

TOMORROW'S FINANCE, TODAY

Hoevelaken, 18th March 2018

michiel.aalpoel@oracle.com
solution director financials



Change

The Pace of Change



Regulations
Merger & Acquisitions
Security
Compliance
Talent
Competition
Digital Business
Innovation
Technology Convergence

Ability to Respond

CONSTRAINTS

I.T. Infrastructure
Data
Processes
People & Culture
Operating Model

THE NEED TO CREATE TOMORROW'S FINANCE FUNCTION IS

ACCELERATING

Time

Source: Oracle, 2017

FINANCE IS RESPONDING

FROM

TARGET OPERATING MODEL

EFFICIENCY

CONTROL

DATA & INFORMATION

PROCESS EXECUTION

COST CENTER

DISPARATE SYSTEMS

TO

DYNAMIC BUSINESS MODELS

EFFICIENCY & AGILITY

CONTROL & INNOVATION

MEANINGFUL INSIGHTS

INTELLIGENT AUTOMATION

VALUE GENERATOR

PLATFORM

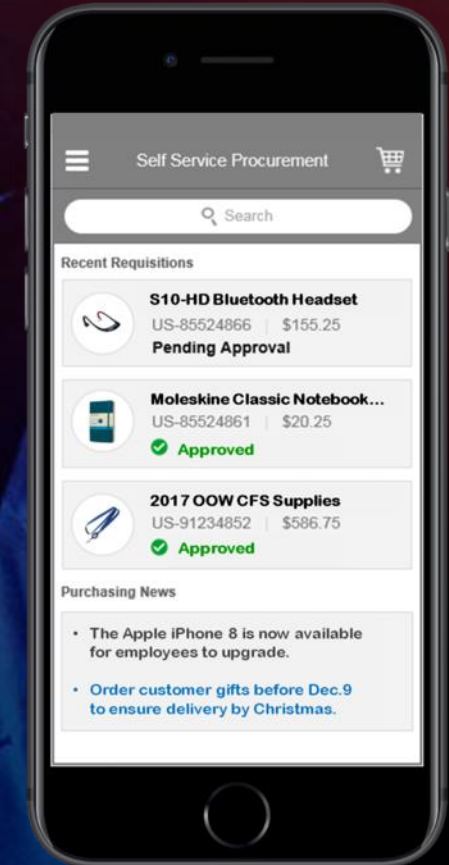


YESTERDAY'S FINANCE
ISN'T ENOUGH



YOU NEED A COMPLETE CLOUD THAT IS
FUTURE-READY

ORACLE: FUTURE READY, MORE INNOVATIVE, MORE MODERN, MORE SECURE, MORE COMPLETE, MORE CONNECTED.



The Only Complete Cloud for Finance



DELIVERING NEW TECHNOLOGIES TO REVOLUTIONIZE FINANCE



REVOLUTIONIZING COMMON PROCESSES

PERIOD CLOSE TO FINANCIAL REPORTS - NOW



Source: Oracle, 2017

AI: BUSINESS PROCESSES REVOLUTIONIZED

PERIOD CLOSE TO FINANCIAL REPORTS – OUR PREDICTION



MOBILE



ANALYTICS



SOCIAL

Source: Oracle, 2017

REVOLUTIONIZING COMMON PROCESSES

Artificial Intelligence on Planning & Budgeting

vision
Home 3 Star Settings Profile

Product Apollo

I noticed that predicted actuals are trending **below** the current forecast

VARIANCE
7.3%
\$532K

Insights

Forecast Variance

- A NORTH AMERICA**
↑ 24.2%
- B EMEA**
↓ -11.1%

Historical Bias

- C EMEA**
↓ -13.5%

[Adjust](#)

[More Insights](#)

Forecast vs. Prediction

Revenue(\$) in Thousands	Q1 FY17		Q2 FY17		Q3 FY17		2,756	3,044	2,756	3,104	2,760	-344
	Actuals	Forecast	Actuals	Forecast	Actuals	Forecast						
North America	2,616	2,833	2,727	2,944	2,756	3,044						
EMEA	2,370	2,029	2,563	2,276	2,805	2,392	3,104	2,760	-344			
APAC	507	665	521	665	615	778	749	882	133			
LAD	457	434	462	434	492	567	573	616	43			
Product Apollo	5,950	5,961	6,273	6,319	6,668	6,781	7,318	7,850	532			

Notifications Chat

Tell me about Insight B

Profitability for the Apollo product is below forecast.

What are the primary drivers of the reduced profitability?

I've identified two factors: Sales came in below forecast, while Marketing spend is over budget.

REVOLUTIONIZING COMMON PROCESSES

Blockchain to optimize intercompany charging

The screenshot displays the Oracle Intercompany Blockchain interface. At the top, the Oracle logo and 'Intercompany Blockchain' text are visible. Navigation links for 'Central Contract Manager' and 'Local Entity Manager' are present. The main content area is titled 'Germany: Account Details' and features a table with columns for 'Due To Organization', 'Due From Organization', 'Period', 'Currency', 'Opening Balance', 'Activity', 'Period To Date Balance', 'Account No', and 'Account Name'. Two rows of data are shown, representing 'Support Account' and 'License Account'. A 'Put to Webshop' button is visible on the left side of the interface.

