

Oracle's Own Order-to-Cash Digital Transformation

A Panel Discussion

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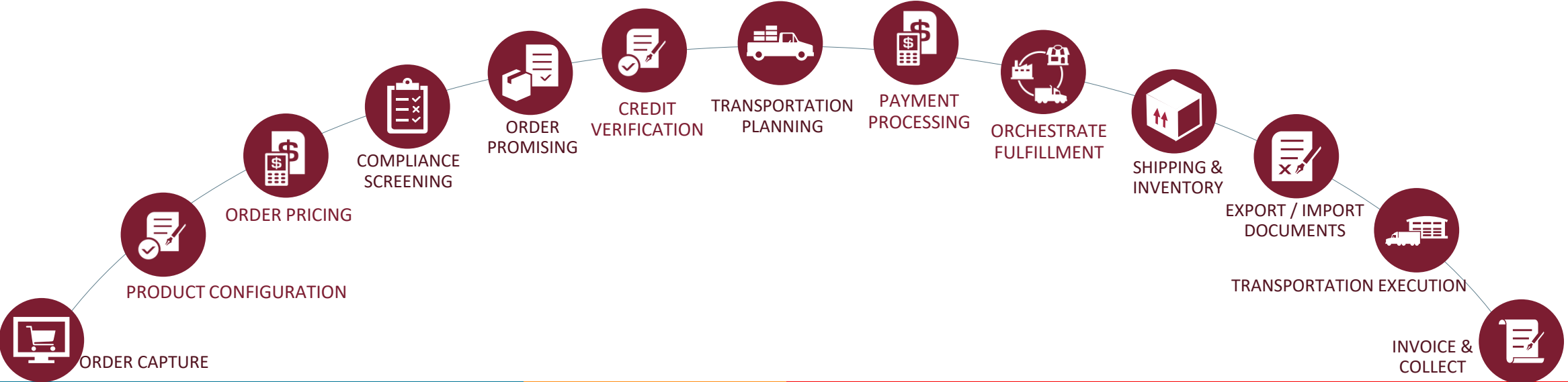
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Order-to-Cash Digital Thread



Capture & Book		Promise	Orchestrate		
Order Pricing	Configuration	Global Order Promising	Trade Compliance	Transportation Management	Inventory / Account Management

