DOYENSYS

VALUE INNOVATION

EXECUTIVE NEWSLETTER

VOLUME 02 | NOVEMBER 2026

Twenty Years of Trust. A Future Built on Innovation.

This has been a quarter of execution. Four client engagements advanced into production across AI-assisted development, compliance, accounts payable automation and FinOps, with one engagement selected for cloud migration, combining deep expertise and engineering discipline.

We also strengthened our customer-facing presence through our Matilda Cloud partnership, expanded our US leadership team, and brought practical conversations on AI, cloud and finance transformation to Dallas, Las Vegas and the CFOLC roadshow.

20 YEARS OF VALUE INNOVATION

20th Anniversary Celebration · **December 5**

20 Years of Doyensys	**4** Client Go Lives This Quarter	**2** Senior US Leadership Hires	**Dec 5** 20th Anniversary Celebration

A MESSAGE FROM OUR FOUNDER

Dear Customers, Partners and Friends,

As we celebrate 20 years of Doyensys, I am reminded that our greatest achievement is not simply the technology we have delivered, but the **trust our customers and partners have placed in us**. That trust has shaped every milestone, from modernizing mission-critical Oracle environments to building practical AI solutions that help organizations work smarter, operate with confidence, and realize measurable value.

This quarter, four client engagements moved into production and one additional engagement was selected, our AI and cloud capabilities continued to expand, and conversations in Dallas and at Oracle AI World reinforced the opportunity ahead.

> As we enter our twenty-first year, our commitment remains unchanged: **listen closely, innovate responsibly, and deliver outcomes that matter.**

Thank you for being part of our journey. On behalf of everyone at Doyensys, I wish you and your families a wonderful holiday season and a happy, healthy and prosperous New Year. We look forward to achieving even more together in 2027.

Warm regards,

Somu

Somu
Founder & Chief Executive Officer

DEC 5

MARK THE DATE

Celebrating 20 Years, Together

Marking two decades of Value Innovation, and the trust that made them possible.



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01 THIS QUARTER'S GO LIVES

From Plans and Promises to Working Solutions.

Four go-lives, one new selection, five business challenges, one consistent focus: moving from plans and promises to working solutions that create value. Client names are withheld in keeping with our customers' confidentiality.

5 Engagements live, in pilot or selected

3 Powered by proprietary Doyensys IP

RESPONZA | Exlify AI | Cloud FinX

AI-ASSISTED DEVELOPMENT — LIVE & EXPANDING

A multi-site facility services provider's client-facing application is live, and customers are loving it

Doyensys provides AI-assisted software development and managed services, combining AI tooling with real human engineers. The program has been so successful and cost-effective that the client has **expanded scope to a set of internally facing applications** as well.

PHASE 1
Client-facing app
Live in production

PHASE 2
Internal applications
Scope expanded

COMPLIANCE & GOVERNANCE — LIVE

A global packaging manufacturer has gone live with RESPONZA

RESPONZA is a Doyensys-developed and maintained application for segregation of duties, role-based access and compliance adherence, giving the client's audit and security teams **a single tool to manage access risk**.

AI IN FINANCE — PILOT LIVE

A leading pet products manufacturer has launched the pilot phase of its AI journey into AP automation

Built on Exlify AI, this pilot is the first step in a broader AI-in-Finance roadmap, **automating invoice capture and exception handling** before the program expands to additional finance processes.

CLOUD MIGRATION — SELECTED

A customer communications and document processing provider has selected Doyensys for its migration to OCI

The engagement will move the client's infrastructure to Oracle Cloud Infrastructure, with Doyensys leading **planning, migration and go-live support**.

Plan → Migrate → Go-Live Support

FINOPS & COST GOVERNANCE — LIVE

Cloud FinX is live for the same facility services provider's expanding AI and cloud footprint

Since go-live, Cloud FinX has surfaced a significant number of concrete opportunities to govern cloud and AI spending across the client's environment, with more identified as the rollout continues.

Thousands of dollars in recurring monthly savings from the early fixes alone

Facing a similar challenge?

Ask us what a first go-live could look like in your environment, from AI-assisted delivery to SOD compliance, AP automation, FinOps or OCI migration.

sales@doyensys.com

02 NEW PARTNERSHIP & TEAM GROWTH

DOYENSYS × MATILDA CLOUD

See the Whole Estate. Decide With Evidence.

