

Journey to Continuous Innovation

Jeff Erickson

Senior Director
Product Management

Safe Harbor

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

Statements in this presentation relating to Oracle's future plans, expectations, beliefs, intentions and prospects are "forward-looking statements" and are subject to material risks and uncertainties. A detailed discussion of these factors and other risks that affect our business is contained in Oracle's Securities and Exchange Commission (SEC) filings, including our most recent reports on Form 10-K and Form 10-Q under the heading "Risk Factors." These filings are available on the SEC's website or on Oracle's website at http://www.oracle.com/investor. All information in this presentation is current as of September 2019 and Oracle undertakes no duty to update any statement in light of new information or future events.

Program Agenda

- 1 Continuous Delivery and Adoption Considerations
- Oracle JD Edwards Investments in Continuous Delivery

Program Agenda

- 1 Continuous Delivery and Adoption Considerations
- Oracle JD Edwards Investments in Continuous Delivery

Continuous Innovation Drivers

Business

Reimagined, Process standardization, Consolidated Visibility, Security, Workforce Engagement, Global Expansion, Cost Reduction, Agility

Technology

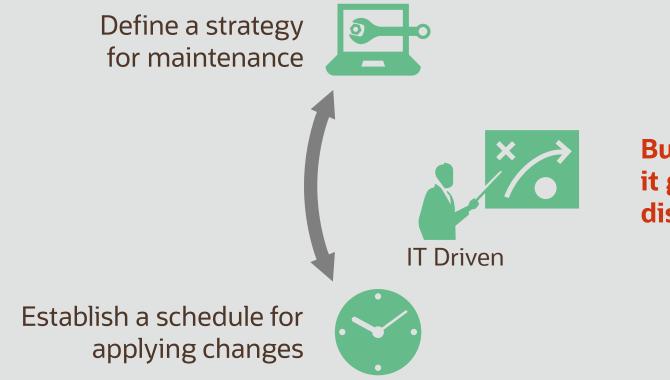
Robotic Process Automation, Personalization Framework, Internet of Things, Mobile, Chatbots, Autonomous Database, Predictive Analytics, Oracle Cloud Infrastructure, SaaS applications, Hybrid, Elasticity

Competition

Rapid Time to Market, Customer Centric, Digitally Enabled, Non-traditional, Progressive, Rule Breakers, First Mover



Continuous Adoption: IT and Business Collaboration Traditional Approach

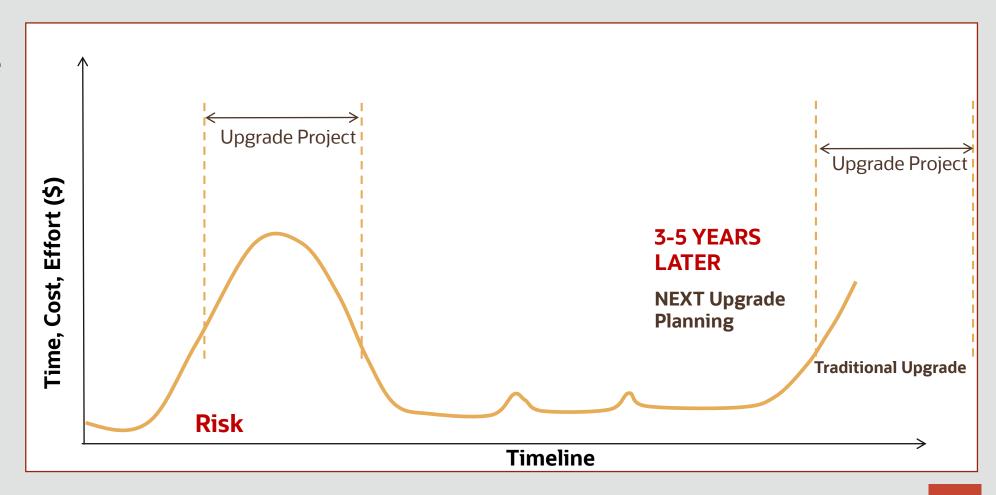


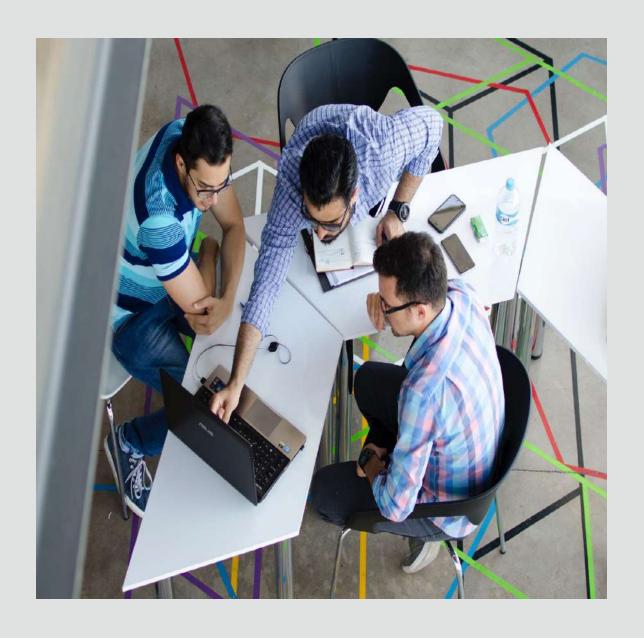
Business gets what it gets – at cost of disruption!!

