

ORACLE®



# JD Edwards EnterpriseOne Industrial Manufacturing

## Solution Overview

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JD EDWARDS ENTERPRISEONE

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# The Challenges We're Hearing

## Respond to Customer Demands

“How can we respond more rapidly to changes in market conditions?”

## Revenue Growth and Accelerated Innovation

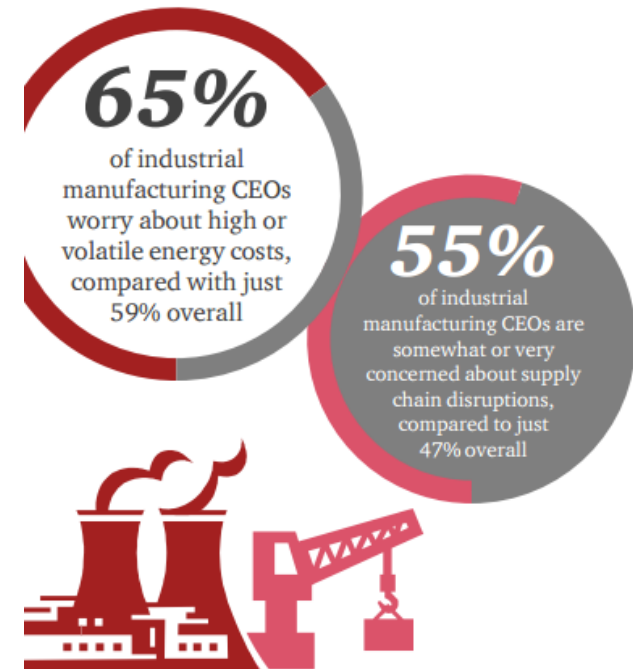
“How can we grow the business by offering our customers higher value products and services?”

## Globalization and Consolidation

“How do we capitalize on industry consolidation and global market opportunities?”

## Margin Erosion

“How can we implement Lean to reduce waste, support the bottom line and free up capital?”



Source: [18th Annual Global CEO Survey 2015](#) PWC

# The Value Chain



**MANUFACTURING**



**INVENTORY**



**LOGISTICS**



**SUPPLIERS**



**CUSTOMERS**

# How JD Edwards EnterpriseOne Supports Industrial Manufacturing Customers



# Complete Value Chain Management

## JD Edwards EnterpriseOne Industrial Manufacturing Solutions



Improve Productivity, Adapt to Change



Ensure Compliance, Enforce Controls



Mitigate Risk, Manage Disruptions

# Mixed Mode Manufacturing



Manufacture to Order – Configure to Order – Engineer to Order – Assemble to Order  
Manufacture to Stock

Forecast-Driven  
Work Orders  
Individual, Separate Unit  
Low Volume/High Complexity



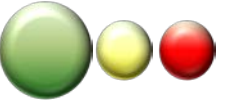
Demand-Driven  
Work Order-Less  
Mixed Model  
Customized Products

Mass Production  
Minimal Product Variation  
High Volume, Low Complexity



Batch Processing  
Recipe/Formula Based  
Variable Ingredients  
Co and By Products





# Optimized Order Fulfillment

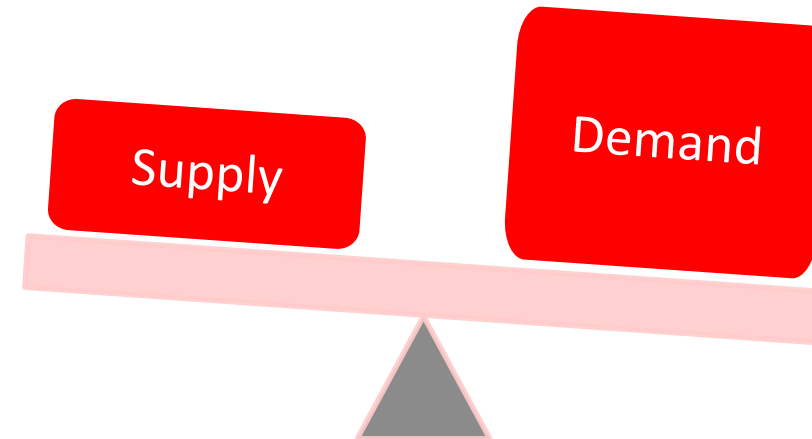
## Fulfillment Management

Respond to:

