

ORACLE

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TruNorth Market Offering

QUICK. COLLABORATIVE. EFFECTIVE.

*Consider taking your organization
somewhere it's never been before...*

Let us help you build your

TruNorth

Launch Program

QUICK. COLLABORATIVE. EFFECTIVE.



Quick. Collaborative. Effective.



IDENTIFY VALUE

Identify the value of an Oracle Cloud Platform to help achieve your vision and transformation journey



ESTABLISH DESTINATION

Develop a transformation capability view, powered by industry-leading processes and practices, and establish your future landscape architecture based on your needs



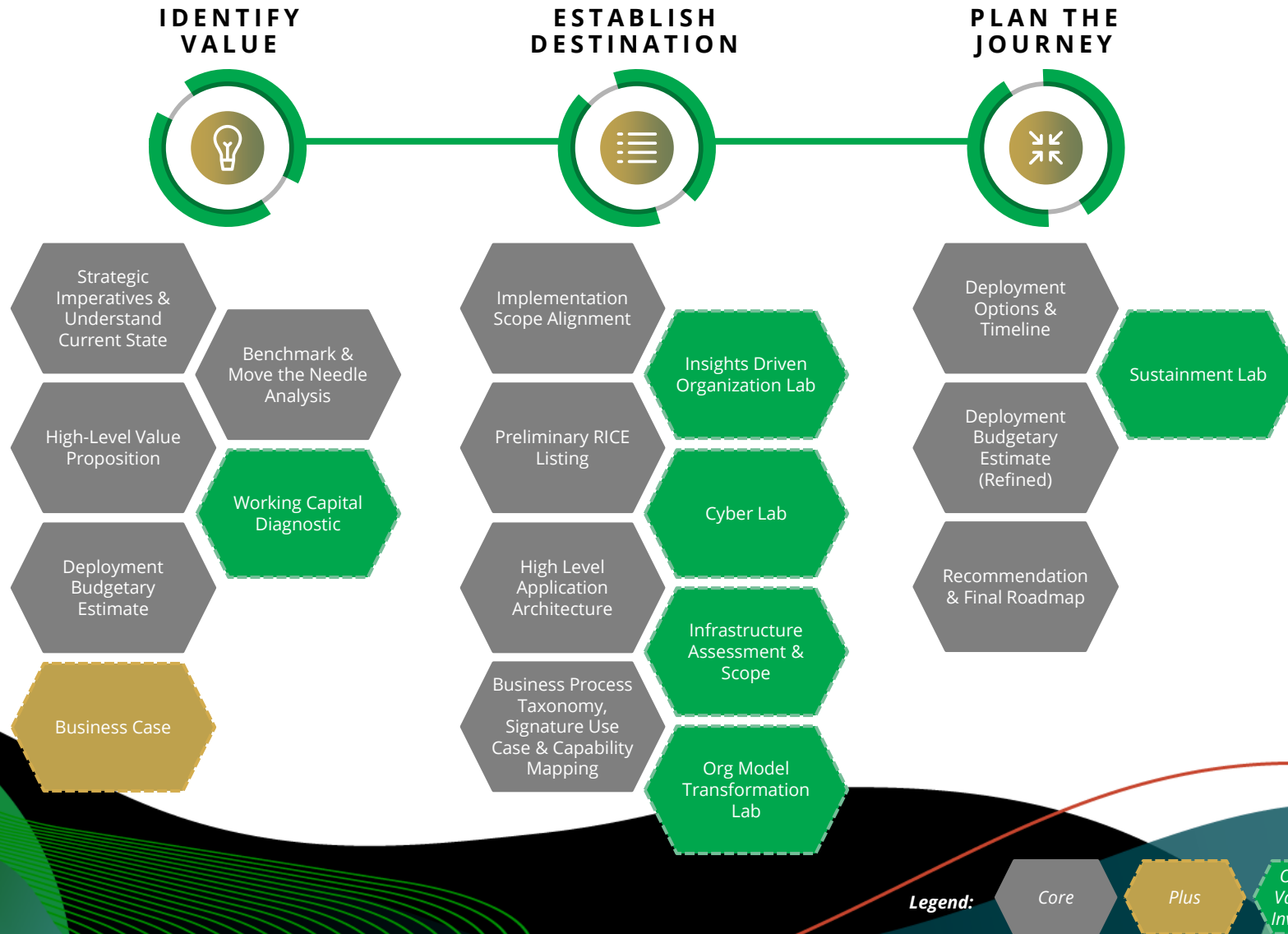
PLAN YOUR JOURNEY

Define and align on the transformation strategy, deployment approach, and roadmap to plan your journey forward

