ORACLE HIGHER EDUCATION CLOUD

SESSION 9068
4 July 2017

Oracle's Strategy: Supporting Higher Education - Today and Tomorrow

Ronnie Toerien
HCM Development & Strategy Leader - Africa
July 2017

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Safe Harbor Statement

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

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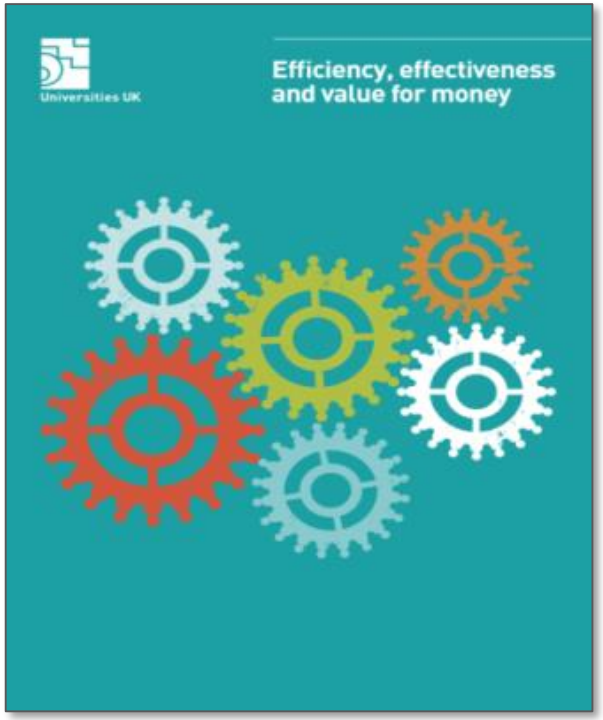
In the News: Costs, Fees, Funding, Budgets, Efficiency……



INSIDE HIGHER ED

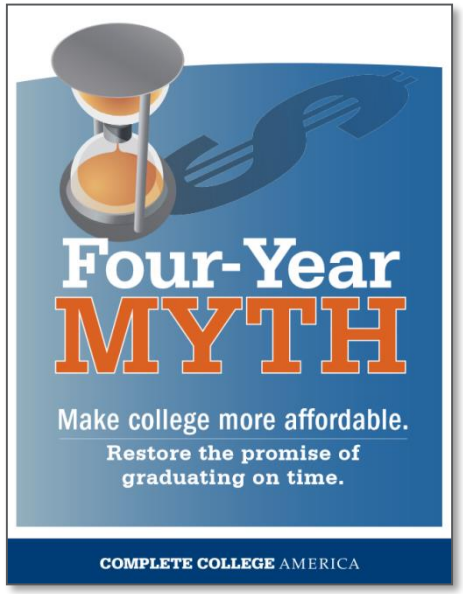
'Smarter Faster Better' and Higher Ed Productivity
March 17, 2016 - 9:00pm
By Joshua Kim

Closure Concerns and Financial Strategies: a Survey of College Business Officers
July 17, 2015
By Kellie Woodhouse

THE CHRONICLE OF HIGHER EDUCATION

Caught Between a Cap on Tuition Increases and Cuts in State Aid

By Katherine Mangan | JULY 10, 2015



THE TIMES HIGHER EDUCATION

Universities face a choice between prestige and efficiency

Paul Blackmore explains the challenges posed by his Leadership Foundation report

April 5, 2016

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And locally…

"This is not going to be a problem that is going to go away." - **Ilan Price**, son of UCT Vice-Chancellor Max Price

"South Africa is witnessing a return to its past as anger and frustration of a younger generation clashes with years of poor policy formulation and lack of implementation." - political analyst **Daniel Silke**.

"[My father] was crushed when he found out that he had to raise R6 500 for registration. We have livestock at home so my parents had to sell one cow to raise the money." -18-year-old **Banele Mathenjwa's** parents had to sell one of their most prized possessions to send him to university.

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A Commitment to Higher Education

Vision | Community | 11,000+ Customers

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Our mission is to help institutions worldwide enrich the learning and research experience with innovative cloud solutions that enable student success and institutional sustainability.

Improve Outcomes

Raise Institutional Standing

Increase Operational Efficiency

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We are Living in a Knowledge Economy

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Students are Learning in a Different Era

1970s and earlier

In person & paper-based interactions

1990s

Rise in non-traditional students & the Internet

2000s

Ubiquitous mobility and online learning growth

Today

Student focus on ROI and employability over degree

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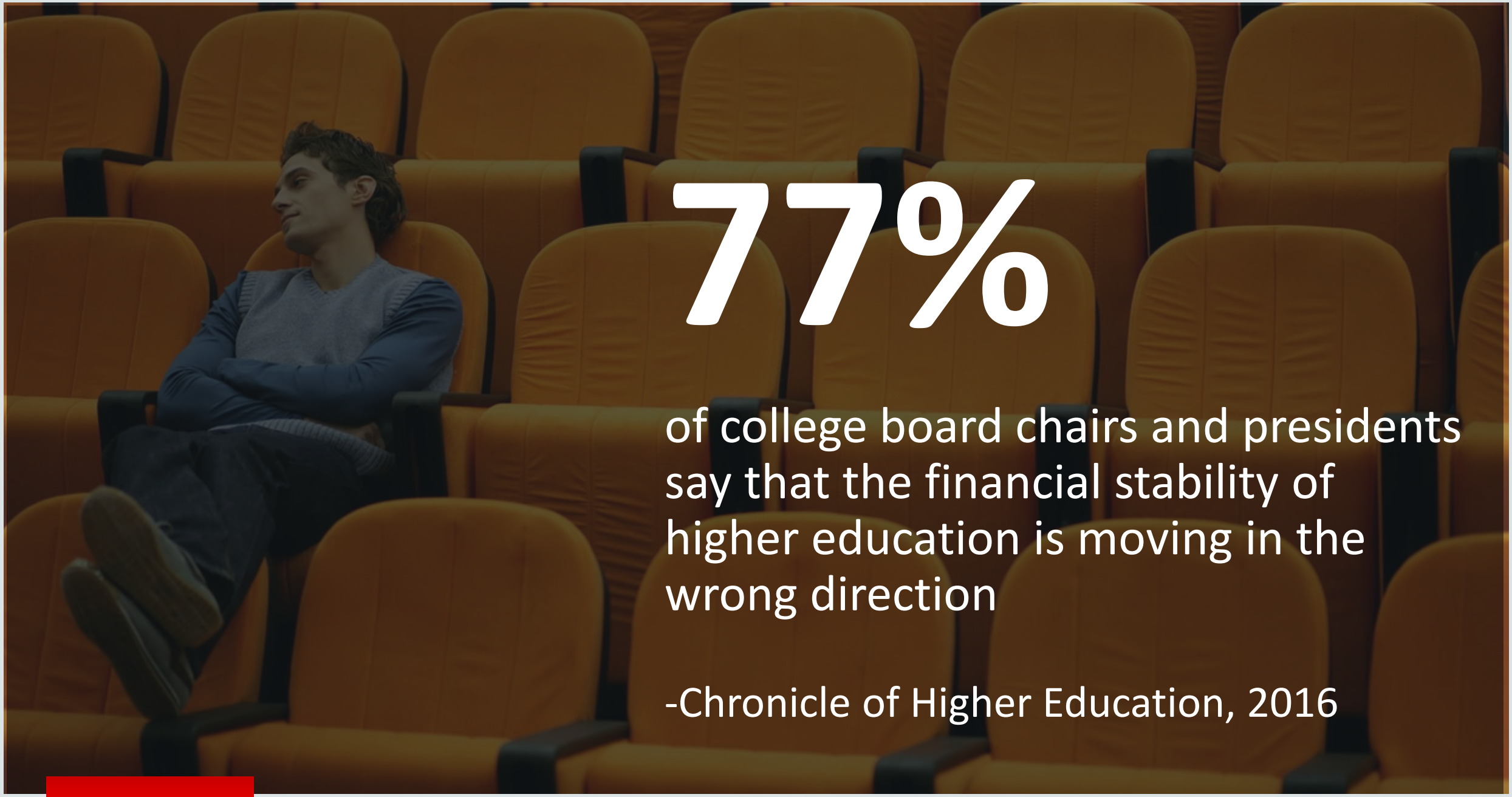

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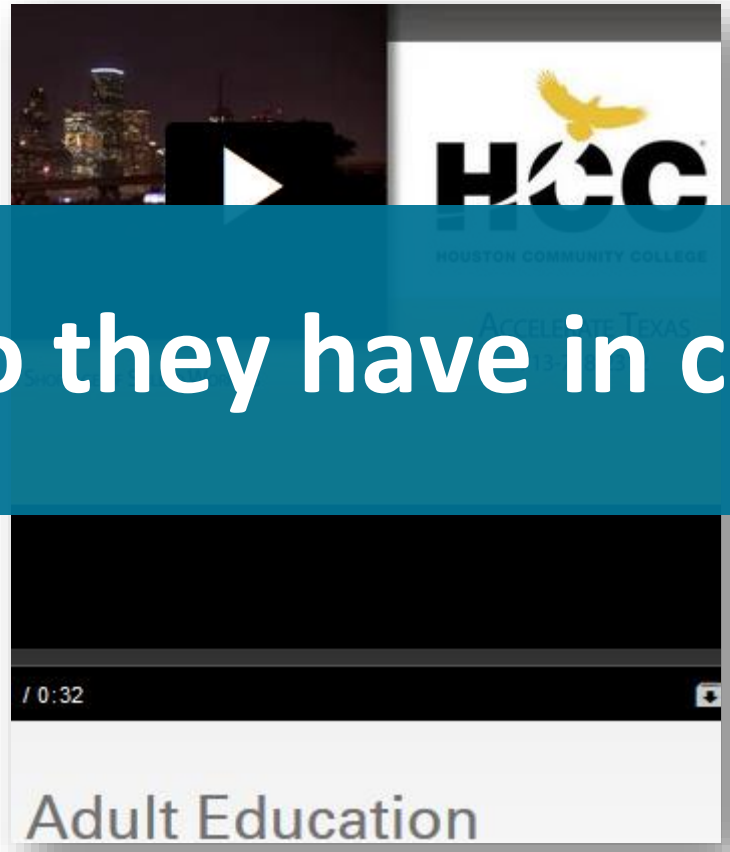
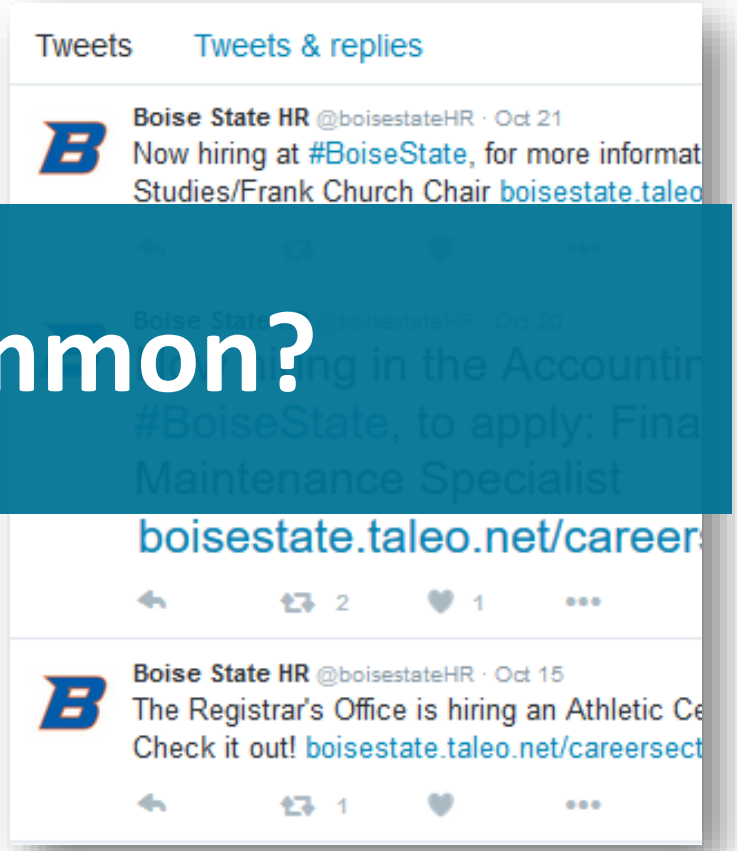
Institutions Prepare for the Future and Improve Outcomes

Penn Online

HCC Lifelong Learning



Boise State Social Recruiting



What do they have in common?

