GLOC
Great Lakes Oracle Conference
MYTHS VS. REALITY ABOUT ORACLE CLOUD SAAS IN 45 MINUTES
MAY 16 & 17, 2018
CLEVELAND PUBLIC AUDITORIUM, CLEVELAND, OHIO
WWW.NEOOUG.ORG/GLOC

About the presenter

- Oracle ACE Director Specialty Applications
- More than 15 years Oracle Applications Experience
- Head of IT at IT Convergence since 2006
- Co-Author “Oracle E-Business Suite Financials Handbook 3rd Edition”
- Technical Editor “Oracle Fusion Applications Development and Extensibility Handbook”
- President Argentina Oracle User Group (AROUG)
- President Latin America Oracle User Community (LAOUC)

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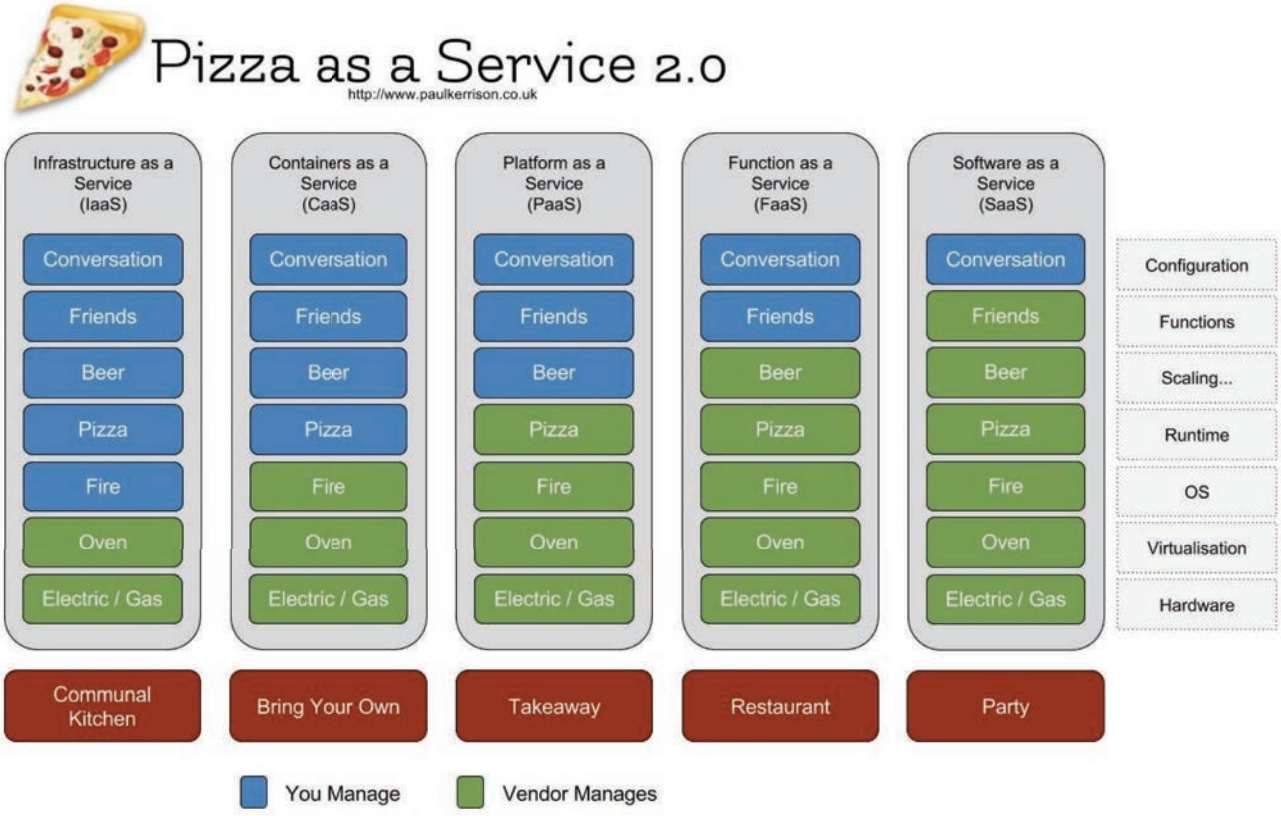
Great Lakes Oracle Conference

Pizza as a Service



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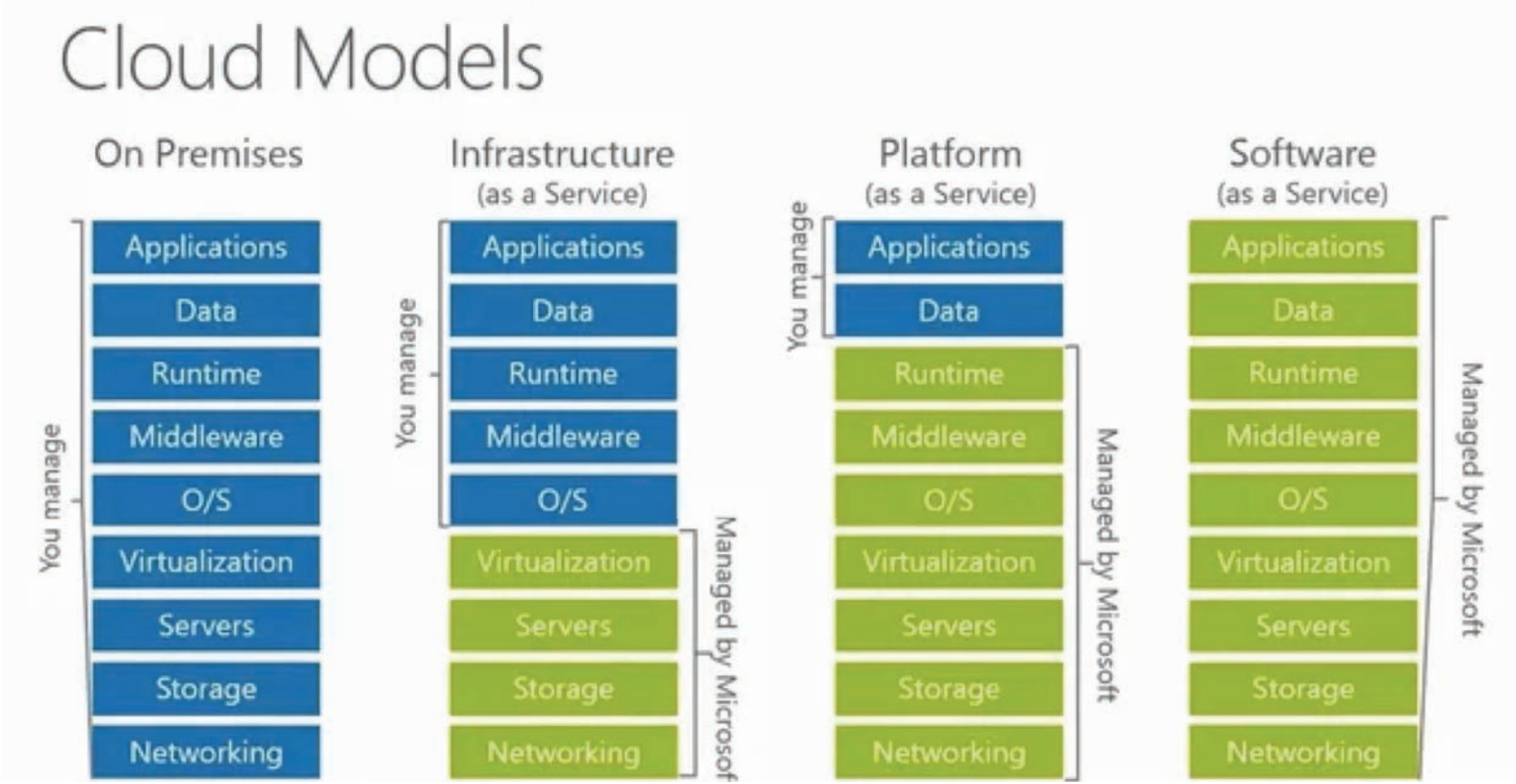
Pizza as a Service



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Office 365
SharePoint
Lync
Exchange

salesforce

box

CONCUR

G Suite
Communication | Collaboration | Cloud Storage | Schedule Management | Security

slack

zendesk

A more human resource.