Oracle Order Management Cloud

Multi-channel Digital Thread

Global Order Hub – visibility across all channels

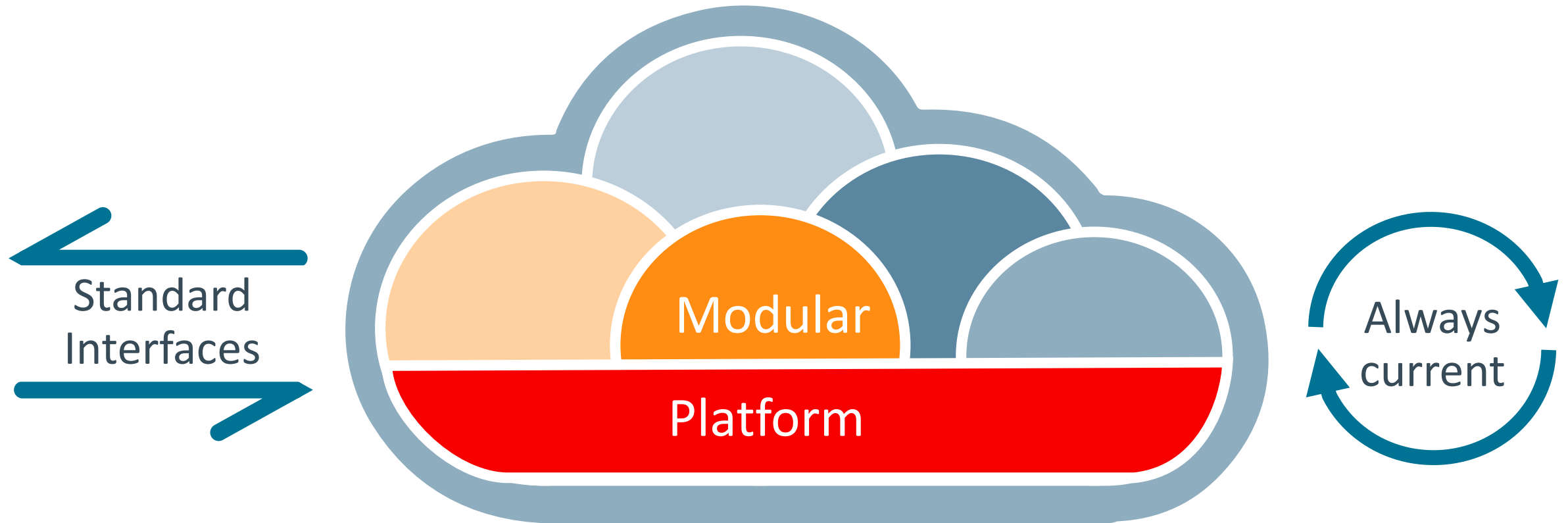


Orchestrate global order fulfillment across all sources



Characteristics of Oracle Cloud

Pertinent for planning your transition

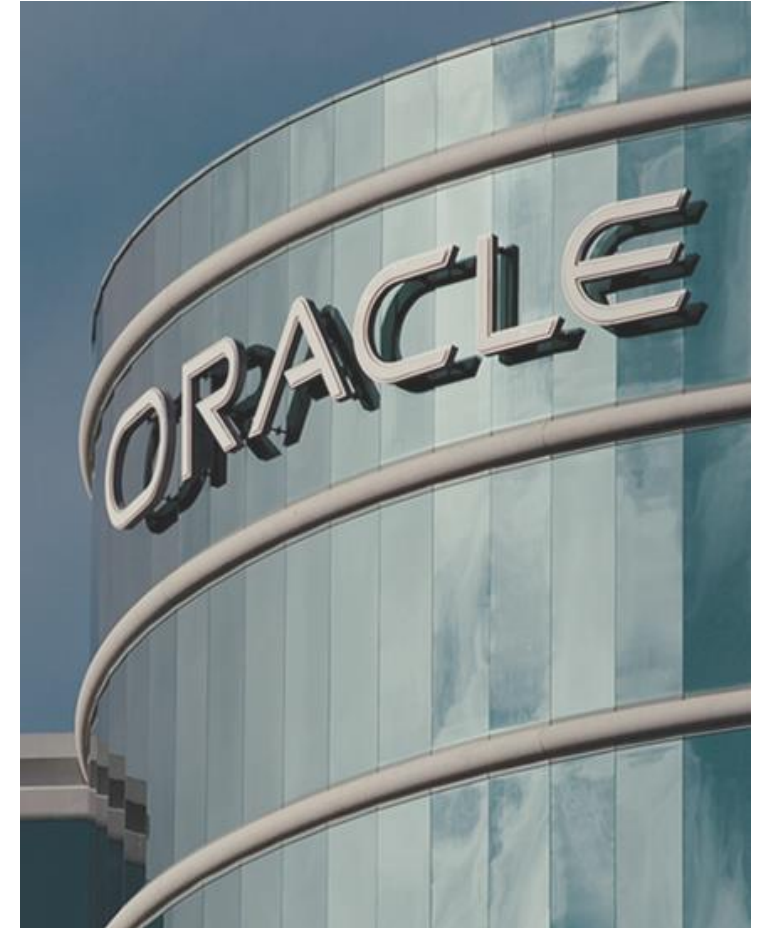


Oracle Corporation

Scale

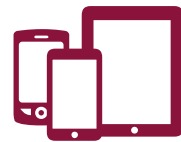
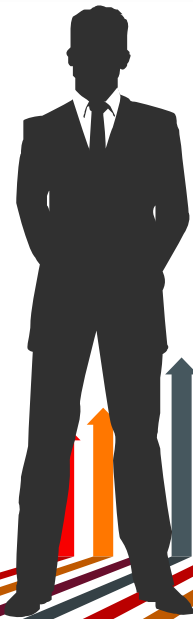
- \$40B in revenue in FY18*
- 430,000 customers in 175 countries
- \$58B in R&D since 2004
- \$80B+ spent on 135 acquisitions since 2005
- 25,000 partners
- 137,000 employees
- 14,000 customer support and service specialists, speaking 29 languages
- 19,000 implementation consultants