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Around-the-clock Availability

Data-driven Insights

Change At Today's Speeds

Lifelong Learning

Immediate Information

Mobile

Personalized Engagement

A digital experience that transforms education to meet student, faculty and staff expectations

Real-time Fulfillment

Social

User Experience

Zero Errors

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You Can Transform Higher Education

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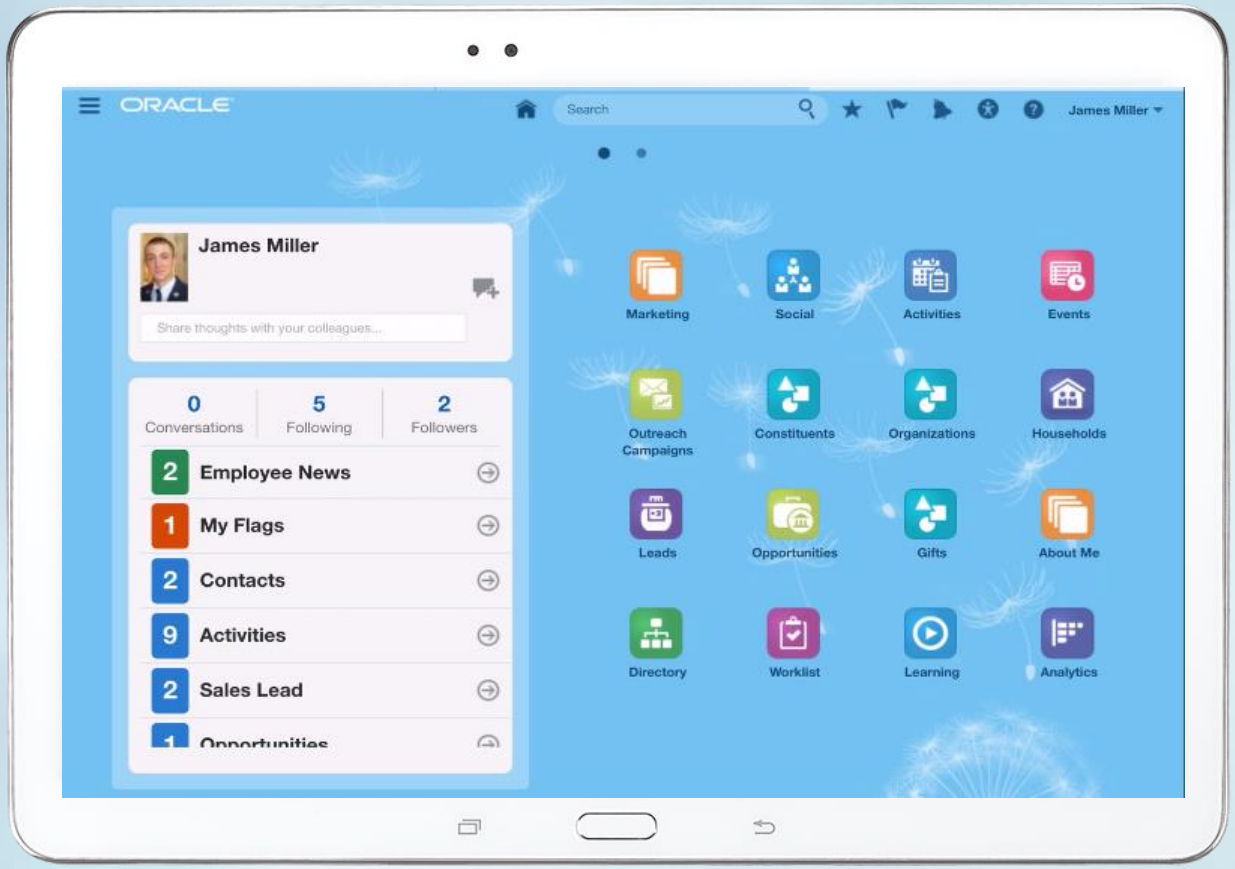
Improve Outcomes and Student Success



- **Increase admissions yield** with targeted campaigns, CRM and mobile recruiting app
- **Collaborate with students** on schedules, degree paths, and more
- **Personalize student transactions** from application to graduation
- **Create personalized mobile apps** with mobile platform services

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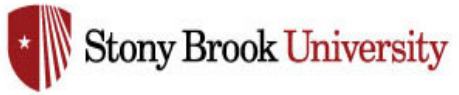
Oracle Cloud Momentum – Higher Education



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A student-focused public university, in rural Ohio offering a highly personalized, affordable, and accessible education

Environment

Shawnee State needed to respond to the Ohio Governor to mandate to lower the total cost of education and understand why they had been losing and not gaining new students. They also wanted to improve their reputation and attract top talent.

Results with Oracle Higher Education Cloud

- Improved targeted marketing campaigns and recruitment
- Implementing unified ERP and HCM for future scalability
- Gain insight needed to respond to Governor mandate
- Raise institutional standing with modern technology and processes

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Take Data-Driven Action

- **Intervene in time to retain students** by tying data into campus processes
- **Optimize your workforce** with better information on positions and talent
- **Maximize funding** with a holistic view of grants, donations, and tuition revenue
- **Improve outcomes** with better insight into the path to graduation

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VALDOSTA STATE UNIVERSITY™

"Within 2 years we've increased our retention rate from 66 to 70%. That's a huge increase and translates to millions of dollars over time."

- Brian Haugabrook, CIO

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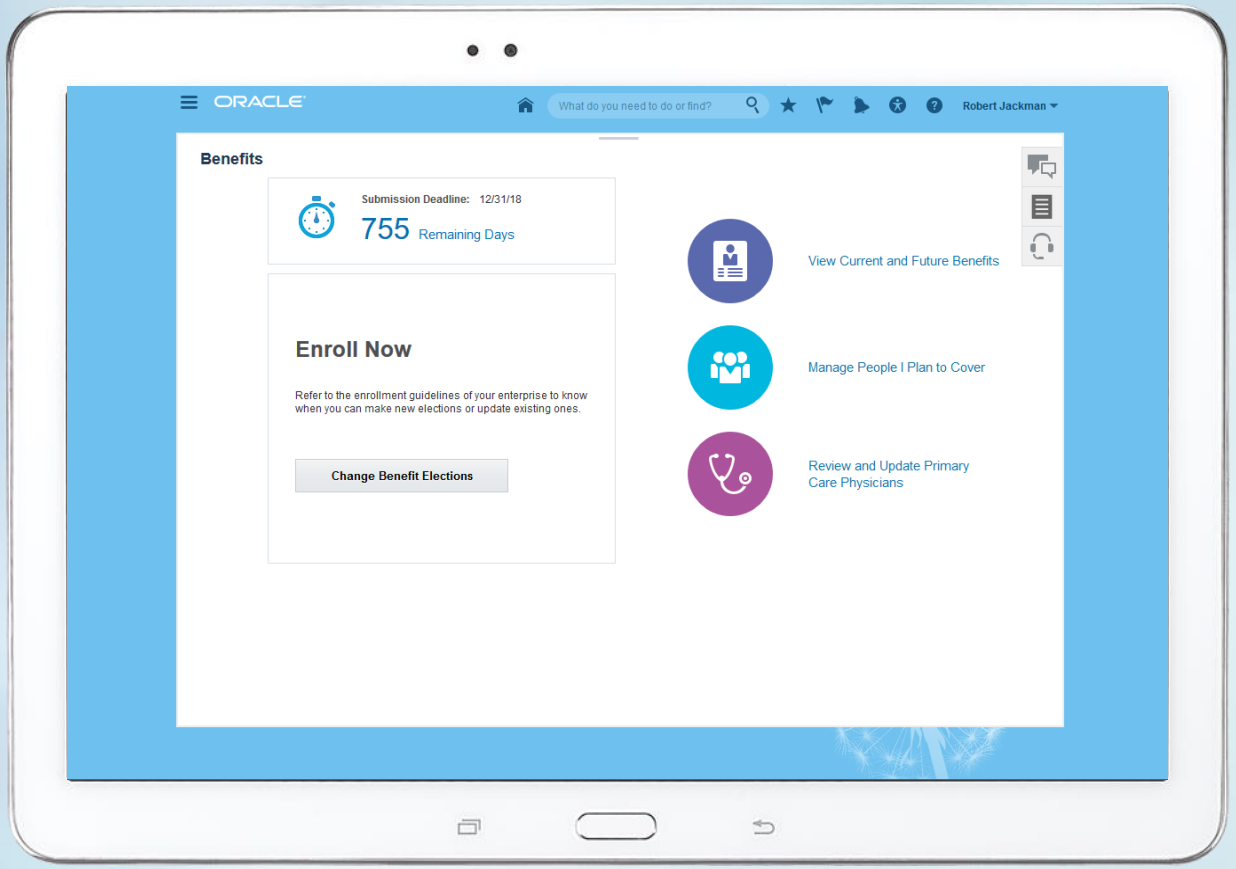
Engage Employees and Achieve Operational Excellence



- **Increase efficiency and adapt** with integrated finance and HR, flexible upgrades, and new features
- **Attract talent and engage employees** with social, mobile HR tools
- **Improve sustainability** with grant management and modern ERP
- **Be informed** with powerful analytics that deliver financial and HR insights

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VANDERBILT UNIVERSITY

- Private research university
- Undergraduate, graduate, and professional degrees
- 12,000+ enrollments a year

Environment

Vanderbilt was using an aging solution which lacked many of the best practices available in a Cloud-based system. Self-service adoption was low. HR and Finance lacked a strategic view of the university, its staff, or departments and wanted to engage employees.

Results with Oracle ERP and HCM Cloud

- Improved user experience and productivity
- Gained insight with a single system of record for employee information
- Adapted system with PaaS for a Tenure Management tool needed with HCM Cloud
- Secured a modern, current system based on best practices

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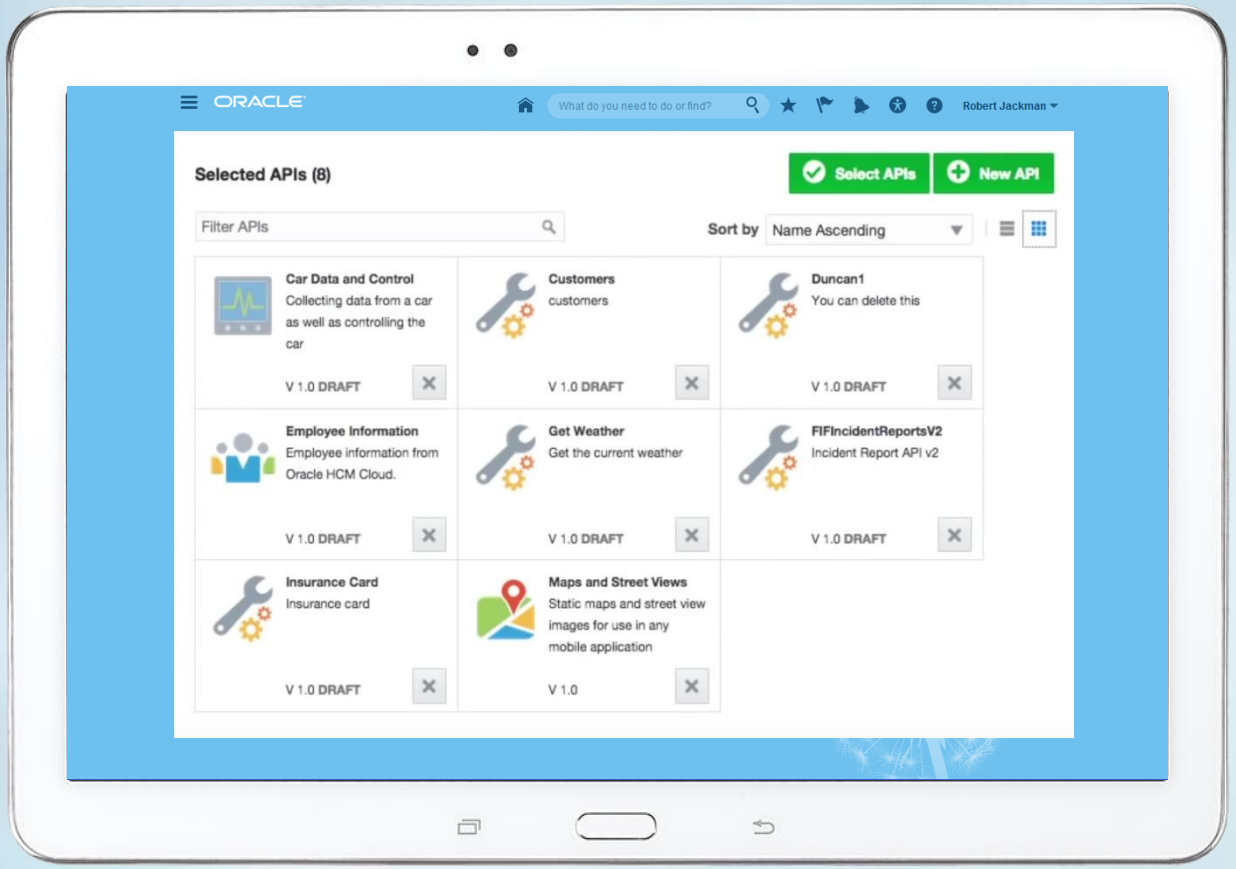
Accelerate Innovation



- **Innovate faster** with rapid development and scale with cloud platform and infrastructure services
- **Integrate easily** with existing systems to standardize and improve processes
- **Reduce risk** in the cloud with the most secure and complete technology stack
- **Collaborate and share** by hosting content and documents in the cloud

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- Private university founded in 1964
- Located in Brazil
- Serves 30,000+ students

Environment

Universidade do Sul de Santa Catarina (UNISUL) plans to grow its enrollment by as much as 60% in the coming years and knew it had to upgrade Peoplesoft Campus Solutions to support its growth. Despite its size, the university has a limited IT team to support traditional and growing online programs.

