

ORACLE®



JD Edwards EnterpriseOne Industrial Manufacturing

Solution Overview

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JD EDWARDS ENTERPRISEONE

Safe Harbor Statement

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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

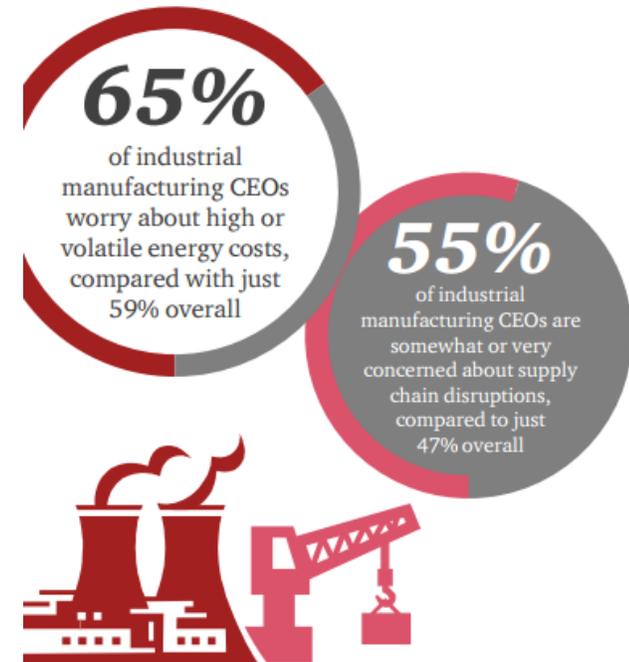
“How can we grow the business by offering our customers higher value products and services?”

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

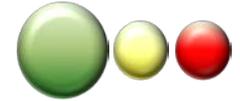
How JD Edwards EnterpriseOne Supports Industrial Manufacturing Customers



Complete Value Chain Management

JD Edwards EnterpriseOne Industrial Manufacturing Solutions

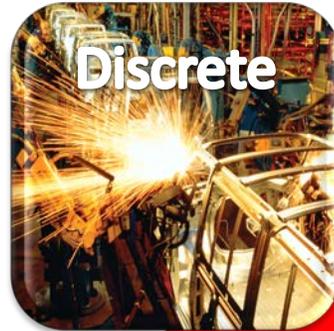
-  Improve Productivity, Adapt to Change
-  Ensure Compliance, Enforce Controls
-  Mitigate Risk, Manage Disruptions



Mixed Mode Manufacturing

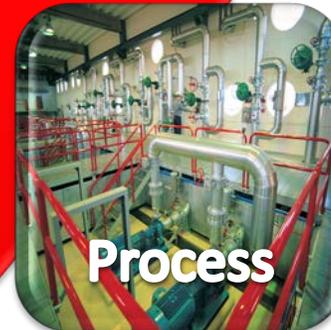
Manufacture to Order – Configure to Order – Engineer to Order – Assemble to Order
Manufacture to Stock