Dropbox

DocuSign

Cisco
webex

cisco
Meraki

IAAS & PAAS

INFRASTRUCTURE

- Bare Metal Compute
- Virtual Compute
- Database
- Storage
- Virtual Cloud Network
- Governance
- FastConnect
- Ravello Service

PLATFORM

- Data Management
- Application Development
- Integration
- Business Analytics
- Security
- Management
- Content and Experience

SAAS

APPLICATIONS

- HCM
- ERP
- CX
- SCM
- EPM

FORRESTER®

USERS SHOULD

“STANDARDIZE ON THE CLOUD LEADERS.”

Infrastructure as a Service Landscape

Main Vendors

Niche Vendors

Acquired

Exited Market

IDC

"MANY ENTERPRISE SOFTWARE CUSTOMERS, AS THEY REACH THEIR NEXT MAJOR SOFTWARE UPGRADE DECISIONS, WILL BE **OFFERED SAAS AS THE PREFERRED OPTION.**"

CLOUD MYTH 1

YOU HAVE TO BE A BIG COMPANY TO RUN ORACLE

Forbes / Tech / #InTheCloud

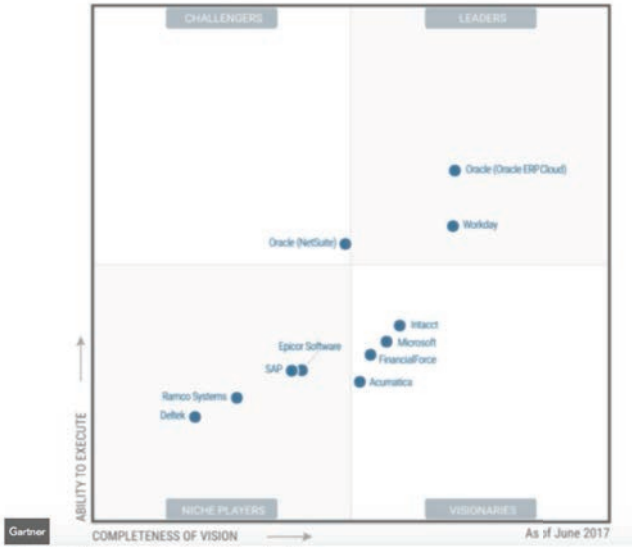
Oracle's Booming Cloud Business Could Rip And Replace SAP As #1 In Apps

Bob Evans, CONTRIBUTOR

Aug 2, 2017 9:07 AM 45,392

Magic Quadrant

Figure 1. Magic Quadrant for Cloud Core Financial Management Suites for Midsize, Large and Global Enterprises



In Gartner's widely followed ranking of Cloud ERP vendors, [+]

CLOUD WARS

Top 10 Rankings – June 26, 2017

1. **Microsoft** – *Nadella must address SaaS portfolio: needs to be world-class for #1*
2 (tie). **AWS** – *IaaS powerhouse growing in PaaS, but can it reach #1 without SaaS?*
2 (tie). **Salesforce** – *Oracle says it's now #1 in SaaS—how does Benioff reclaim #1?*
4. **SAP** – *McDermott & Co. need to show can fight off Oracle in Cloud ERP and HCM*
5. **IBM** – *Rometty dealt bad hand, making IBM & Watson cloud-cognitive innovator*
6. **Oracle** – *Moves up to #6 on strength of blowout Q4 w/SaaS revenue topping $1B*
7. **Google** – *Tons of potential but still unclear if/how it wants to play in enterprise*
8. **Workday** – *Despite potent poison pill, is high-demand target for acquisition*
9. **ServiceNow** – *high-growth company w/disruptive approach and cool new CEO*
10. **VMware** – *great potential, but must clearly define why customers should care*

