

ORACLE AI World

AI-Driven Data Intelligence for Finance and Supply Chain

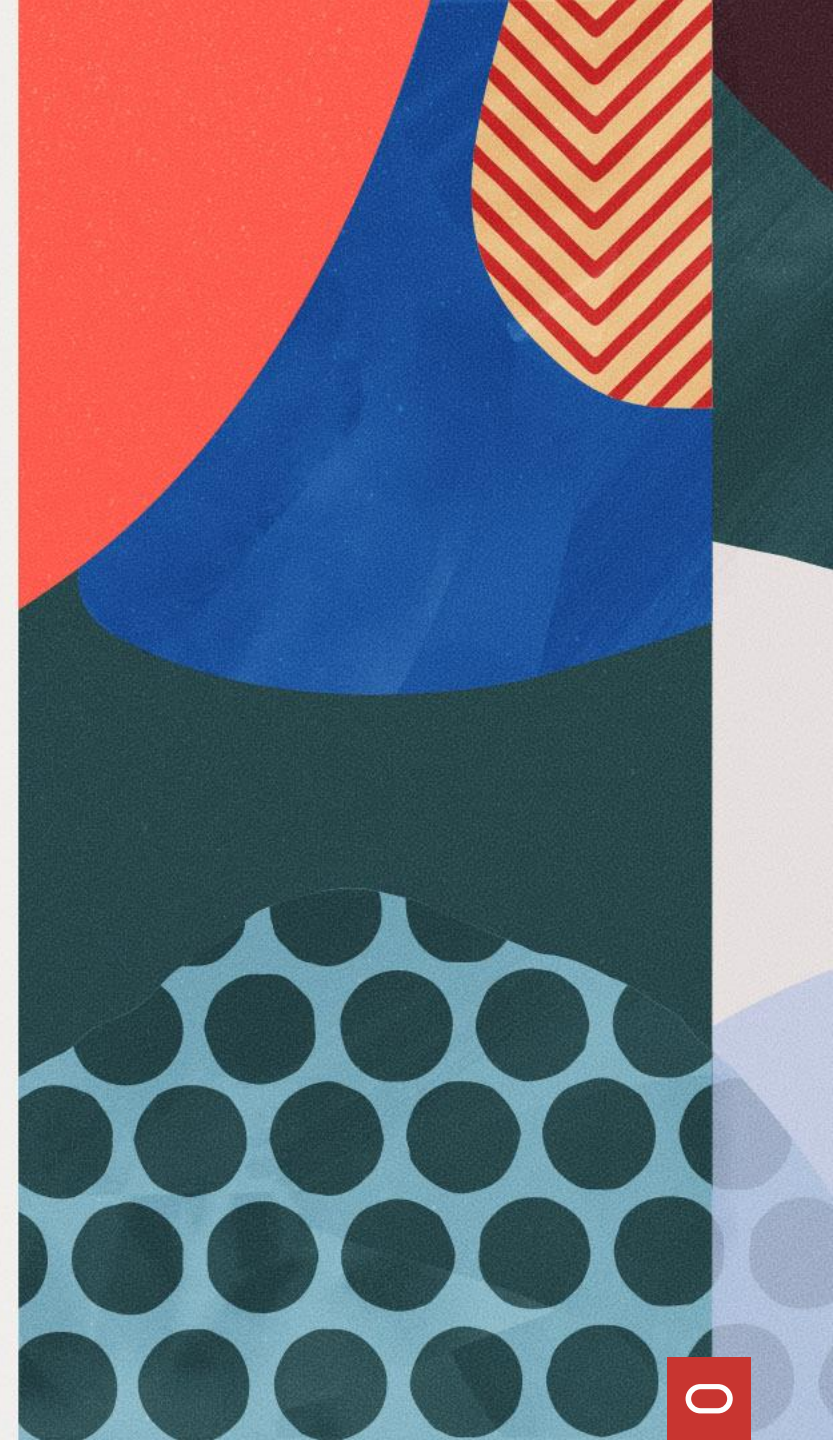
Fusion Data Intelligence

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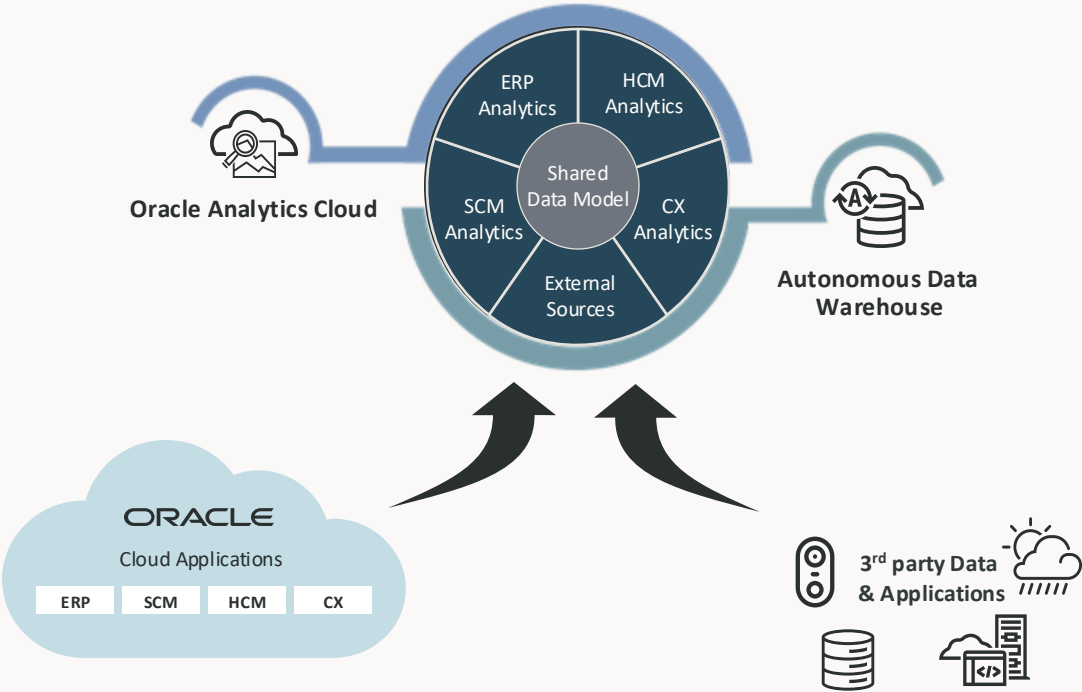
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Agenda

- 1 Fusion Data Intelligence
- 2 Market
- 3 AI Assistant for FDI Live Demo
- 4 Roadmap

AI ready data foundation with thousands metrics



Procurement - Spend	PPM - Project Revenue	PPM - Project Commitments	PPM - Project Budgets	Financials - GL Profitability	Financials - GL Detail Transactions		SCM - Transfer Orders	SCM - Sales Orders Holds	SCM - Sales Orders
Procurement - Requisitions	PPM - Project Invoices	Financials - GL Budgets	Financials - Assets Transactions	Financials - Assets Analysis		Financials - AR Transactions	SCM - Picking and Shipping	SCM - Item Cost	SCM - Inventory Valuations
Procurement - Receipts	PPM - Project Funding	Financials - GL Balance Sheet	Financials - AR Revenue	Financials - AR Aging	Financials - AR Adjustme...	Financials - AP Payments	SCM - Inventory Transactions	SCM - Inventory Receipts	SCM - Inventory Balances
Procurement - Purchase Orders	PPM - Project Forecasts	Financials - GL Account Analysis	Financials - AR Receipts and Applications	Financials - AP Liabilities	Financials - AP Holds	Financials - AP Expenses	SCM - COGS and Gross Margin	Procurement - Requisitions	Procurement - Receipts
Procurement - Agreements	PPM - Project Costs	Financials - EXM Employee Expenses	Financials - AR Credit Memo Applications	Financials - AP Invoices	Financials - AP Aging		Procurement - Spend	Procurement - Purchase Orders	Procurement - Agreements



