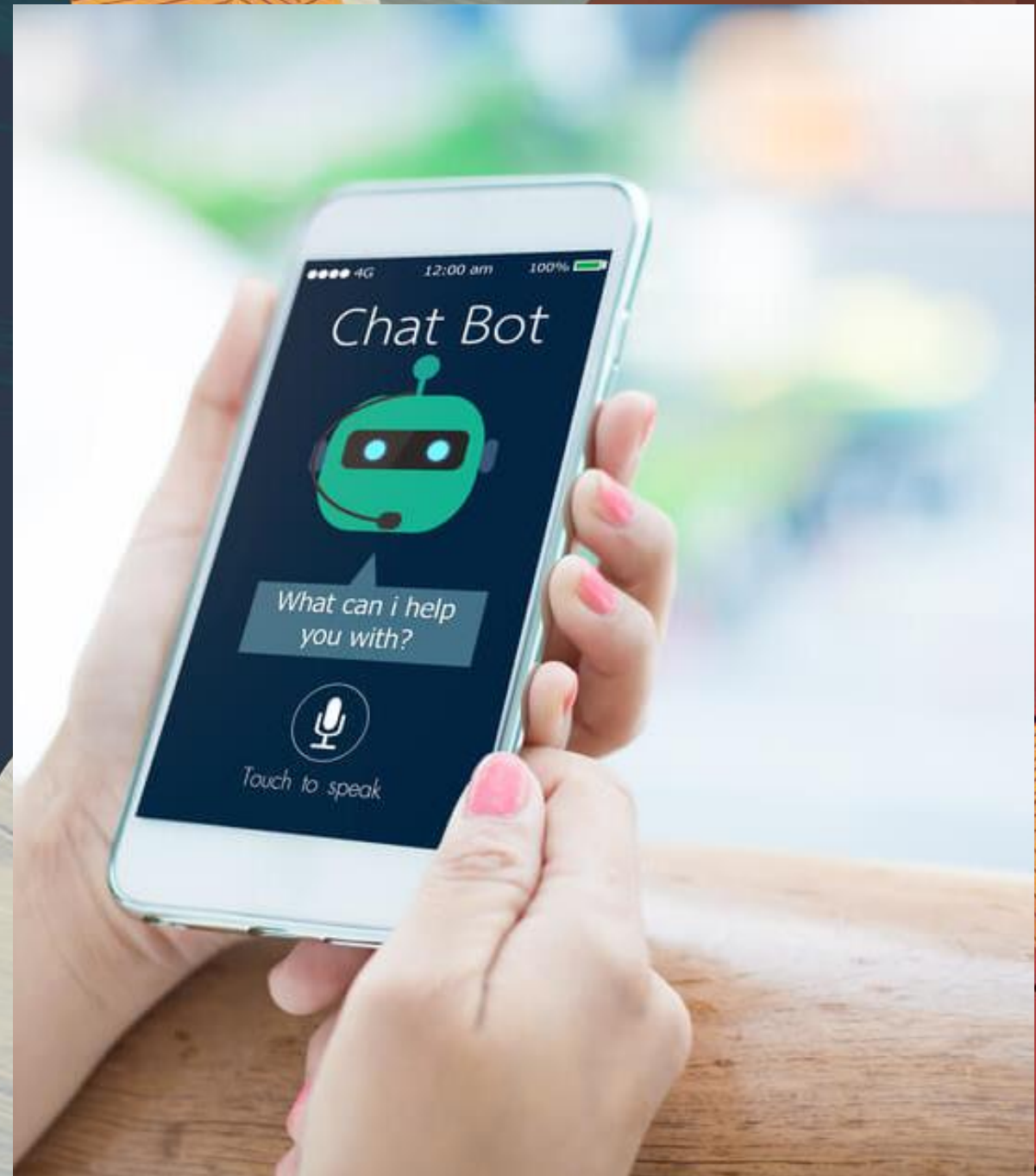


Benefits of Digital Assistants for Back-Office

35% Average percent improvement in productivity

37% Improvement for speed in analysis

Source: The Impact of Emerging Technologies on ERP, EPM, and SCM, Enterprise Strategy Group