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

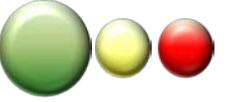


Demand-Driven
Work Order-Less
Mixed Model
Customized Products

Mass Production
Minimal Product Variation
High Volume, Low Complexity



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



Optimized Order Fulfillment

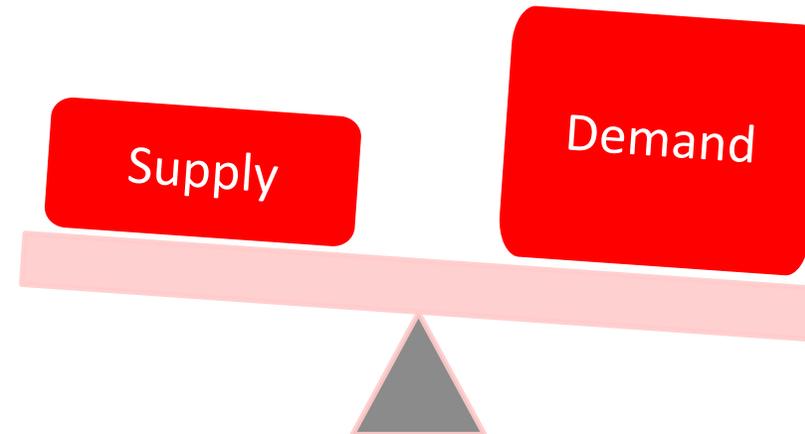
Fulfillment Management

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

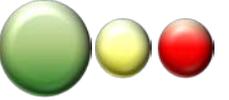


Service Profitability and Automation

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

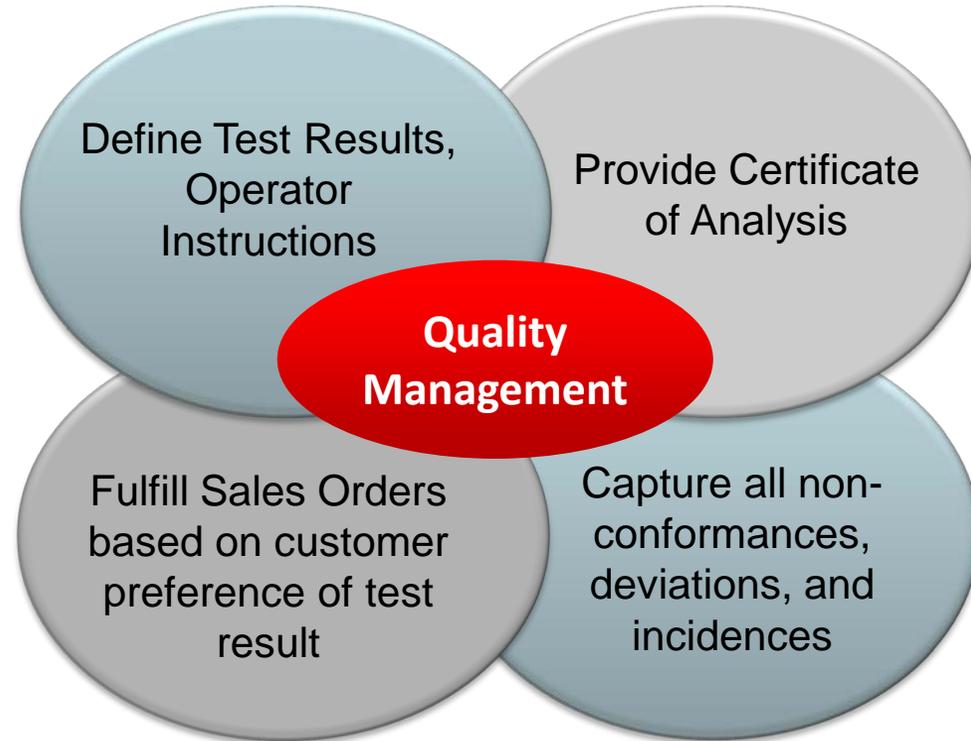


- Inbound and outbound shipment planning
- Automated routing and rating
- Shipment consolidation and load building
- Shipment and delivery confirmation
- Shipping documents including bills of lading, manifests, and labels
- Shipment tracking through carriers
- Freight audit history
- Transportation cost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