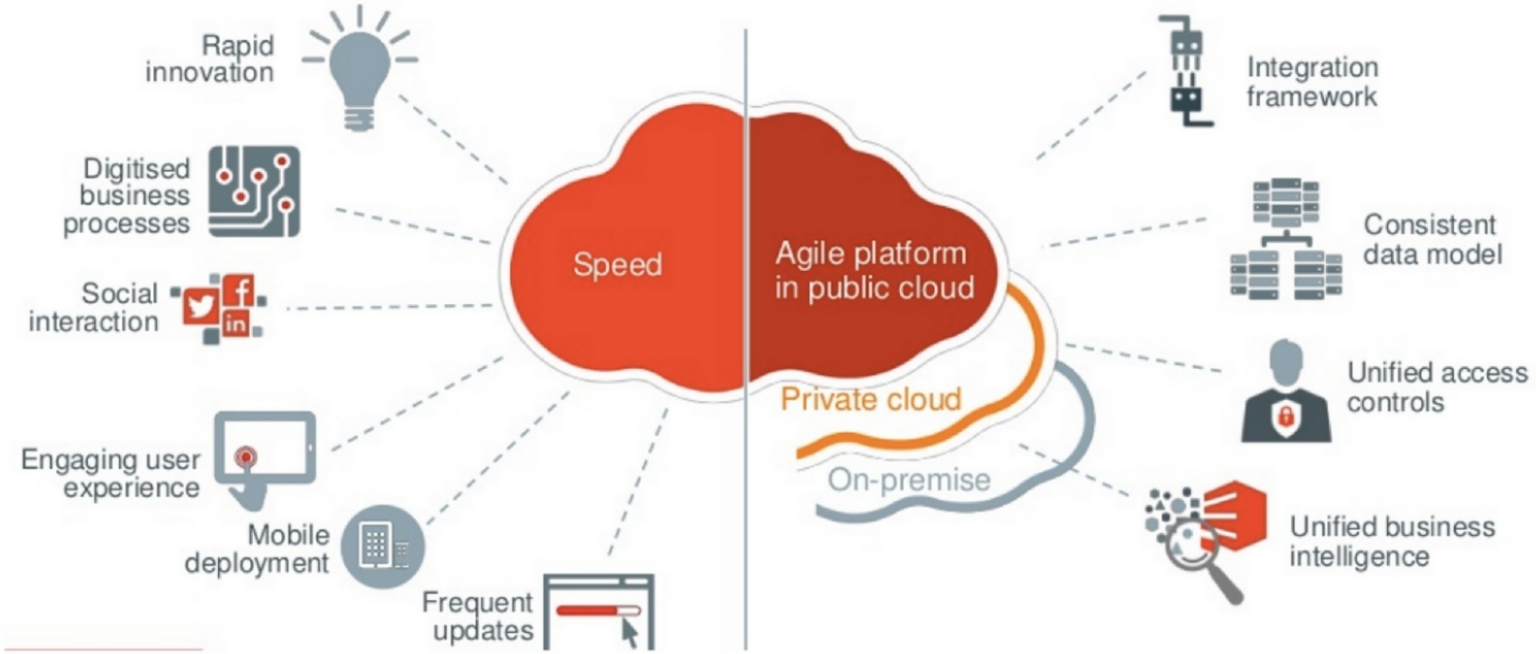
Bob Evans

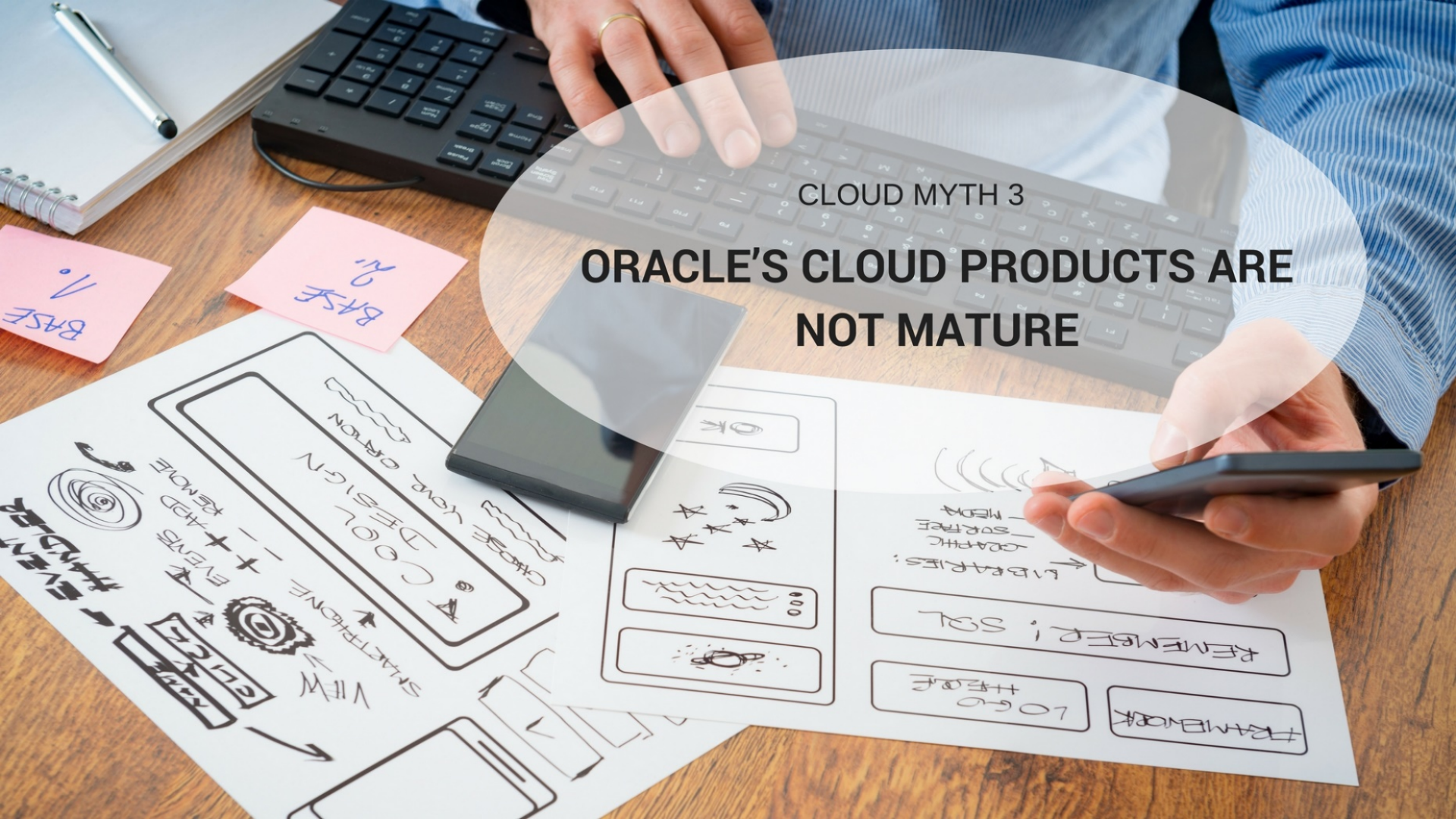
Oracle's moved up to #6 on the Cloud Wars Top 10 on the strength of its excellent Q4 numbers.

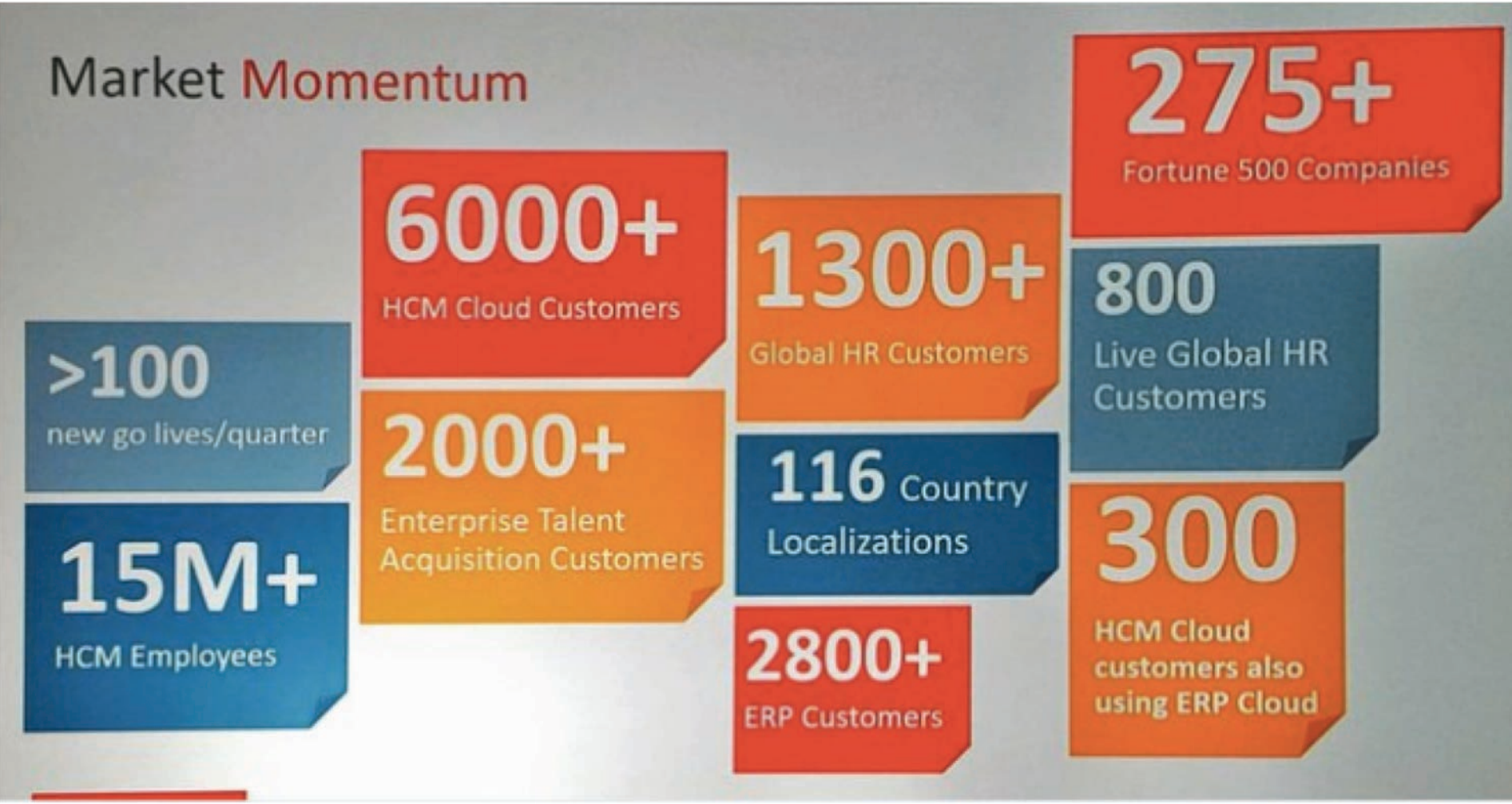
COMPANIES FROM **LESS THAN US$100 M TO BILLONS** ARE CURRENTLY RUNNING ORACLE SAAS