Self-service support for all Finance and Procurement users

General Ledger



- Identify profitability & cost drivers
- Optimize cash & working capital
- Easily drill across finance (ie subledger details)

Accounts Receivable



- Gain in-depth revenue insights
- Reduce days sales outstanding
- Improve AR aging and turnover performance

Accounts Payable



- Improve payment performance
- Optimize days payable outstanding
- Discover insights into aging trends

Assets



- Improve financial forecasts
- Monitor capital & operating assets
- Optimize return on assets



Employee Expense



- Identify fraud & noncompliance
- Enforce policy adherence
- Track expense cycle performance

Spend



- Full visibility into spend
- Minimize non-compliant spend
- Align finance & procurement to optimize working capital

Procurement



- Uncover cost-saving opportunities
- Effectively minimize supplier risk
- Enhance procure-to-pay efficiency

Contracts



- Visibility to contract and usage activity
- Visibility to contracts that has policy deviations
- Track contract cycle performance

Accounting Hub



- Unified view of accounting
- Discover operational and financial trends
- 360° cross-functional view of your business

Time and Labor



- Track Project timecards
- Get insights on Project Labor hours
- Improve timecard process

Projects



- Continuously monitor budget and forecast variances
- Improve controls over project costs and expenses
- Get insights on project-driven revenue trends and billing

Grants Management



- Manage awards from funding to closeout
- Get insights into award burn rate
- Track spending, revenue and billing by award

Labor Distribution



- Track payroll costs distribution to Projects and GL Account
- Review payroll batches loaded and distributions
- Identify labor schedules that need revision

Budgetary Control



- Monitor Budget Consumption
- Track details of transactions that reserved funds
- Review transactions that failed funds check



Self-service support for all Supply Chain users

Order Management



- Identify demand trends and order promise issues
- Evaluate order fulfillment and delivery performance
- Discover bottlenecks in order-to-cash processes

Picking and Shipping



- Improve efficiency of picking and shipping process
- Improve cycle times
- Analyze throughput to improve productivity

Inventory & Costing



- Alignment of inventory levels with demand
- Improve Inventory turns and reduce obsolescence
- Drive cost and profitability goals with granular insights

Manufacturing & Maintenance



- Analyze production and quality efficiency
- Predict maintenance needs*
- Optimize parts inventory and service

Supply Chain Planning



- Improve planning accuracy and minimize supply-demand gaps
- Monitor Variance across all plan types
- Align Planning and operations to improve productivity

COGS & Gross Margin



- Continuously monitor GOGS and gross Margin
- Improve controls over costs
- Get insights to improve margins*

Logistics

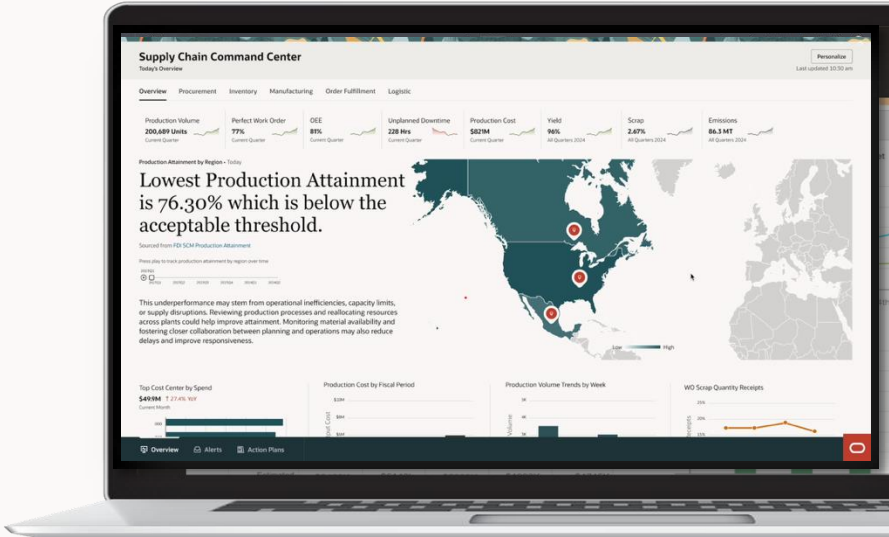


- Improve transportation efficiency and agility
- Streamline warehouse operations
- Optimize trade compliance