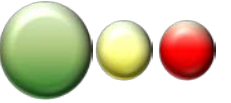
- Inaccurate forecasts
- Supply chain disruptions
- Long lead times

Allocate supply through:

- Rule based ranking
- Automatic scoring
- Fulfillment workbench



**Results: Improved fill rates, Decreased fines and penalties, and Happy customers**



# Predictable, Timely Supply

## Supply Management



### ***Supplier Release Scheduling***

Send demand schedules for components over a time horizon

### ***Collaboration***

Portals connect buyers, suppliers, and partners

## **Supply Management**

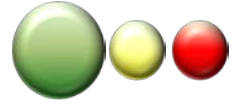
### ***Performance***

Know your best suppliers and find leverage

### ***Kanban Processing***

Automatically triggers replenishment and acknowledgement of items received

# Key Benefits of Outbound Inventory Management



Effective management and tracking of consigned and VMI agreements

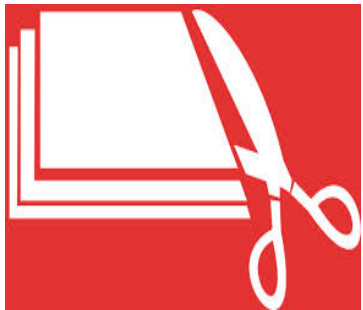
Real time tracking of consigned and vendor managed inventory



Increase sales

Tracking financial ownership of inventory

Automatic billing and replenishment



Reduced risk of stock-outs

Reduced inventory management costs for customers

Reduce demand uncertainty, planning costs, ordering cost



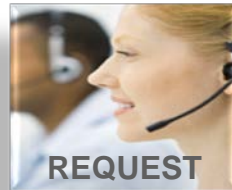
Improved business relationships between suppliers and their customers

Supports mixed orders – consigned inventory and regular orders

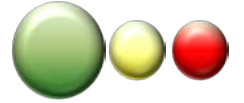


# Service Profitability and Automation

## Service Management



Equipment Information	Originate Asset, Product Registration	Customer / Site History	Location Tracking
Work Orders	Scheduled (PMs) and Emergency Work Orders	Parts and Labor	Costing, Billing and Payment
Contracts	Entitlement Checking	Base Warranties and Extended Warranties	Renewals, Suspensions, and Cancellations
Warranty & Supplier Claims	Receive and Submit Claims	Roles: Service Providers, Assessors, Supplier Recovery Managers	Billing: Receivables and Payables



# Integrated Warehouse and Transportation Logistics



- User-defined stock movement rules
- License plating
- Fixed and random locations
- Carton recommendations and reorganization
- Warehouse visibility up to nine levels of detail
- Manual or automatic put-away, picking and replenishment
- Cross-dock from receiving area to shipping area



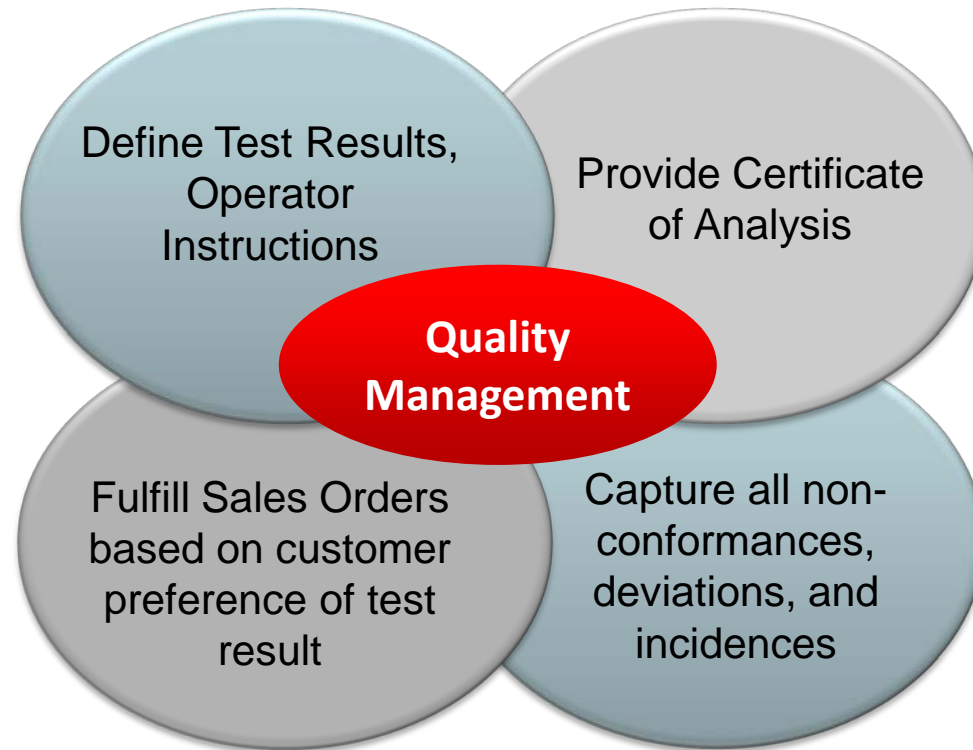
- Inbound and outbound shipment planning
- Automated routing and rating
- Shipment consolidation and load building
- Shipment and delivery confirmation
- Shipping documents including bills of lading, manifests, and labels
- Shipment tracking through carriers
- Freight audit history
- Transportation cost visibility and allocation