Through our partnership with Matilda Cloud, customers can assess infrastructure and application estates together, not in separate silos. Leaders can make migration decisions using **evidence rather than assumptions**.

COMPARE ACROSS

- OCI
- AWS
- Azure
- Google Cloud

Automated Discovery
Infrastructure and application estates assessed together

Workload Grouping
Related workloads identified and grouped

Migration-Wave Planning
Sequenced, evidence-based migration waves

Cost Comparison
OCI, AWS, Azure and Google Cloud side by side

LIMITED-TIME OFFER

Complimentary OCI Readiness Assessment

A practical view of your readiness, migration options and potential economics, designed to help your organization take the first step with confidence.

Reserve yours: sales@doyensys.com

VALUED AT
US$75,000
offered at no cost for a limited time

TEAM GROWTH

Welcome to the Team

Two senior hires have joined Doyensys this quarter, giving our USA solution consulting team full coverage across both field and inside sales.



Mike King

ASSOCIATE VP OF GROWTH

Mike joins Doyensys with twenty-five years of Oracle experience and a deep professional network. He leads our solution consulting practice, helping customers move from transactional deals to strategic, outcome-driven partnerships, and represented Doyensys on the ground at Oracle AI World in his first full week.

25 Years Oracle | Consulting Lead | Oracle AI World



Colleen Afanassiev

SENIOR BUSINESS DEVELOPMENT DIRECTOR

Colleen leads our solution consulting outreach, building strategic relationships over one-off introductions. Her work driving registrations for our Doyensys evening at Oracle AI World is part of why Oracle now amplifies our events.

Relationship Lead | Outcome Focused | Oracle AI World Events

Full USA solution consulting coverage Solution Consulting Relationship Management Outcome Focused

03 EVENT RECAP: DALLAS

Powering What's Next

October 14, 2026
55 Seventy, Dallas, Texas
Co-hosted with Oracle & Matilda Cloud

Doyensys brought customers, prospects and partners together for **Powering What's Next**, an evening focused on candid customer perspectives, executive networking, and the business opportunities emerging across AI and cloud.

> The conversations made one point clear: enterprises want a **practical path from technology possibility to business results.**



Powering What's Next, 55 Seventy, Dallas, Texas, October 14, 2026

See the complimentary assessment valued at $75k in Section 2.

04 EVENT RECAP: ORACLE AI WORLD



Our evening at Wakuda, Las Vegas, October 25, 2026

Listening to the Global Oracle Community

October 25 to 28, 2026
Las Vegas, Nevada

Our team joined the global Oracle community in Las Vegas for Oracle AI World. We also hosted customers and partners at **Wakuda on October 25** for an evening of connection and conversation.

~50
attendees at our Wakuda evening

4
days with the global Oracle community

The event was an opportunity to listen, exchange perspectives and discuss what Oracle's announcements could mean for real enterprise environments. **Our takeaways are on the next page.**

Missed us in Dallas or Las Vegas?
We would be glad to bring the conversation to your leadership team, from Oracle AI World highlights to your AI, cloud and finance transformation priorities.

sales@doyensys.com

04 | ORACLE AI WORLD · WHAT WE'RE TAKING INTO CUSTOMER CONVERSATIONS

The Big Shift: From AI Experiments to Trusted Enterprise Execution

The most important signal from Oracle AI World was not a single product launch. It was the direction of travel: bringing AI closer to enterprise data and business workflows, while making **security, governance and operational control part of the architecture.**

01 Your Data Becomes the AI Advantage

Oracle AI Database 26ai brings vector search, hybrid retrieval, RAG, agent-building capabilities and Apache Iceberg support for open data lakes closer to the data, creating an opportunity to ground AI responses in governed enterprise information. Oracle identifies 26ai as its next long-term support release, replacing 23ai; customers on 23ai can transition through the October 2025 Release Update without a database upgrade or application re-certification.

02 Security Must Follow the Agent

Oracle Deep Data Security moves authorization enforcement into the database. An AI agent should only retrieve data that the requesting user is entitled to see. Database-enforced controls can help reduce over-privileged access and support safer agent deployment.

03 Multicloud Is Becoming a Data Strategy

Oracle AI Database availability across OCI, AWS, Microsoft Azure and Google Cloud gives enterprises more flexibility to place data services closer to applications and cloud commitments. Oracle also announced Snowflake AI Data Cloud as a native, first-party OCI service, purchased through Oracle Universal Credits.