Spend & Procurement



- Uncover cost-saving opportunities
- Monitor supplier performance and minimize supply risk
- Enhance procure-to-pay efficiency



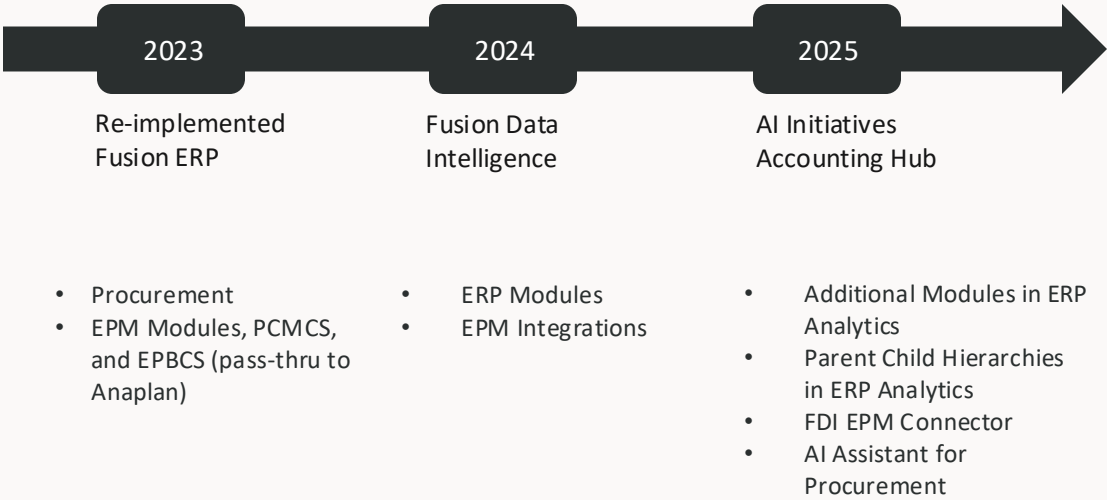
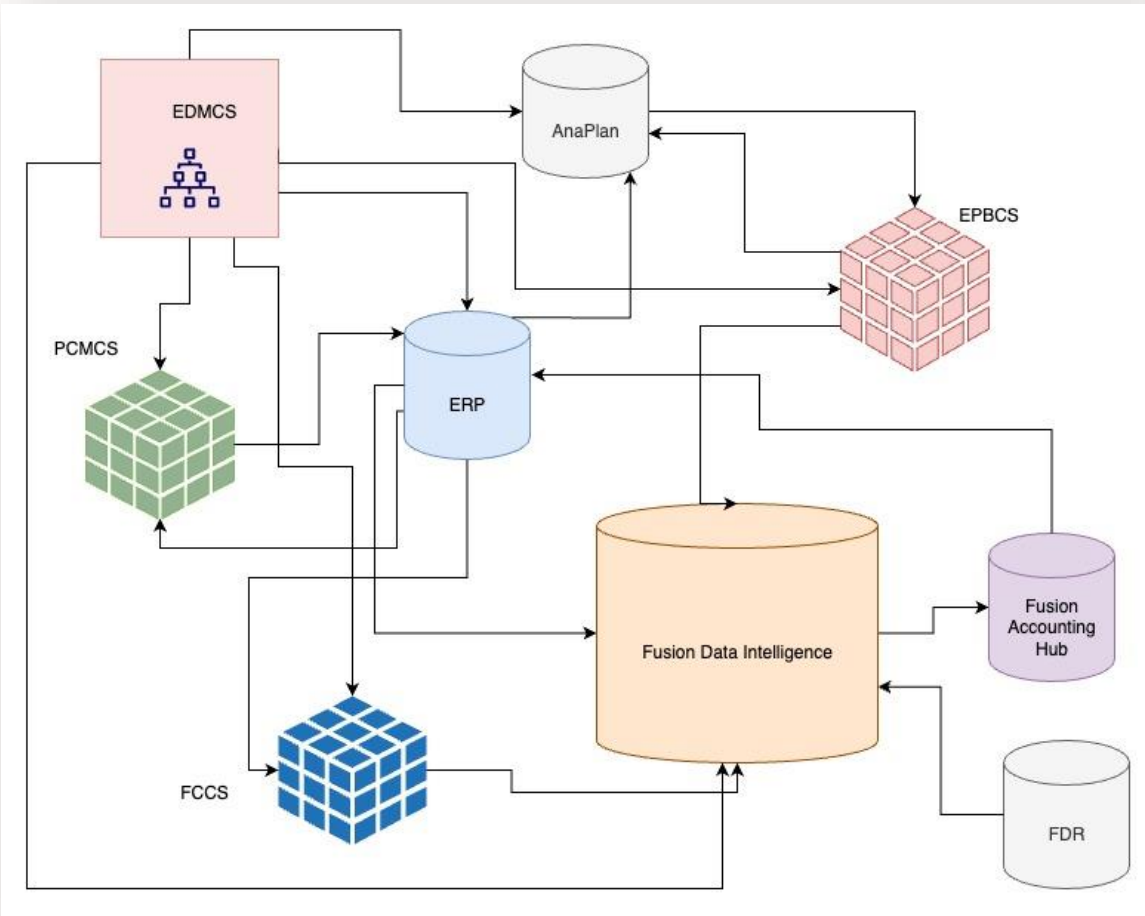
Markel Finance Transformation