# Comply with Regulations and Customers

## Quality Management





# Comply with OEM's

## Demand Scheduling Execution

### Critical Capabilities

- Automates and standardizes OEM Demand Schedules into OEM compliant ASN's and invoices.
- Reduces cost through improved customer and supplier collaboration
- Increases revenue through OEM business process compliance and on-time delivery performance





# Lot Traceability and Control

## Lot Management

### Critical Capabilities

- Lot Trace/Track for quality investigations, continuous improvement processes, and product recalls
- Multiple Lot Dates
- Effective Manufacturing, PO Days
- Ship Lots in Ascending Order
- Percentage of Life Tracking
- Lot Expiration based on Shortest Ingredient Life
- Lot Expiration Date Mass Update







# Complete Inventory Visibility

## Inventory Management

### Critical Capabilities

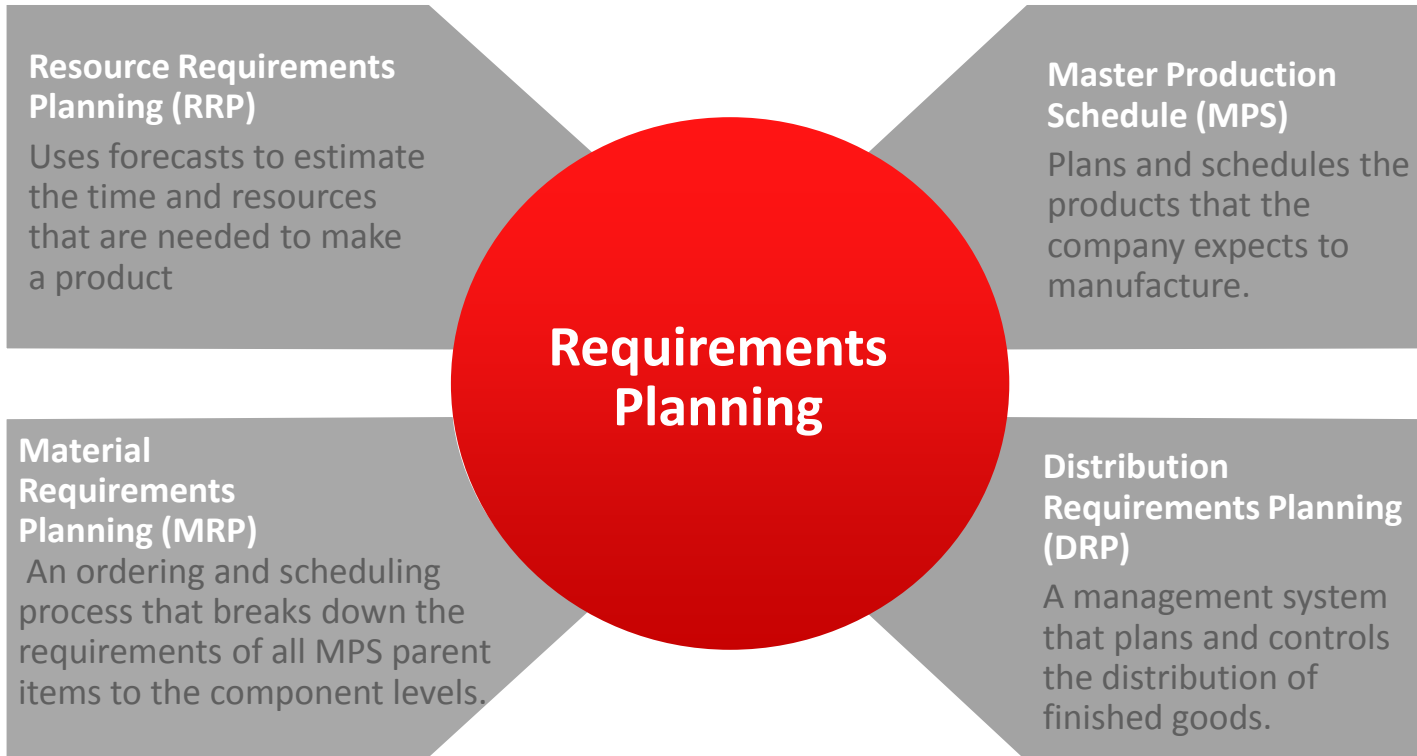
- Item definition and classification by facility
- Reorder point methods
- Available to promise
- Bin tracking and warehouse controls
- Consignment and pay on consumption
- Cycle and physical counting procedures
- UCC 128 compliance
- EDI electronic commerce
- Mobility





