

ORACLE PROCUREMENT AND SPEND ANALYTICS

KEY FEATURES AND BENEFITS

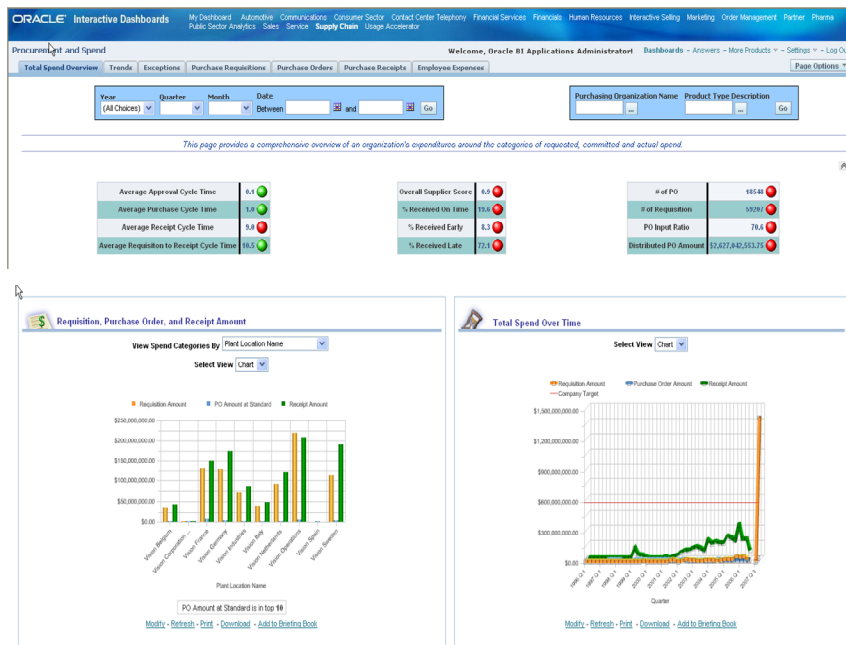
FOR BUSINESS USERS

- Streamline procurement and control material and component costs
- Quantify supplier performance to develop more profitable relationships
- Manage suppliers more effectively, decrease the risk of material shortages, and ensure timely payments to the best-performing suppliers
- Achieve greater visibility into where and how both direct and indirect spending occurs across the organization
- Gain greater efficiencies through the ability to continually monitor and improve procurement and better manage costs

Oracle Procurement & Spend Analytics, part of the Oracle BI Applications product line, enable organizations to optimize their supply side performance by integrating data from across the enterprise value chain and enabling executives, managers, and frontline employees to make more informed and actionable decisions. Organizations using Oracle Procurement & Spend Analytics benefit from increased visibility into the complete procure-to-pay process, including comprehensive spend and procurement analysis, supplier performance analysis, and supplier payables analysis. Through complete end-to-end insight into the factors that impact company performance, organizations can significantly reduce costs, enhance profitability, increase customer satisfaction, and gain competitive advantage.

FOR IT USERS

- Accelerate deployment of Procurement & Spend data warehouse
- Integrate supplier and product data from multiple sources to provide business users with a complete view of procurement & spend business processes
- Tailor analytics to specific procurement and spend functions, including supplier management and sourcing
- Adapt to changing external and internal needs by leveraging, not replacing, existing investments
- Provides comprehensive user self-service capabilities to reduce the burden on IT resources



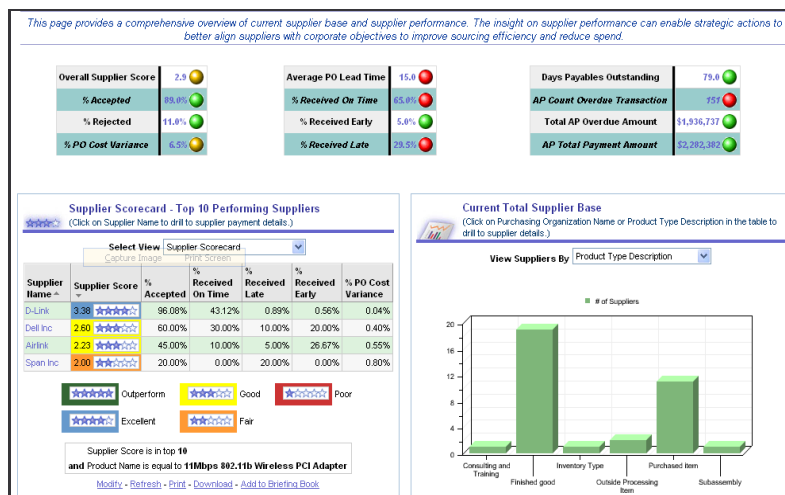
Faster Time-to-Value and Better Business Results

Most organizations struggle to obtain timely and relevant data from their enterprise systems. The reasons are twofold. First, there is the explosion in both the volume and the complexity of enterprise data, which is often fragmented across many disparate systems and departments. Second, traditional BI systems used by many organizations can't provide timely, cross-value-chain insight nor deliver it to large numbers of front-line users, where it has the greatest impact. Traditional systems also require considerable development effort, take too long to deploy, and involve significant cost and risk. By contrast, Oracle BI Applications are powerful, prebuilt solutions that enable organizations to implement quickly, with less risk, and at a fraction of the cost required to build traditional BI solutions. They provide rapid time-to-value, better business results, and higher return on investment.

Better Supply Side Effectiveness

Oracle Procurement & Spend Analytics provides comprehensive visibility into every aspect of the company's procurement, including raw materials procurement, supplier performance, and spend. Oracle Procurement & Spend Analytics are tightly integrated with the other solutions in the Oracle BI Application's product line. They combine data from procurement, planning, inventory, and fulfillment systems with data from across the organization, including financial systems and customer relationship management (CRM) to deliver robust information to enhance customer satisfaction, increase operational effectiveness, and improve financial performance.