Legacy Upgrade Model

Why

- Current upgrade process not adding value when the business demands
- Can't quickly adapt to market changes
- Building technical "debt"
- Risk profile grows exponentially over time





The Paradigm Shift

Agile Mindset of Business and IT Leaders

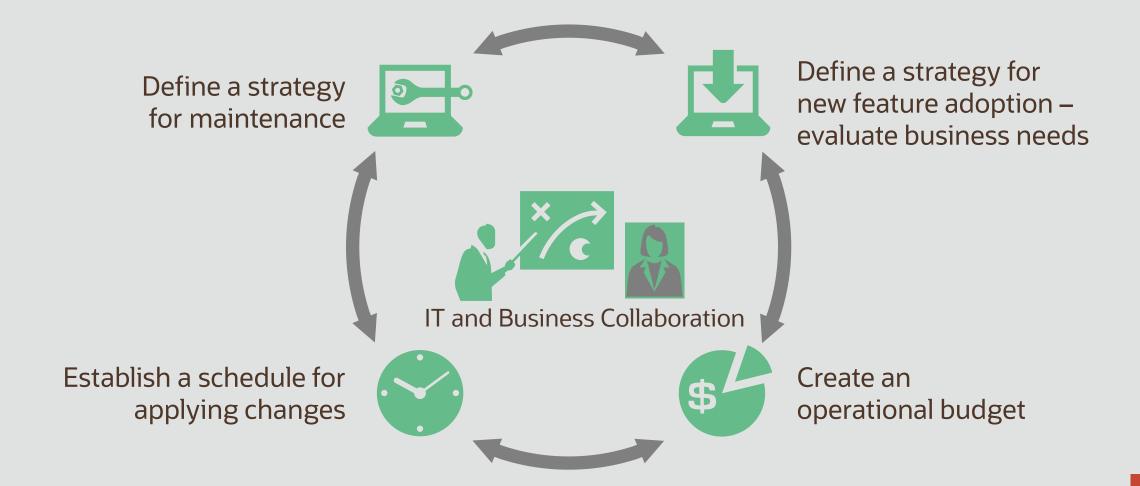
Oracle JD Edwards 9.2 is a modern, dynamic, digital platform, that enables business process automation, personalization, cutting edge cloud and database technology and creates a competitive advantage for businesses. This is no longer just the backend system of years past.

Transform your business with collaboration of IT and Business Leaders!



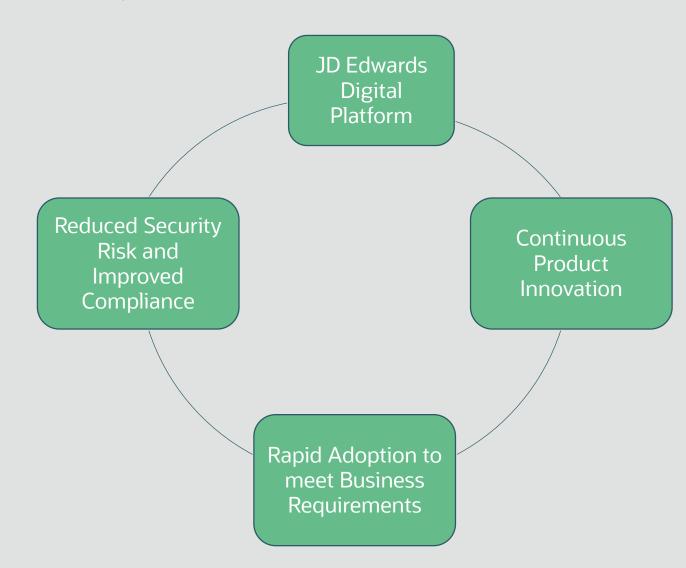
Continuous Adoption: IT and Business Collaboration

Business Transformation



Upgrade to EnterpriseOne 9.2 and Innovate

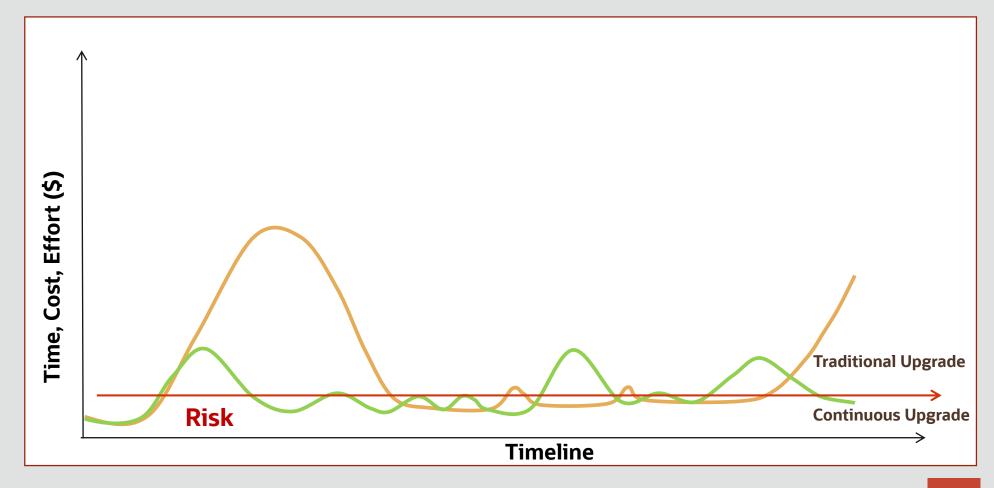
- Digitally transform your operations
- Enable Innovation with the latest JD Edwards application and technology features
- React Rapidly to new business trends, regulatory requirements and technology trends
- Reduce Risk with access to the latest updates for infrastructure, security and compliance updates



Continuous Innovation Model

Why

- Organization reacts to market changes when needed
- Quicker Return on Investment
- Avoids technical "debt" and security risks
- Continuous adoption increases the value of JD Edwards



Continuous Adoption: IT and Business Collaboration Making it Happen!