# Plan Resources, People, and Materials

## Requirements Planning





# Predict and Respond to Demand

## Forecasting

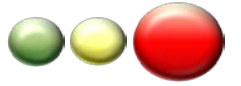
### Critical Capabilities

- Summary and detail forecasts
- Twelve simulation methods
- Forecast consumption
- Demand spreading
- Planning bill forecasts
- Includes revenue
- Price rollup
- Feeds into planning systems

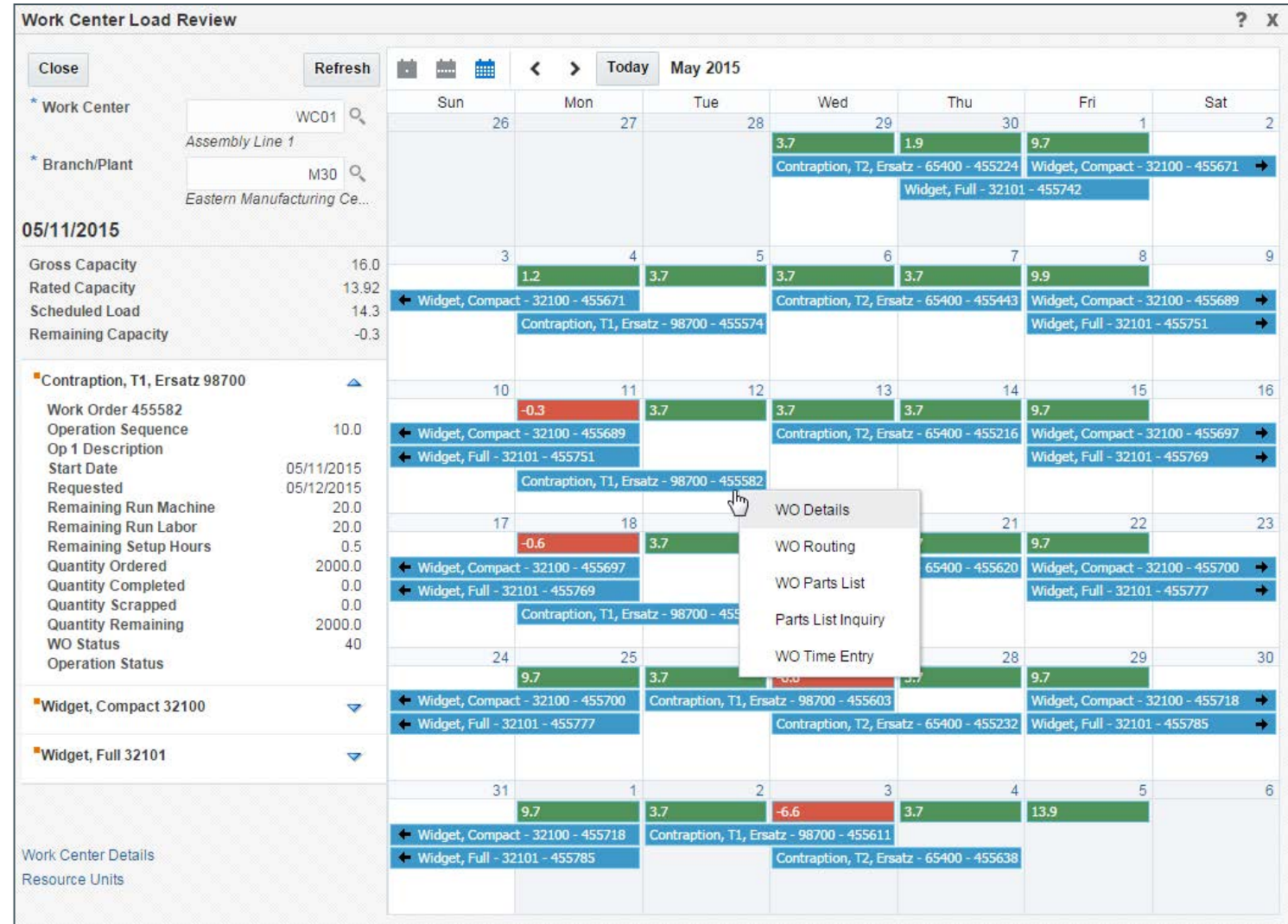