Future-ready innovation for your business



AUTOMATE
SMARTER

Pre-Populated Workflows
Touchless Transactions
Improved User Experience



WORK
SMARTER

Recommended Actions
Policy and Compliance
Anomalies and Fraud



OPTIMIZE
SMARTER

Continuous Close
Optimized Working Capital
Increased Strategic Focus

Knows who
you are

What you
need to know

What you
need to do next

Where you
need to go

The new enablers



Cloud



Mobile



Analytics



Social



IoT



Big Data



AI/ML



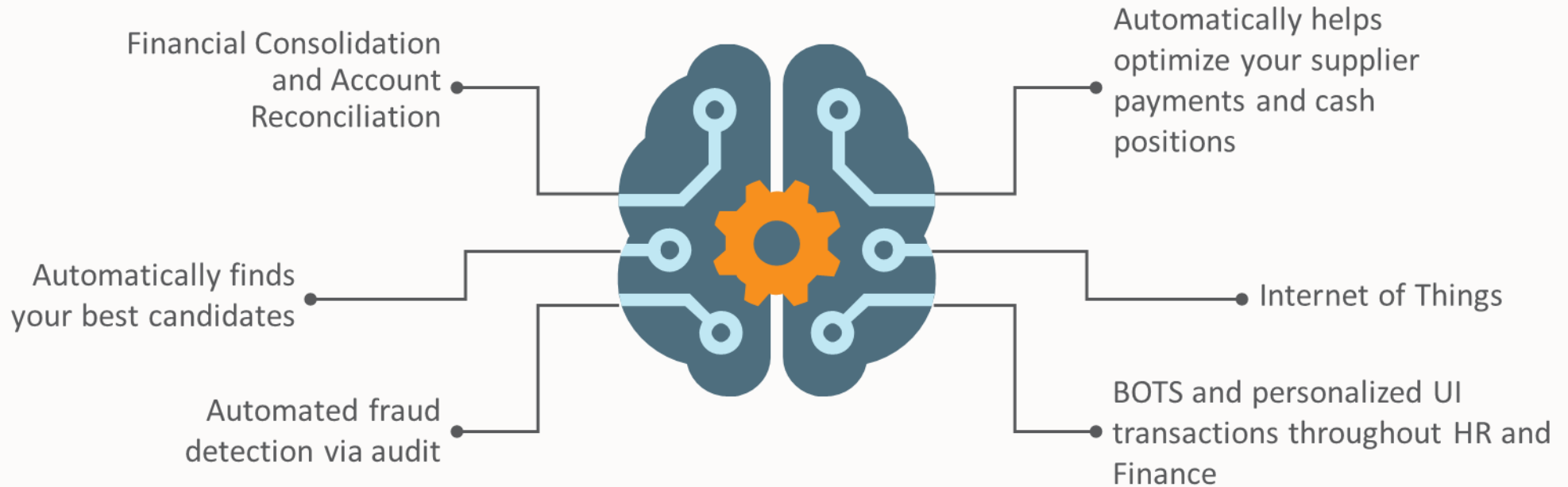
Blockchain



AR/VR



Built on machine learning



A Functionally Complete, Integrated Suite

Always up-to-date. Easy to extend, add your own features and functions

Connect data to generate new insights

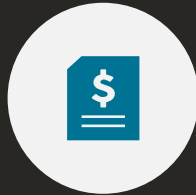
Multiple Data Sources



Future-Ready Planning



Sales Budget



Cash Budget



Capital Budget

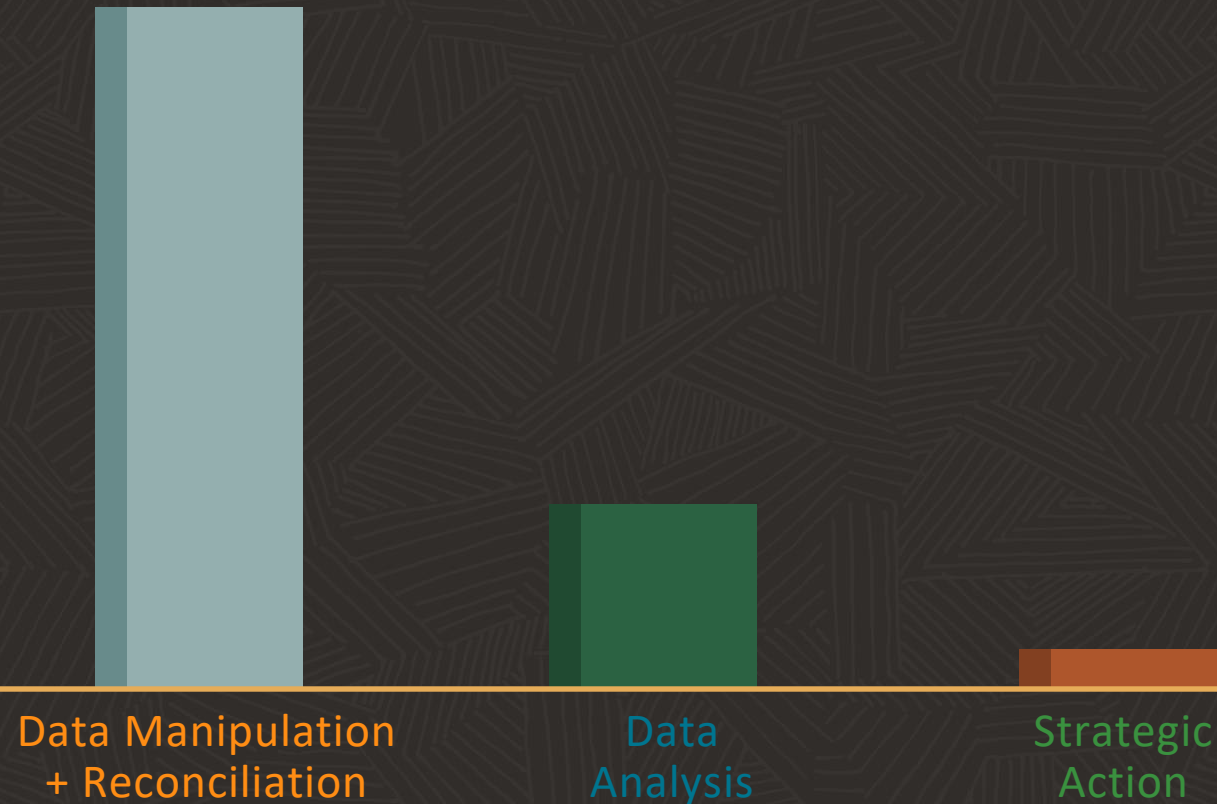


Expense Budget



Optimizing time and effort

Be future ready. Outpace change.