CLOUD MYTH 2
WE HAVE TO MOVE ALL OF OUR APPLICATIONS TO THE CLOUD

There is no cloud
it's just someone else's computer


Rapid innovation
Digitised business processes
Social interaction
Engaging user experience
Mobile deployment
Frequent updates
Speed
Agile platform in public cloud
Private cloud
On-premise
Integration framework
Consistent data model
Unified access controls
Unified business intelligence


CLOUD MYTH 3
ORACLE'S CLOUD PRODUCTS ARE NOT MATURE


Market Momentum
275+
Fortune 500 Companies
6000+
HCM Cloud Customers
1300+
Global HR Customers
800
Live Global HR Customers
>100
new go lives/quarter
2000+
Enterprise Talent Acquisition Customers
116 Country Localizations
15M+
HCM Employees
300
HCM Cloud customers also using ERP Cloud
2800+
ERP Customers

Oracle Dominates ERP Market; Netsuite, Cloud Key Catalysts

ZACKS **Zacks Equity Research**

Zacks March 17, 2017

Oracle Corp's ORCL latest third-quarter fiscal 2017 results revealed the company's continuing domination in the cloud-based Enterprise Resource Planning (ERP) market. The company stated that 564 new customers had selected its ERP solutions (excluding Netsuite) of which 120 were expansions.

More importantly, 50% of these customers were first-timers to the company's platform, which reflects continuing market share win. Oracle named well-known companies like ClubCorp, Cummins, Lufthansa and Dish Network, which selected its ERP solutions during the quarter.

Organically, ERP revenues surged a massive 280% in the reported quarter. Oracle's active base of ERP customers is on track to reach 4K, which is an important milestone amid intensifying competition from the likes of Workday WDAY and SAP SE SAP.

We note that Oracle touched a new 52-week high following the impressive results. (Read More: Oracle Beats on Q3 Earnings & Revenues; Stock Up)

ALTIMETRIK
Ainsworth
ANSWORTH PET NUTRITION
Ambarella
negmar
Nintendo
Principal
Financial Group
Sopra group
Vertafore
RBS
The Royal Bank of Scotland
FUJITSU
AHL
AFFINIA
NTT COMWARE
ALEX AND ANI
Claro
Conservation Services Group
YOUNG LIVING
CNL
GLENMEDE
Transit Wireless
AIRPORTS COMPANY SOUTH AFRICA
BDA
NCR
Office DEPOT
Telogis
OVERHEAD DOOR
Cefa
EL SEIF
usana
telenet
Caucasonic Kansei
HAWAIIAN BIBLIBES
ENERGYPAC
harlan
B2W
KOMORI
Khayyat
Office for National Statistics
BTS
CHENIERE
VFS TASHEEL INTERNATIONAL
competitorgroup
panko birlik
Knoll
NBNCo
MOTOROLA MOBILITY
IKEA
Esterline
xerox
Fidelity INVESTMENTS
LGFCU
TRIZAC HOLDING
MAXIMUS
MAKHZANI
ALLEN INSTITUTE for BRAIN SCIENCE
ADCAP NETWORK SYSTEMS
Baker
MONTEREY BAY AQUARIUM
billups
BEACHBODY
Business & Decision
INOAC
ACME BRICK
CYRACOM
quantcast
AST
arin innovation
ATKINS
ITIS
INTEGRO
macy's
PUFFER • SWEIVEN
lynda.com
MAG
UNDP
ringo
DELL
KINROSS
IR Ingersoll Rand
wiggle
Angies list
Blackboard
Pella
Man
KENTUCKY STATE UNIVERSITY
HEALTH REPUBLIC INSURANCE
STC
Jasper
PEW
ASTUTE BUSINESS SOLUTIONS
BDG
bgl
BAY SHIP
JDSU
FOX
LEEJAM
SHANER
Seagate
QUALTEK
PROPAK CORPORATION
btrg
ENGAGE
ERAMET COMILOG
indus TOWERS
HUB International
LIBERTY GLOBAL
SAUDI OGER LTD.
Santander CONSUMER
COMPUTER GROSS
VERINT
alliantgroup
BOTU
EXTERRAN
ODEBRECHT
FORUM PHARMACEUTICALS
LA Z BOY
alorica
FLATIRON
SECO
RESCAR
Rightside