# Work Center Load Review Calendar

Providing a Modern User Experience for Production Schedulers



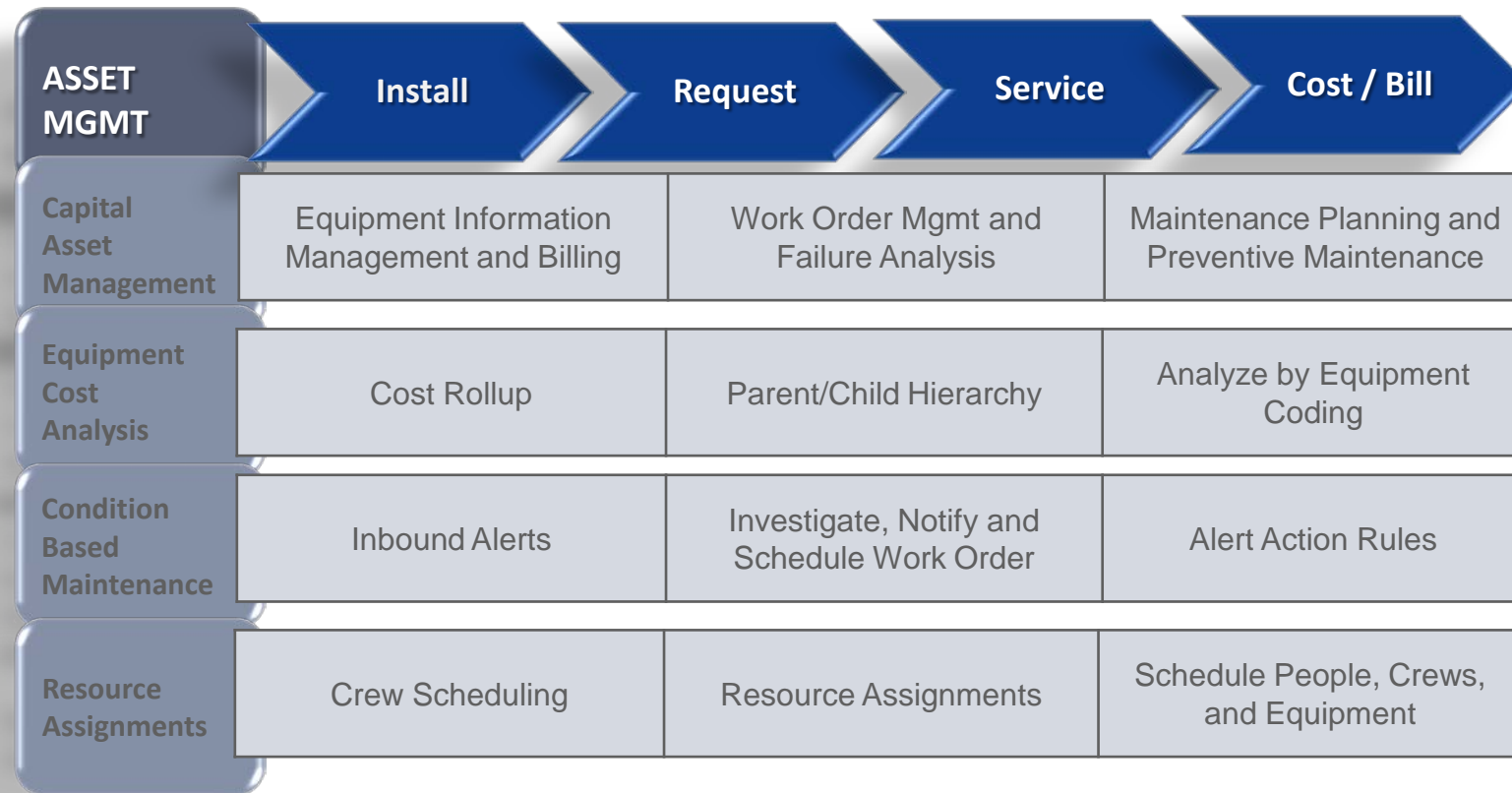
- New technology provides a simplified, modern user experience.
- Real-time graphical view of scheduled operations and remaining capacity for any work center in a calendar view.
- Quick access to additional operation and work order details.
- Context-based exits to inquiry and maintenance applications required for scheduling decisions, and adjustments.