- Consider Business Process Standardization

 Do our processes really need to be different than base functionality? Network with customers, approval process for customization
- Continuous Education of JDE Features
 LearnJDE, Product Catalog, Oracle by
 Example, Social Media Communications
- Educate and Collaborate with Stakeholders on Digital Platform Capabilities

 Understand orchestrator automation and UX personalization capabilities

Start Small, Adapt, Evolve

Solve a business challenge, work through the process, show positive business results, demonstrate what is possible, generate user excitement

- Implement a Test Automation Strategy
 See best of breed tools, invest now to reduce risk and expense as you move forward one time cost versus ongoing cost
- Remove Customizations Get to Vanilla
 Automate processes and replace custom
 BSFNs with Orchestrations, Replace UX
 custom with Personalizations, reduce
 ongoing retrofit burden where possible

The Continuous Innovation Partnership

Continuous Delivery –

The agile delivery model that provides incremental quarterly innovations to the JD Edwards application and releases on the most current codeline.



Continuous Adoption –

The regular cadence established by customers and partners to consume the innovations being delivered to quickly realize business benefits and transform your digital business.

Global Upgrade to 9.2 in 6 Months

Single Instance of EnterpriseOne 9.2 with Multiple Time Zones and Languages





Edwards Lifesciences
Irvine, CA • United States

- > 9.0 to 9.2 upgrade
- ➤ Used Simplified Upgrade
- > 3,500 users and 7 manufacturing locations globally
- > Implemented Lease Management
- Exploring E1 pages
- Researching One View Reporting
- > Implementing Mobility



Roy Jorgensen Associates

Eliminating Mods for Continuous Adoption of 9.2 Features

Key Drivers:

- Reduce customizations
- Access to all the latest fixes
- Take advantage of new 9.2 features



Solution & Results:

- New paradigm no customizations
- Customization Object Analyzer used to research customizations
- UX One and Personalization framework used to eliminate final modifications
- Incremental updates annually to the applications in production
- Reduced risk of potential disruption from a future major upgrade

Program Agenda

- 1 Continuous Delivery and Adoption Considerations
- Oracle JD Edwards Investments in Continuous Delivery



Practical Implementation

- Move and Improve to OCI
- Apps 9.2.4 Tools 9.2.4
- (CODE CURRENT)









Continuous Adoption Strategy Facilitates Real-Time Notification of Key Business Events

The Value:

- Accelerate business process cycles
- Ease burden on employees
- Improve customer service
- Mitigate issues before they escalate

Customer Use Case:

- Industrial Manufacturer Leverages
 Notifications in Customer Service and Accounts
 Receivable.
- Real time awareness of tasks that need to be acted upon for Customer Service and Accounts Receivable Managers.
- Alerts provided on landing pages ensure timely action on critical tasks.



Continuous Delivery of JDE Orchestrator Enables Process Automation of Routine Business Activities

The Value:

- Keep JDE and non-JDE application data in sync near real time
- Reduce integration costs
- Standards based to easily fit into your IT infrastructure
- Agility to quickly respond to business needs

Customer Use Case:

- Equipment Leasing Company integrates and automates JDE 9.2 FMS, Job Cost and WMS with Cloud CPQ, CX, IDCS and ATG.
- Reduce integration costs with standards based architecture.
- Automated 20-step quote to job process, "Magic Button".
- Real Time data visibility.
- Data Entry reduced from 60 hours to seconds.



Orchestrator and Notifications

Continuous Delivery of Feature Rich Innovations

2015

2016 > 2017

2018

2019

- Form service
- Rules
- White list
- Cross-reference
- Custom Java

- Studio
- Studio home page
- Transformations
- Where used
- Import/Export
- Orchestration UDOs

- Studio 6.0.2
- Data service
- AIS Version 2
- Output format
- Message service
- Outbound REST
- Groovy
- Nested orchestrations
- OAuth 2.0
- Iterate over steps
- Database connector
- Watch List as a step
- Notifications

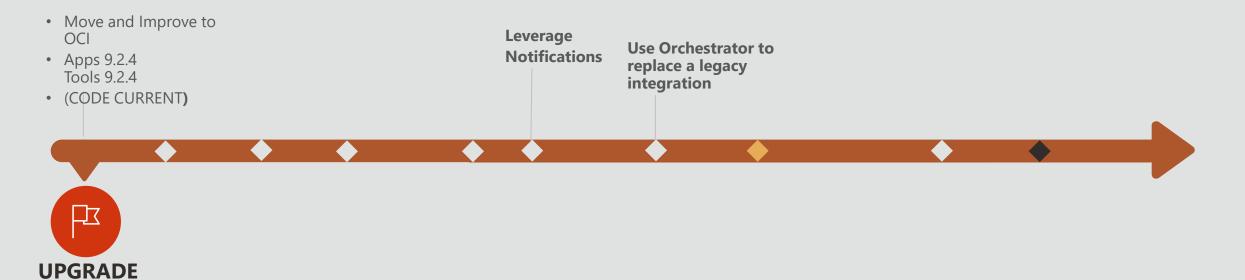
- Studio 6.1.0
- Process Recorder
- Report as a Step
- File Transfer
- Confirmed
 Completions
- Studio
 Enhancements
- Resilient Scheduler
- Assigned Subscriptions

- Real TimeOrchestrations
- Message Center
- Orchestrator Monitoring
- Health Monitor
- Error Handling
- Input from CSV

- Support for the OpenAPI
 specification
- Enhanced control of orchestration output
- Support for XML input and output
- Required inputs for orchestrations
- Paging for highvolume data