Due To Organization	Due From Organization	Period	Currency	Opening Balance	Activity	Period To Date Balance	Account No	Account Name
HQ	Germany	Apr-18	EUR	1,000.00	702.50	1,702.50	A0041000	Support Account
HQ	Germany	Apr-18	EUR	10,000.00	(3,011.50)	6,988.50	A0051000	License Account

CUSTOMER DRIVEN INNOVATION

Building Tomorrow's Finance, Today

800+

New Features

Rapid Innovation

80%

Enhancement
requests sourced
from customers

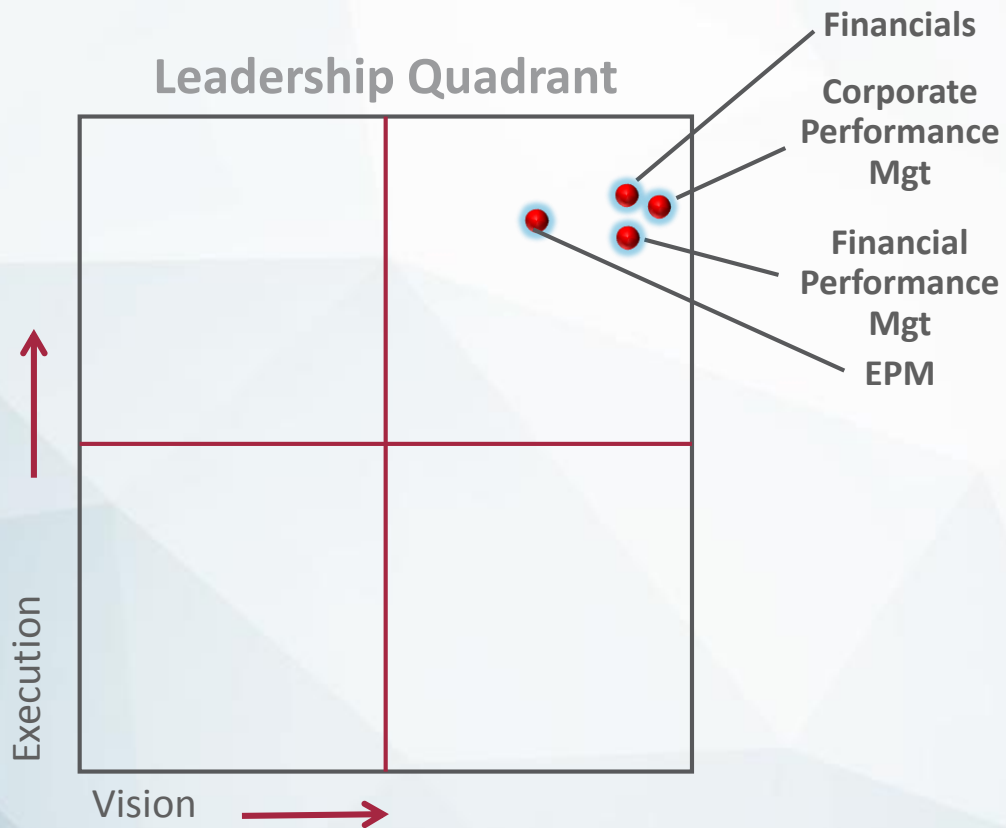
Customer First

14

New Products

Transformation

Oracle Cloud Applications recognized as a LEADER by top industry analysts firms!



- **LEADER** in Gartner Financials Cloud MQ 2017
- **LEADER** in Gartner Corporate Performance Management MQ 2017
- **LEADER** in Gartner Financial Performance Management MQ 2017
- **LEADER** in Forrester EPM Wave 2017



HOW ORACLE SUPPORTS YOUR JOURNEY TO
TOMORROW'S FINANCE, TODAY

\$6+BN

R&D INVESTMENT
ANNUALLY

40K+

DEVELOPERS
ACROSS THE GLOBE

4,500+

CUSTOMERS

25,000

PARTNERS
IN THE ORACLE ECOSYSTEM

17K+

PATENTS

200.000 users daily

FROM START UP'S 2 WORLDCLASS

 Professional Services							
 Financial Services							
 Media, Entertainment & Business Services							
 High Technology							
 Manufacturing & Automotive							
 Healthcare							
 Retail & Distribution							
 Higher Education							

And many many more ...



ON YOUR JOURNEY, ORACLE PROVIDES
ALL IN ONE

**A future-ready
Cloud**

**A trusted
innovation
partner**

**A vibrant
community &
ecosystem of
Finance leaders**

A man with short blonde hair and a beard, wearing a dark blue suit jacket over a light blue button-down shirt, is seated in the passenger seat of a vehicle. He is looking down at a tablet computer he is holding with both hands. The vehicle's interior, including a yellow grab handle and a window, is visible. The background outside the window is a blurred green landscape. The overall lighting is soft and natural.

ORACLE CLOUD
TOMORROW'S FINANCE, TODAY