# Supporting Your Asset Management Strategies

## Asset Lifecycle Management



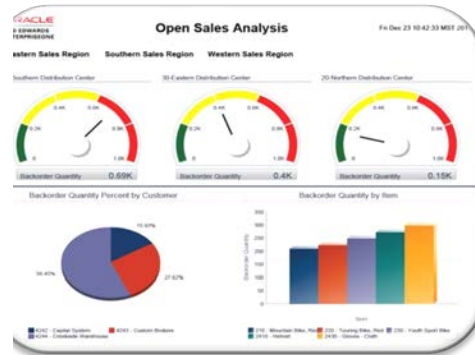


# Visibility Across the Value Chain

Quick, Accurate, Management by Exception Decision Making



Plan and develop  
strategies



Real-time, tactical  
problem solving



Get notified,  
take action



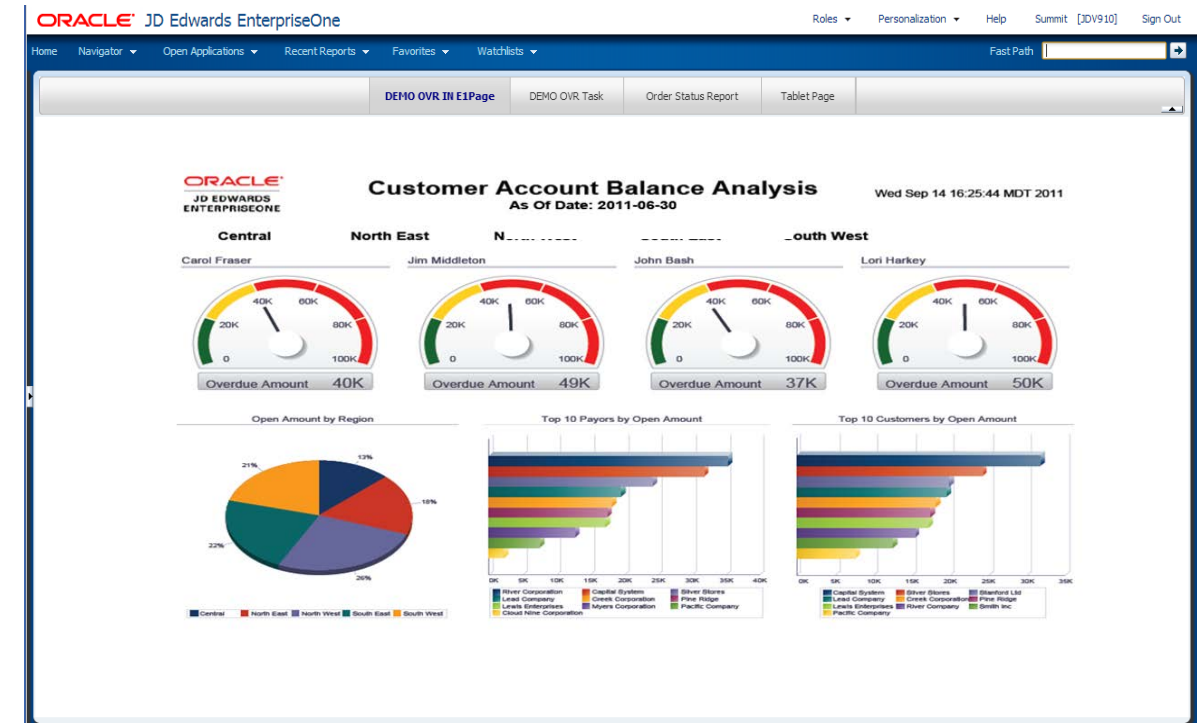
Make end users happy  
and productive

# Achieving Operational Intelligence

## One View Reporting Meets the Needs of Today's Best-in-Class Companies

### Top Pressures Driving Operational Intelligence

- Operational decisions based on inaccurate data
- Operational inefficiencies
- Shortening window of time for making critical decisions
- Customers demand timely and accurate response



Organizations with real time visibility show 5% higher growth in operating cash flow and 2% lower operating costs..... Aberdeen 2012, Operational Intelligence: Driving Performance with Tactical Visibility

# ORACLE'S INDUSTRIAL MANUFACTURING SOLUTION FOOTPRINT

## FINANCE AND HUMAN RESOURCES

General Ledger, Accounts Payable, Accounts Receivable, Fixed Assets, Expense Management, Environmental Accounting and Reporting, Human Resources, Time and Labor, Payroll, HR Self Service, Health and Safety Incident Management, Talent Management Cloud

## SALES AND MARKETING

CRM Foundation  
In-Memory Sales Advisor  
Rental Management  
Sales Force Automation or  
Oracle Sales Cloud

## ORDER MANAGEMENT

Sales Order Management  
Advanced Pricing, Fulfillment  
Management, Outbound Inventory  
Management, Demand Scheduling  
Order Promising

## SALES OPS AND PLANNING

Requirements Planning  
Value Chain Planning  
Hyperion Planning  
Demantra Predictive Trade Planning  
Demantra Real Time Sales & Operations Planning

## SUPPLY CHAIN PLANNING AND EXECUTION

Inventory Mgmt, Procurement and Subcontract Mgmt, Requisition Self Service, Advanced Stock Valuation  
Supplier Self Service, Buyer Workspace, Agreement Management, Operational Sourcing, In-Memory Planning Advisor

## PRODUCTION

Agile PLM, Manufacturing Management, Quality Management, Configurator, Product Variants, Demand Flow Manufacturing, Apparel/Attribute Mgmt, Capital Asset Management, Resource Assignments, Condition Based Maintenance, Equipment Cost Analysis

## LOGISTICS AND TRANSPORTATION MANAGEMENT

Transportation Management  
Warehouse Management  
Oracle Transportation Mgmt (OTM)