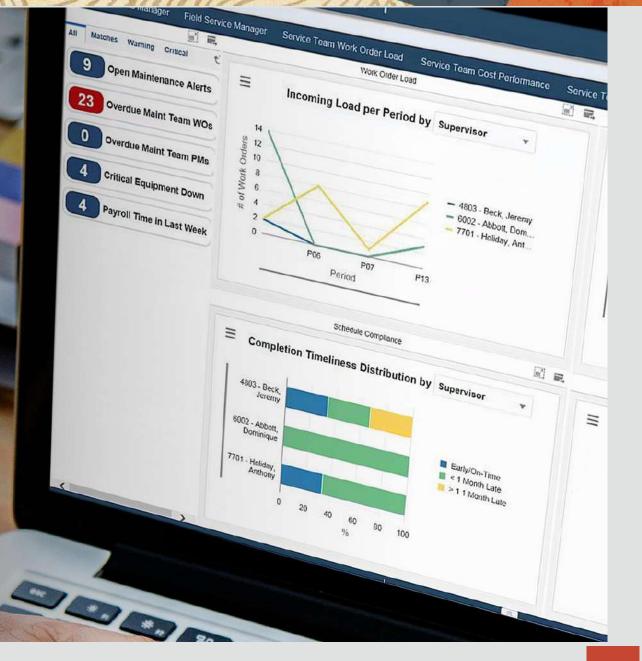
Practical Implementation





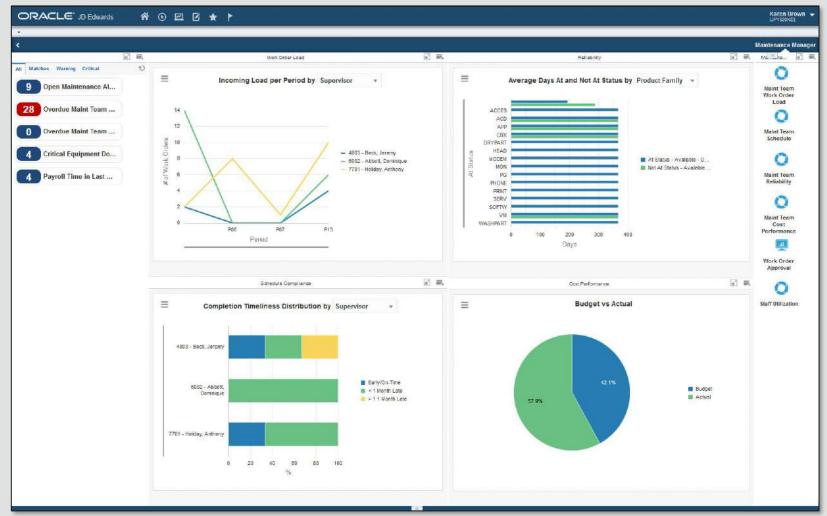


- Personalize Applications
- Alert, Analyze, Act
- Exception Based Processing
- Drill Down to Relevant Apps
- 52 Role Based Landing Pages



JD Edwards UX One – Maintenance Manager

Improve Equipment Maintenance Through Greater Visibility



- Optimize maintenance with greater visibility of your workload and staff utilization.
- Increase equipment reliability by knowing what equipment needs to be proactively maintained.
- Reduce your maintenance costs by understanding and managing your variances.



Digital Platform Uptake by Applications

2017 2018 2019

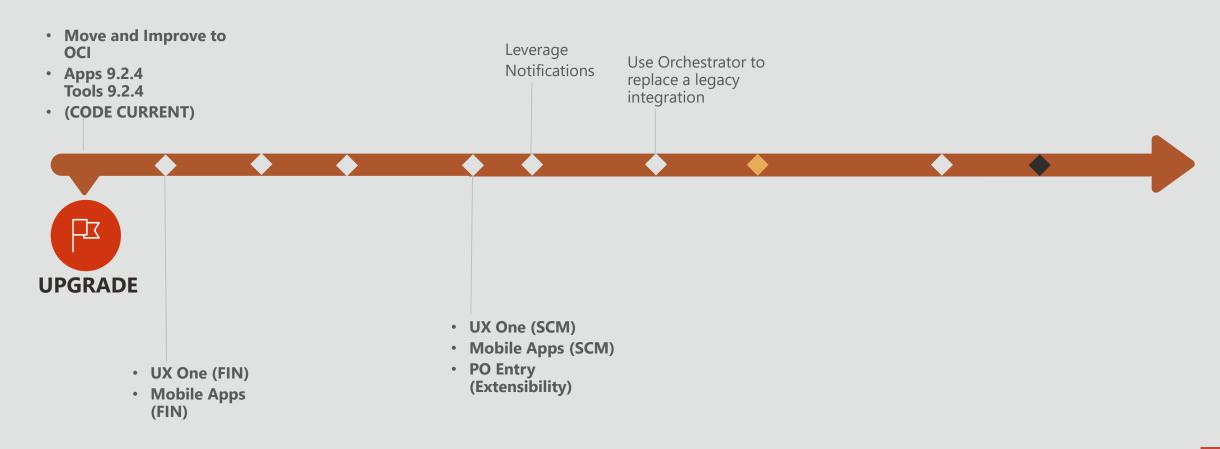
- UX One: Role-Based Solutions for:
 - Financial Management
 - Order Management & Advanced Pricing
 - Procurement & Subcontract Management
 - Inventory Management
 - Project Management
 - Capital Asset Management
 - Service Management
 - Transportation Management
 - Warehouse Management
 - Requisition Self-Service
 - Real Estate Management
 - Homebuilder Management
 - Grower Management
 - Rental Management
- Orchestrations for CAM

- Additional UX One Roles
- Oracle Content and Experience Cloud Service for JD Edwards
- One View Reporting for Outbound Inventory Management
- UX One Navigation and Context Menus
- Drag and Drop Rescheduling
- Business Process Models

- Orchestrations for Procure-to-Pay Process
- Pre-Configured Notifications for:
 - Financial Management
 - Order Management
 - Procurement & Subcontract
 Management
 - Manufacturing Management
 - Transportation Management
 - Requisition Self-Service
 - Real Estate Management
 - Grower Management
 - Capital Asset Management
 - Change Management
 - Condition-Based Maintenance
 - Grower Pricing and Payments
 - Job Cost
 - Service Management



Practical Implementation







Lease Accounting For Lessors and Lessees

Meeting Your Global Lease Accounting Requirements - FASB ASC 842 & IFRS 16

Key Features

- Lessee accounting for property and nonproperty leases
- ✓ Lease terms change management
- ✓ Simplified lease management