*TruNorth is a mindfully curated approach that enables you to define **'Your Tailored TruNorth Journey'** by providing the right foundation to accelerate your transformation path ...*

A Holistic Approach – Core Offering

Our holistic approach looks at different pieces of the puzzle critical for defining your “TruNorth journey”, enabling our clients to get answers to questions no one knew to ask ...



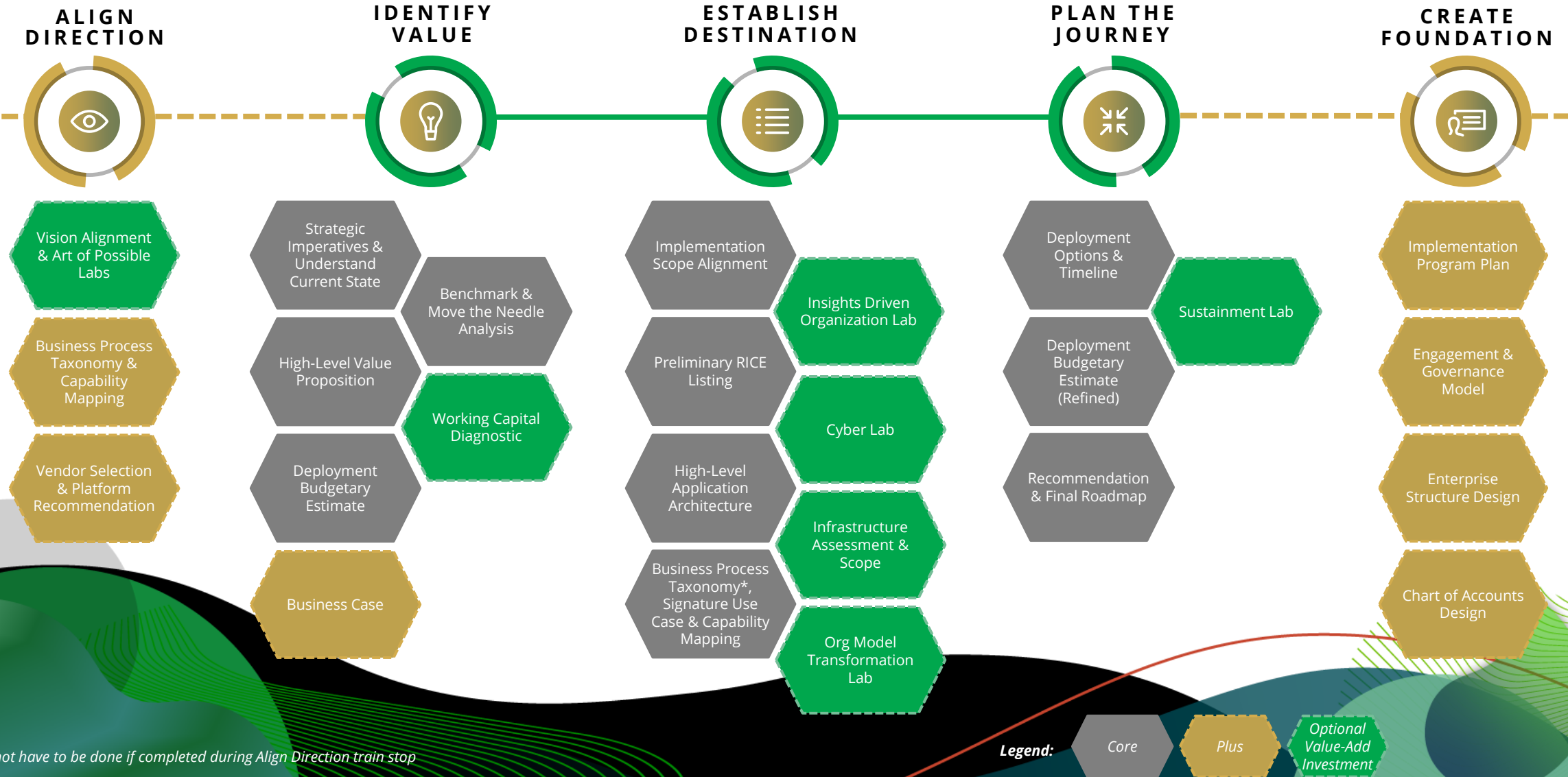
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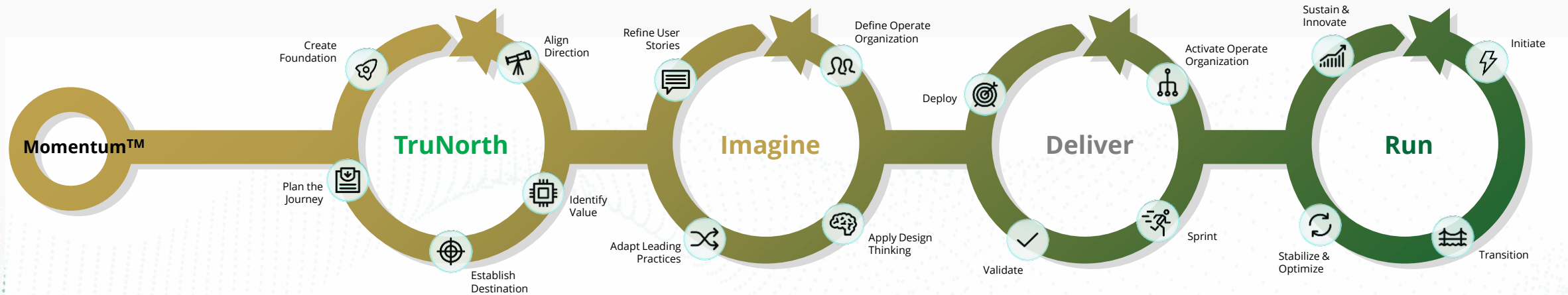
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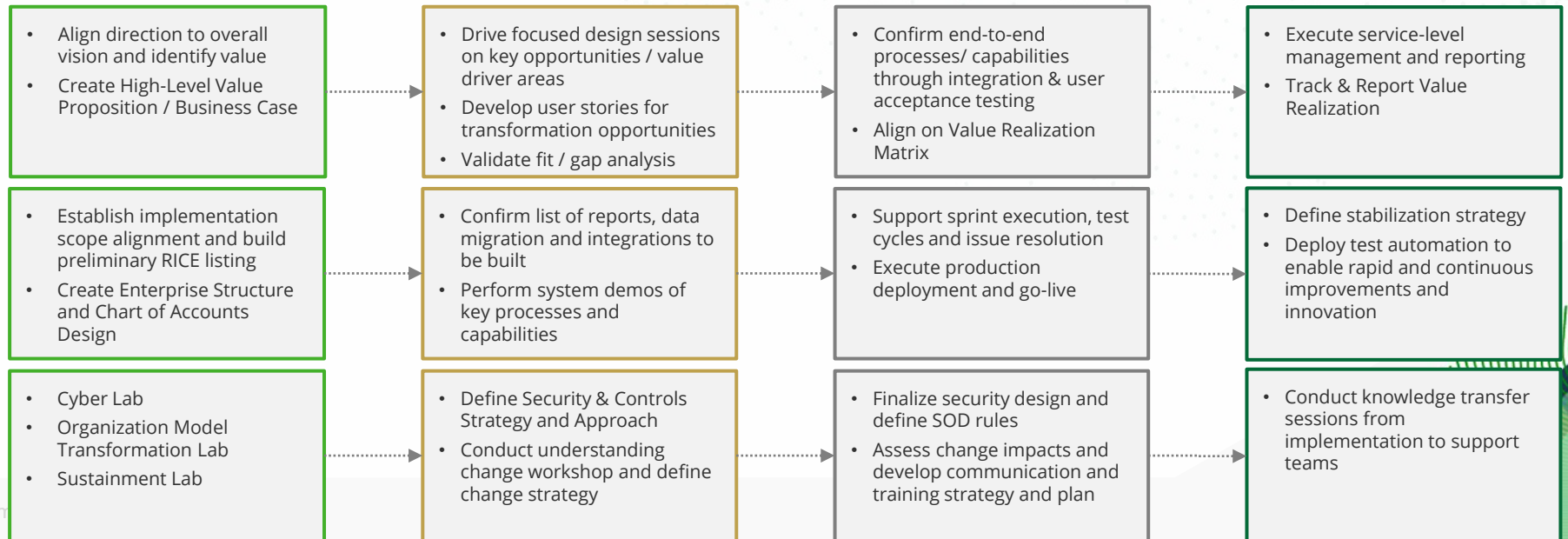
* Does not have to be done if completed during Align Direction train stop