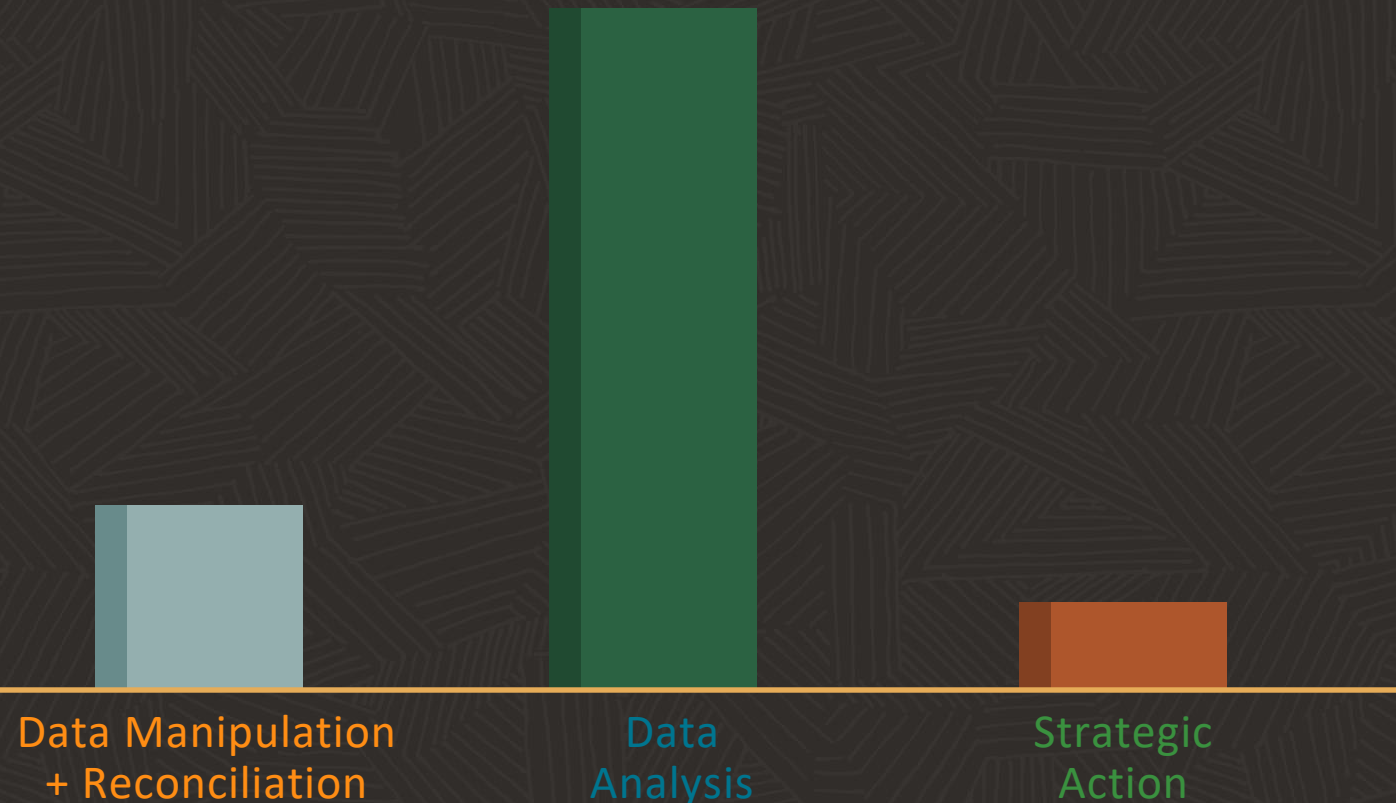
YESTERDAY

TODAY

TOMORROW

Optimizing time and effort

Be future ready. Outpace change.