Results with Database and Java Cloud Services

- Improved internal development and testing
- Students can access these leading technologies anytime, anywhere
- Increased scalability and reliability
- Reduce costs and optimize current resources

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Our Solution

Higher Education Enterprise Cloud

Administration

Academics

Research

Information Technology

Student Lifecycle Management

Human Capital Management

ERP and Planning & Budgeting

Secure, Connected Cloud Platform and Infrastructure

Social Network

Mobile

Analytics & Big Data

Integrations

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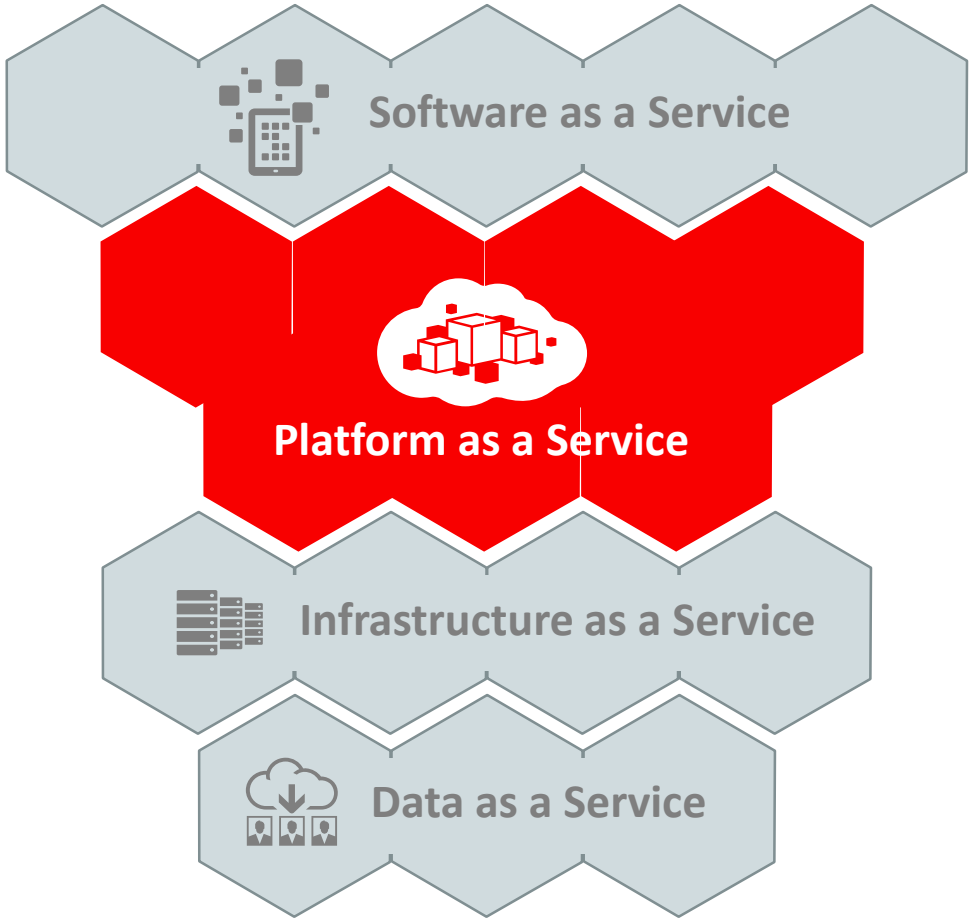
A Complete Ecosystem Drives Sustainability and Differentiation



Oracle platform and infrastructure cloud technologies help simplify and standardize systems, strategically allocate resources, and improve overall institutional agility

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Consume Cloud Services at Your Own Pace

Student Lifecycle Management

- Student Engagement
- Student Recruiting
- Student Support
- Student Management
- Financial Aid

Enterprise Resource Planning

- Financials
- Procurement
- Sourcing
- Planning & Budgeting
- Grants
- Revenue Management
- Project Management
- Risk Management

Technology

- Mobile
- Integration
- Analytics
- Public Cloud
- Database as a Service

Human Capital Management

- Human Resources
- Workforce Rewards
- Workforce Management
- Talent Management
- Work Life

INTRODUCE CLOUD SERVICES INTO YOUR CURRENT ECOSYSTEM

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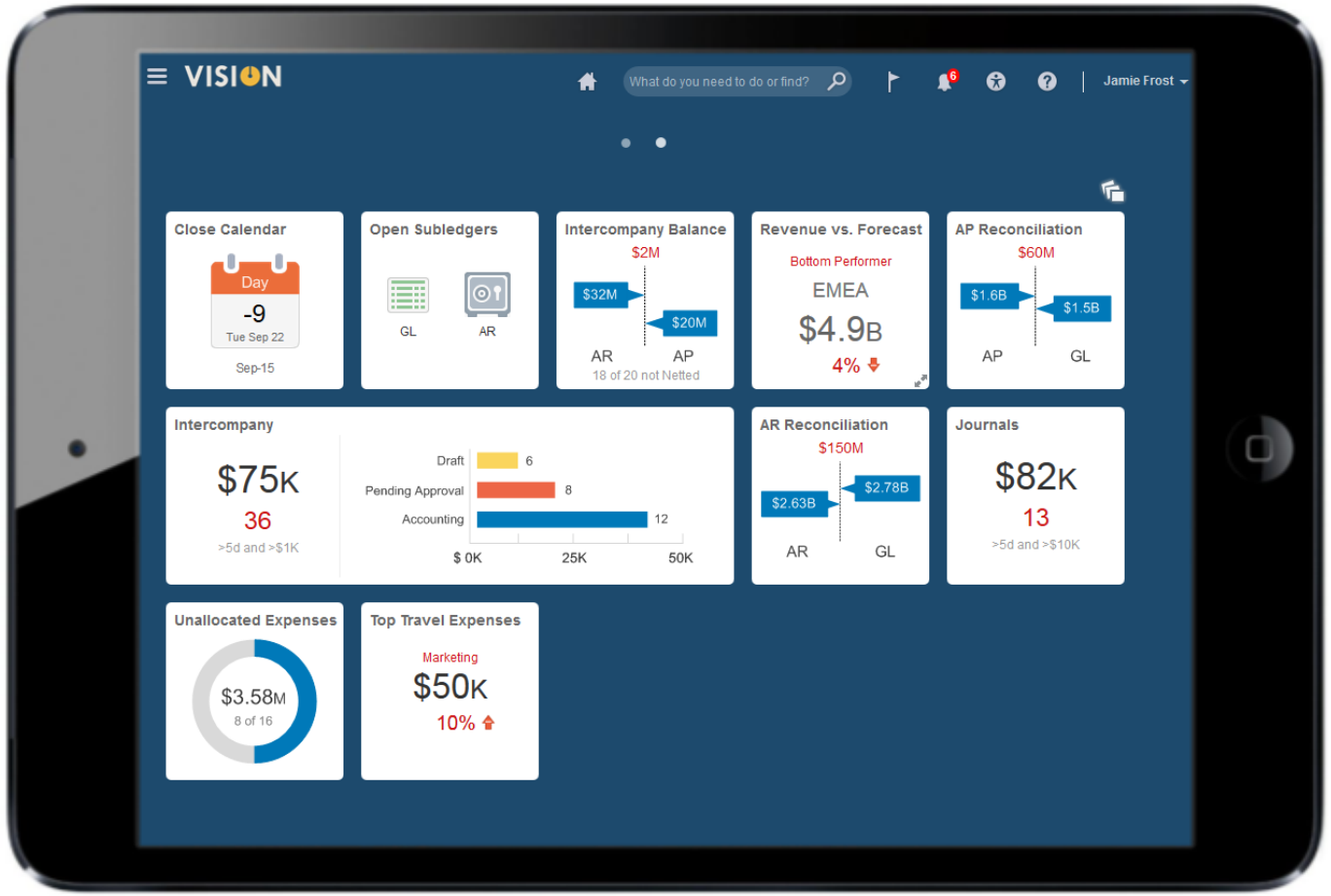
Simplify the User Experience

Simple, intuitive and modern user experience

- Real-time, actionable financial insight through graphical indicators
- Stepped levels of information give more detail on demand



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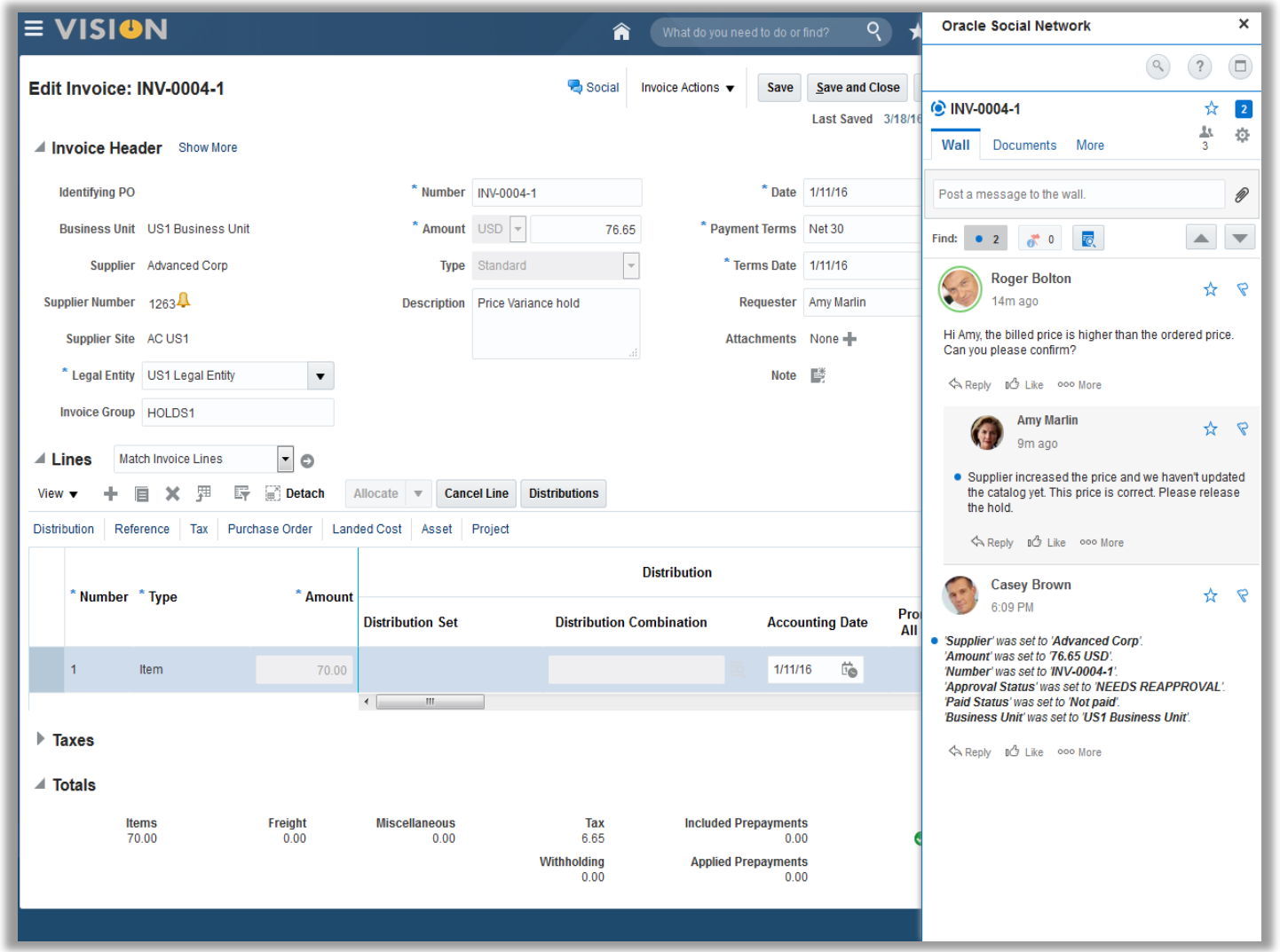
Collaborate with Social Network

Resolve issues faster

- Social collaboration embedded within transactions and reports
- Provides conversations, file sharing, attachments and annotations



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Use Case: Strategic Sourcing & Procurement

A university wants to source quality, good value lab equipment from a reliable supplier