TruNorth accelerates and directs your transformation journey

The heart of our TruNorth framework enables you to establish a solid foundation that allows for continuous innovation while accelerating your transformation journey through our Momentum Methodology for expedited value realization



Key Outcomes and Deliverables that **increase the value and efficiency** at every step of the transformation, **powering your end-to-end journey**





Why Deloitte

Your Successful Outcome is our Priority: We are invested in your success



Extensive Expertise Drawing from 100+ TruNorth Engagements across Industries

As the **#1 Oracle leader globally**, you will have access to **16,000 Oracle practitioners** and **Deloitte's extensive artifacts, tools & accelerators powered by Ascend™**



Comprehensive Set of Proprietary Tools and Accelerators

Tools and approaches built from our **extensive experience** developing scaled business processes **that drive real business value, predictable and higher quality outcomes**, and process amplifiers to **speed up your transformation journey**



Establish a Solid Foundation for Growth and Success

Right team assembled for your specific journey to define comprehensive scope, system architecture, and operational processes that allows for **continuous innovation** and **expedited value realization**



Improve Your Digital Ecosystem

Proactive measures to **enhance your digital strategy, mitigate process inefficiencies, minimize cost, and introduce flexibility to scale technology** for everchanging regulatory requirements

Placeholder

Another option:

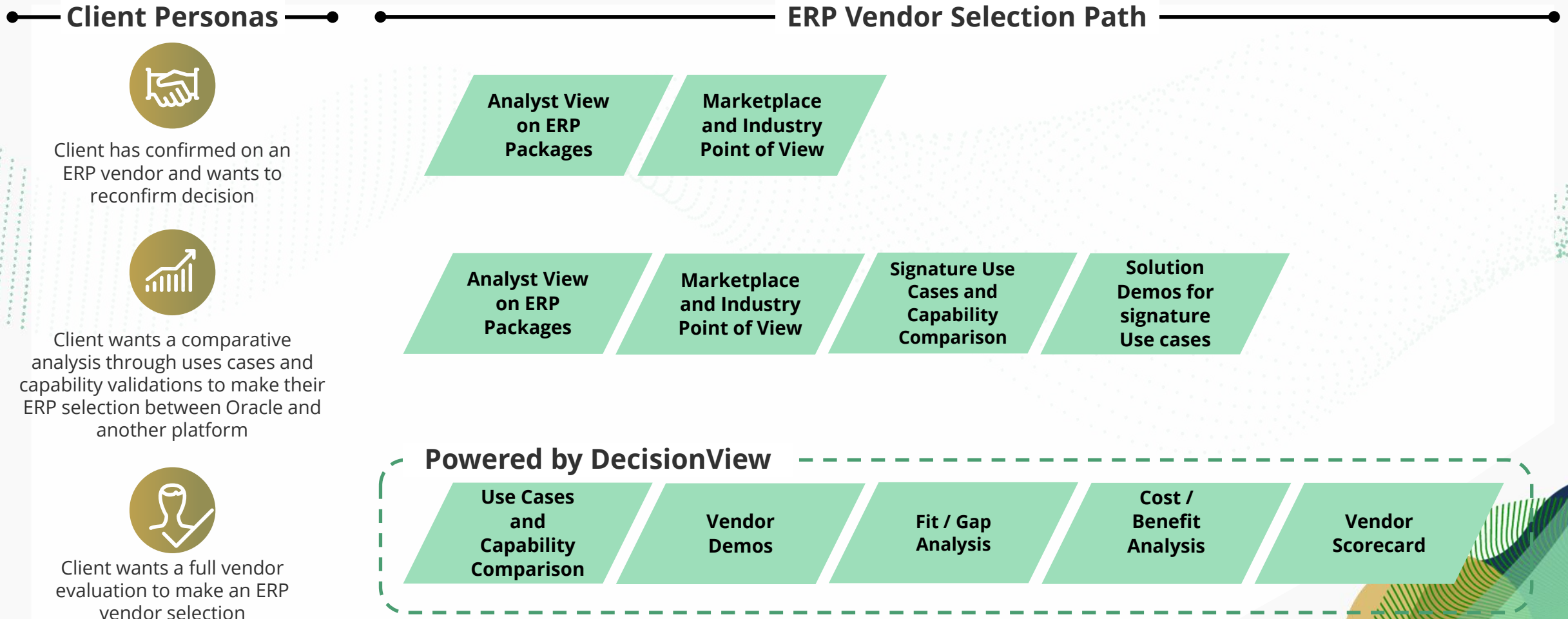
Build an Agile Digital
Landscape



ERP Selection

ERP Vendor Selection

The following ERP vendor selection paths can be taken to meet client specific needs to better understand the transformation vision