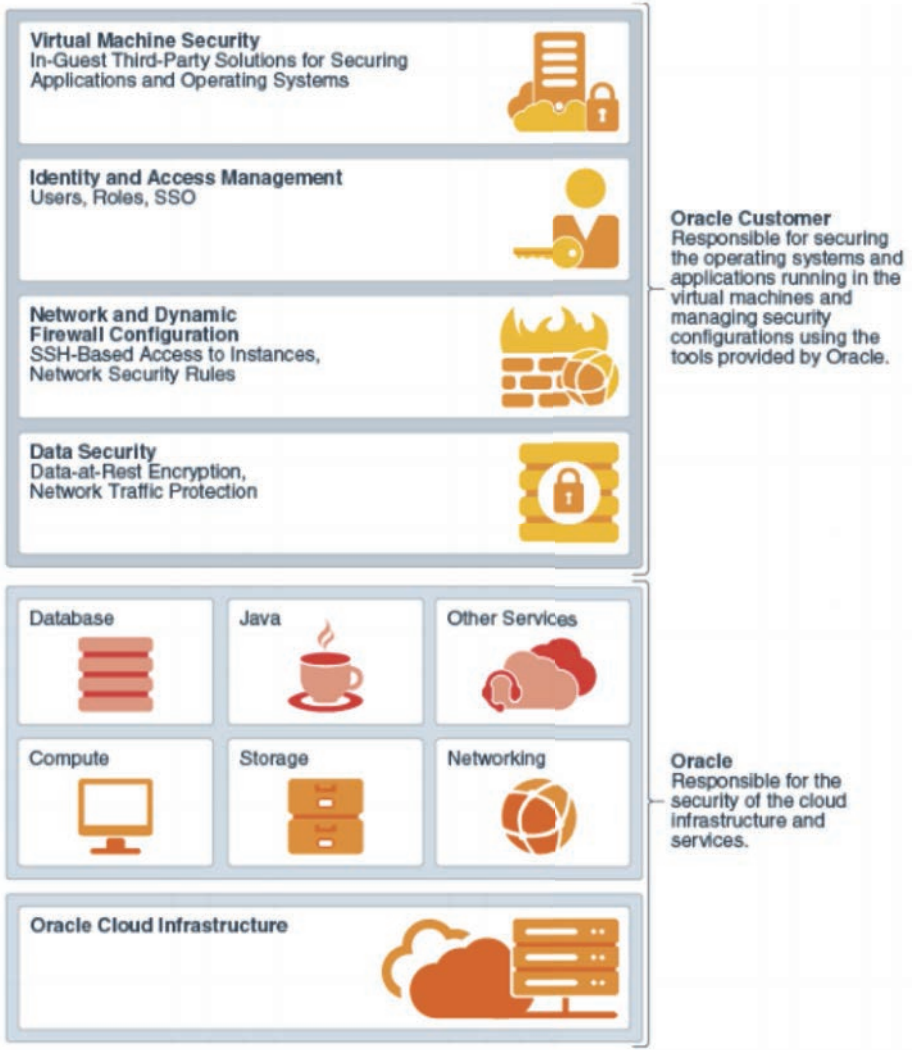
CLOUD MYTH 4

ON-PREMISE APPLICATIONS ARE MORE SECURE THAN THE CLOUD

Worldwide security spending on information security has reached over **$71.1** billion [1]

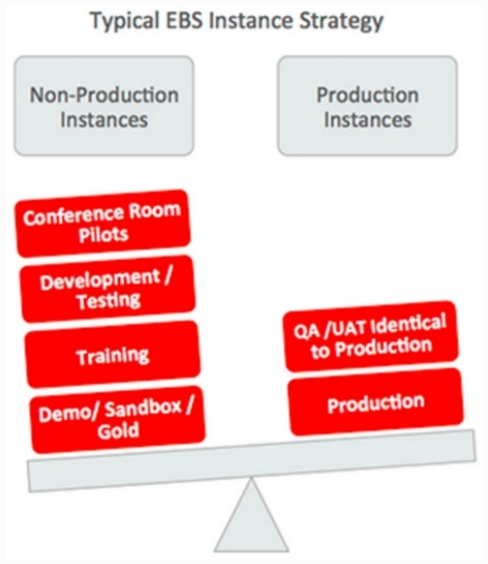
The average cost of a data breach to a company is **$3.5** million [2]

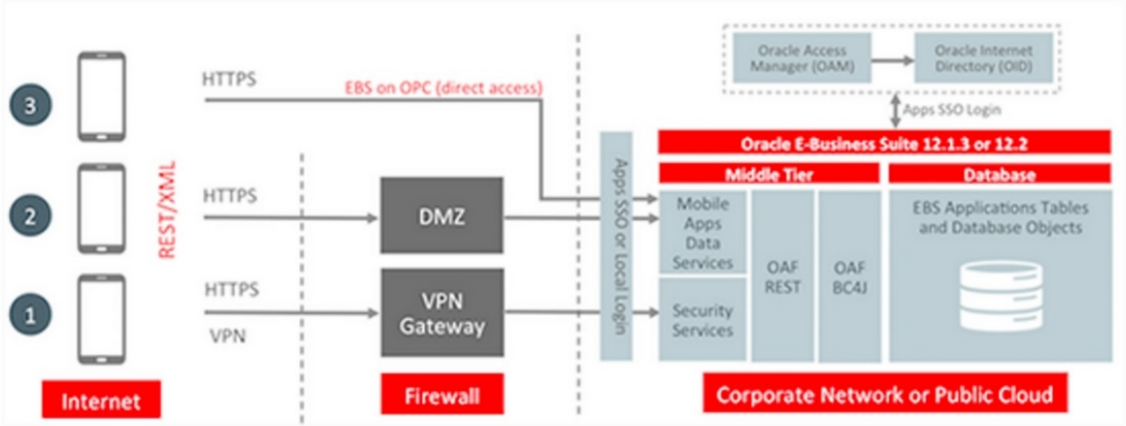
Each year, **50%** of Fortune 1,000 firms experience a breach of confidential employee records [3]

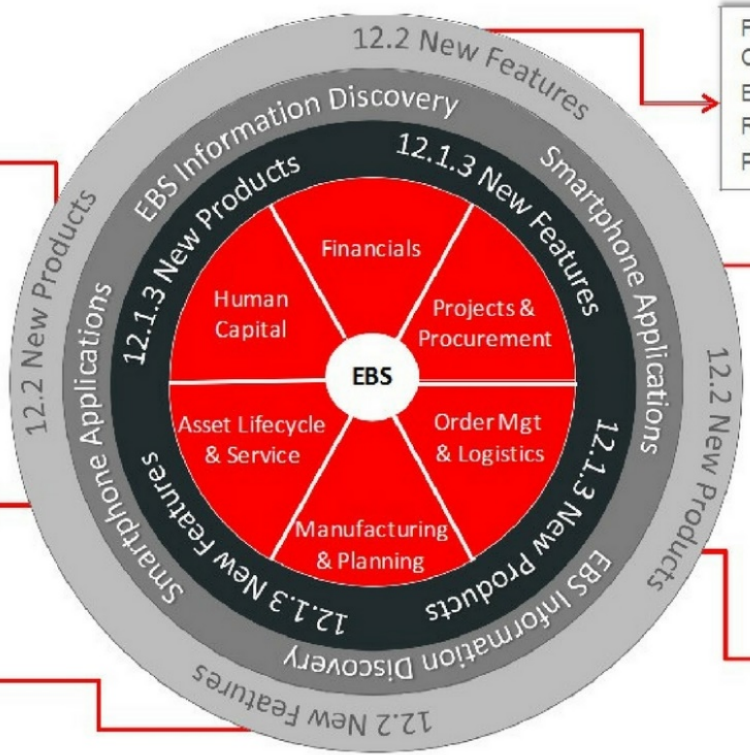

Virtual Machine Security
In-Guest Third-Party Solutions for Securing Applications and Operating Systems
Identity and Access Management
Users, Roles, SSO
Network and Dynamic Firewall Configuration
SSH-Based Access to Instances, Network Security Rules
Data Security
Data-at-Rest Encryption, Network Traffic Protection
Oracle Customer
Responsible for securing the operating systems and applications running in the virtual machines and managing security configurations using the tools provided by Oracle.
Database
Java
Other Services
Compute
Storage
Networking
Oracle
Responsible for the security of the cloud infrastructure and services.
Oracle Cloud Infrastructure

CLOUD MYTH 5

WE CAN JUST MIGRATE OUR E-BUSINESS SUITE APPLICATIONS TO THE SAAS CLOUD


Typical EBS Instance Strategy
Non-Production Instances
Production Instances
Conference Room Pilots
Development / Testing
Training
Demo/ Sandbox / Gold
QA /UAT Identical to Production
Production


3
2
1
Internet
REST/XML
HTTPS
EBS on OPC (direct access)
HTTPS
DMZ
HTTPS
VPN
VPN Gateway
Firewall
Apps SSO or Local Login
Oracle Access Manager (OAM)
Oracle Internet Directory (OID)
Apps SSO Login
Oracle E-Business Suite 12.1.3 or 12.2
Middle Tier
Database
Mobile Apps Data Services
Security Services
OAF REST
OAF BC4J
EBS Applications Tables and Database Objects
Corporate Network or Public Cloud



Oracle Taleo Cloud
Oracle Talent Management Cloud
Oracle HCM Cloud

Financial Accounting Hub Reporting Cloud Service
Expenses Cloud
Revenue Management Cloud Service
Planning and Budgeting Cloud Service