- ✓ Lessor accounting (FASB 13) for property leases
 - straight line rent
- ✓ Revenue recognition for lease management companies

Lessee Accounting

Establish Lease Create Leased Assets

Amortization Schedules

Lease Commencement Transactions

Monthly Transactions



Financial Management Product Improvements

2017 2018 2019

- UX One Role Based Content
- UX One Navigation and Context Menus
- Revenue Recognition
- Revenue Recognition for Real Estate Management
- Address Duplication Prevention
- Alternate Language for Address Book and Payment Terms
- Address Book Legal Entity
- Expense Entry Improvements
- Joint Venture Management -Percentage of Ownership and Distributions
- Lessor Accounting

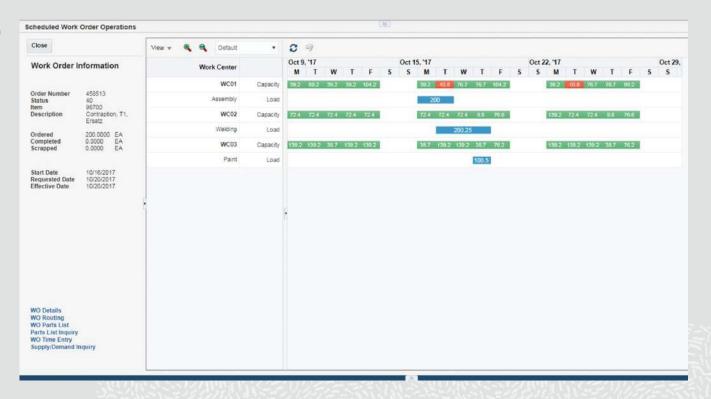
- Lessee Accounting for Property
- Importing Lease Data
- Lessee Accounting for Non-Property
- Payment Control Group Report Improvements
- Joint Venture Management -Overhead
- Joint Venture Management Billing
- Joint Venture Management -Hierarchy
- Lease Term Changes Leases
- Lease Entry Simplification
- Pre-Configured Notifications

- Calculating Discounts on Credit Vouchers
- Invoice Print Report Improvements
- Pay Status Code for Zero Amt Pay Items
- Configurability of Delinquency
 Notices
- JVM Advanced Variable Numerator Allocations
- Voucher Withholding Tax Flexibility
- Restrict Payments to Posted Vouchers
- Cash Calls for Joint Ventures
- Lessee Accounting for Multi-Currency Leases
- Lease Early Termination Improvements



Visual Work Order Scheduling

- Access new app from the Work Center Load Review Calendar, Dispatch List, Shop Floor Workbench, or as a Café One pane
- Gantt style display of work order operations along with work center capacity – over capacity conditions displayed in red
- Drag and Drop any operation to automatically update the work order requested date, all operations, and parts list
- Reset button to return work order to original state
- Convenient exits to work order and work center related applications





Manufacturing and Distribution Product Improvements

2017 2018 2019

- UX One Role Based Content
- UX One Navigation & Context Menus
- Outbound Inventory Management
- One View Reporting for Outbound Inventory Management
- Sales Order Guides
- Sales Order Lines In-Transit Accounting
- Refresh Inventory Commitments
- Blend Barrel Import
- Operations create inventory commitments
- Automatic Parts List and Routing Attachment
- Global Order Promising Integration
- Basket Pricing for Procurement
- Drag and Drop Rescheduling

- Batch Load Confirm Supported in R49500
- Manufacturing Accounting Decimal Precision
- Automatically Return Pick Date
- Print Pick Slips by Requested Date
- Record Reservation Print Delivery Notes
- Sales Proposal Generation Simplification
- Voucher Match Web Service Tax Improvements
- Soft Rounding of Taxes in Voucher Match
- Orchestrations for Procure-to-Pay Process
- Pre-Configured Notifications

- Activity Rules for Manufacturing Work Orders
- View of Bill of Material Changes
- Copy Bill of Material Functionality

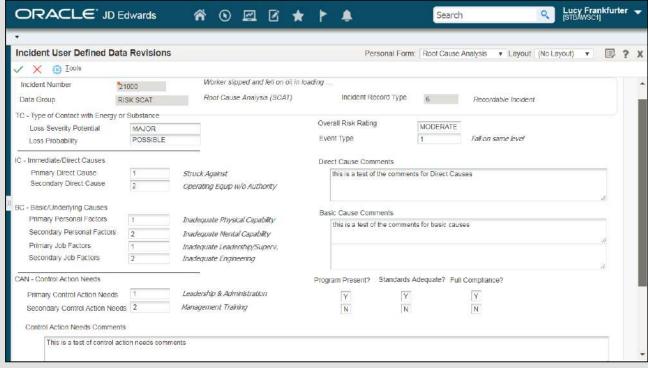


User Defined Data for Health & Safety Incident Management Data Extensibility Using Flexible Fields!

Providing users a way to define and capture additional information related to a health and safety incident, for:

- ✓ Safety Inspections
- ✓ Safety Audits
- ✓ Risk Assessments (Root Cause Analysis)
- ✓ Witness Statements
- ✓ Safety Observation Checklists
- **√** . . .

Define, collect, personalize, and search & report on the user defined data. Limited only by your imagination!