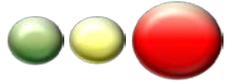
Lot Traceability and Control

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





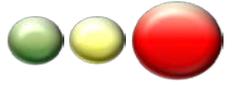
Complete Inventory Visibility

Inventory Management

Critical Capabilities

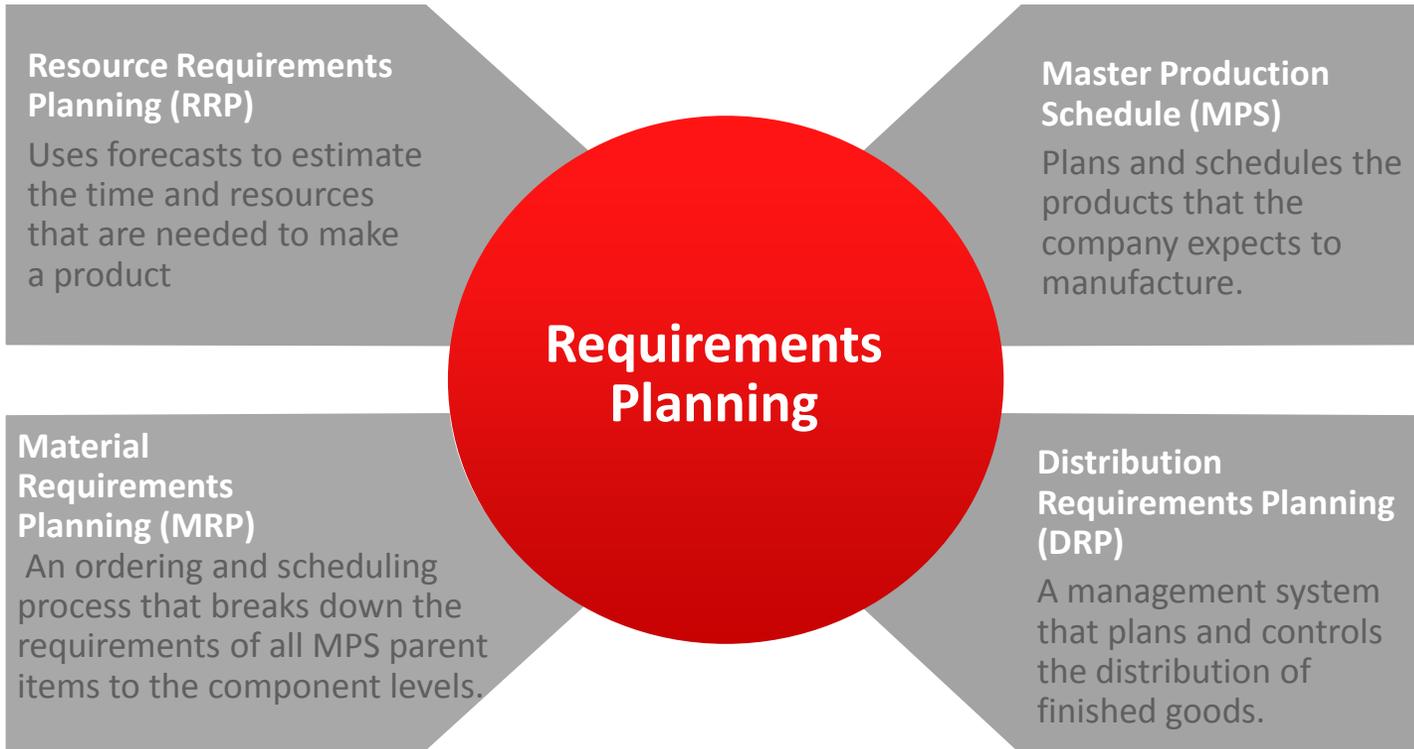
- Item definition and classification by facility
- Reorder point methods
- Available to promise
- Bin tracking and warehouse controls
- Consignment and pay on consumption
- Cycle and physical counting procedures
- UCC 128 compliance
- EDI electronic commerce
- Mobility

