Oracle Cloud Overview
Finance and HR Roadmap

Oracle West Coast Healthcare and Research Forum

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Oracle Cloud for Finance
Seattle, WA
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Safe Harbor Statement

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Agenda

- Oracle Applications Strategy
- Why SaaS?
- When SaaS?
- Why Oracle?
- Customer Momentum & Adoption Patterns
Strategic Planning Assumptions

100%

...of the new applications we create will run in the cloud

...of our customers will deploy in the cloud

IF

...customers migrate in phases, cloud and on-premises apps will coexist

WHEN

...will continue investment in on-premise (e.g. JD Edwards, PeopleSoft, EBS) and Netsuite

...will develop a complete cloud portfolio to enable self-determined customer migration
The Case for Change in Healthcare

- Cost Pressures
- Regulatory Change
- Industry Consolidation
- Competition for Talent
Healthcare Trends

92%
Healthcare Providers see the value of Cloud Services

57%
Healthcare leaders considering career change < 12 months

2020
for the first time in history, people aged 65 > under age 5

40%
Millennials desire to use mobile for video physician visit

33%
Physicians over the age of 60

50%
registered nurses will reach traditional retirement age by 2020
Oracle’s Commitment to Healthcare

Healthcare is one of 3 strategic industries for Oracle

Over 3,000+ Oracle employees focused on Healthcare across the Continuum of Care

Healthcare Center of Excellence

Portfolio development directed by our customers
Development Shaped by Customers

Healthcare Industry User Group
The largest healthcare business application user group in the United States with over 4800 members, with communities focused on SCM, Financials, and HCM.

Oracle Healthcare Industry Strategy Council
Executives across 30+ Healthcare Providers and Payors

Healthcare SCM Customer Advisory Board
Consisting of Leading Providers to Drive Continued Innovation

Leveraging rich history of 600+ long-standing Oracle Healthcare Provider customers
Oracle Customer Connect Community

31,000+ Members and Counting.

Forums
Discuss, share, explore topics of interest; gamified user ratings

Updates
Update resources and user collaboration

Events
Release showcases and customer events

Idea Lab
Share and vote on product ideas
Application Deployment Models

**On-Premises**

- License model.
- Annual maintenance.
- Responsible for on-premises datacenter.
- Responsible for maintenance, patching, and upgrades.

**Hosted**

- License model.
- Annual maintenance.
- 3rd party managed datacenter (on-site or off-site).
- Managed cloud services.

**SaaS (Software as a Service)**

- Subscription model.
- Includes next-generation applications, support, technology, and infrastructure.
- Always current, including updates, patching, and maintenance.
Why SaaS?

Lengthy upgrade cycles create a barrier to innovation

Impacted by...
- New team, new project, new risk
- Business Changes, Budget

Coping Strategies
- Introduce point solutions
- Technical Upgrade
- Do not deploy Functional Enhancements
Why SaaS?

Continuous Innovations & Low TCO through Incremental, “iphone like” updates

SaaS Delivery Model

- **2.1x** better overall ROI
- **2x** rate of innovation
- **40%** less consulting resources
- **25%** less on internal support

SaaS Incremental Software Release Cycle

- **6 mo.** Update Cycle
- **6 mo.** Innovation Lag

Traditional IT or Hosted Delivery Model

- **3-5 years** Upgrade Cycle
- **2-6 years** Loss Value / Innovation Lag

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When SaaS?

Inflection Points for Greater Operational Efficiency, Agility, and Confident Growth

<table>
<thead>
<tr>
<th>On-Premise Upgrade Avoidance</th>
<th>Infrastructure Investment Avoidance; Hosting Renewal</th>
<th>Multi-ERP Rationalization</th>
<th>Shared Service Initiative</th>
<th>LOB Strategy</th>
<th>Changing Workforce</th>
</tr>
</thead>
<tbody>
<tr>
<td>Expansion</td>
<td>New Market Entry</td>
<td>Operating Model Shift</td>
<td>Mergers, Acquisitions &amp; Divestitures</td>
<td>Scale &amp; Hyper-growth</td>
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Oracle Simplifies Your Journey to Cloud

BUSINESS FUNCTION
Planning & Budgeting
Account Reconciliation
Consolidation & Close
Profitability & Costing
Tax Provisioning
Sourcing & Contracts

END-TO-END PROCESS
Hire-to-Retire
Record-to-Report
Procure-to-Pay

COMPLETE TRANSFORMATION
DIVISIONAL MODERNIZATION
DIVISIONAL MODERNIZATION
DIVISIONAL MODERNIZATION

>> Innovate from the Edge
>> Pace of Change
>> Choice
## Oracle Healthcare Solution Portfolio

<table>
<thead>
<tr>
<th>Process</th>
<th>Quality</th>
<th>Platform</th>
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</thead>
<tbody>
<tr>
<td>Healthcare Operations</td>
<td></td>
<td>Healthcare Analytics / Business Intelligence</td>
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<tr>
<td>Healthcare Workforce</td>
<td>Finance</td>
<td>Device Monitoring &amp; mHealth</td>
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<tr>
<td>Healthcare Engagement</td>
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<td>Security</td>
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<tr>
<td>Precision Medicine</td>
<td></td>
<td>Integration &amp; Interoperability (EMR, HIE, GHX)</td>
</tr>
<tr>
<td>Connected Health</td>
<td>Supply Chain</td>
<td>Incent, Reward</td>
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<td></td>
<td>Marketing</td>
<td>Healthcare Consumerism</td>
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<td></td>
<td>Telehealth</td>
<td>Molecular Lab Workflow</td>
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<td></td>
<td>Translational Research</td>
<td>Patient-Centric Care Coordination</td>
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<td></td>
<td>Patient Identification</td>
<td>Provider Network Collaboration</td>
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<td>Provider/Patient Relationship</td>
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<td></td>
<td></td>
<td>Biomarker Discovery</td>
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<td>Clinical Trial Patient Recruitment</td>
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<tr>
<td></td>
<td>Infrastructure</td>
<td>Storage</td>
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<td>IT Development</td>
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Complete Cloud Solutions for Healthcare
COMPLETE and INDUSTRY LEADING

