



# Bayanat

# Lead-to-Cash

**Contact Us:**

Main: +962 6 464 8004 | Fax: +962 6 464 8007  
P.O. Box 2609, Amman 11181 Jordan | [www.al-bayanat.com](http://www.al-bayanat.com)

# LEAD-TO-CASH

**Bayanat Lead-to-Cash** Blueprint is an orchestration solution that brings different Oracle Cloud Fusion Applications together to effectively and efficiently manage the process of turning opportunities into real business, and eventually cash.

Originally, this process is managed through separate business cycles from multiple solutions at once, including CX, Projects, Financials, Procurement, HR and Reporting. As far as the Executives are concerned, these solutions lack -to some extent- the proper integration between the related business cycles; resulting in a slow, disintegrated, and sometimes semi-manual process with lots of data redundancy and discrepancy. In addition, the process offers little budget control capabilities, as costing is usually done outside the system, and fed manually into the process as external data; causing more delays and inconsistencies.

Created and implemented by Bayanat experts, **Bayanat Lead-to-Cash** Blueprint systematically incorporates business cycles from different Oracle systems to offer an accelerated, unified and comprehensive end-to-end process over a reliable, coherent set of data.

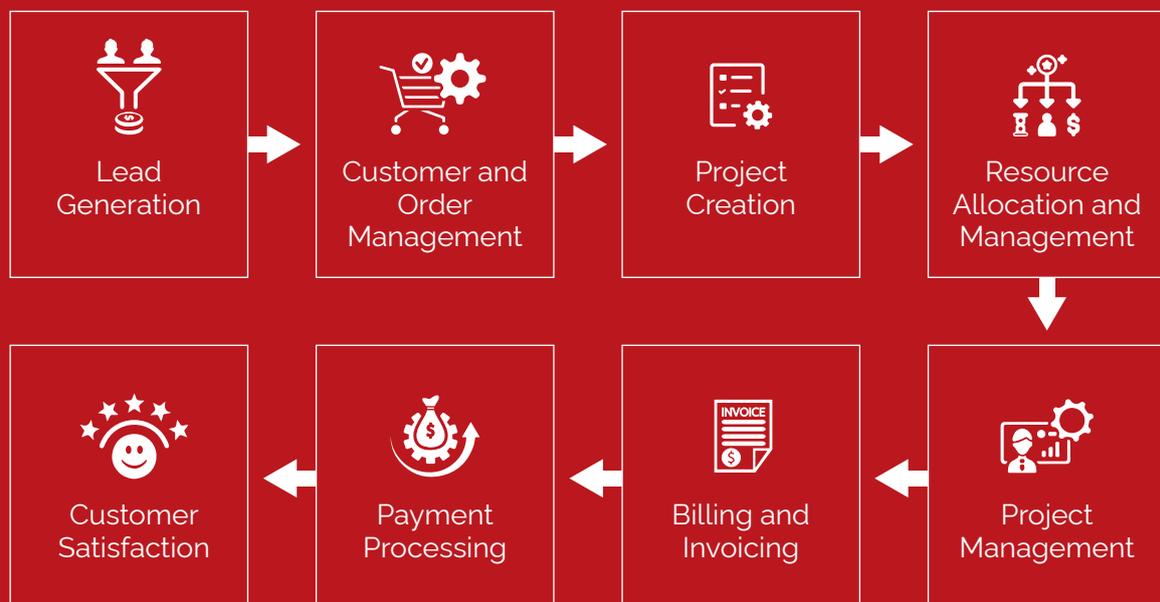
**Bayanat Lead-to-Cash** Blueprint main function is to bridge gaps and automate inter-functional cycles to build a seamless end-to-end process through a set of

Oracle Cloud Fusion modules, starting with qualifying leads, offer preparation, resource allocation, all the way to hiring, costing, payment collection, and customer management. The solution also utilizes an automatic notifications system that enables real-time assignments and approvals for faster processing, as well as assignment reporting and escalation for easy and accurate resource allocation and plan flexibility purposes.