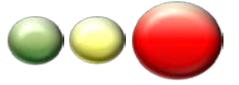




Plan Resources, People, and Materials

Requirements Planning





Predict and Respond to Demand

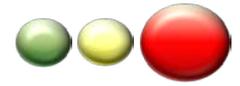
Forecasting

Critical Capabilities

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

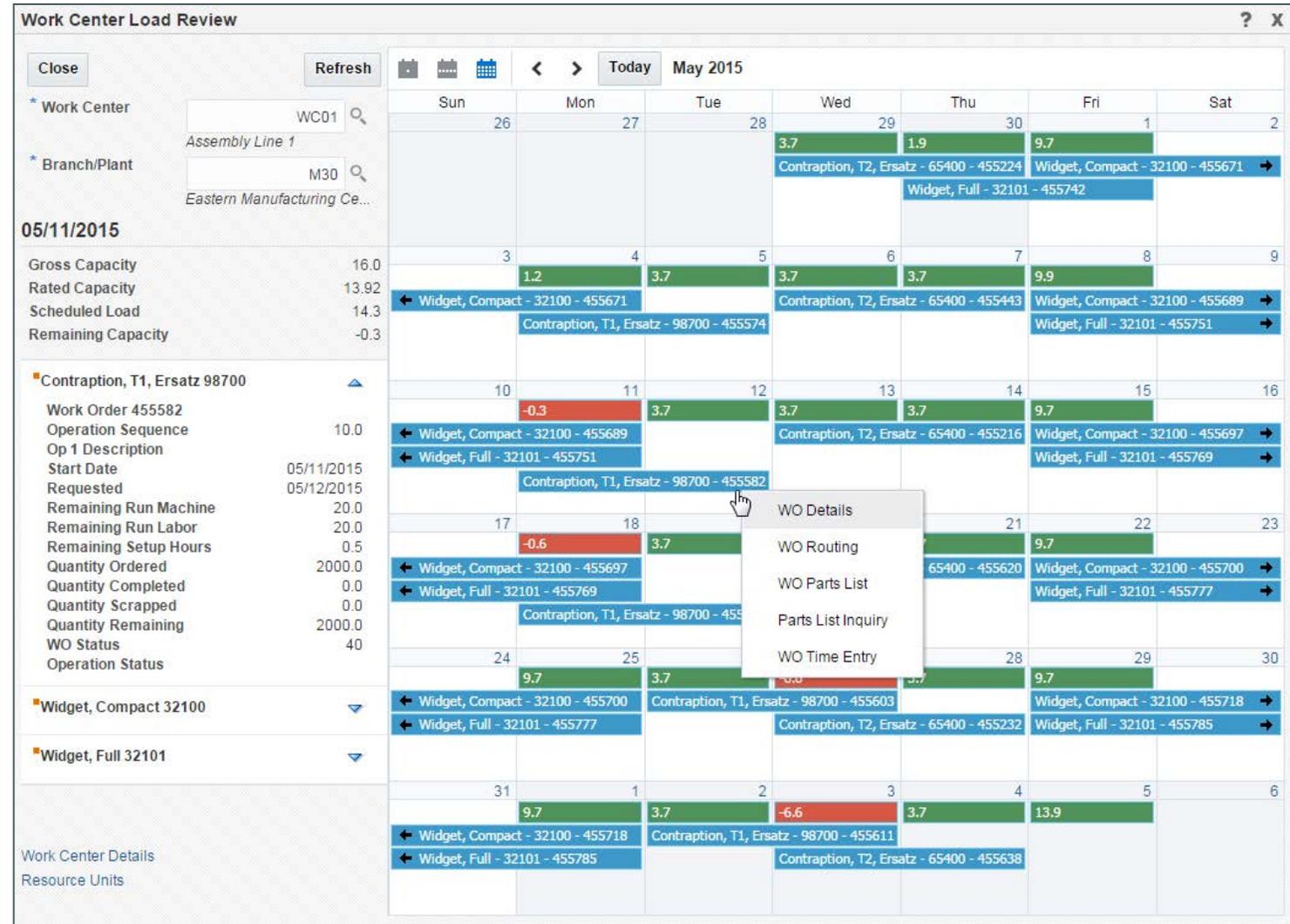