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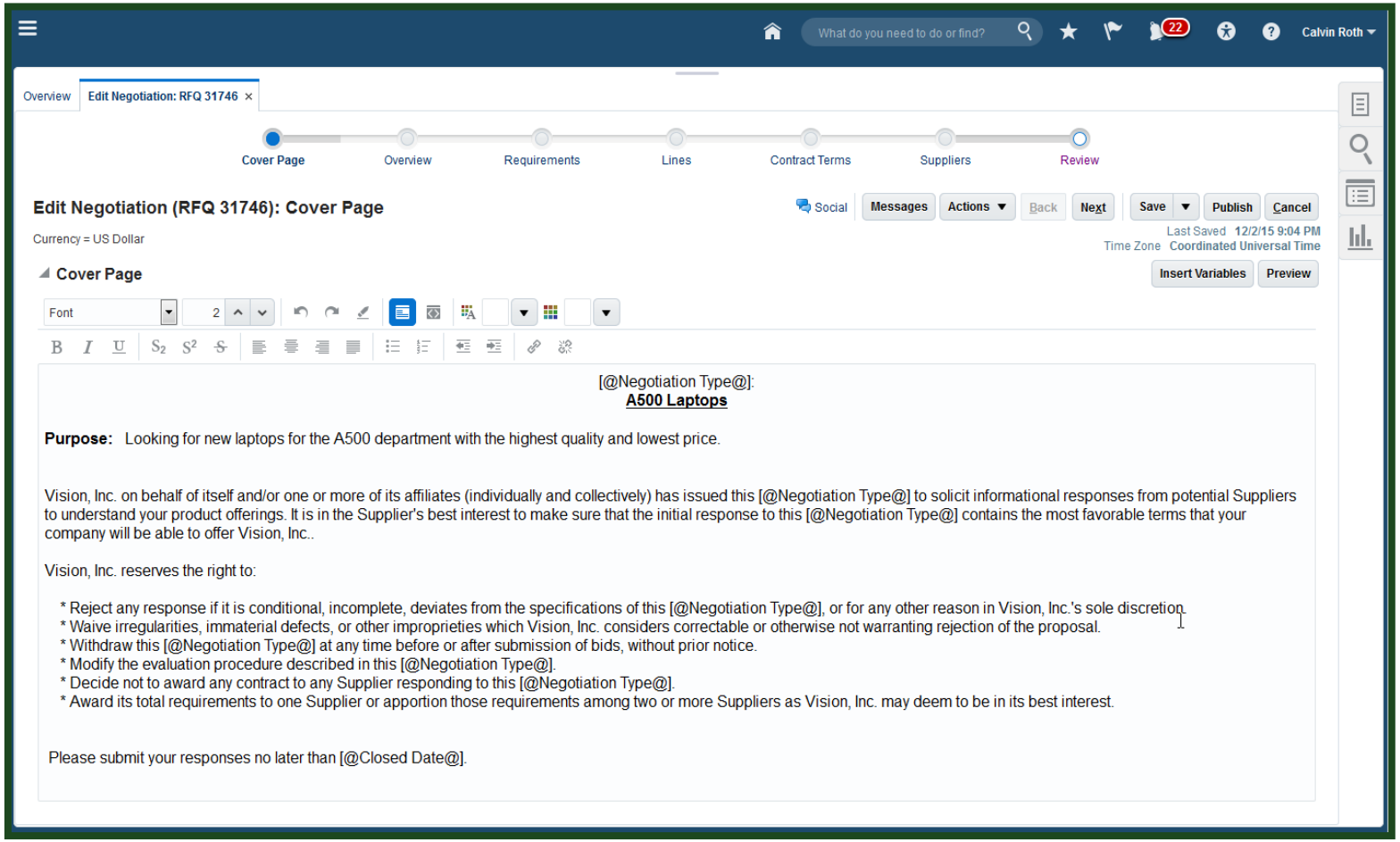
Create Negotiations

- Create your RFX documents or auction with step-by-step guided navigation
- Define negotiation rules to drive supplier competition
- Search and invite strategic suppliers based on unique criteria



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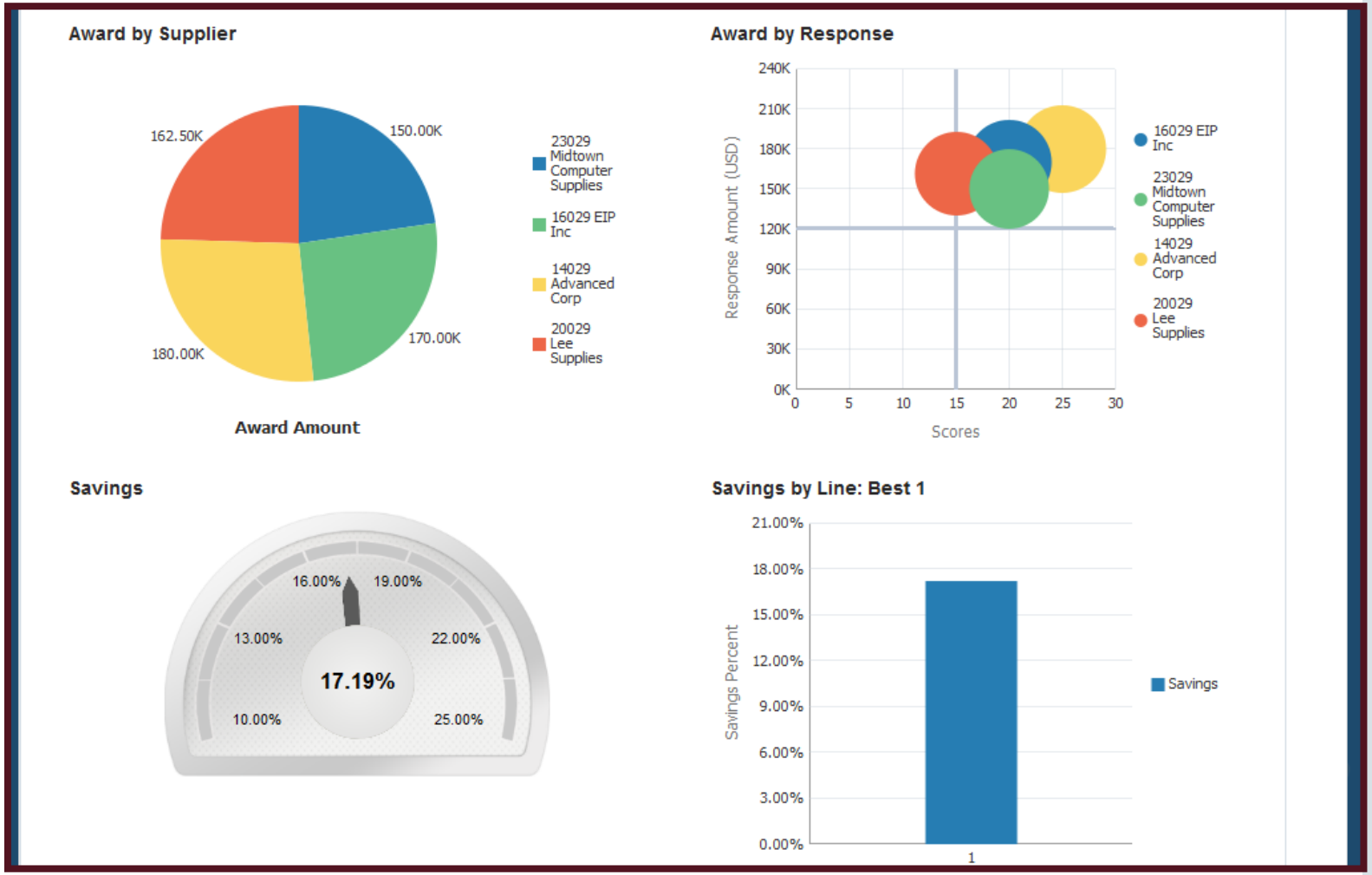
Analyze and Award Negotiations

- Evaluate multiple bids across diverse criteria
- Enable faster and more accurate award decisions
- Provides recommendations based on weighting of bid requirements



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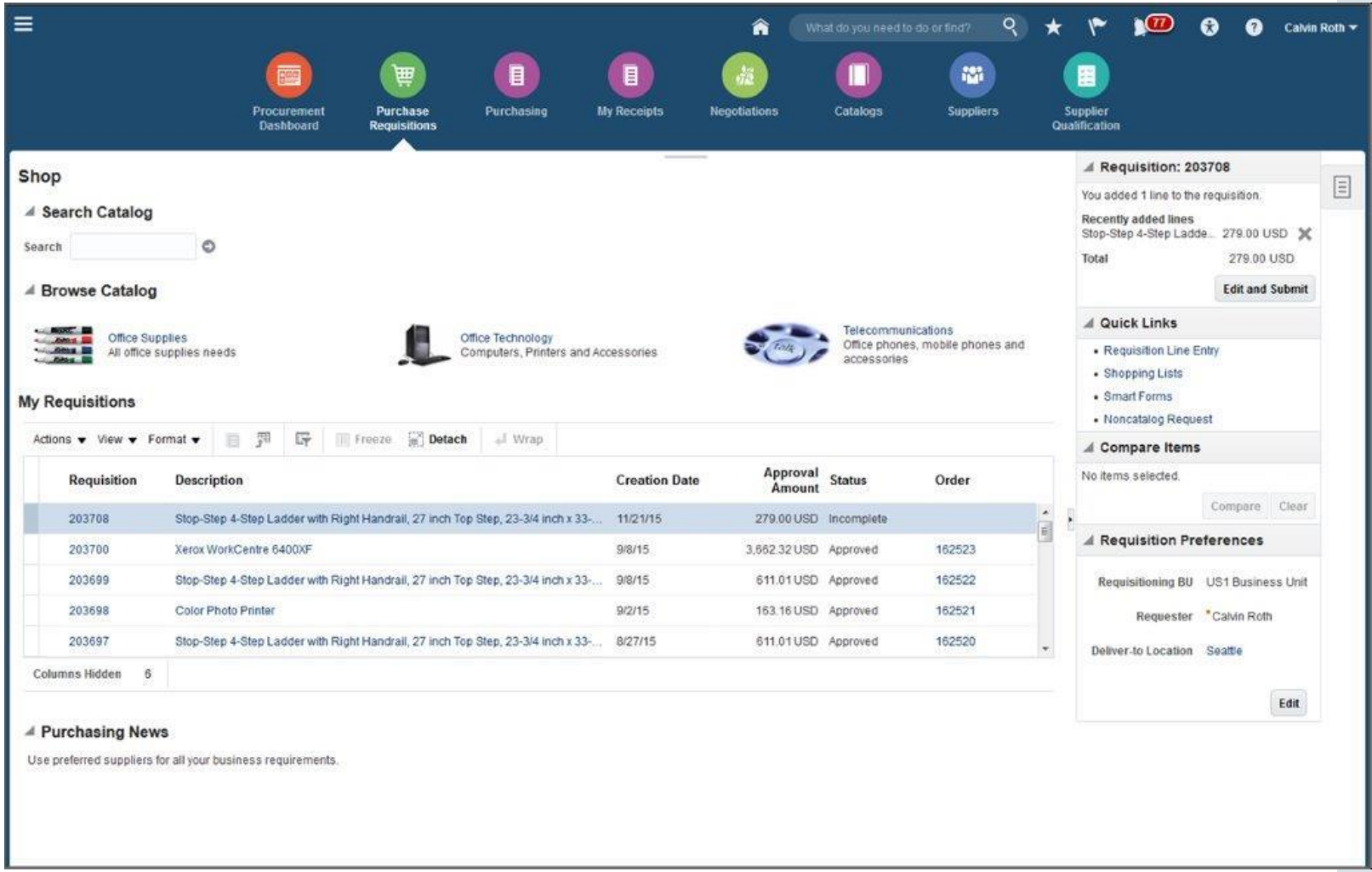
Shop Catalogue

- Consumer centric look and feel
- Unified Catalog displays only items the user has privilege to buy
- Enforces Supplier and Pricing Contract terms



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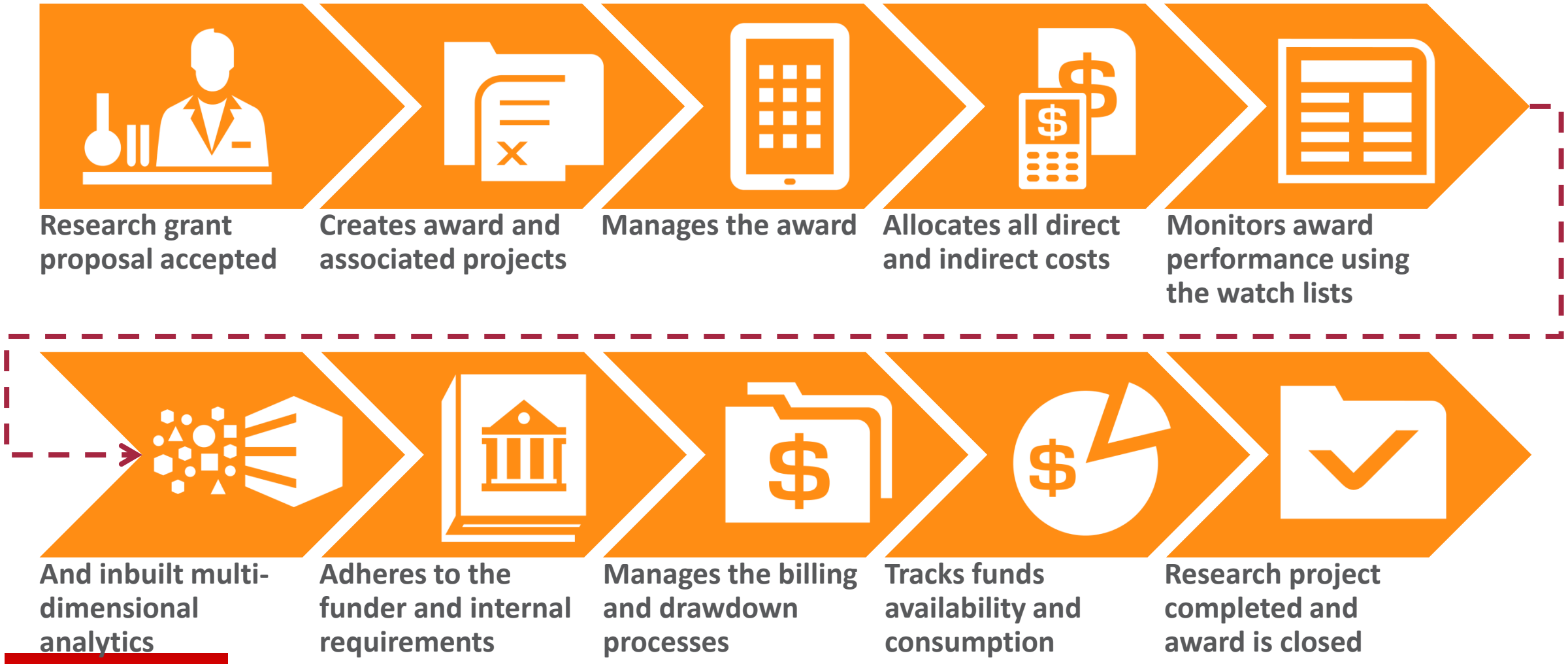
Use Case: Research - Grants Management