* GAAP revenue reported in USD as of May 31, 2018



Oracle's Journey to the Cloud | Strategic Drivers

Business Transformation is the Goal



Support digital transformation and new business models



Continuous Access to innovation

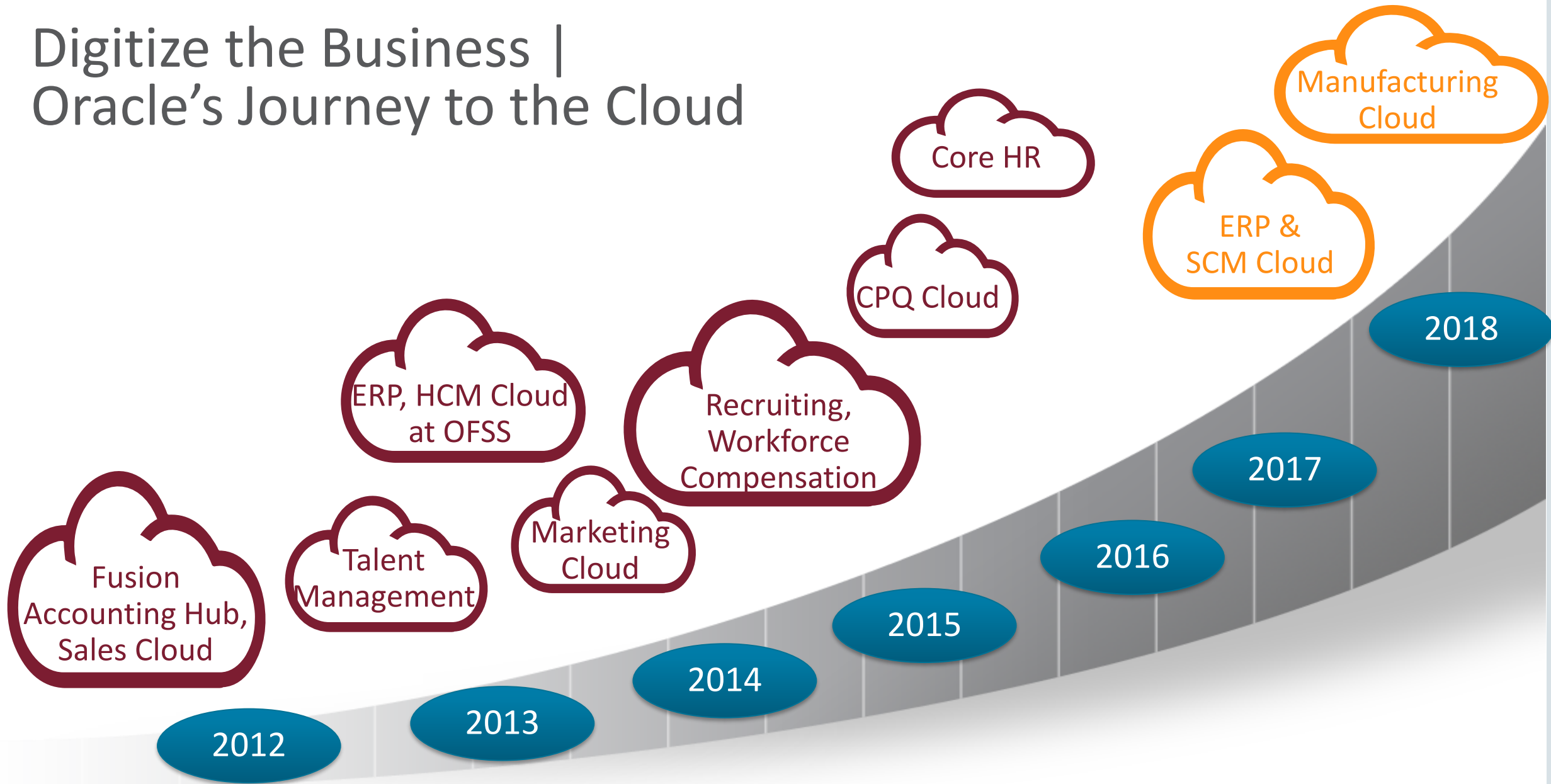


Increase operational efficiencies via intelligent systems

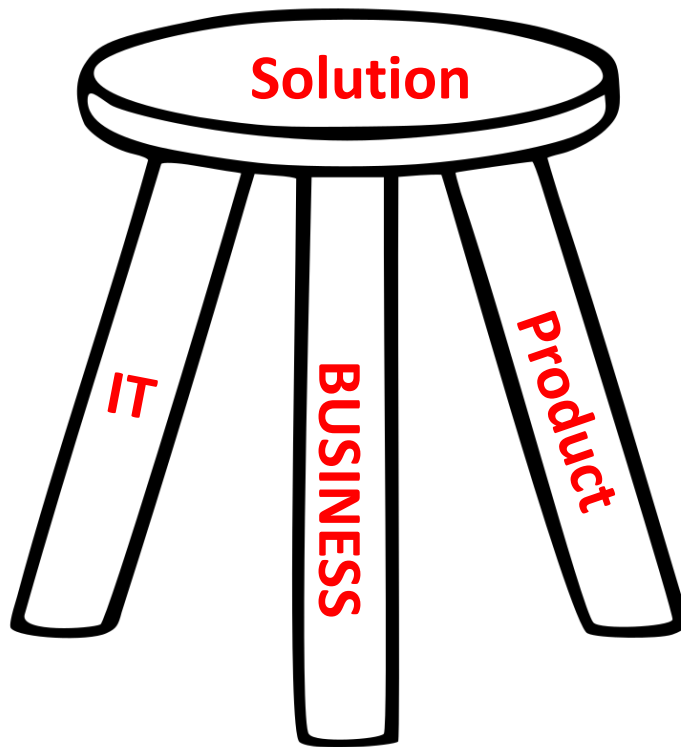


Establish a blueprint for customers

Digitize the Business | Oracle's Journey to the Cloud



Organization is Key



- Dedicate resources early
- Identify experts
- Establish internal decision process
- Set a Cadence for executive review and issue resolution