MARKEL



Finance Transformation Journey

Project Phoenix is a multi-phased, multi-year upgrade of our finance infrastructure and systems



Transformation Benefits



Realized Benefits

- ✓ Established a solid foundation upon which we can now expand and enhance
- ✓ Implemented an integrated Procure-to-Pay solution
- ✓ Enhanced our analytical reporting capabilities



Future Benefits

- ❑ Creating a streamlined data pipeline for source system journal entry processing
- ❑ Advancing our financial performance management strategic capabilities
- ❑ Introduction of AI capabilities to change the way we work



AI Strategy

AI in Oracle Analytics Cloud



Data Enrichment



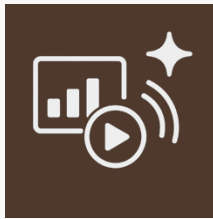
AI-Assistants



Contextual
Insights



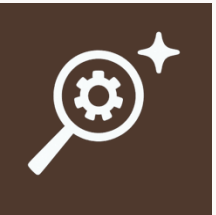
Advanced
Analytics



AI
Storytelling



No-code
Custom ML



Explain



Natural Language
Interactions



Natural Language
Generation



Auto
Insights



OCI AI Services
Integration



Database ML
Integration



AI in Fusion Data Intelligence



AI Agents and Assistants

- Workbook Assistant
- Consumer Assistant
- Agents



Ready to consume ML features

- Flux Analysis
- Collection Risk Prediction
- Supplier Payment Prediction

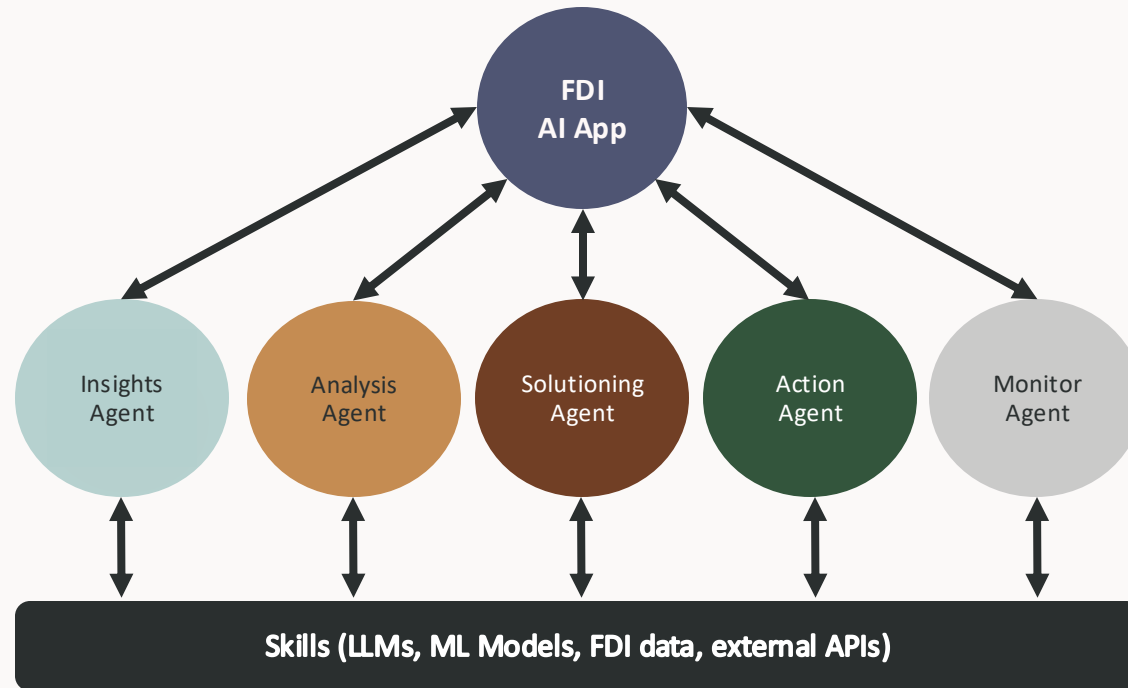


AI Applications

- Supply Chain Command Centre
- Project Command Centre
- Talent strategy and skills.

Agentic AI Framework for Fusion Data Intelligence

Multiple agents working in concert to turn insights into actions



Insights Agent

- Identify trends and anomalies
- Alert users of new insights

Analysis Agent

- Surface drivers and root causes
- Guide users to ask the right questions

Solutioning Agent

- Propose decision scenarios
- Provide recommendations
- Facilitate collaboration among users

Action Agent

- Enact decisions and agentic workflows
- Inform stakeholders

Monitor Agent

- Track outcomes and business impact of decisions and actions

FDI AI Assistant

Natural Language Insights

Talk to your data using everyday business language. No need for SQL or technical skills to get answers.

Faster Decision-Making

Quickly resolve common business questions in areas like Spend Analytics and Employee Expense Analytics without waiting on reports.

Pre-Built Intelligence

Out-of-the-box setup with predefined synonyms, indexing, and logic streamlines adoption and shortens time-to-value.