Risk Assessment example (root cause analysis) using User Defined Data with Form Personalization



Asset Lifecycle Management & Projects & Services Product Improvements

2017 2018 2019

- UX One Role Based Content
- UX One Navigation and Context Menus
- Default for Responsible Business Unit
- Customer and Site Search Option
- Category Codes in Job Cost Original Budget Entry
- PM Schedule Copy Usability
- CAM Usability Improvements
- Void Invoice Lines for Prepaid Rent
- Service Usability Improvements
- PM Schedule Copy Usability
- Search Fields in Contract Master
- Owner Address Search in Job Master
- Orchestrations for Capital Asset Management
- Print Incident Report
- Incident Entry YTD Count Improvements
- Incident Entry Usability Improvements
- Speed Incident Usability Improvements
- Incident Entry and Speed Incident Entry -Simplification

- Simplified Work Order Detail Copy and Labor Parts Visibility for CAM and Service
- PM Schedule Routes and Associations Visibility for CAM and Service
- Pre-Configured Notifications
- Task Detail Form
- Health and Safety User Defined Data

Remove IGS from Release 9.2



HCM Configurability

Social Security Number Data Protection: Configu

• Mask as a default for protection

Configure access for HR professionals whose re



Flexibility in populating 'Effective On' date

- What is the 'Effective On' date based on for an employee who was rehired? For an employee who returns from an extended leave? For an employee who is on boarded from an acquisition?
- Choose between system date and employee date started









Human Capital Management Product Improvements

- UX One Role Based Content
- UX One Navigation and Context Menus
- Delete Job/Pay History from Employee History
- Update date in current job mass updates
- ACH Deposit flexibility
- Time card explanation improvements

- Benefits Preview
- Manager Change for Time Card Approval
- PDBA Rollover Flexibility
- Open Enrollment Improvements
- PDBA Filter and Search
- Allow Employee Level Tax Exemption
- DBA and DBA Detail Review Improvements
- Flexibility in Discretionary Withholding
- Pre-Configured Notifications

- Delegation of Leave Request Approval
- Simplified Leave Request Review & Approval
- Manager Review and Approval Grid Sort
- Missing Timecards Grid Sort
- Daily Time Entry Manager Review and Approval Usability
- Reset a Single Payment for a Payroll Run
- Payroll Gross to Net Process Improvement
- Corporate Tax ID Integrity
- View Full Social Security Number in Employee Master
- Flexibility in Quick Hire



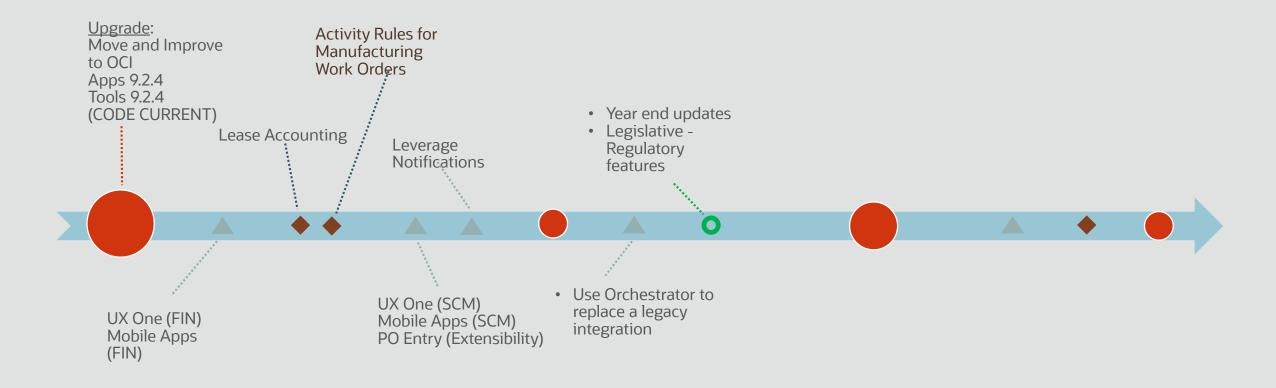
EMEA Localization Product Improvements

- Italy: Business-to-business (B2B) electronic invoice
- Poland: Unified Audit File
- France: Business-to-government electronic invoice
- UK Construction Industry Scheme
- EU CGI Format
- Poland 2017 JPK Updates to Sales and Purchases VAT Registers
- Portugal SAFT Layout Changes
- Italy Electronic Invoice Listing
- Spain Online VAT (SII) Intra Community
- Spain Online VAT (SII) Received Invoices

- Poland JPK Purchase and Sales VAT Register Updates
- Poland Split VAT
- Spain SII VAT Annual Tributary
- Spain Online VAT (SII) Investment Goods
- Spain SII XML for First Semester of 2017
- EU Batch Booking Processing for SEPA Direct Debit
- EU SAF-T Generic Reporting for European Union Countries
- EU SEPA XML Credit Transfer
- Germany Deferred Invoice and VAT
- Hungary Real-Time Data
- Italy Business to Business (B2B)
 Electronic Invoicing
- Portugal Legal Number Requirement
- Swiss ESR Payments XML Upload

- EU Customer/Supplier Balance Report Updates
- EU elnvoicing for Receivables (B2G)
- Portugal Spares Consumption Data Section 4.3 - SAFT
- Spain Issued Invoiced Register Updates
- Spain Received Invoice Register Updates
- EU elnvoice for Accounts Receivable - XML Response Consumption
- EU Customer/Supplier Balance Report Updates
- Poland JPK Audit File Modifications 2019







LATAM Localization Product Improvements

- Colombia: Additional tax and withholding rates for Accounts Payable and Purchasing
- Brazil: DANFE format update
- Mexico: Enhancements for mixed currency processing
- Brazil NFe Email Response
- Brazil BSSV to Provide Static URL
- Brazil SPED Layout 5
- Brazil NFE XML Layout 4.0 Update
- Peru General Ledger Book 6.1
- Peru Daily Book 5.1
- Peru Purchase Book 8.1 and 8.2
- Peru Sales Book 14.1

- Argentina Replace PROV0517
- Brazil Correction Letter (CC-E)
- Brazil NFE XML 4.0 Groups I and K
- Brazil Nota Fiscal Digital Signature in XML file
- Mexico Electronic Accounting Update Version 1.3 – Polizas
- Brazil Nota Fiscal Technical Note 2016_002 V1.50 and End Consumer Nota Fiscal
- Brazil PIS-COFINS Taxes Booked to Different Accounts
- Brazil Technical Note NT2016_1.30 and NT2016_1.41 and NT2016_1.42
- Brazil Updated XML Tags for Outbound Nota Fiscal