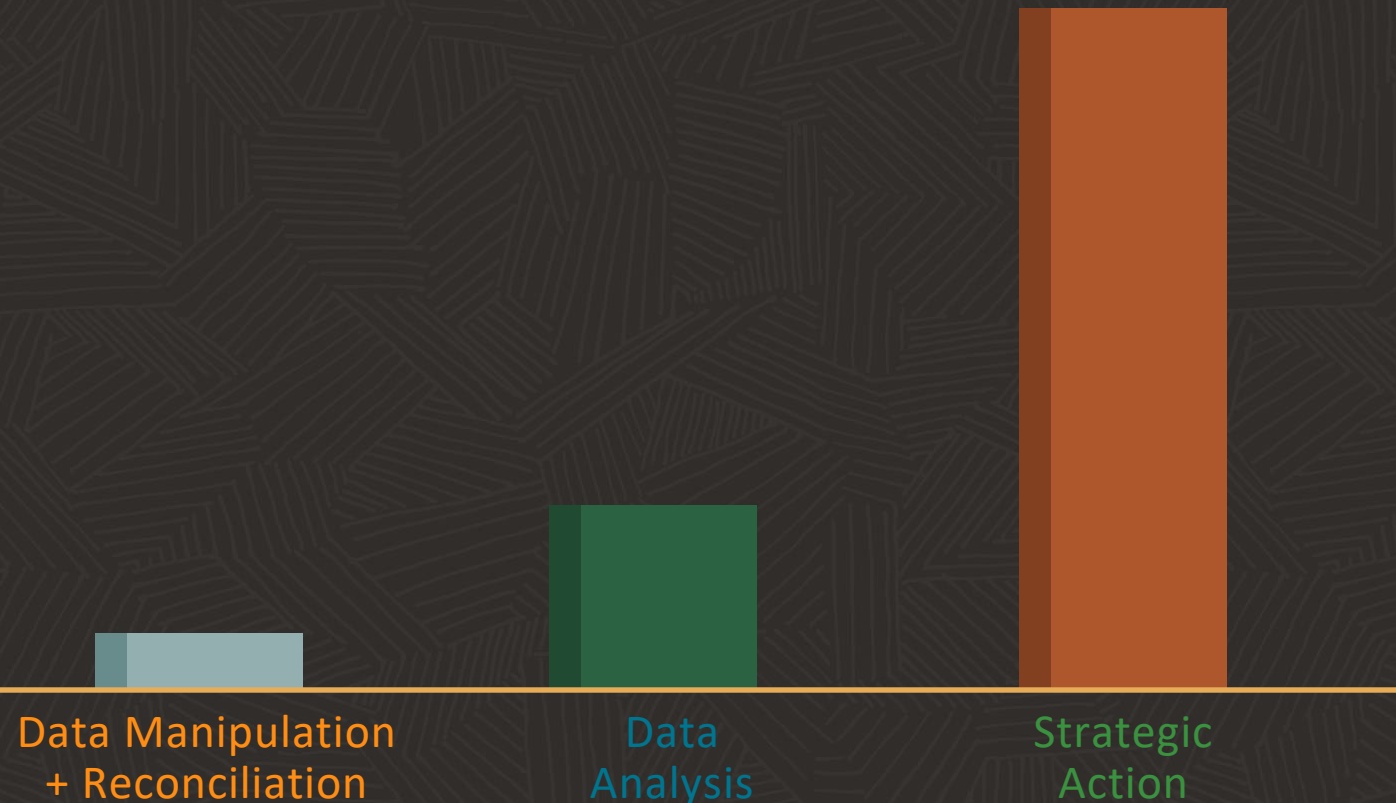
YESTERDAY

TODAY

TOMORROW

Optimizing time and effort

Be future ready. Outpace change.



