

CONTRACT FOOD SERVICES

Automate and simplify the compensation processes for one of the largest contract food services companies the world



Oracle
Products

ORACLE
INCENTIVE
COMPENSATION



Oracle Q4 WIN!



Largest contract
foodservice company
in the world

\$24 Billion
rev / 2019

596,452
employees

Business Challenge

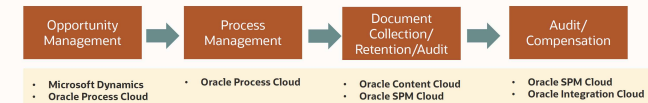
- All manual - spreadsheets tracked by Comp Admins
- Contracts and PO's captured manually but required for final comp payment
- No integration with MSFT CRM Dynamics today (future Oracle CX sales pursuit)
- CFO makes final approval for commission payments
- No flexibility
- No reporting

Success Outcomes

- **Nearly 250 payees** – North American sales organization
- **Automate and simplify** the data collection, auditing, comp administration, and payment processes
- **Integration** with MSFT CRM Dynamics (opportunity into) and SAP (payroll processing)
- **Will leverage Oracle PaaS (Content & Experience Cloud and Integration / Process Cloud)** for document capture, workflow automation, and document storage
- Business Intelligence Dashboards **specific for each role within the organization**

Transformation to the
Cloud will be less than 4 months

Process Review



- Microsoft Dynamics Opportunity
 - When deal is closed, start Deal Initiator Process:
 1. Create compensation transaction record (Form or API or both).
 2. Create opportunity specific folder and sub-folders based on opppty type in Content Cloud.
 3. Upload/ Drag-and-drop documents.
 4. Submit to continue process.
- Once required documents have been collected, notify Admin that a deal is ready to review.
 - Admin/Auditors review opportunity details, documents, and compensation calculations and disposition deal accordingly (approve/reject/need more info, etc...)
- Once ICM transactions has been approved, forward to Office of CFO for review and payment authorization.
- Once ICM transactions has been approved for payment by Office of CFO, send transaction to SAP AP, via Integration Cloud Service

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