- Argentina General Resolution AFIP 4290/2018
- Brazil NFe 4.0 ICMS-ST Update
- Brazil Nota Fiscal Technical Note 2016_002 v1.60
- Argentina General Resolution AFIP 4245/2018
- Brazil Annex IV of the Registered Nota Fiscal Information



APAC Localization Product Improvements

- India GST Setup Applications
- India-GST Transaction Processing and Reporting – Foundation
- India GST Transaction Processing and Reporting
- India GST Release 5
- India GST Release 6 Phase 1
- India GST Release 6 Phase 2
- India E-Way
- India GST Transaction Processing and Reporting - Release 7

- India Place of Supply -SCST+CGST Instead of IGST
- India GST Electronic Tax Invoice Reference Number
- Japan Emperor New Era Name
- Taiwan e-GUI (Government Uniform Invoice) 2020

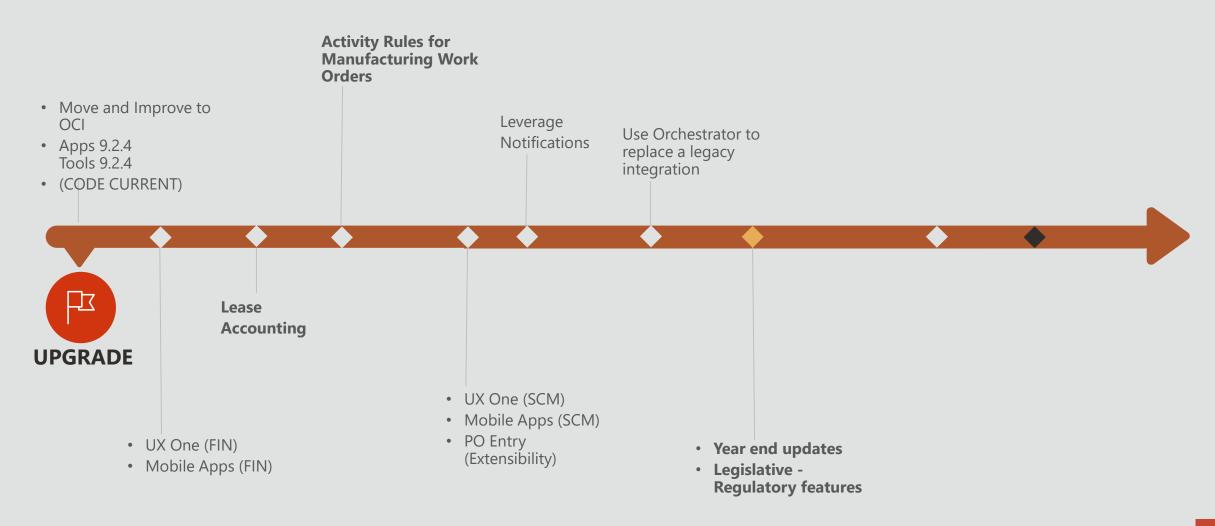
US, Canada, & Australia Legislative Product Improvements

- US Affordable Care Act Year-End Processing
- US Year-End 1099 Processing
- US and Canada Payroll Year-End Processing
- Payment Transparency
- OSHA regulatory reporting compliance
- EEO-4 Annual Report
- Australia/New Zealand Year-End

- Health & Safety Management and Human Capital Management
 - Electronic submission of OSHA 300A Log
 - OSHA Reporting of Serious/Fatal Injuries
- Paid Sick Time Compliance
- Lock-in Letter Compliance
- Australia Payroll Single Touch Payroll
- US Payroll 2018 W4 Updates

- Country Codes Update to ISO Standards
- Currency Codes Update to ISO Standards
- US Year-End 1099 Processing
- U.S. Payroll Year End 2018 (W2, EFW2, 1099)
- Canada Year End 2018 (T4, T4A, NR4, RL-1, RL-2)
- Changes and Corrections to Pennsylvania School District Codes
- US Equal Employment Opportunity (EEO-1) Updates for 2019
- Australian Tax Authority Updates for 2019-2020 Tax Year









Extend JD Edwards with Oracle SaaS

- Leverage best in class SaaS applications
- Extend your business process beyond core JD Edwards
- Your
 Journey to
 the Cloud
 with Hybrid
 cloud
 solutions

CX

CRM CPQ Service **ERP**

Accounting Hub Project

Portfolio Management

Procurement

Purchasing for Indirect Procurement

EPM

Enterprise
Planning and
Budgeting
Enterprise
Performance
Reporting
Financial
Consolidatio