Flexible Customization

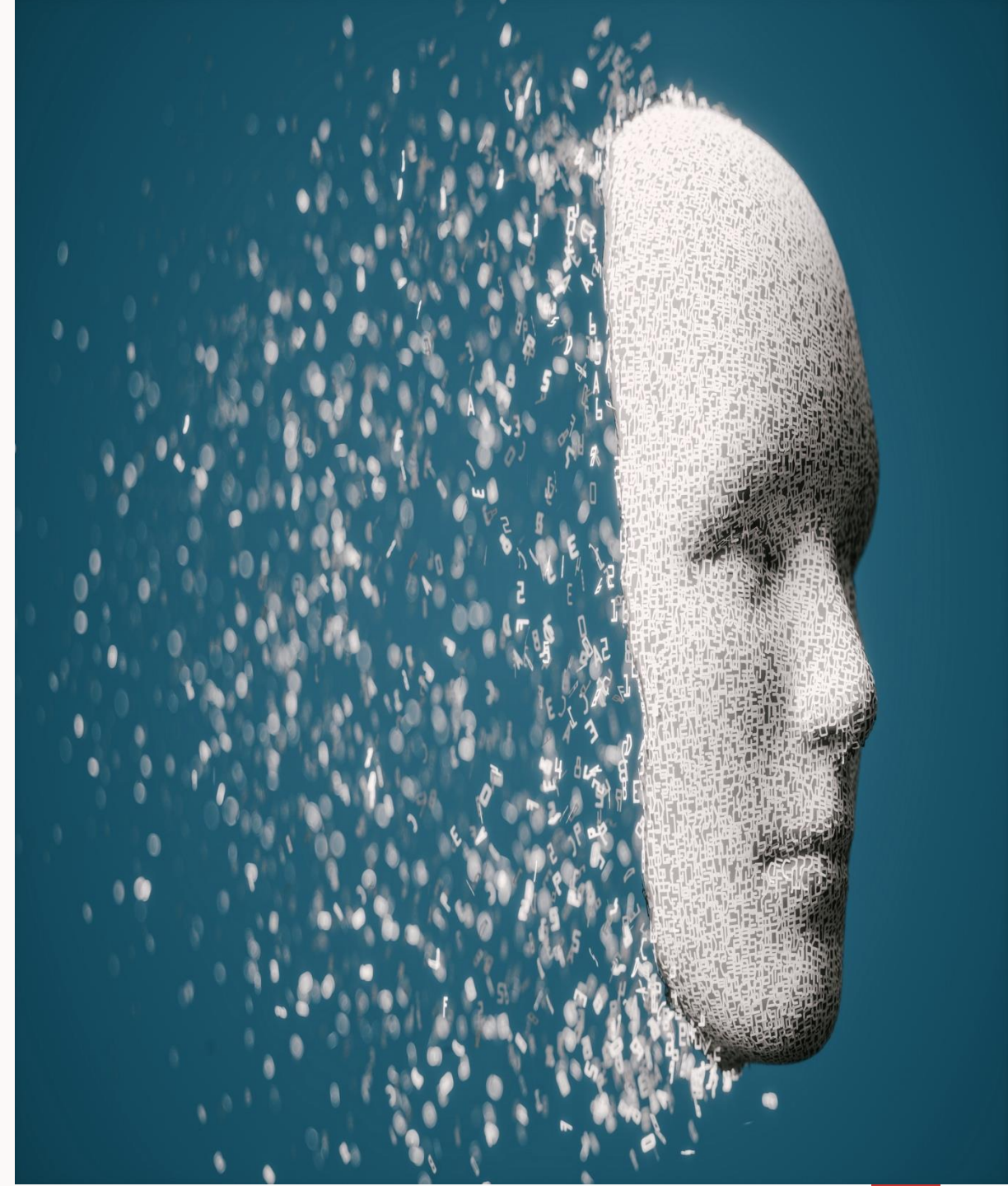
Extend beyond prebuilt content by creating your own conversational experiences for custom or tailored analytics workbooks.

Empowered Business Users

Reduce dependency on IT and analytics teams by enabling self-service access to insights.

Foundation for Scalable AI

Establishes a modern, LLM-powered layer that supports enterprise AI use cases and scales across analytics domains.



FDI: Pre-packaged Content Features



Customer Collection Risk Prediction

Generally Available

Identifies the risk of late payments to prioritize collections and improve cash flows.



Customer Collections Date Prediction

Generally Available

Predicts the expected payment date of invoices, helping optimize cash flow.



Supplier On-Time Payment Prediction

Generally Available

Assesses the risk of late payments to vendors, helping maximize discounts and strengthen vendor relationships.



Employee Expense Anomaly Detection

Limited Availability

Identifies unusual expenses to prevent fraud, enhance audit efficiency and speed up approvals.



Payables Duplicate Invoice Detection

Limited Availability

Identifies duplicate vendor invoices using pattern recognition, helping prevent fraud and overpayments.



Payables Invoices Anomaly Detection

Roadmap

Identifies anomalous payables invoices to prevent fraud and improve processing times.