Executive Strategies for Transformation

1. Lead from the top

- Communicate the imperative to transform
- Lay your foundations right with clear business goals

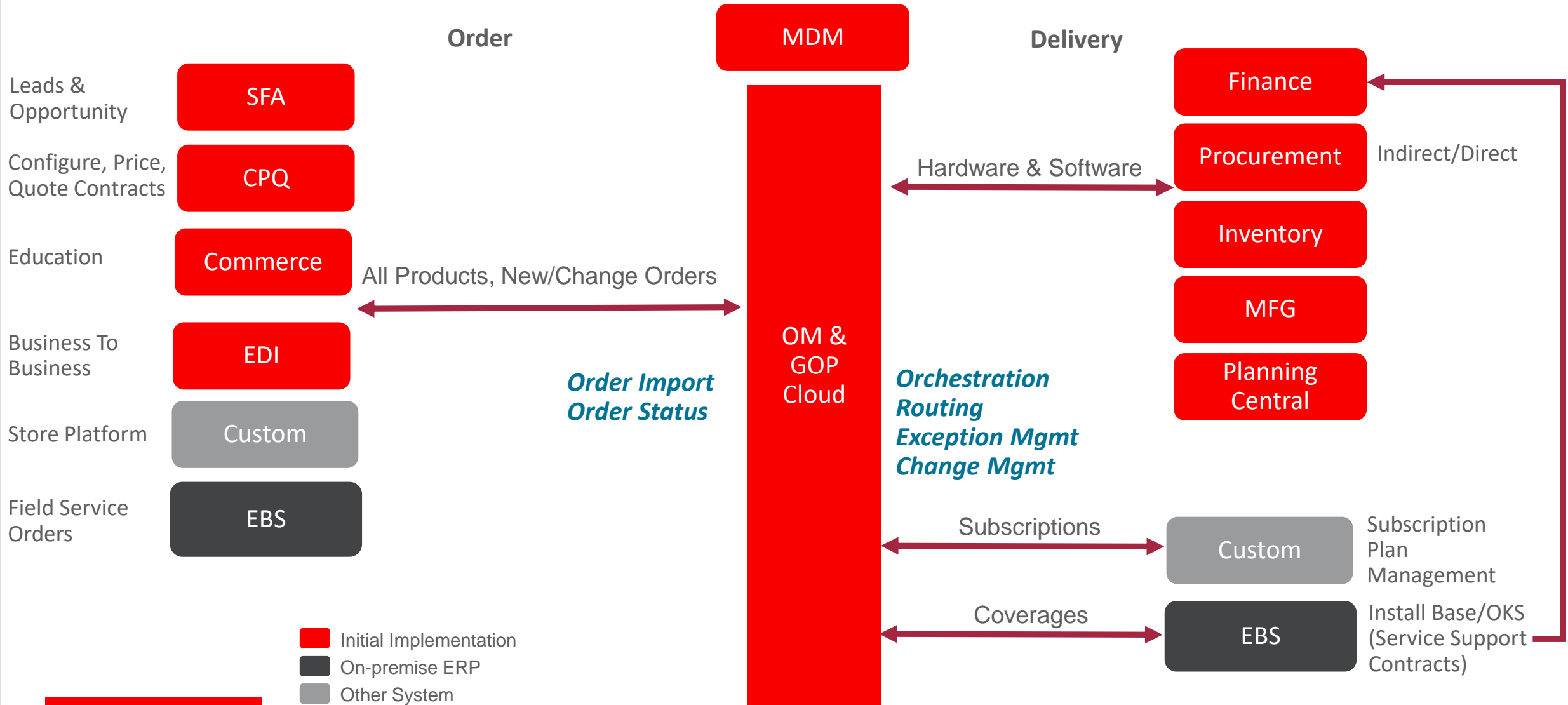
2. Embrace disruption

- Provide incentives to accelerate adoption
- Establish early wins

3. Embrace Cloud philosophy as a planning tool

- Reinvent systems and processes
- Stick with it during volatility

Order-to-Cash Journey



Q & A Session

Ask your questions

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