Oracle Sales Cloud
Oracle Marketing Cloud
Oracle Service Cloud
Oracle Commerce Cloud
CPQ Cloud
Field Service Management (TOA)

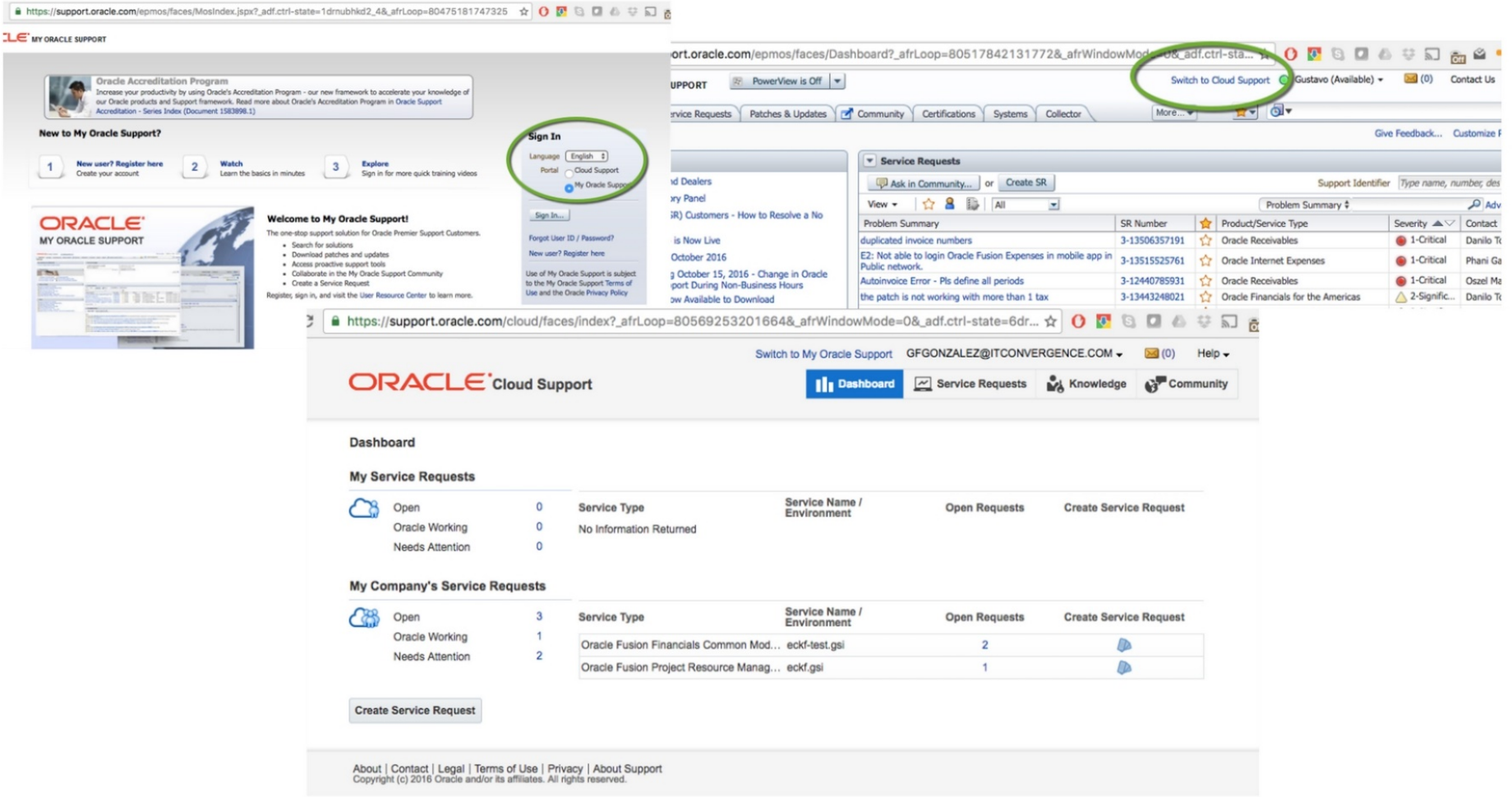
P2P Cloud
PPM Cloud Service
Primavera P6 Cloud
Shared Service Procurement Cloud

PLM Cloud
PIM Cloud

Order Mgt Cloud
Transportation Mgt (OTM) Cloud
Global Trade Mgt (GTM) Cloud

CLOUD MYTH 6

CAN ORACLE PROVIDE A HIGH LEVEL SUPPORT IN THIS MODEL?


https://support.oracle.com/epmos/faces/MosIndex.jspx?_adf.ctrl-state=1drnubhkd2_4&_afrLoop=80475181747325
MY ORACLE SUPPORT
Oracle Accreditation Program
New to My Oracle Support?
Sign In
Welcome to My Oracle Support!
https://support.oracle.com/epmos/faces/Dashboard?_afrLoop=80517842131772&_afrWindowMode=0&_adf.ctrl-state=6dr...
Switch to Cloud Support
Gustavo (Available)
Contact Us
Service Requests
Problem Summary
SR Number
Product/Service Type
Severity
https://support.oracle.com/cloud/faces/index?_afrLoop=80569253201664&_afrWindowMode=0&_adf.ctrl-state=6dr...
Switch to My Oracle Support
GFGONZALEZ@ITCONVERGENCE.COM
Help
ORACLE Cloud Support
Dashboard
Service Requests
Knowledge
Community
Dashboard
My Service Requests
Open 0
Oracle Working 0
Needs Attention 0
Service Type
Service Name / Environment
Open Requests
Create Service Request
No Information Returned
My Company's Service Requests
Open 3
Oracle Working 1
Needs Attention 2
Oracle Fusion Financials Common Mod... eckf-test.gsi 2
Oracle Fusion Project Resource Manag... eckf.gsi 1
Create Service Request
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CLOUD MYTH 7

IT IS GOING TO COST A FORTUNE TO MOVE TO THE CLOUD

Better price/performance – Get more, pay less

	Oracle BM.DenseIO1.36 (quantity : price/hour)	AWS i3.16XL Dedicated (quantity : price/hour)	AWS cost
Overall System	$5.40 /hr	$5.504 /hr	2% more
CPU	36 cores : $0.15 core/hr	32 cores : $0.17 core/hr	15% more
RAM	512 GB : $0.01 GB/hr	488 GB : $0.01 GB/hr	7% more
Storage	28.8 TB : $0.19 TB/hr	15.2 TB : $0.36 TB/hr	93% more
Write IOPS	2M IOPS : $0.003 1K IOPS/hr	0.3M IOPS : $0.017 1K IOPS/hr	580% more
Read IOPS	4M IOPS : $0.001 1K IOPS/hr	3.3M IOPS : $0.002 1K IOPS/hr	24% more
Throughput	18.9 GB/s : $0.286 GB/s/hr	16 GB/s : $0.344 GB/s/hr	21% more

ORACLE

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5-YEAR TECHNICAL COMPARISON

	Year 1	Year 2	Year 3	Year 4	Year 5	Total 5 Year
On-Premise License Costs	$ 608,750	$ 109,775	$ 109,775	$ 109,775	$ 109,775	$ 1,047,850
Infrastructure	$ 688,040	$ -	$ -	$ -	$ -	$ 688,040
Human Resources	$ 623,422	$ 623,422	$ 623,422	$ 623,422	$ 623,422	$ 3,117,110
Upgrade	$ -	$ -	$ -	$ 200,888	$ -	$ 200,888
Total	$ 1,920,212	$ 733,197	$ 733,197	$ 934,085	$ 733,197	$ 5,053,888
Cloud Subscription	$ 279,000	$ 279,000	$ 279,000	$ 279,000	$ 279,000	$ 1,395,000
Infrastructure	$ -	$ -	$ -	$ -	$ -	$ -
Human Resources	$ -	$ -	$ -	$ -	$ -	$ -
Upgrades	$ 50,000	$ 50,000	$ 50,000	$ 50,000	$ 50,000	$ 250,000
	$ 329,000	$ 329,000	$ 329,000	$ 329,000	$ 329,000	$ 1,645,000

IN THIS SCENARIO THE CLOUD HAS **$3.4 MILLION BETTER ROI** THAN THE ON-PREMISE SCENARIO.