Yesterday: record to report

Business Activities

Transactional
Orders
AP/AR
Bank Statements

Operational
IoT
External 3rd Party

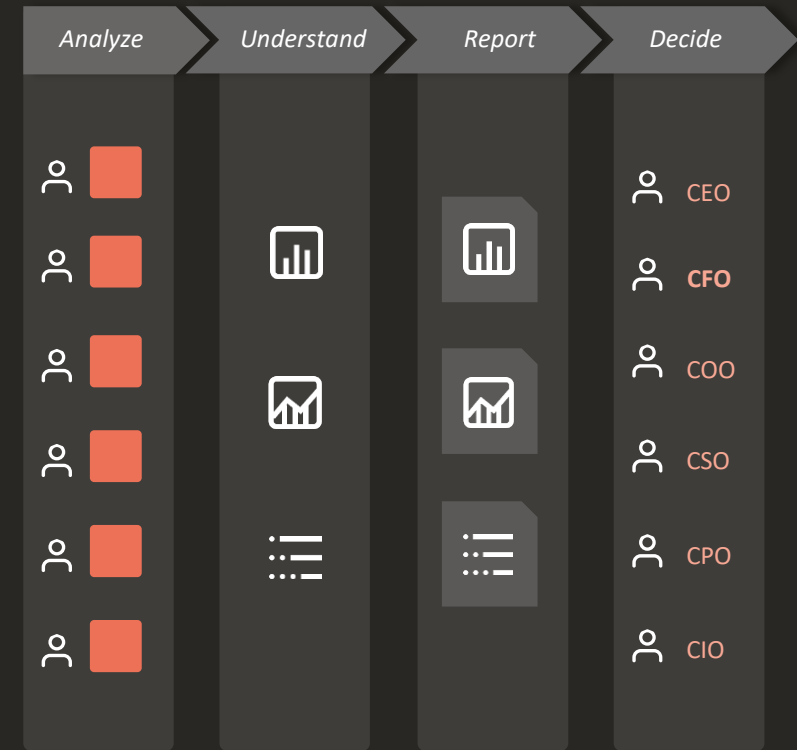
Accounting

90% of Resources



Analysis

10% of Resources



Yesterday: record to report

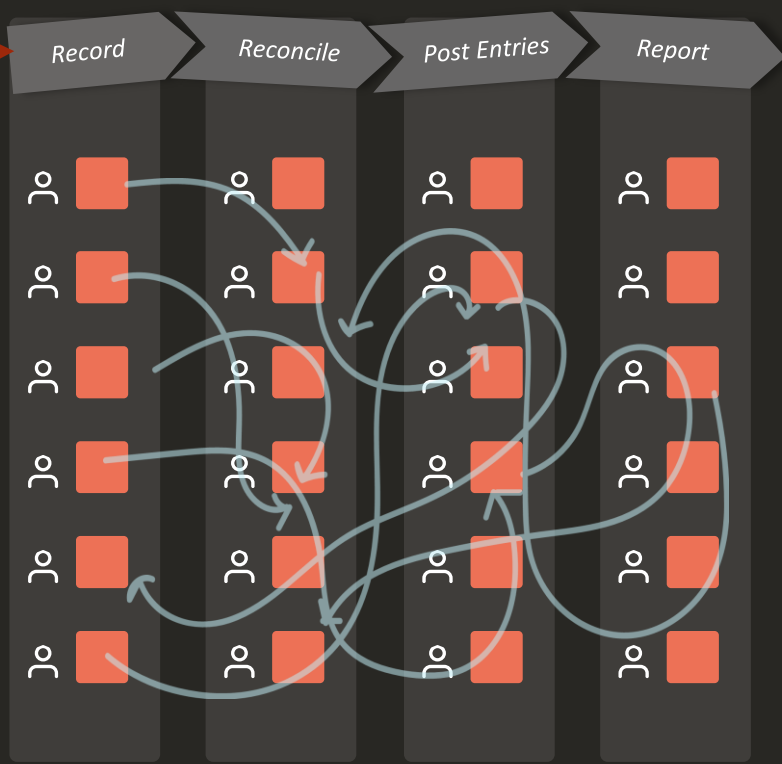
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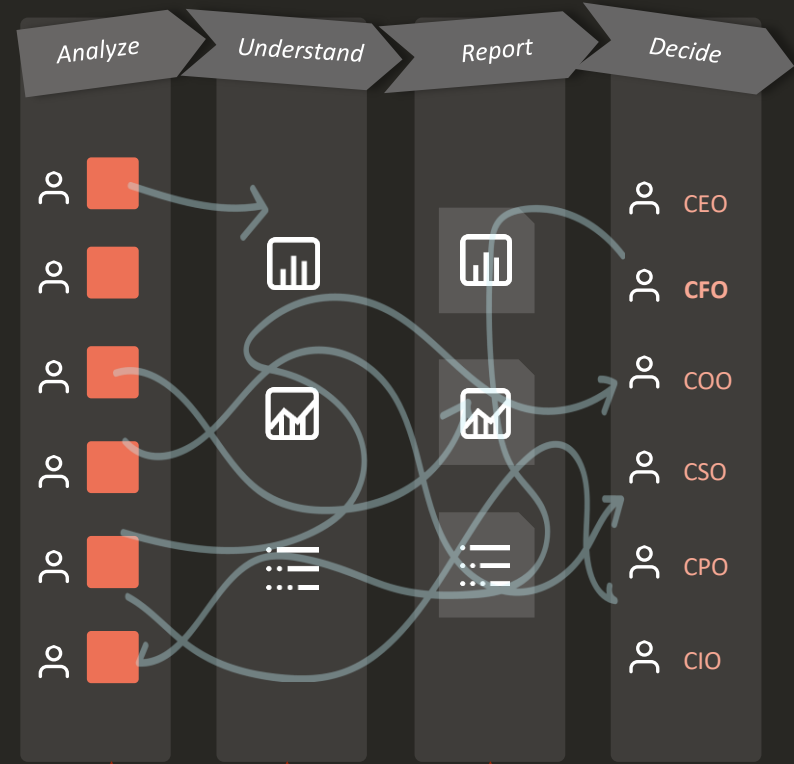
Accounting