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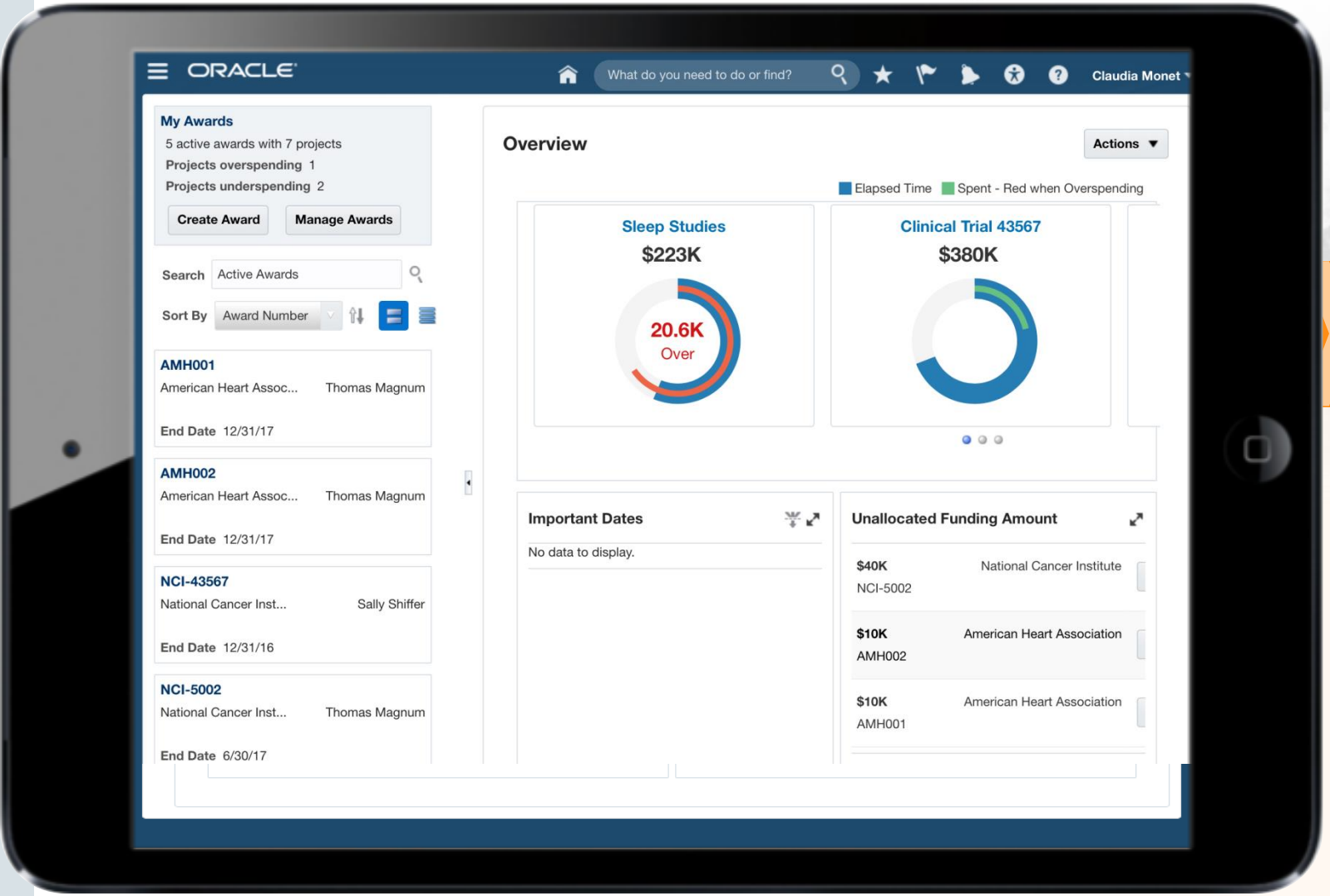
Comprehensive Award Management



Centralized Award Dashboard

- Create, update and edit Awards from a centralized dashboard
- Quickly view Award Status with Embedded Award Analytics
- Monitor important award related conditions

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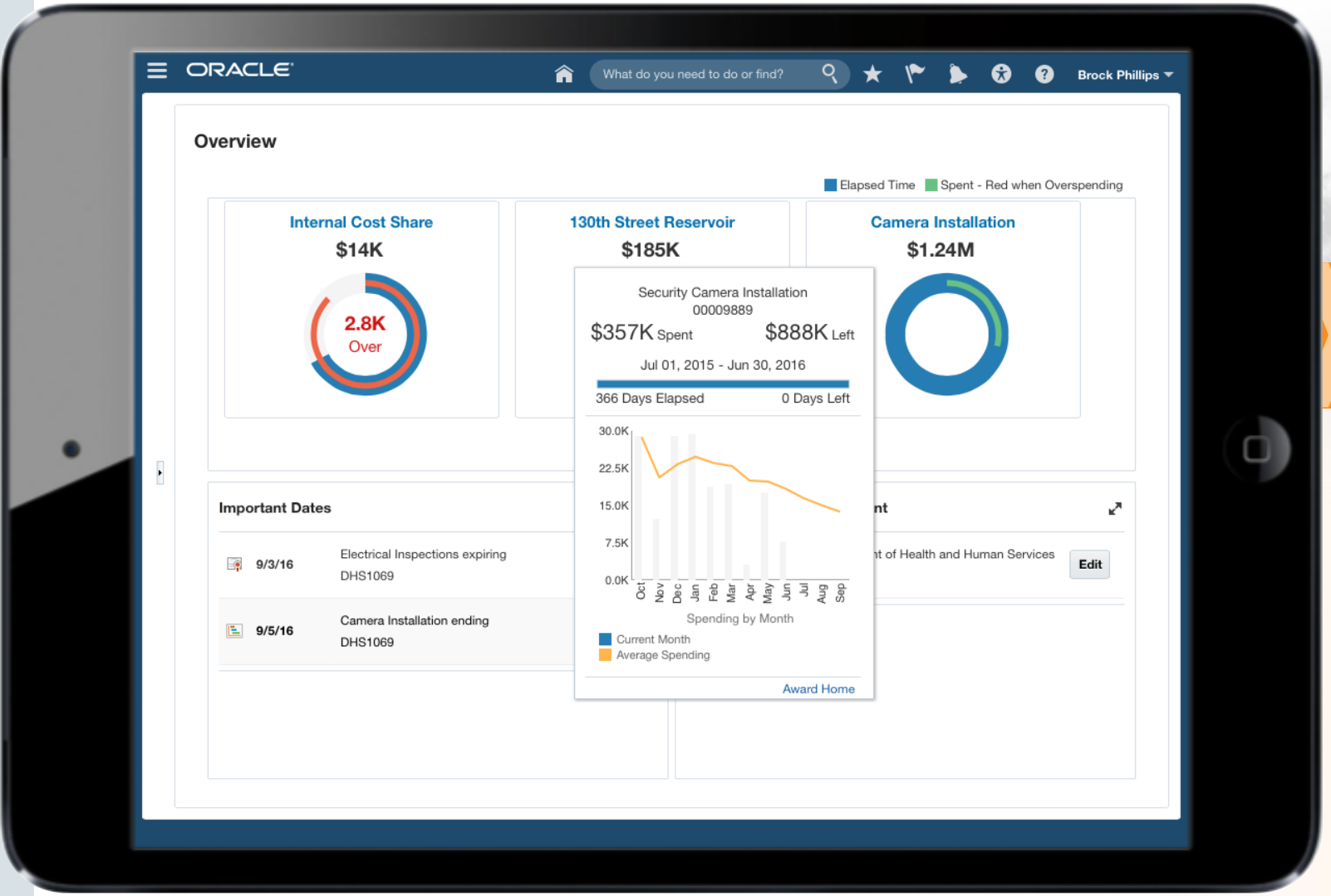
ENHANCED GRANTS MANAGEMENT AND BUDGETARY CONTROL



Enhanced Financial Control

- Account and approve sponsored project transactions using award attributes
- Adjust control budgets in Oracle Project Control Cloud
- Perform budgetary control on receipt based project costs

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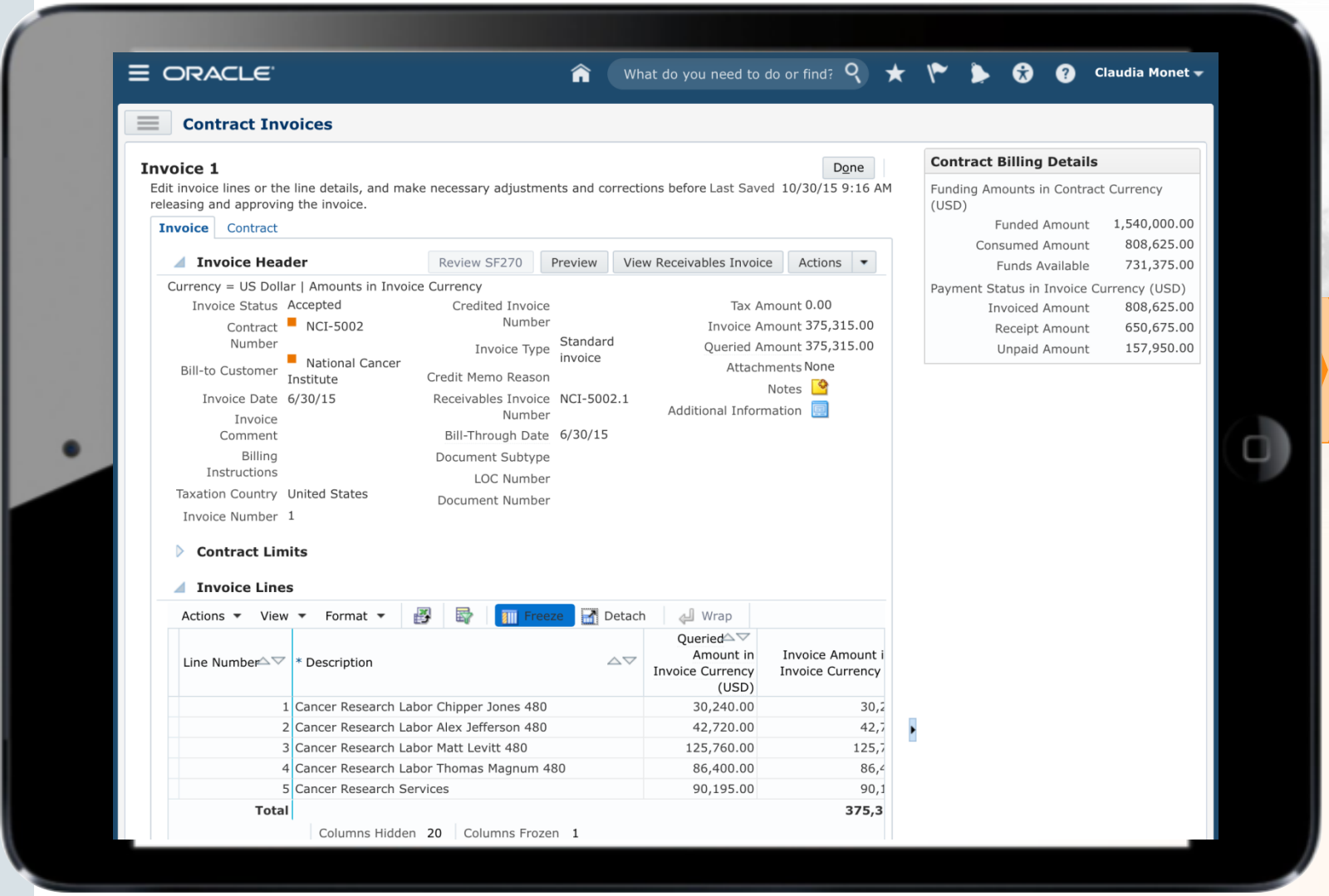
Automated Sponsor Billing and Revenue Recognition