CLOUD MYTH 8

ONCE WE IMPLEMENT, WE ARE ALL DONE

CONSIDER UPGRADES

CHANGES IN BUSINESS

IMPROVEMENTS IN UX

TESTING/UAT

CLOUD MYTH 9

CLOUD CANNOT HANDLE OUR INTERNATIONAL SUBSIDIARIES

	Americas						Asia										Europe, Middle East and Africa																			
	Canada	Chile	Colombia	Mexico	Peru	Puerto Rico	Australia	China	Hong Kong	Japan	Korea	Malaysia	New Zealand	Philippines	Singapore	Vietnam	Austria	Belgium	Croatia	Denmark	Egypt	Finland	France	Germany	Israel	Italy	Luxemburg	Netherlands	Norway	Saudi Arabia	South Africa	Spain	Sweden	Switzerland	UAE	UK
Assets																																				
Assets Impairments							✓			✓			✓				✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Assets Register Report		✓		✓	✓					✓							✓				✓		✓	✓	✓	✓		✓	✓	✓		✓				✓
Assets Revaluations		✓	✓	✓			✓														✓		✓		✓	✓			✓	✓						✓
Cash Management																																				
Bank Statement Formats		✓					✓	✓	✓	✓	✓		✓		✓		✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓
Intraday Bank Statement Support		✓		✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Expenses																																				
Global Per Diem Policies	✓						✓		✓				✓		✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Mileage Expense Processing																	✓	✓	✓	✓		✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓		✓
Policy Compliance for Gifts and Entertainment Expenses																	✓	✓	✓	✓		✓	✓	✓		✓	✓	✓	✓		✓	✓	✓	✓	✓	✓
Policy Compliance for Meals, Accommodations and Other Expenses																	✓	✓	✓	✓		✓	✓	✓		✓	✓	✓				✓	✓			✓
General Ledger																																				
General Ledger Trial Balance and Journals Reports		✓	✓		✓			✓		✓							✓	✓	✓			✓	✓	✓	✓	✓			✓	✓		✓				
Sequencing by Legal Entity or Ledger		✓		✓	✓			✓															✓	✓		✓			✓	✓	✓	✓				✓

	Americas						Asia										Europe, Middle East and Africa																					
	Canada	Chile	Colombia	Mexico	Peru	Puerto Rico	Australia	China	Hong Kong	Japan	Korea	Malaysia	New Zealand	Philippines	Singapore	Vietnam	Austria	Belgium	Croatia	Denmark	Egypt	Finland	France	Germany	Israel	Italy	Luxemburg	Netherlands	Norway	Saudi Arabia	South Africa	Spain	Sweden	Switzerland	UAE	UK
Year-End Closing Journals				✓	✓																					✓				✓		✓				
Payables																																					
Cross-Currency Payments		✓		✓			✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Invoice Update Service		✓		✓																																	
Payments																																					
ISO 20022 Direct Debits and Credit Transfers							✓						✓		✓		✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓
Payment and Accompanying Formats	✓			✓		✓				✓								✓	✓			✓	✓	✓		✓	✓	✓	✓			✓	✓	✓		✓
Receivables																																					
Automatic Receipts Reversal								✓	✓	✓	✓				✓			✓	✓								✓	✓								
Bills Receivable		✓																					✓			✓						✓				
Discount Calculation Basis Date	✓			✓		✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓		✓	✓	✓	✓		✓	✓	✓	✓	✓	✓
Electronic Delivery of Customer Invoices		✓		✓													✓	✓	✓	✓		✓	✓	✓		✓	✓	✓			✓	✓	✓	✓	✓	✓
Print Receivables Transactions in Different Formats	✓	✓		✓		✓		✓			✓						✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓
Subledger Accounting																																					
Expanded Subledger Journal Entry Description				✓				✓															✓	✓		✓		✓				✓				
Subledger Accounting Reports	✓	✓	✓	✓		✓		✓		✓							✓	✓	✓			✓	✓	✓		✓			✓			✓				
Tax																																					
European Community Sales Listing Report																	✓	✓	✓	✓		✓	✓	✓		✓	✓	✓					✓			✓
Interim Tax Register	✓	✓	✓															✓	✓				✓		✓	✓						✓				
Manual and External Tax Transactions in the Tax Repository										✓	✓						✓	✓	✓	✓		✓	✓	✓	✓	✓		✓			✓	✓	✓	✓	✓	✓
Select and Finalize Transactions for Tax Reporting		✓	✓		✓												✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓
Tax Box Allocation and Reporting		✓	✓	✓	✓							✓					✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓
Tax Calendar		✓	✓	✓	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓			✓	✓	✓	✓	✓	✓
Tax Point Date	✓	✓	✓	✓	✓	✓	✓	✓		✓		✓	✓	✓	✓		✓	✓	✓	✓		✓	✓	✓		✓	✓	✓	✓		✓	✓	✓	✓	✓	✓
Tax Reconciliation and Audit Reports	✓	✓	✓	✓	✓		✓	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				✓	✓	✓	✓					✓		✓		
Tax Registration Validation	✓	✓	✓	✓	✓	✓											✓	✓	✓				✓	✓		✓	✓					✓		✓			✓

	Americas						Asia										Europe, Middle East and Africa																				
	Canada	Chile	Colombia	Mexico	Peru	Puerto Rico	Australia	China	Hong Kong	Japan	Korea	Malaysia	New Zealand	Philippines	Singapore	Vietnam	Austria	Belgium	Croatia	Denmark	Egypt	Finland	France	Germany	Israel	Italy	Luxemburg	Netherlands	Norway	Saudi Arabia	South Africa	Spain	Sweden	Switzerland	UAE	UK
Transaction Tax Configuration	✓	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓	✓	✓	✓		✓	✓	✓			✓		✓	✓	✓				✓	✓				✓
Turnover Reporting Selection and Declaration		✓			✓													✓	✓	✓					✓	✓	✓					✓				
Withholding Tax		✓	✓	✓	✓					✓	✓			✓									✓		✓	✓						✓				
Yearly Tax Report																	✓	✓	✓	✓		✓		✓		✓		✓					✓			
Transactional Business Intelligence																																				
Global Descriptive Flexfields			✓	✓				✓			✓													✓	✓	✓										

Regional and Country-Specific Features

Financials for Regional Localizations
Exchange Rate Difference Invoices

Financials for the Americas
Argentina
Document Numbering for Argentina
Withholding Taxes for Argentina
Transaction Tax Reporting for Argentina
Brazil
Accounting (SPED) for Brazil
Order to Cash for Brazil
Procure to Pay for Brazil
Taxpayer ID and Tax Registration Validation for Brazil
Transaction Tax for Brazil
Withholding Tax for Brazil
Chile
Transaction Tax Reporting for Chile
Colombia
Transaction Tax Reporting for Colombia
Withholding Taxes for Colombia

Financials for Asia/Pacific
Japan
Enhanced Depreciation Methods for Japan Tax Reforms
Fixed Assets Reports for Japan
"What If Analysis" Improvements for Japan Tax Reforms
Korea
VAT Processing and Reporting for Korea
Withholding Tax Processing and Reporting for Korea

Financials for EMEA
France
Audit File for France

REGIONAL AND COUNTRY-SPECIFIC FEATURES

Oracle Financials Cloud provides features that integrate with your procure-to-pay and credit-to-cash business flows to support regional and country-specific statutory and business requirements.