Oracle Procurement & Spend Analytics enables finance and service professionals to gain visibility into procurement and sourcing costs to better understand how these impact customer satisfaction and product profitability. Oracle Procurement & Spend Analytics provides hundreds of powerful metrics, alerts, and reports, delivered through intelligence dashboards, or mobile devices, that provide near real-time insight into the entire procurement operation, enabling users across all roles to make better decisions and take appropriate actions. Procurement professionals can monitor specific metrics and reports, enabling them to compare the performance of a particular supplier to that of others or performance benchmarks, aggregate disparate orders to a few strategic suppliers, and reign in rogue spending across multiple systems. Oracle Procurement & Spend Analytics enables organizations to compare purchase orders to inventory levels on a near real-time basis.



Improved Business Performance

Organizations depend on timely information to optimize performance. However, most organizations lack this kind of insight because the data they need is housed in disparate systems, including back-office, legacy, and self service systems such as Oracle IProcurement and Ariba systems. Oracle Procurement & Spend Analytics provides source-specific business adapters that dramatically reduce the time and effort required to extract and transform data from disparate enterprise systems, including most legacy and leading commercial systems such as Oracle and SAP into integrated, easy-to-use, and actionable insight. The solution enables companies to more effectively manage their customers and improve business performance by:

- Providing timely direct and indirect spending data to all departments; reducing the time spent compiling, reconciling, and consolidating data from fragmented systems; and spending more time analyzing, making proactive decisions, and taking action
- Analyzing detailed, transaction-level data to understand the factors driving supplier performance, procurement costs, and profitability across business units, geographic locations, products, and procurement organizations
- Optimizing cash flow through detailed accounts payable and procurement analysis and improving performance by identifying the worst-performing suppliers in terms of schedule adherence or pricing inconsistencies

Next-Generation Business Intelligence Platform

Oracle Procurement & Spend Analytics is built on the Oracle BI Enterprise Edition Plus Platform, a next-generation analytics platform that fully leverages existing data warehouse and BI investments. Using a metadata-centric architecture, it is designed to support the growing needs of the business user while minimizing IT maintenance and administration. Oracle Procurement & Spend Analytics is built using standards-based technology, enabling easy integration with existing IT environments and support for all leading RDBMS products and commercial and custom enterprise

applications. Moreover, Oracle Procurement & Spend Analytics supports large numbers of concurrent users, multi-terabyte data sets, and the largest enterprise implementations.

Proactive Intelligence

Urgent business circumstances demand immediate attention. Oracle BI Applications provide proactive, event-based, and scheduled alerts that are delivered directly to users via email, mobile phones, and other portable devices, or to their personalized dashboard. This places powerful information in the hands of those who have to make daily decisions, not just at the end of the quarter. For example, a production problem at a key supplier automatically will trigger an alert, notifying stakeholders of the event in time to procure materials from a different supplier and still fill orders on time. In contrast, traditional BI solutions require users to discover problems manually, thus the problem may go undetected for days or weeks, too late to react in time to make an impact.

Oracle Procurement & Spend Analytics Applications

Oracle Procurement & Spend Analytics provides robust supply-side information, metrics, and alerts that integrate with the other applications in Oracle BI Applications product line. They deliver this insight across the organization to increase the company's effectiveness in managing its customers, suppliers, and financial decisions. Specific products enable organizations to analyze detailed performance areas that affect revenue, profitability, and customer satisfaction.

Procurement and Spend Analytics

Provides complete visibility into direct and indirect spend across the enterprise, payment, and employee expenses. Example analyses are Spend by Commodity & Supplier, by Purchase Organization, Cost Center, and expense by Employee, Buyer, etc.

Supplier Performance Analytics

Enables organizations to have a complete picture of the performance of their suppliers, including complete supplier scorecards, procurement cycle times, supplier price performance, delivery performance, product receipt quality, on-time payment ratings, payment activity and volume and payments due / overdue analysis.

Summary

Across industries, companies are facing increased pressure to minimize costs and achieve greater efficiencies. This means ensuring that expenditures on direct and indirect materials, as well as the number of vendors who provide them, are carefully controlled. Effective procurement and spend management helps ensure that revenue targets are met by properly anticipating customer demand and ensuring that there is adequate inventory to fill orders. Oracle Procurement & Spend Analytics provide the functionality, flexibility, and extreme usability required to meet the needs of procurement professionals throughout the organization. Oracle Procurement &

ABOUT ORACLE BI APPLICATIONS

Oracle BI Applications provide complete, real-time, and enterprisewide insight for all users, enabling fact-based actions and intelligent interaction. Tailored for more than 20 different industries and designed for rapid deployment at a low cost of ownership, Oracle BI Applications are prebuilt solutions that start with the customer, embrace any existing corporate data source, and are seamlessly integrated with Oracle's transactional solutions to increase effectiveness across the entire customer life cycle. All Oracle BI Applications are powered by Oracle BI Enterprise Edition, a high-performance, highly scalable, and highly reliable next generation business intelligence platform that can be used to extend existing analytic solutions to meet any enterprise business intelligence need. Additional information about Oracle BI Applications is available at <http://www.oracle.com/goto/obia>

Oracle BI Applications include:

- Oracle Financial Analytics
- Oracle HR Analytics
- Oracle Procurement and Spend Analytics
- Oracle Sales Analytics
- Oracle Marketing Analytics
- Oracle Service Analytics
- Oracle Contact Center Analytics

Spend Analytics create powerful synergies with all of Oracle BI Applications products by ensuring that rich operational and management insight helps drive all customer, supplier, and financial decisions, resulting in lower costs, increased revenue, and greater profitability.

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