04 AI Is Moving Into Everyday Work

Oracle AI Workspace brings enterprise applications, data and workflows into an AI-powered interface. Oracle App Composer uses Codex to help teams create applications, with OCI managing deployment and operations. The Oracle and OpenAI collaboration signals a move from isolated assistants toward AI embedded in the work employees already do.

05 Business Context Turns Answers Into Action

Oracle's AI Data Platform direction emphasizes business semantics and connected data context so agents can interpret information in the language of the organization. The priority is to connect data, policies and workflows before scaling agent autonomy.

WHAT THIS MEANS FOR EBS AND FUSION CUSTOMERS

Oracle E-Business Suite

Modernization does not have to mean replacing proven transactional systems. A governed integration architecture, including metadata-aware services and MCP-based connectivity where appropriate, can expose business capabilities to newer AI workflows while preserving control.

Oracle Fusion Cloud

The opportunity is to identify high-value, bounded processes for approval-governed agents. Doyensys is also getting an early start on new Oracle Fusion AI agents, detailed below.

DOYENSYS AI INNOVATION

Getting a head start on new Oracle Fusion AI agents

FSCR
Fusion Setup & Configuration Registry: an Oracle Fusion agent for configuration discovery and migration. Doyensys is adopting it early to help Fusion clients move with more structure and less manual effort.

Fusion Claw
A growing portfolio (~25 planned) of Oracle Fusion AI agents across Finance, HCM, SCM and CX: an early-access head start for EBS and OCI clients expanding into Fusion.

THE EXECUTIVE TAKEAWAY

Do not start with *"Which AI model should we use?"* Start with four questions:

1. Which business process should improve?
2. What data can the agent access?
3. What action may it take?
4. Who remains accountable?

Our team has translated the announcements into a **customer-focused briefing that separates available capabilities from evolving roadmap items.** We would be pleased to discuss the implications for your Oracle Database, EBS, Fusion and cloud roadmap.

Request the Briefing →

05 ON THE ROAD

CFOLC Roadshow: EPM and AI in Finance

Our EPM and AI in Finance roadshow with CFOLC continued with sessions in Indianapolis and Philadelphia, sharing a **vendor-agnostic perspective** on how AI is reshaping planning, close and reporting for the Office of the CFO. The conversation is moving beyond individual copilots toward **coordinated digital workforces**, with clear controls, evidence and human accountability.

ROADSHOW STOPS

- Indianapolis
- Philadelphia

REPRESENTING DOYENSYS

- Phil Frankenberg
- Arnold Leap
- Dave Reilly Madan

FROM THE ROADSHOW

What a Digital Workforce Looks Like in the Office of the CFO

A digital workforce is most valuable when it is coordinated and governed. Our Controller and FP&A harness concepts sequence specialized agents across close and planning activities, enforce policy and evidence logging, and route material judgments or exceptions to named human owners. **The goal is not to remove accountability; it is to give finance teams more capacity, consistency and visibility.**

Sequenced specialized agents

Policy & evidence logging enforced

Named human owners for judgment calls

The close, staffed by a digital workforce

Consumption · Comprehension · Discernment

Same seven pillars just covered, this time as named agents. Match each dot row to the lens from earlier tonight.

CONTROLLER HARNESS *Sequences every agent below, enforces policy and evidence logging, and routes each Discernment exception to a named human.*

Subledger Agent	Trial Balance Agent	Reconciliation Agent	Intercompany Agent	Consolidation Agent	Tax Provision Agent	Disclosure Agent
Extracts & normalizes AR, AP, fixed assets, payroll.	Maps GL accounts, flags out-of-balance, rolls up FX.	Matches bank & GL lines, drafts exceptions, ranks risk.	Matches AR/AP across entities, nets, drafts eliminations.	Generates eliminations, flags topside breaks, drafts status.	Computes current & deferred tax, drafts ETR reconciliation.	Pulls footnote tables, drafts narrative for review.

Seven agents, one handoff pattern: every Discernment dot is a named human, not a default. The workforce is digital. The accountability is not.

Synthesis, recapping the close pillars covered in this section. Agent names are illustrative, not a specific product.

Indianapolis



CONTROLLER HARNESS

7 named agents

Subledger → Disclosure

Seven named agents sequence the close while every judgment call routes to a named owner.