Streamline Sponsor Billing

- Automate the generation of sponsor invoices
- Centralized Billing and Revenue workbench
- Invoice based on Sponsor formats
- Supports multiple billing methods
- Integrated with Receivables to manage

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Planning & Budgeting

Reduce the collective time and effort to go through the planning and budgeting process

Challenges / Opportunities

- Annual planning and budgeting is long and cumbersome
- Inefficient and complex spreadsheets; inefficient and complex processes
- Cannot easily be strategic, creative and model alternative scenarios
- Compete to the best of their ability with a sophisticated tool and process

Solution

- Purpose-built tool, not spreadsheets
- Easily collate and manage the submission to approval process across departments
- Model scenarios - financial support, funding, endowments and enrolments
- Model tuition policies on fees and scholarships
- Model impact of expansion, reduction, capital expenditure and refinancing
- **Enabling suites:** EPM Cloud – Enterprise Planning / Planning and Budgeting

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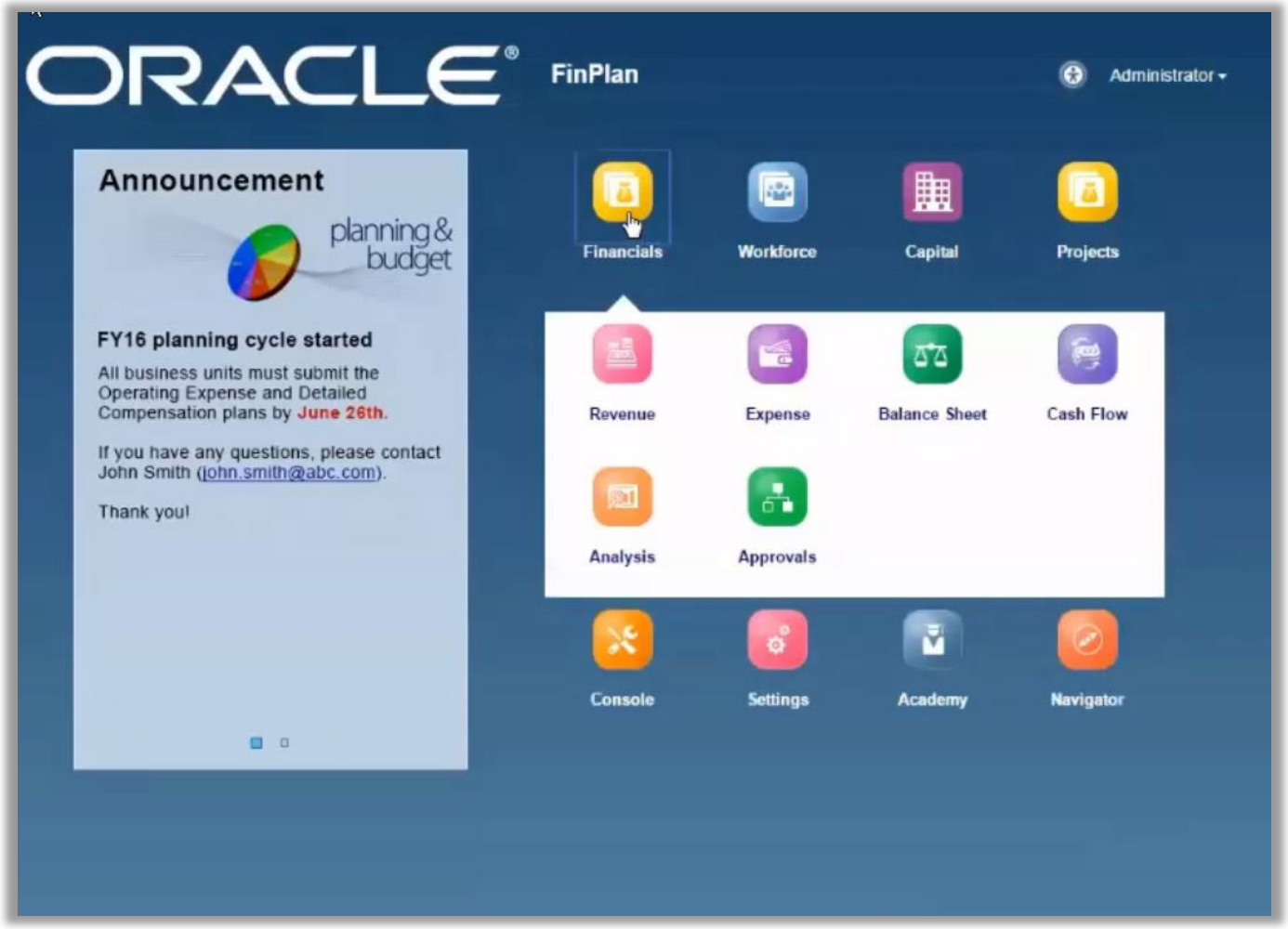
Pre-built Planning Modules

Packaged Modules

- Capital
- Workforce
- Projects
- Financials
- Plug-and-play extensibility



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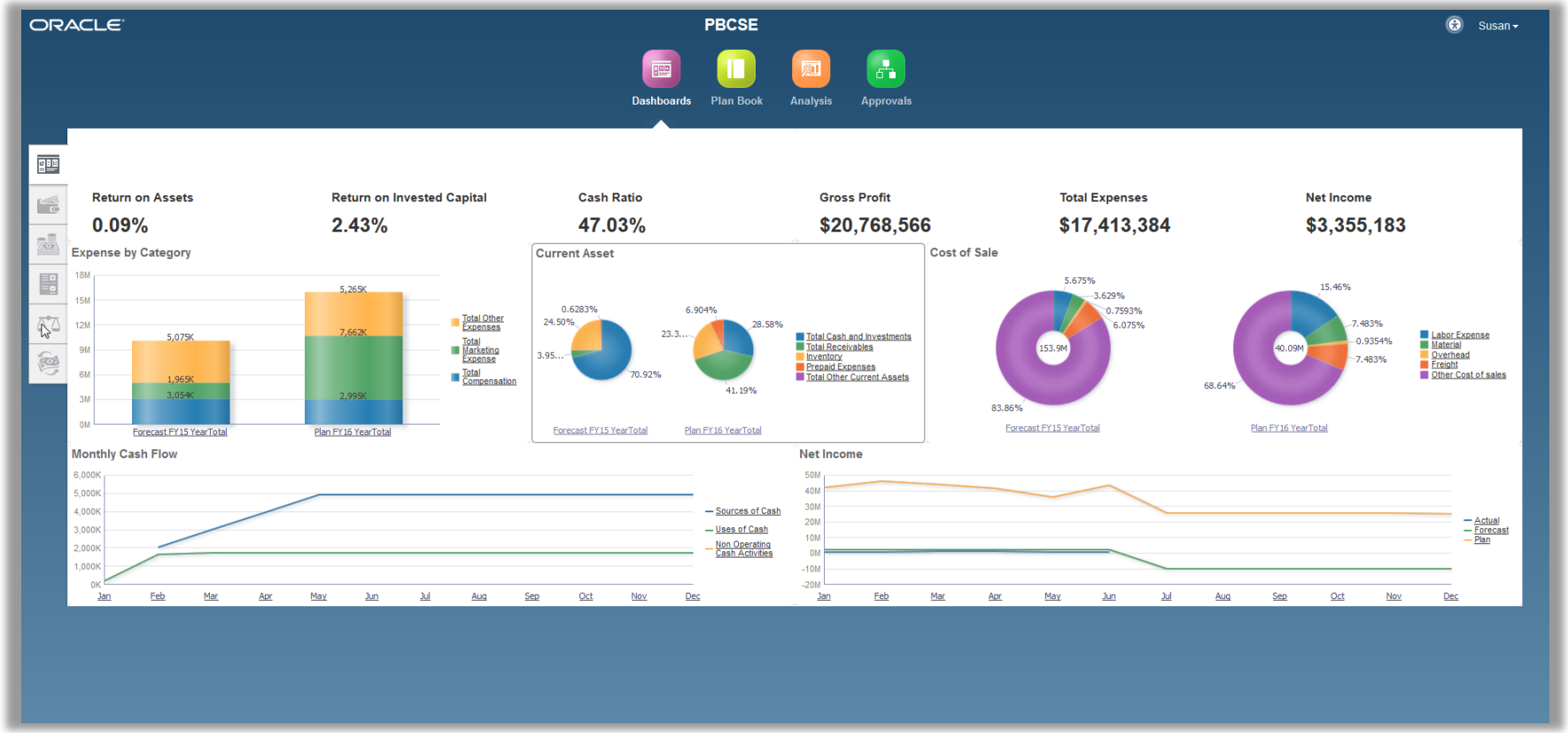
Best Practice Planning Out-of-the-Box

Delivered content

- Dashboards
- Reports
- Forms
- Drivers & KPIs
- Calculations



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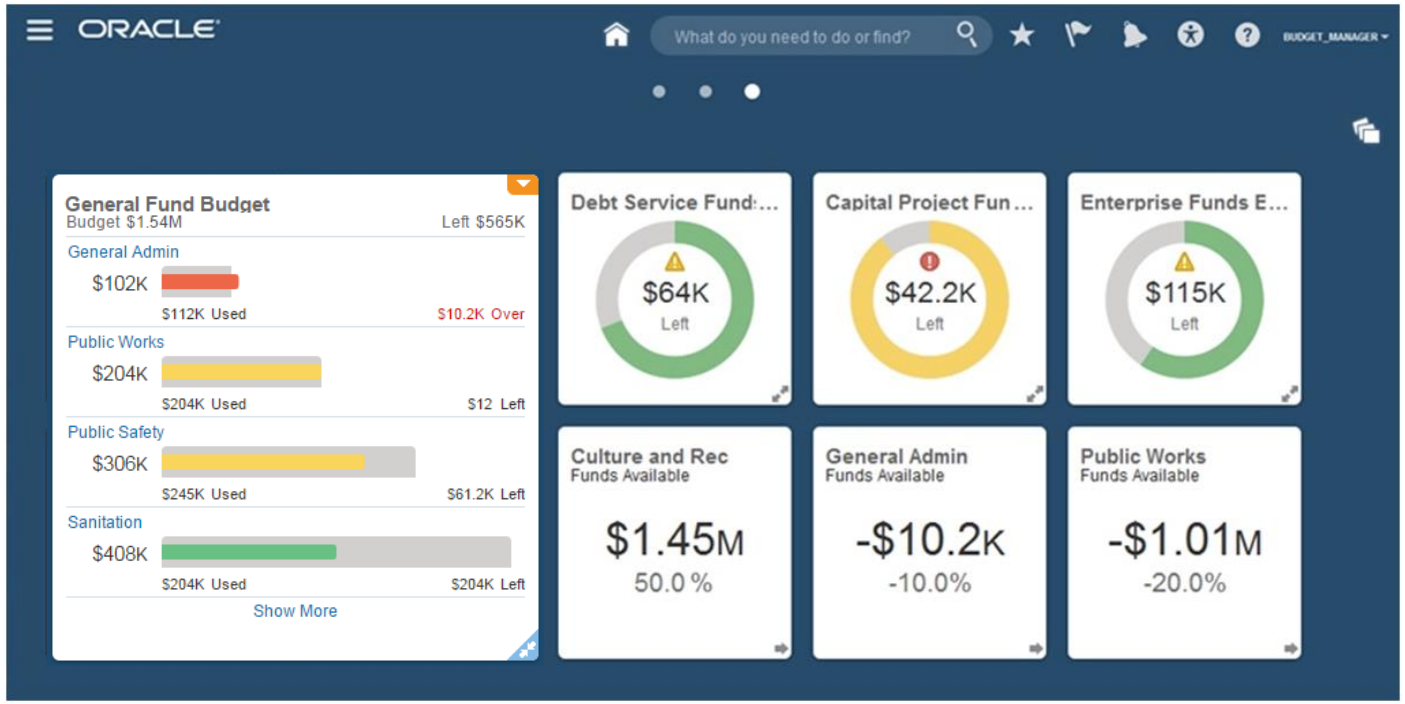
Optimize Industry Business Processes

Manage budget consumption and funds availability

- Enforce budget consumption controls
- Greater visibility and detail into the budget process
- Take action immediately



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Resource Optimization

Strategically allocate resources across campus (*doing the right things*)

Challenges / Opportunities

- Resource optimization is crucial in institutions and ensures resources are focused on the core mission of teaching, learning and research.
- Adherence to institutional policies, across all departments and staff.
- Establish and maintain an appropriate set of indicators.
- Access to the necessary and relevant data and information, to be able to make informed decisions.
- Monitor and measure performance - actual against budget/forecast – and model different scenarios.