FINANCIALS FOR REGIONAL LOCALIZATIONS

EXCHANGE RATE DIFFERENCE INVOICES

Use the Exchange Rate Difference Invoices solution to:

- Calculate the gain/loss due to the exchange rate difference. This difference occurs because of the exchange rate fluctuation between invoice creation date and the actual payment accounting date for foreign currency business transactions. Exchange rate difference gain/loss is subject to VAT in some countries like Turkey.
- Create the exchange rate difference invoices, credit memos, and journals.
- Generate a report to review the processed exchange rate difference documents.

FINANCIALS FOR THE AMERICAS

ARGENTINA

DOCUMENT NUMBERING FOR ARGENTINA

Comply with document numbering requirements enforced by the fiscal authorities in Argentina by using predefined rules and transaction information to automatically assign document numbers to sales transactions.

WITHHOLDING TAXES FOR ARGENTINA

Calculate withholding taxes for your payments in Argentina using enhanced options to:

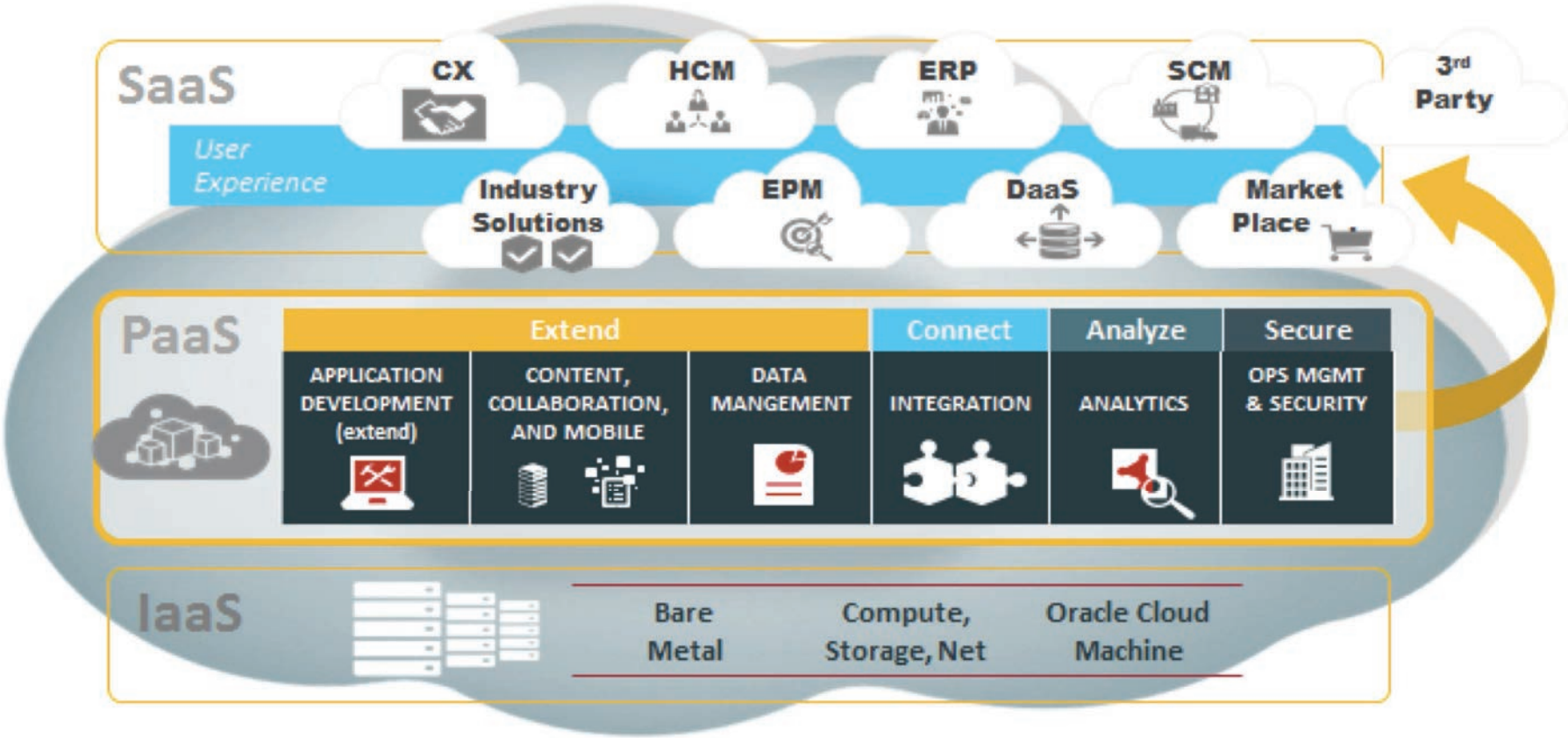
- Manage and apply tax thresholds.
- Apply a tax rate schedule based on an item or service classification.
- Calculate taxes based on two or more provinces on a single invoice line if a supplier is subject to a multilateral agreement in those provinces.
- Determine the tax basis on full invoice amounts upon the first partial payment of an invoice.

IMPLEMENTED IN MULTIPLE COUNTRIES

GLOBALIZATIONS IN TAX & LEGISLATIVE

COEXISTANCE IS KEY

CLOUD MYTH 10
MY BUSINESS IS UNIQUE AND NEEDS CUSTOMIZATIONS
72%
54%
96%
82%



http://www.atgwork.com/atgwork/2017/04/01/atg-is-oracle-cloud-partner-saas-paas-iaas-focusing-on-driving-cloud-solutions/

LIMITATIONS ON CUSTOMIZATIONS

EXPLORE PAAS FOR EXTENDING

BEST PRACTICES FROM AU

WORLD CLASS

ONLY BIG COMPANIES CAN RUN ORACLE CLOUD
WE HAVE TO MOVE ALL OF OUR APPLICATIONS TO THE CLOUD
ORACLE'S CLOUD PRODUCTS ARE NOT MATURE
ON PREMISE APPLICATIONS ARE MORE SECURE THAN CLOUD
WE CAN JUST MIGRATE OUR EBS APPLICATIONS TO THE CLOUD
CAN ORACLE PROVIDE A HIGH LEVEL SUPPORT?
MOVING TO THE CLOUD WILL COST A FORTUNE
ONCE WE IMPLEMENT, WE ARE ALL SET
CLOUD CANNOT HANDLE OUR INTERNATIONAL SUBSIDIARIES
MY BUSINESS IS UNIQUE AND NEEDS CUSTOMIZATIONS

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