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Analysis

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Tomorrow: the finance continuum



A possible talent matrix for re-imagining finance



... The drive will be towards creating a diverse financial workforce and less structured flexible more knowledge-intensive, digitally-skilled tasks.

A premium will be placed on those who can do what algorithms can't.

Polling question

To what extent is your organization using, evaluating, interested in using AI / ML to improve operations?

- A. High
- B. Moderate
- C. Low
- D. Not at all



Start and grow in the cloud



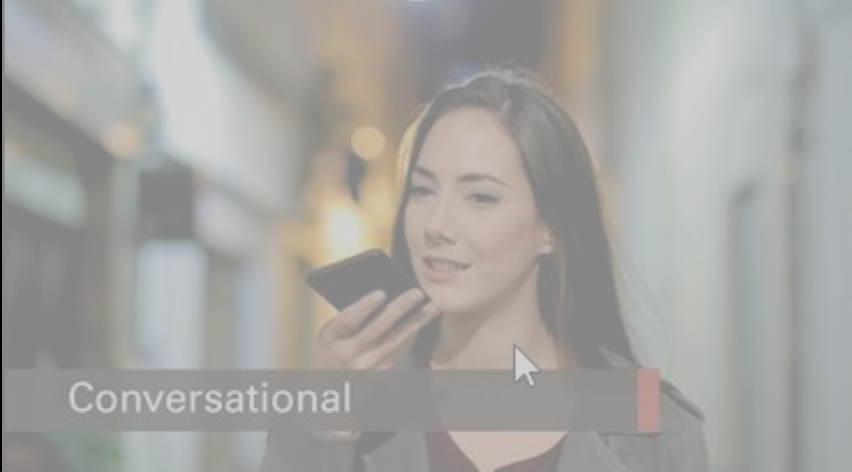
Adopt



Optimize



Innovate



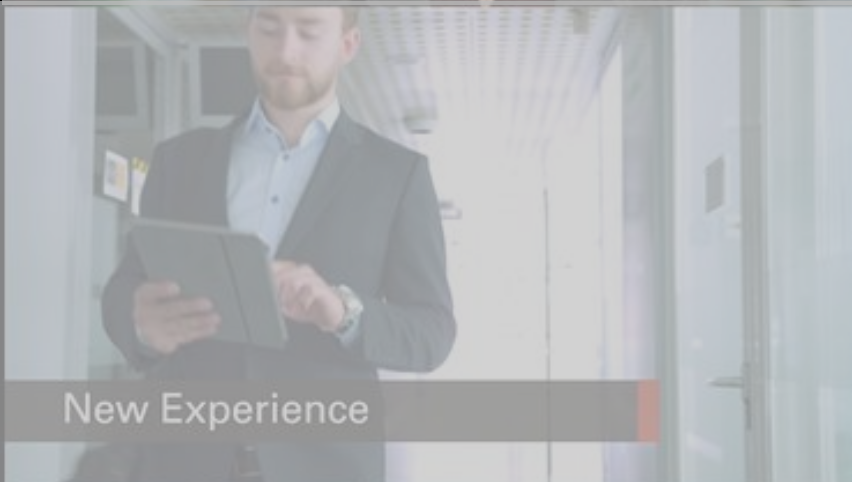
Conversational



Risk Management



New Data Sources



New Experience



Automation



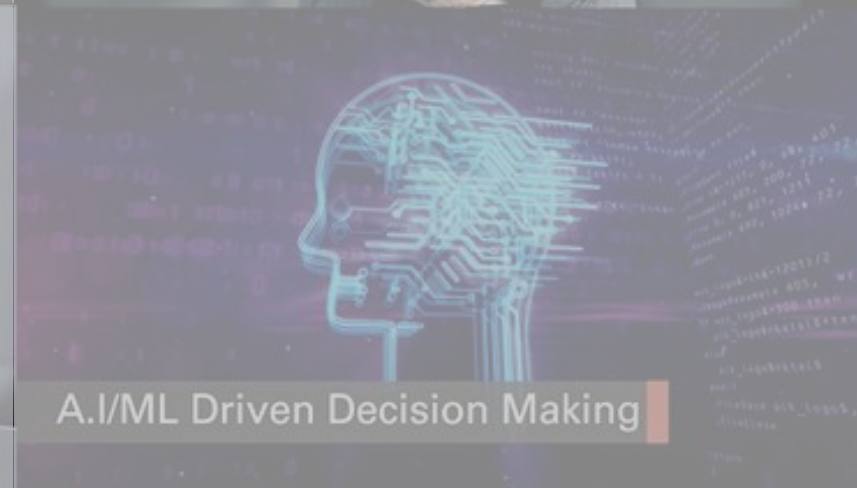
Predictive Modeling & Planning



Frictionless Cybersecurity



Business Model Changes



A.I./ML Driven Decision Making

Enabling business outcomes



New business models



M&A and geographic expansion



Operational efficiency & future of work



Regulatory compliance & security



Impact of emerging technology



On average, firms that have incorporated **AI** technology into their ERP systems have **reduced finance and operations errors by 36%.**



Survey respondents have **reduced the time needed to complete the monthly financial close process by an average of 3.5 days** by incorporating AI into ERP systems.



83% of finance and operations leaders agree that the financial close process will be completely automated via AI at some point within the next 5 years.