Solutions

- Use data and scalable analysis tools to strategically allocate resources across campus, for example:
  - Analysis of academic program performance and cost of delivery
  - Analysis of procurement spend
  - Analysis of research funding success and/or accounting effectiveness
  - Analysis of workforce performance – staff collaboration, resources used, time spent on strategic support Vs transactional activities
  - Workforce succession planning – analyze the workforce to attract & retain the best talent
- **Enabling product suites:** ERP, HCM, EPM, Analytics

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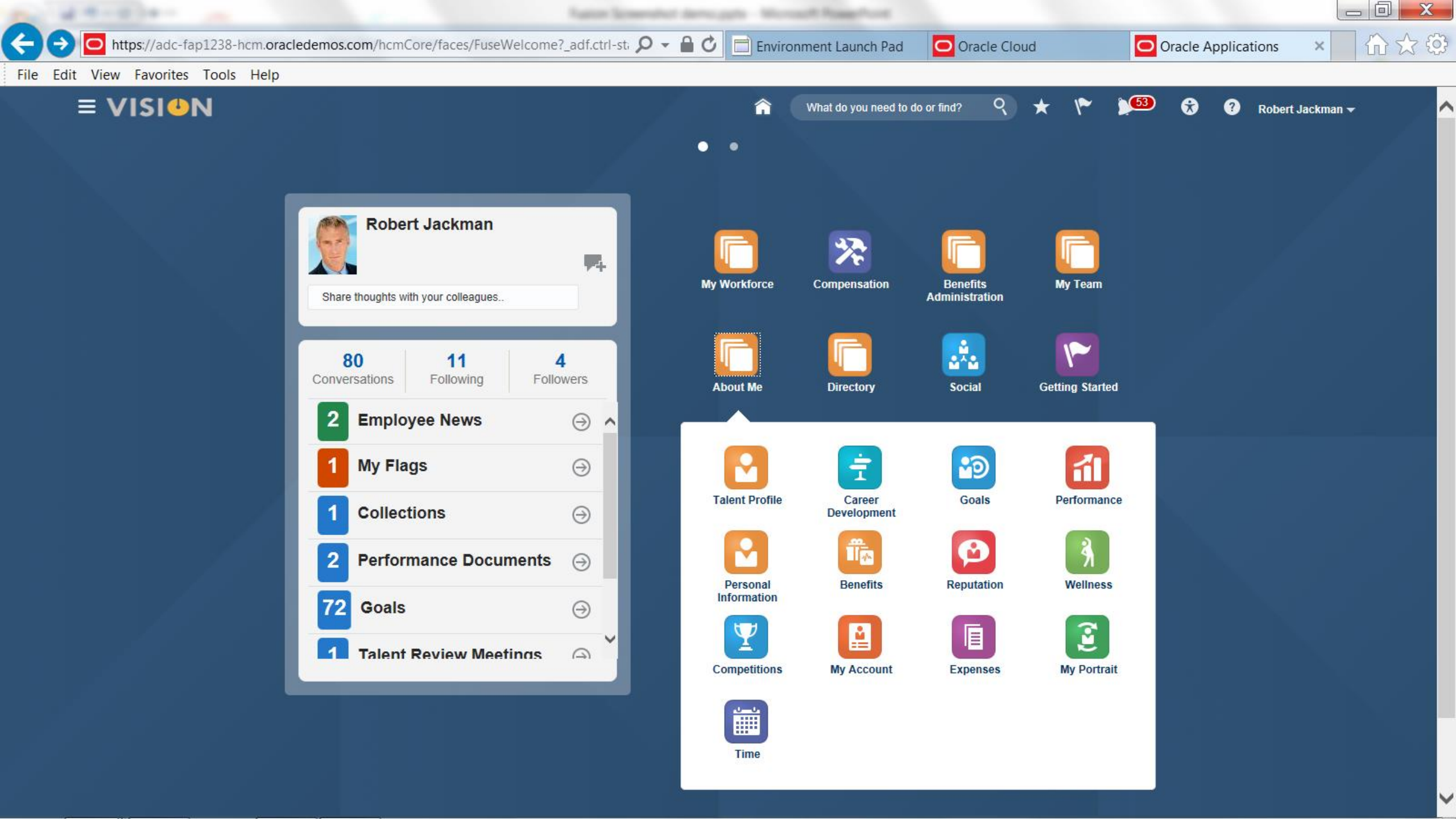

https://adc-fap1238-hcm.oracledemos.com/hcmCore/faces/FuseWelcome?_adf.ctrl-st
Environment Launch Pad
Oracle Cloud
Oracle Applications
File Edit View Favorites Tools Help
VISION
What do you need to do or find?
53
Robert Jackman
Robert Jackman
Share thoughts with your colleagues..
80 Conversations
11 Following
4 Followers
2 Employee News
1 My Flags
1 Collections
2 Performance Documents
72 Goals
Talent Review Meetings
My Workforce
Compensation
Benefits Administration
My Team
About Me
Directory
Social
Getting Started
Talent Profile
Career Development
Goals
Performance
Personal Information
Benefits
Reputation
Wellness
Competitions
My Account
Expenses
My Portrait
Time

My Details

Edit

Contact Information

Work Phone	1-650-675-5111
Work E-Mail	fap1238-robert.jackman...
Home Address	5 Park Street San Francisco, CALIFORNIA94123 San Francisco UNITED STATES
Primary Mailing	Home Address

Personal Contacts

Spouse	Stephanie Jackman

Biographical Information

First Name	Robert
Last Name	Jackman
Title	MR.
Date of Birth	10/9/60
Nationality	American
Legislation	United States
Social Security Number	454-32-1111
Ethnicity	White
Gender	Male
Marital Status	Married

Documents

Citizenships	American

My Wellness

News

1 Notifications

My Wellness Goals

Add Wellness Goal

My Activities

4.0Active
Add Activity

My Competitions

2

Enter Competition

Calories Burned

Daily Average Week

142

My Wellness Goals

View Tracking History

Goal	Progress	Award	Yesterday	Today
Daily Steps	5800/5000 Steps (Goal)	200 USD	5500 Steps	5000 Steps
Daily Distance	2/5 Miles (Goal)	200 USD	2 Miles	2 Miles
Daily Active Time	106/120 Minutes (Goal)	2 Day	50 Minutes	120 Minutes

https://adc-fap1238-hcm.oracledemos.com/hcmCore/faces/FuseWelcome?_adf.ctrl-st

Environment Launch Pad | Oracle Cloud | My Team - My Team - ...

File Edit View Favorites Tools Help

VISION

What do you need to do or find?

53

Robert Jackman

My Team

Filter: Direct Reports

Sort By Name

Antoine Sabbak

Contact
antoine.sabba...

Brian Joseph

Director of Payroll

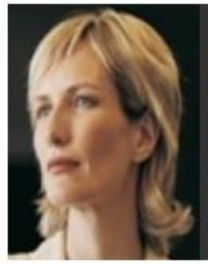
Contact
fap1238-brian...
1-770-675-5120

Location
Atlanta US
7:18 AM EST

4, 4

Elizabeth Maver...

Director of HR Service Desk



Contact
fap1238-eliza...
1-770-675-5142

Location
Atlanta US
7:18 AM EST

7, 7

Frank Pukta

Director of Human Resources

Contact
fap1238-frank...
1-773-675-5168

Location
Redwood City US
4:18 AM PST

4, 4

Guy Mattran

Analyst

Contact
fap1238-guy.m...
1-773-675-5141

Location
Chicago US
6:18 AM CST

Haiqiong Wei(Se...

Senior Analyst

Contact
fap1238-Haiqi...
1-650-152-5250

Location
Redwood City US
4:18 AM PST

Morgan Zu

Human Resources Generalist

Contact
fap1238-morga...
1-650-675-5236

Location
Redwood City US
4:18 AM PST

Sabbak 1

Contact

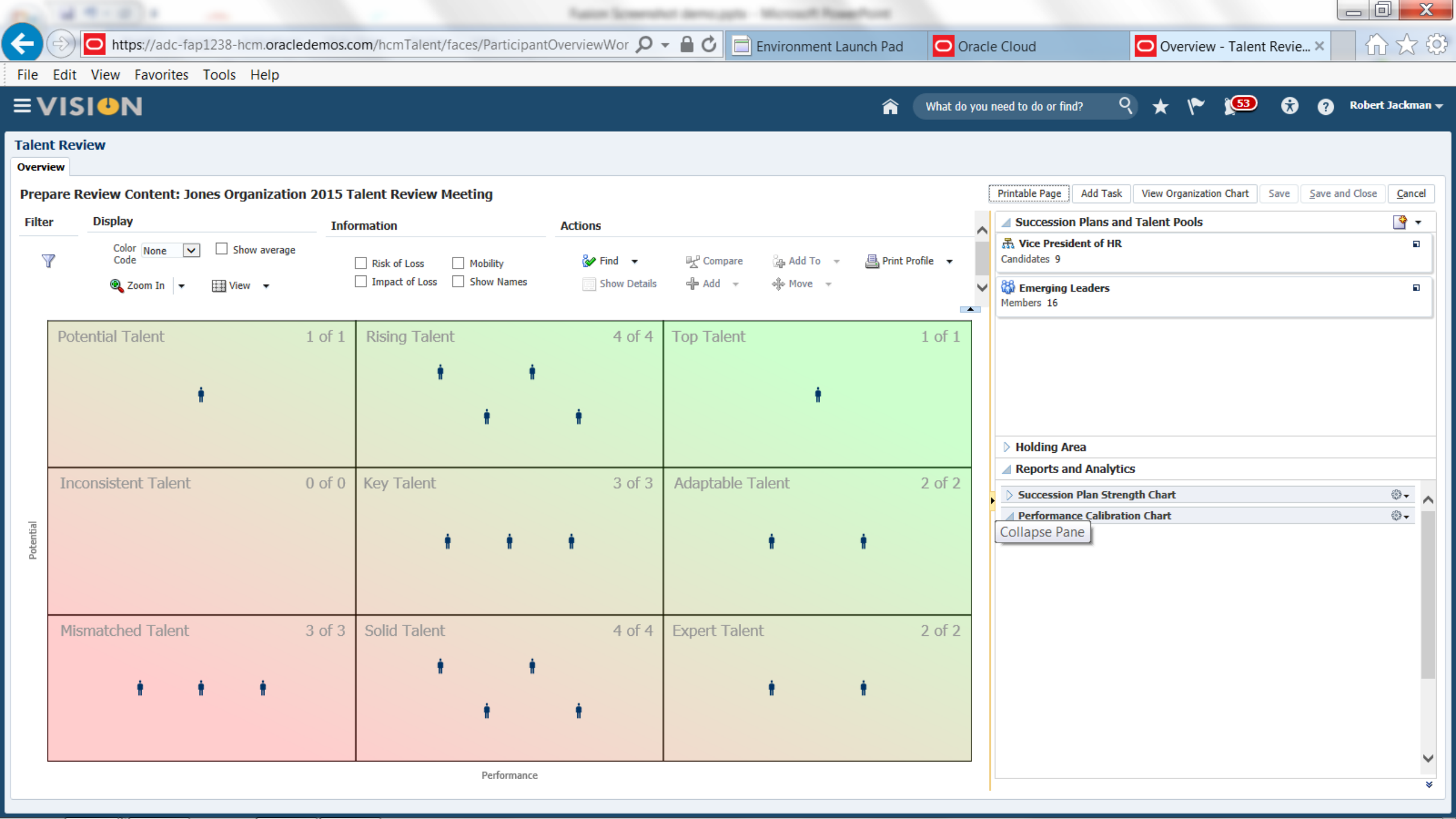
Simon Gilbert

Human Resources Administrator

Contact
fap1238-simon...
44-20-6501864

Location
London GB
0:18 PM GMT

02:18 PM
2016/02/08


https://adc-fap1238-hcm.oracledemos.com/hcmTalent/faces/ParticipantOverviewWor
Environment Launch Pad
Oracle Cloud
Overview - Talent Revie...
File Edit View Favorites Tools Help
VISION
What do you need to do or find?
53
Robert Jackman
Talent Review
Overview
Prepare Review Content: Jones Organization 2015 Talent Review Meeting
Printable Page
Add Task
View Organization Chart
Save
Save and Close
Cancel
Filter
Display
Color Code
None
Show average
Zoom In
View
Information
Risk of Loss
Mobility
Impact of Loss
Show Names
Actions
Find
Compare
Add To
Print Profile
Show Details
Add
Move
Potential Talent 1 of 1
Rising Talent 4 of 4
Top Talent 1 of 1
Inconsistent Talent 0 of 0
Key Talent 3 of 3
Adaptable Talent 2 of 2
Mismatched Talent 3 of 3
Solid Talent 4 of 4
Expert Talent 2 of 2
Potential
Performance
Succession Plans and Talent Pools
Vice President of HR
Candidates 9
Emerging Leaders
Members 16
Holding Area
Reports and Analytics
Succession Plan Strength Chart
Performance Calibration Chart
Collapse Pane

https://adc-fap1238-hcm.oracledemos.com/hcmCore/faces/FuseWelcome?_adf.ctrl-st

Environment Launch Pad | Oracle Cloud | Employee Predictions -...