## AFTERMARKET SALES AND SERVICE

Case Management  
Service Management  
Customer Self Service

## ANALYSIS

One View Reporting  
Oracle BI and EPM



# JD Edwards EnterpriseOne Industrial Manufacturing Solution Footprint



# JD Edwards EnterpriseOne Industrial Manufacturing Customers



# Oracle in Industrial Manufacturing

## Did you Know?



**9 of the top 10** Fortune's industrial and farm equipment manufacturers run Oracle Applications



**8 of the top 10** Industry Week's leading machinery manufacturers run Oracle Applications



**10 of the top 15** leading container and packaging companies run Oracle Applications



**7 of the top 10** electrical equipment manufacturers on the Fortune 500 run Oracle Applications

# JD Edwards EnterpriseOne Global Industrial Manufacturing

## Customer Examples

### Industry Segments

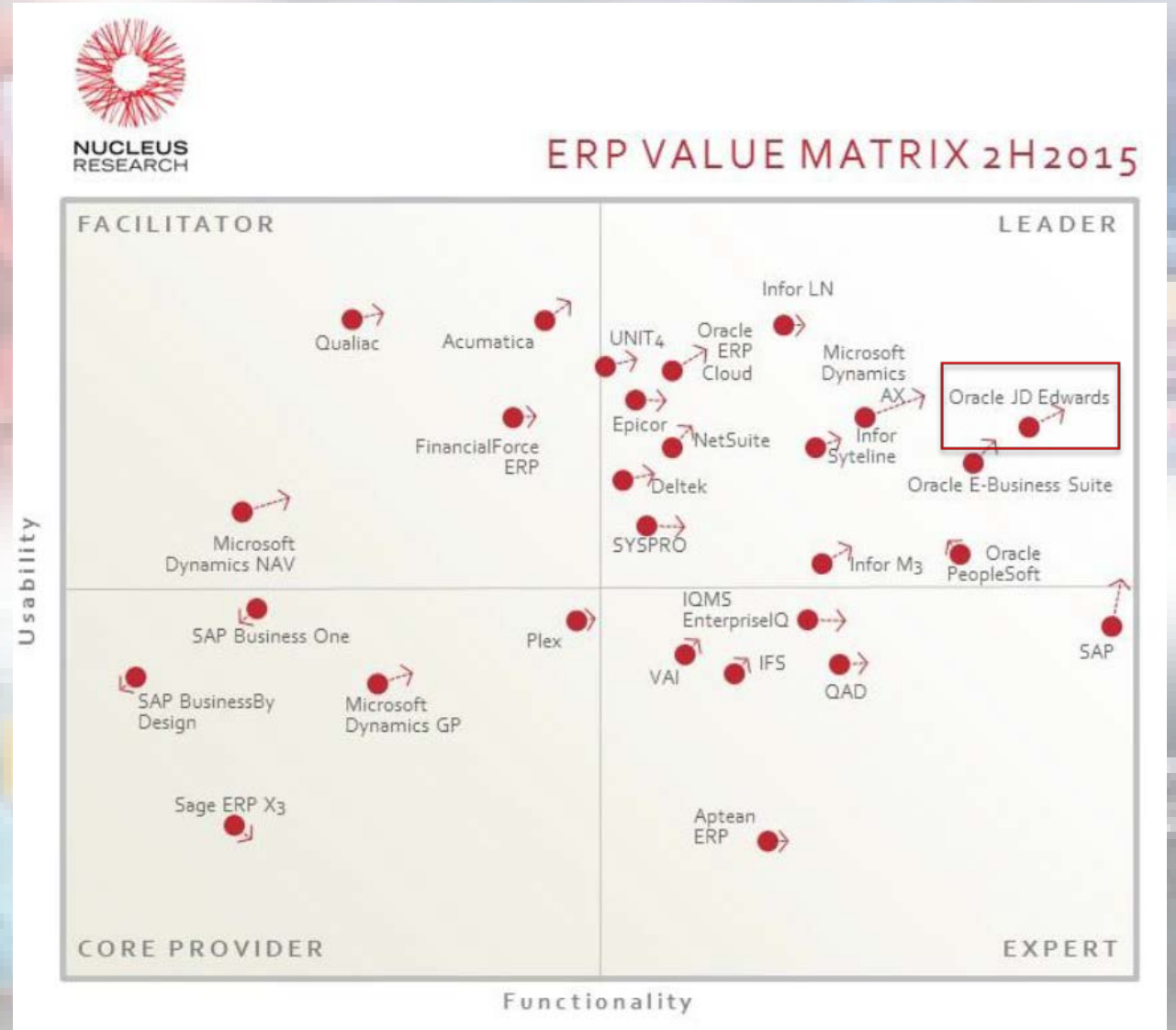
- Industrial Products
- Heavy Equipment
- Durable Goods
- Medical Device
- Automotive
- Aerospace and Defense



# Nucleus Reports ERP Value Matrix 2nd Half 2015

## JD Edwards Remains the Leader

[On Nucleus site by subscriber](#)





# Summary

- Oracle has a strong presence in Industrial Manufacturing and continues to be a target industry for JD Edwards.
- JD Edwards EnterpriseOne provides the power to respond to changing dynamics, mitigate risk, and enforce compliance.
- Oracle and JD Edwards EnterpriseOne provides visibility across the enterprise for quick, accurate decision making.
- Customers confirm the JD Edwards EnterpriseOne Solution.



# **Hardware and Software**

## **Engineered to Work Together**

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