On top of that, the solution offers an executive, -360View Dashboard through which decision makers can monitor the status, progress and risks of each lead and project with drill down capability to identify risks, problem causes and success factors and enable practical, timely decision making on the management and executive levels.

With **Bayanat Lead-to-Cash**, project managers, department managers and C-Level executives will enjoy a faster, more reliable process while achieving higher goals of operational excellence, greater synergy, business intelligence and profitable business engagements.

## PROCESS WORKFLOW



# Related Systems

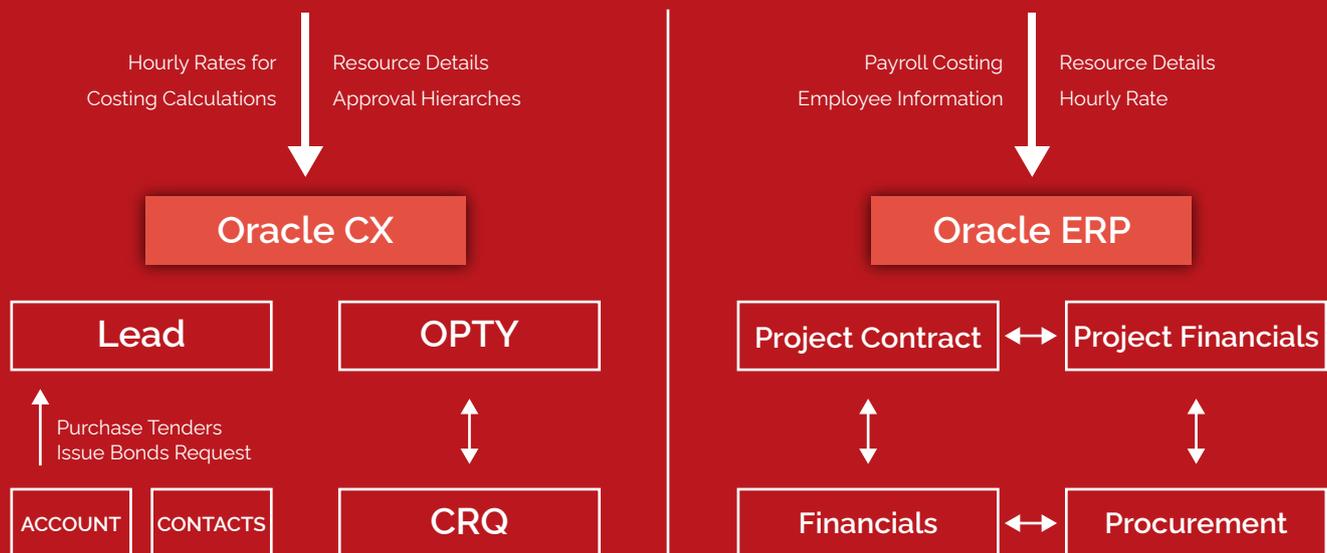
Bayanat Lead-to-Cash provides a comprehensive workflow that crosses the following Oracle Cloud Applications:

- Oracle Fusion Cloud CX
- Oracle Fusion Cloud Projects
- Oracle Fusion Cloud Financials
- Oracle Fusion Cloud Procurement
- Oracle Fusion Cloud HCM
- Oracle Fusion Cloud Reporting

# Solution Workframe

## Oracle HR

Provides authorities and employee rates based on the project structure and costing models



# Solution Benefits

- Coherence and operational excellence through integral and true system orchestration.
- Unified, accurate data across all systems.
- Accelerated, comprehensive end-to-end process across the operation.
- Timely and efficient engagement of all stakeholders, including: employees, line managers, PMO and executives.
- Embedded online automatic notifications system for real-time assignments and approvals.
- Escalation function to resolve delays and aroused risks.
- Achieved budget control over the project expenditures through embedded costing component.
- Synergy and clear utilization of resources and employees through an assignment and resource allocation reporting system.
- Enhanced Operational Risk Management and accelerated risk mitigation.
- More informative, real-time decision-making through an online accurate executive reporting tool.
- 360- View Projects Dashboard that provides a clear insight for status, progress and risks for individual leads/projects, with drill down capability.