The plan, staffed by a digital workforce

Consumption · Comprehension · Discernment

Same four moves just covered, this time as named agents. Match each dot row to the lens from earlier tonight.

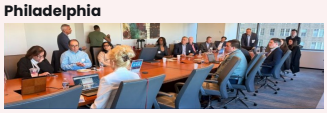
FP&A HARNESS *Sequences every agent below, enforces policy and evidence logging, and routes each Discernment exception to a named human.*

Actuals Agent	Trend Agent	Outlier Agent	Scenario Agent	Variance Agent	Driver Agent	AOP Rollup Agent
Extracts & normalizes trailing actuals by driver, not GL line.	Detects seasonality and growth trend, flags pattern breaks.	Flags line items that break pattern, drafts the explanation.	Stress-tests drivers against tariff, rate, and FX scenarios.	Drafts budget-to-reforecast variance narrative, ranks materiality.	Builds the driver tree: volume, price, headcount, spend by cost center.	Consolidates cost-center plans, routes exceptions to a named owner.

Seven agents, one handoff pattern: every Discernment dot is a named human, not a default. The workforce is digital. The accountability is not.

Synthesis, recapping the planning moves covered in this section. Agent names are illustrative, not a specific product.

Philadelphia



FP&A HARNESS

7 named agents

Actuals → AOP Rollup

Seven named agents run the planning cycle while variance and driver judgment calls route to a named owner.

Ready to pilot the Close agent or the Planning agent?

Email sales@doyensys.com

06 ACCELERATING SOFTWARE DEVELOPMENT WITH AI

Built for Speed. Engineered for Accountability.



Our AI-assisted development model combines modern AI engineering tools with **experienced human developers, architects and quality specialists**. The result is a disciplined delivery approach that can accelerate application design, coding, testing and documentation, while keeping architecture, security and release decisions under human control.

AI Accelerates

- Application Design
- Coding
- Testing
- Documentation

Humans Decide

- Architecture
- Security
- Release Decisions
- Quality Oversight

PROVEN IN PRODUCTION

It is the same model behind the **customer-facing application go-live** highlighted in this issue, and an approach we are now extending across **internal enterprise applications and managed services**.

Live	Expanding
Client-facing app	Internal apps

See AI-assisted development in action

Bring us an application on your roadmap. We will show how AI tooling and experienced engineers can accelerate delivery without compromising quality, security or accountability.

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07 LET'S BUILD WHAT'S NEXT

Four Practical Ways to Start. Together.

The announcements are important, but the opportunity is what they can unlock in your environment. Talk with Doyensys about a practical next step, whether that is **cloud readiness, Oracle modernization, AI governance or a focused agent pilot.**

OUR COMMITMENT TO YOU

- Deep Oracle Expertise
- Proprietary Accelerators
- Customer-First Approach
- Measurable Outcomes
- Long-Term Partnership

01

Complimentary OCI Readiness Assessment

A structured view of infrastructure and application readiness, migration waves and cloud economics across OCI, AWS, Azure and Google Cloud, powered by Matilda Cloud. Offered at no cost for a limited time.

VALUED AT US$75,000

02

Oracle AI World Executive Briefing

A focused discussion on what Oracle announced, what is available today, and what it could mean for your Oracle Database, EBS, Fusion and cloud roadmap.

EXECUTIVE SESSION

03

Doyensys AI & Automation Deep Dive

Explore Oracle's FSCR and Fusion Claw agents, which Doyensys is adopting early, plus our AI-assisted development approach, and find a high-value use case for your organization.

USE-CASE DISCOVERY

04

AI-Assisted Application Development

See how AI tooling and experienced engineers can accelerate application delivery without compromising quality, security or accountability.

PROVEN IN PRODUCTION

LET'S CONNECT

**Ready to explore more?
Let's start a conversation.**

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USA | India | Canada

250+	20+	99%	Global
Global Engineers	Years Experience	Client Retention	NA | EMEA | APAC

Season's Greetings from all of us at Doyensys

Wishing you and your families a wonderful holiday season and a happy, healthy and prosperous New Year. Here's to achieving even more together in 2027.

20 YEARS OF VALUE INNOVATION

Two decades of delivering excellence, building trust, and driving transformation for our clients worldwide. Celebrating together on December 5.

**Stronger Together.
Better Outcomes.
Lasting Impact.**