Manual Journals Prediction

Roadmap

Predicts future journal entries based on past trends, enabling automation and help with month end close planning.



Flux Analysis

Roadmap

Compares financial data across different periods to identify significant variations and explain underlying causes

ERP & SCM Analytics | Roadmap | Workbook AI Assistant

Natural Language Interaction

Talk to your data using everyday business language. No need for SQL or technical skills to get answers.

Faster Decision-Making

Quickly resolve common business questions in areas like Spend Analytics and Employee Expense Analytics without waiting on reports.

Pre-Built Templates

Out-of-the-box setup with predefined synonyms, indexing, and logic streamlines adoption and shortens time-to-value.

Build-your-own Experiences

Extend beyond prebuilt content by creating your own conversational experiences for custom or tailored analytics workbooks.

Empowered Business Users

Reduce dependency on IT and analytics teams by enabling self-service access to insights.

ERP



Employee Expense



Customer Invoices



Enterprise Spend



Supplier Invoices

SCM



Sales Order



Purchase Orders



Inventory Transactions



Item Cost

ERP Analytics | Roadmap | AI Driven Flux Analysis

Enhanced Decision-Making

Insights into financial performance variations and trends to support faster, more informed decisions.

Performance Optimization

Enable data-driven strategies to improve cash flow, control costs, and maximize profitability.

Audit & Compliance Readiness

Maintain a transparent audit trail of material changes to support regulatory and audit requirements.

Strategic Planning

Identify trends and volatility that impact future performance and long-term planning.

Operational Agility

Strengthen cross-functional accountability by making variance drivers visible across teams.

Foundation for AI & Automation

Provide a trusted data layer for FP&A, powering AI-driven insights, anomaly detection, and automated narrative generation.

Line Item	2024Q1	2024Q2	2024Q3	2024Q4	QoQ Variance (\$)	QoQ Variance (%)	Explanation
Sales Revenue	30,320,413.74	32,715,308.28	36,608,157.24	38,967,580.66	2,359,423.42	6.45	Up 6.4%, due to successful new product launch
Cost of Sales	22,901,512.82	24,677,615.37	27,579,765.38	29,732,628.15	2,152,862.77	7.81	Up 7.8%, due to higher import costs and wage inflation
Gross Profit	7,418,900.92	8,037,692.91	9,028,391.86	9,234,952.51	206,560.65	2.29	Up 2.3%, influenced by currency and product mix
Administrative Expenses	2,056,121.45	2,064,503.58	2,078,128.55	2,087,713.18	9,584.63	0.46	Up 0.5%, return to work leading to increased facilities cost
Selling Expenses	2,686,441.86	3,597,218.89	2,714,736.70	2,727,059.80	12,323.10	0.45	Up 0.5%, higher sales compensation for new product
EBITDA	2,676,337.61	2,375,970.44	4,235,526.61	4,420,179.53	184,652.92	4.36	Up 4.4%, due to favorable currency impact
Depreciation & Amortization	782,142.86	804,000.00	825,857.14	847,714.29	21,857.15	2.65	Up 2.6%, increased asset base leading to higher values
EBIT (Operating Income)	1,894,194.75	1,571,970.44	3,409,669.47	3,572,465.24	162,795.77	4.77	Up 4.8%, driven by currency changes
Finance Costs, net	240,000.00	243,600.00	247,200.00	250,800.00	3,600.00	1.46	Up 1.5%, due to new financing programs
Profit Before Income Tax	1,654,194.75	1,328,370.44	3,162,469.47	3,321,665.24	159,195.77	5.03	Up 5.0%, with currency impact
Income Tax Expense	310,475.55	248,647.55	618,697.15	620,173.83	1,476.68	0.24	Up 0.2%, with currency impact
Profit for the Period	1,343,719.20	1,079,722.89	2,543,772.32	2,701,491.41	157,719.09	6.20	Up 6.2%, with currency impact

AI generated explanation for significant variations including insights on underlying causes.



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- Hands on workshops



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User Groups

Data Visualization Gallery

Data Visualization Challenge



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