- 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
- LEADER in Gartner Warehouse Management MQ 2017
- LEADER in Gartner Talent Mgmt MQ 2017
- LEADER in IDC MarketScape WW Recruiting Mgmt
- LEADER in Gartner HCM MQ 2017
- LEADER in Ventana Value Index Compensation Mgmt
Why a COMPLETE SaaS Suite Matters

One Platform

One Modern User Experience

One Secure Unified Data Model

Embedded Modern Best Practices

Universal Reporting & Analytics

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A COMPLETE Business Cloud Platform

Oracle Cloud Platform

- Finance
- Procurement
- Project Management
- Supply Chain
- Human Resources
- Customer Experience

Works Together Out-Of-The-Box (Web Services, File-based Integration, Spreadsheets, BIP)

Point & Click Integration (Integration Cloud Service)

High Performance BPEL Orchestration (SOA Cloud Suite)

Internet of Things
INSIGHT DRIVEN for Speed, Agility and Engagement
Real-Time Reporting and Analytics

Payables

Receivables

Assets

Inventory

Others

Posting (360M / Hr)

General Ledger

Real Time Multi-Dimensional Balances as Single Source of Truth

Board Quality
Financial Statement

Connected
Spreadsheet Analysis

Real-time Operational
Reporting

Allocation Manager
Let’s take a look...
Innovation Built In. Innovate for Yourself.

- Click & Drag to Configure
- Extend or Develop on PaaS

Customization & Custom Apps
- Database
- Java
- Mobile
- Messaging
- Developer

Process & System Integration
- Analytics
- Big Data
- Documents
- Social

Content & Collaboration

Look & Feel

Analytics

Workflow

Data Fields

INNOVATIVE
INNOVATIONS to Help Your Business Succeed

Adaptive Intelligent Apps
- 5B Consumer & 400M Business IDs

IoT Apps
- Production Monitoring
- Fleet Management
- Connected Worker
- Asset Monitoring

Chatbots
- How many vacation days does Jerry Arnold have left?
  - Jerry Arnold has 2 weeks of vacation balance remaining for the year.
- How about Tina Yonders?
  - Tina Yonders has a negative vacation balance of 1 week.
- What are the most popular healthcare plans that new hires in the last 90 days have selected?
  - The most popular plan by far is the GHL Plan.
  - Would you like me to pull it up?
  - Yes
  - Here are the details of the plan [link]. There’s another plan that’s more affordable though.

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PROVEN Security at Every Layer

- Role-based Access
- Global Access Controls
- Backup and Redundancy; 27 Global Data Center Regions
- Local Data Residency
- 24x7 Oracle Security Experts
- Data Center Man Traps, Biometric Ids, Etc.
PROVEN Oracle Cloud Momentum

- Finance Customers: 4,500+
- Core HCM Customers: 1,600+
- HCM Customers: 6,000+
- SaaS Install Base: 13,000 +
- PaaS Customers: 12,000+
- Supply Chain Customers: 2,600+
Sampling of Healthcare Providers Using Oracle Cloud

<table>
<thead>
<tr>
<th>Non-Acute</th>
<th>Acute Provider</th>
<th>Academic Medical Centers</th>
</tr>
</thead>
<tbody>
<tr>
<td>New York Blood Center</td>
<td>KAISER PERMANENTE®</td>
<td>Loma Linda University Health</td>
</tr>
<tr>
<td>PROMISE HEALTHCARE</td>
<td>PROVIDENCE Health &amp; Services</td>
<td>Medical Center</td>
</tr>
<tr>
<td>Quest Diagnostics</td>
<td>PIH</td>
<td>Wake Forest Baptist Health</td>
</tr>
<tr>
<td>Springfield Clinic</td>
<td>St. Luke’s Hospital Health, plus care.</td>
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<tr>
<td>blue of california</td>
<td>Molina Healthcare</td>
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<tr>
<td>PMS presbyterian medical services</td>
<td>CHRISTUS Health</td>
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<tr>
<td>Ardent Health Services</td>
<td>Baptist Health</td>
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<td></td>
<td>Medical Mutual</td>
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<td></td>
<td>Cottage Health</td>
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<td>UPMC</td>
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<td></td>
<td>Baylor Scott &amp; White Health</td>
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<td>FEDCAP</td>
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Oracle for Healthcare

Extensive Commitment and Experience in Healthcare
Meeting healthcare providers’ needs – today and in the future

Complete • Insight-Driven • Proven
The only vendor with the depth, breadth, and security healthcare providers require

Partnership to Empower Innovation and Growth
Exceptional service and technology, supported by Oracle’s financial strength, stability, and commitment to Cloud R&D
Partnership for Success

Multi-faceted approach to ensure the success of our Cloud Application customers:

• Executive Commitment
• Quarterly Executive Cadence
• ISM/CSM Program
• Access to Development
Integrated Cloud
Applications & Platform Services