File Edit View Favorites Tools Help

VISION

What do you need to do or find? 53 Robert Jackman

Employee Predictions

Performance and Voluntary Termination Predictions

Filter

Display

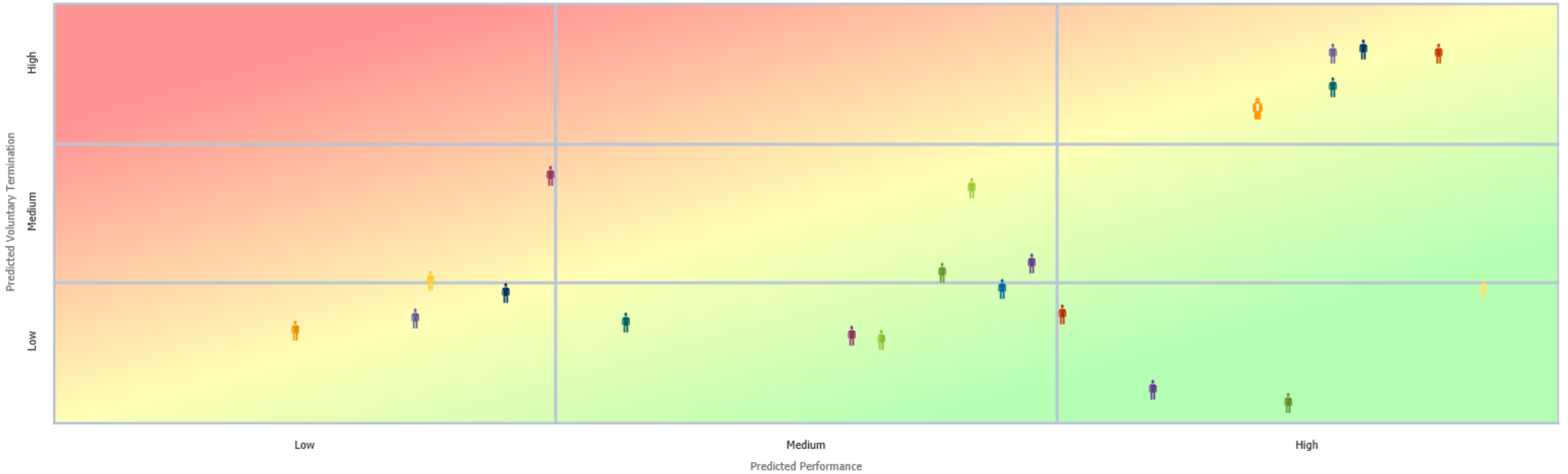
Group By None | Expand Group | Collapse Group

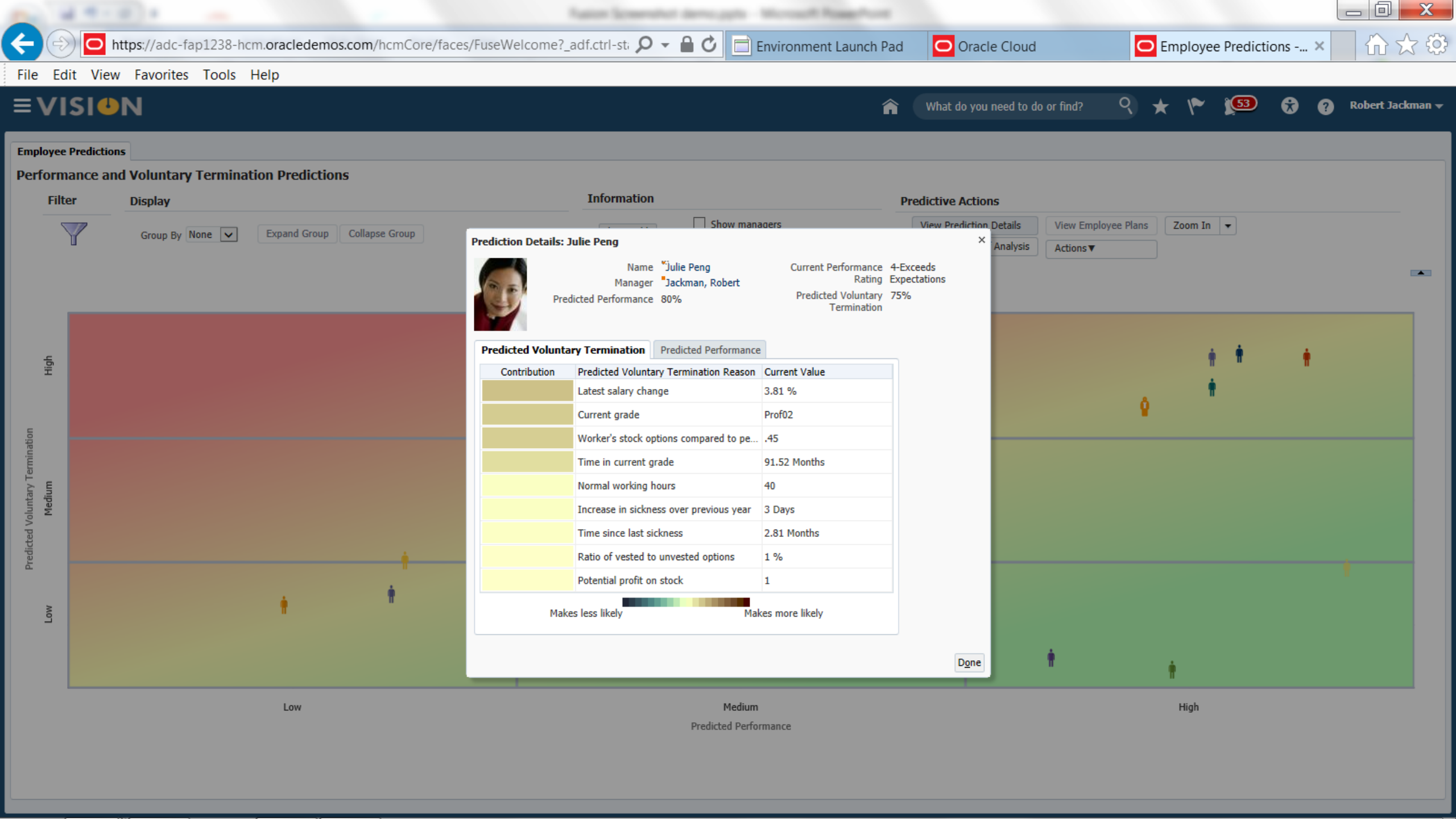
Information

Show Table | Show managers | Show names

Predictive Actions

View Prediction Details | View Employee Plans | Zoom In | Perform What-if Analysis | Actions




https://adc-fap1238-hcm.oracledemos.com/hcmCore/faces/FuseWelcome?_adf.ctrl-st
Environment Launch Pad
Oracle Cloud
Employee Predictions -...
File Edit View Favorites Tools Help
VISION
What do you need to do or find?
53
Robert Jackman
Employee Predictions
Performance and Voluntary Termination Predictions
Filter
Display
Group By None
Expand Group
Collapse Group
Information
Show managers
Predictive Actions
View Prediction Details
View Employee Plans
Zoom In
Analysis
Actions
Prediction Details: Julie Peng
Name Julie Peng
Manager Jackman, Robert
Predicted Performance 80%
Current Performance Rating 4-Exceeds Expectations
Predicted Voluntary Termination 75%
Predicted Voluntary Termination
Predicted Performance
Contribution
Predicted Voluntary Termination Reason
Current Value
Latest salary change 3.81 %
Current grade Prof02
Worker's stock options compared to pe... .45
Time in current grade 91.52 Months
Normal working hours 40
Increase in sickness over previous year 3 Days
Time since last sickness 2.81 Months
Ratio of vested to unvested options 1 %
Potential profit on stock 1
Makes less likely
Makes more likely
Done
Predicted Voluntary Termination
High
Medium
Low
Low
Medium
High
Predicted Performance

Oracle Cloud and Higher Education Credentials

6k+
HCM Cloud Customers Across Industries

11k+
Technology customers in education & research

400+
Higher Ed institutions using Cloud

25+ Years

11 million students

Over **23,000** Active user group members

1,000+
Live ERP Cloud Customers

4% bump in retention

32%
Boost to international student conversion rate

2,600+
ERP Cloud Customers Across Industries

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Solving 4 Major Challenges of the Cloud

01 **Flexible Update Schedule**

02 **Scalability at Peak Times**

03 **Security**

04 **Extensibility to Meet Unique Needs**

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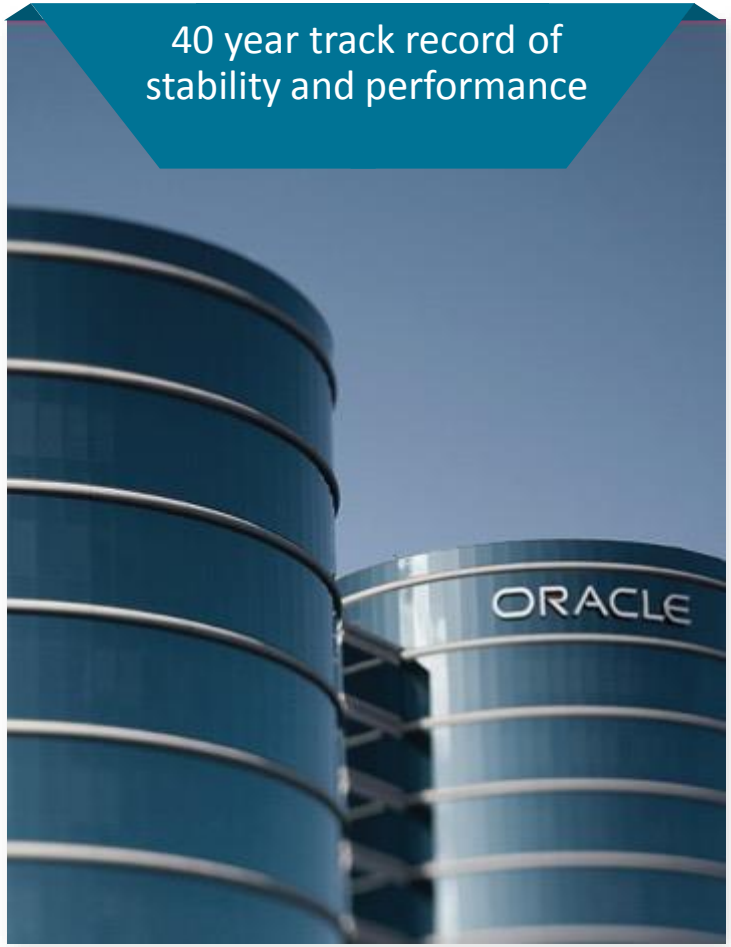
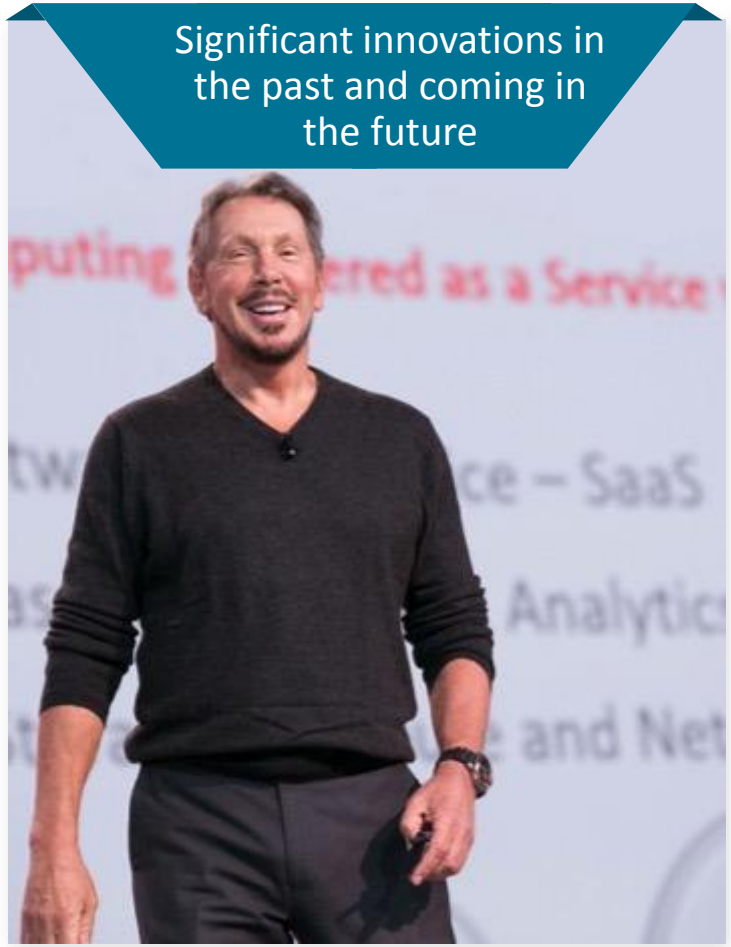
$5 billion in research & development

40 year track record of stability and performance



Significant innovations in the past and coming in the future



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Integrated Cloud

Applications & Platform Services

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