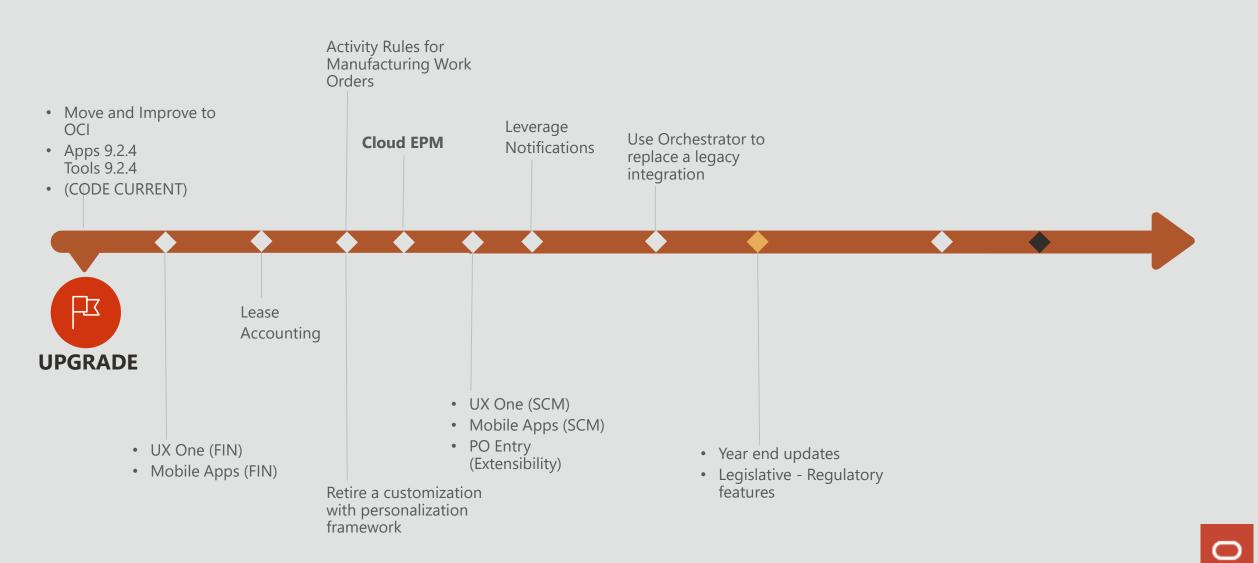
n and Close

SCM

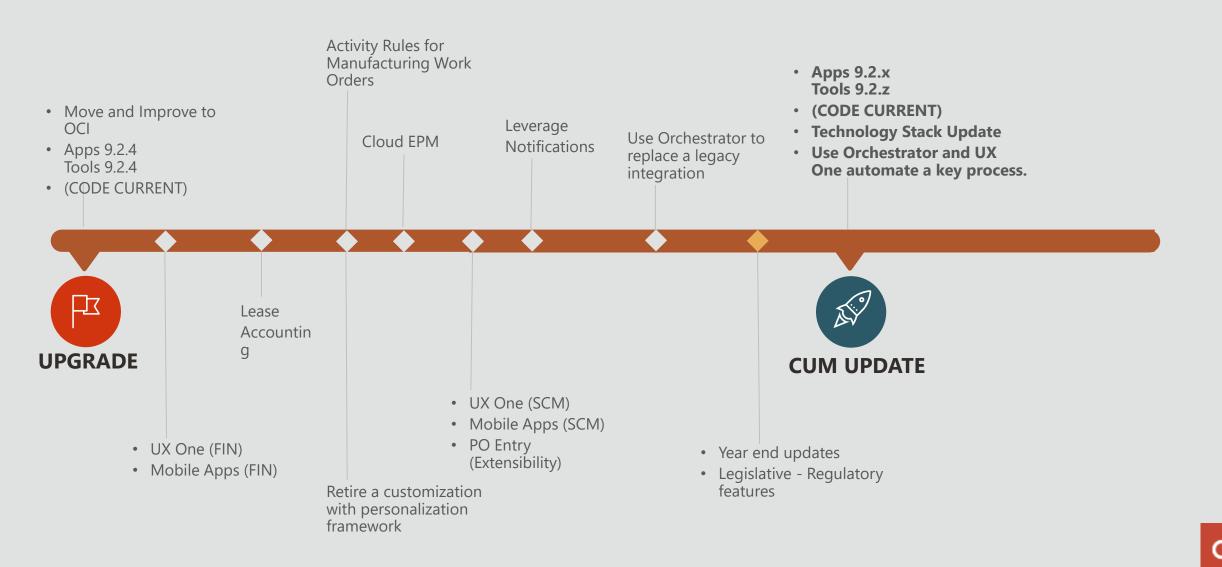
In-Memory
Cost Mgmt
Transportation
Management
Global
Trade
Management
Supply Chain
Planning

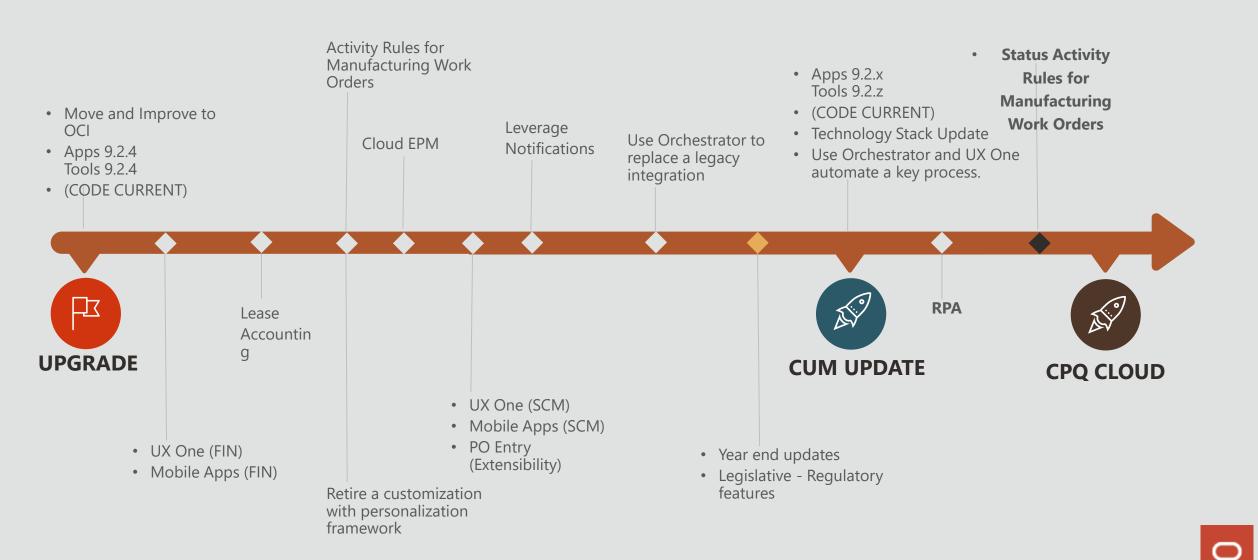
HCM

Global Human Resources Recruiting Learning



Continue to Innovate





Engage with us!

Share Success and Wins!!!