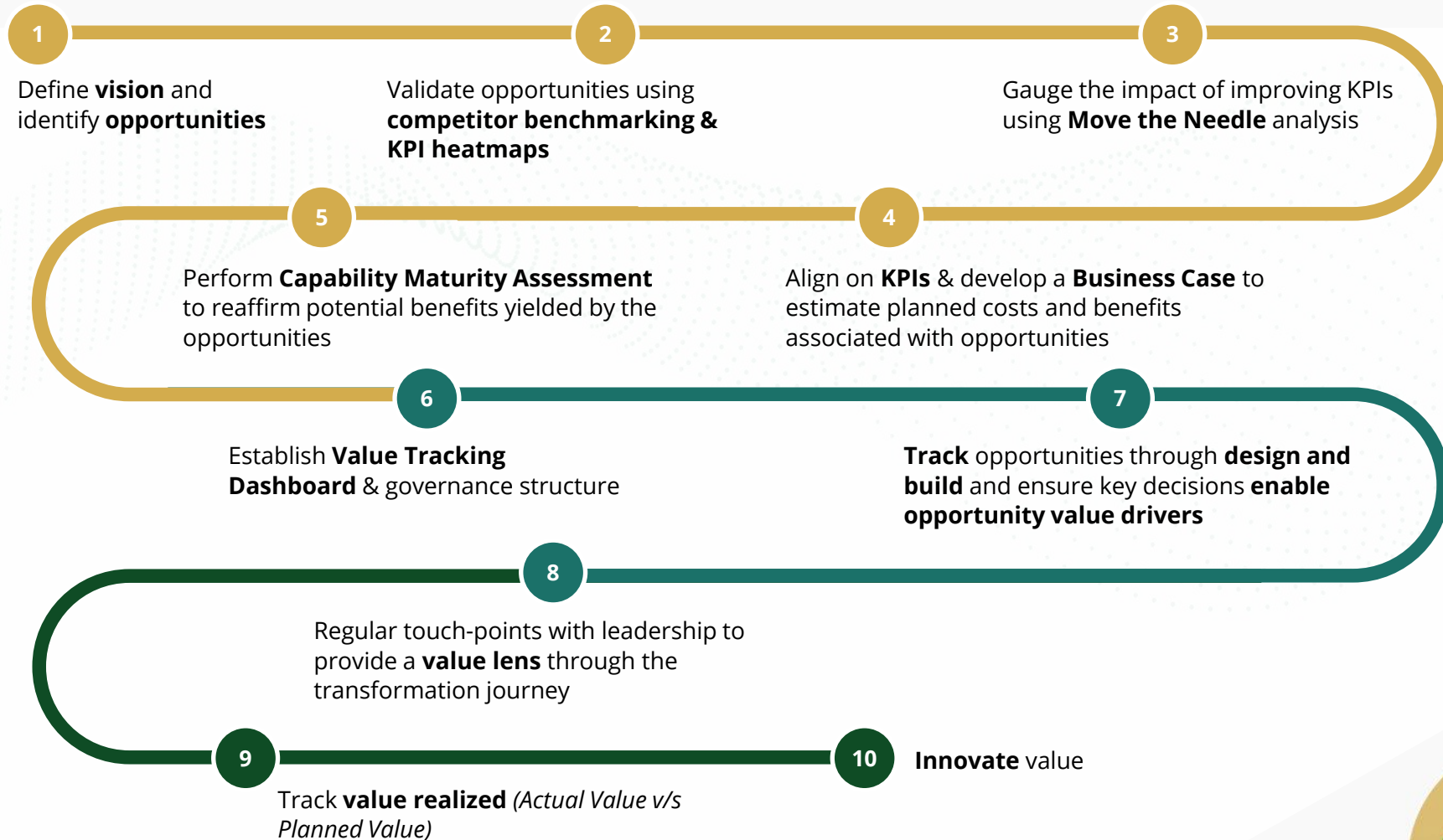




Value COE

Always on Value

Our TruNorth framework enables you to identify, track, realize and sustain the full value of transformations



The background features abstract, wavy shapes in shades of green and red. A prominent shape on the left is a large, overlapping circle with a white dotted pattern. Another similar shape is visible in the top right corner. The overall aesthetic is modern and clean.

Case Studies

PTC: Oracle ERP Cloud—Global Financials Platform

PTC's finance systems and processes are based on legacy technology which are unable to meet the dynamic needs of a modern SaaS-Subscription business. Thus, PTC has embarked on a digital transformation journey to meet its objective of modernizing the finance platform to be ahead of curve with changing industry dynamics.

CLIENT BACKGROUND

- PTC is digital technology company with **unique portfolio of CAD, PLM, IoT, and AR technologies** which work together to establish a digital thread that spans the entire product lifecycle, enabling faster data continuity across business and better team collaboration.
- The legacy system Oracle EBS 11i became **extremely time-consuming and inefficient** and unable to support the long-term goals of the organization.
- PTC has a vision and aspiration to become a great **Subscription and Cloud company**. They also have a need to modernize the finance platform to support dynamic needs of a modern SaaS business.

PROJECT OBJECTIVES AND SCOPE

- Implement a **modern cloud ERP platform** that enables PTC to achieve business simplification, streamline business processes, increase process automation, and rationalize number of systems.
- **Establish future-ready, scalable & efficient Finance and sourcing platform that is compliant to country localizations** and enables standardized and scalable processes across their operations globally.
- Process scope included **Financial Consolidations, Planning, Reporting, Operational Finance, Procurement** to be implemented in 35 countries

OUR APPROACH

- **Financial Platform Vendor Assessment** to perform cost analysis, finalize Financial Platform Vendor for PTC (Validated 250+ Signature Requirements and 39 Key Use Cases across 32 Finance Capabilities and 430+ Localization Requirements across 30+ countries). The client evaluated Salesforce, Workday and Oracle and chose Oracle Cloud as their future system.
- **Blueprint Phase**: Completed Chart of Accounts (CoA) design and To-be state application architecture discussions. Leveraged **Deloitte Ascend platform and Localization repository** to kickstart discussions and align stakeholders for upcoming transformation
- **Phase 1: Deploy Oracle Cloud ERP with business process improvements** for PTC operations across all regions including APAC, EMEA, LAC and North America
- **Phase 2: Extend the deployed cloud footprint to Brazil and deploy Receivables and Collections** solution for PTC

VALUE DELIVERED



- Implementation of a global Chart of Accounts resulting in:
 - **Removal of multi-use segments** resulting in rationalization of cost center segment values and hierarchy
 - **Product segment added to CoA** structure for broader master data governance
- Standardization of global end to end requisitioning, sourcing, contracts and **procurement processes to support** 1,500 requestors, sourcing team, contract administrators and buyers worldwide
- Harmonization and de-duplication of legacy supplier databases and enabling supplier self registration and collaboration using supplier portal
- Standardization and automation of month end accrual process
- Deliver **industry leading practices** and **improved Reporting**

SCOPE: Oracle Cloud ERP (Financials, Sourcing & Procurement), Oracle EPM, Tax

NO. OF COUNTRIES: 35

Implementation Approach: Phased

Thank you.

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