92% of finance professionals see **cloud-hosted ERP** as a way to enable the adoption of emerging technologies like AI, chatbots, and blockchain in their ERP systems.

Source: The Impact of Emerging Technologies on ERP, EPM, and SCM, Enterprise Strategy Group

Impact of emerging technology



Organizations have **shortened their time to fulfill orders by an average of 6.1 business days** as a result of incorporating IoT data into their supply chain systems and workflows.



Finance executives using AI in conjunction with EPM systems and processes report a **32% improvement in financial forecast accuracy**.



78% agree that the ability to verify supply chain monitoring with blockchain will reduce incidents of fraud in their supply chain by 50% or more over the next 5 years.



Companies using three or more emerging technologies for finance and operations have **grown their annual revenues 58% faster** than organizations not investing in any of these technologies.

Source: The Impact of Emerging Technologies on ERP, EPM, and SCM, Enterprise Strategy Group

Polling question

How prepared is your organization with the skill sets needed for the future of ERP?

- A. Very prepared
- B. Somewhat prepared
- C. Slightly prepared
- D. Not prepared at all



What do customers value in our partnership?

Complete

Best-of-breed applications suite with integrated solutions across every business function

Proven

Over 6,500+ ERP Cloud customers with over 4500 live

Recognized as an Industry Leader

Innovative

Rapid Innovation to enable business outcomes and keep you ahead

Customer First

Support your journey to cloud and bring you the best possible service experience

Thank you

Indy Bains



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<https://www.oracle.com/applications/erp/>