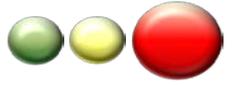
Work Center Load Review Calendar



Providing a Modern User Experience for Production Schedulers

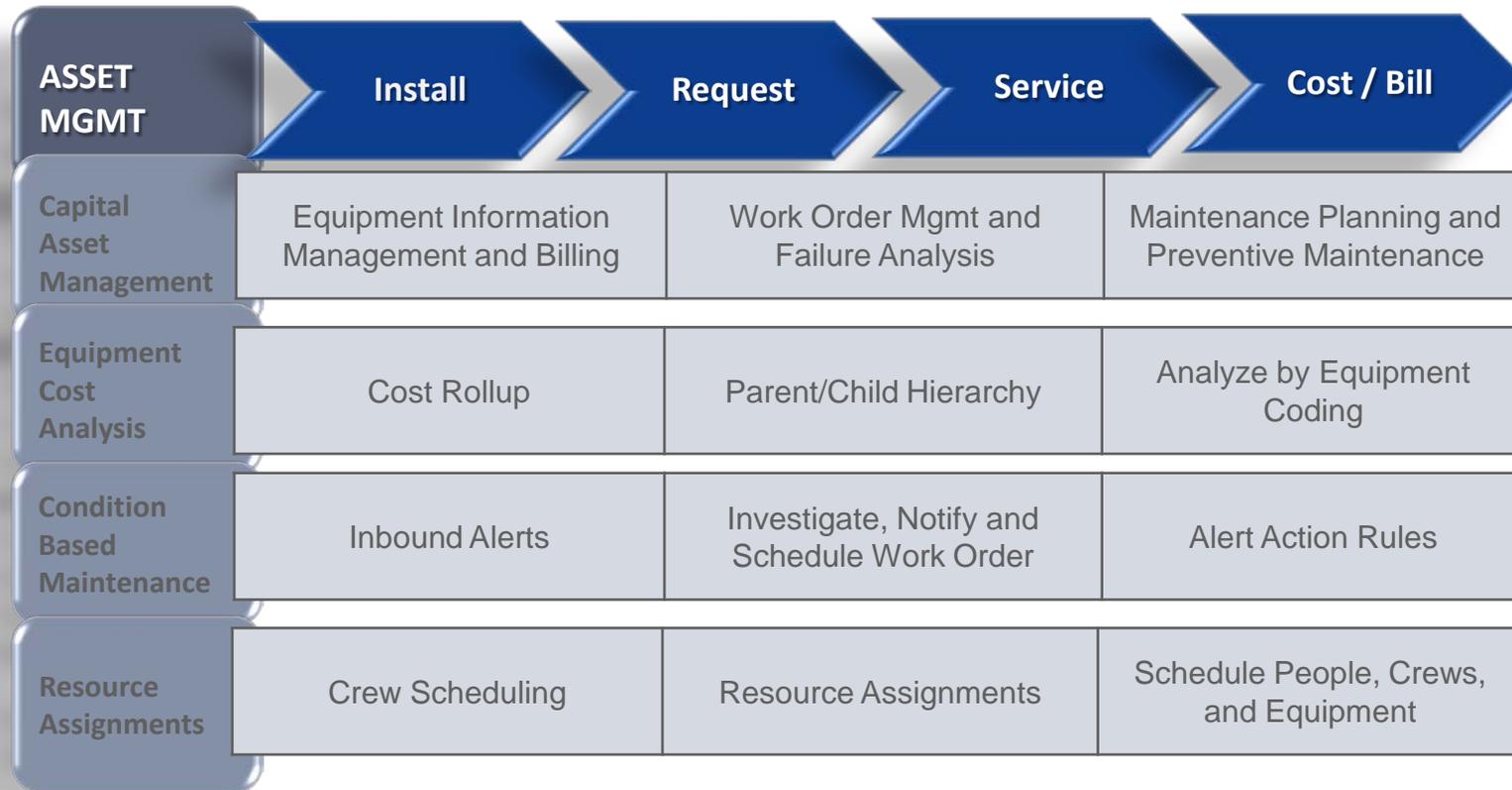
- New technology provides a simplified, modern user experience.
- Real-time graphical view of scheduled operations and remaining capacity for any work center in a calendar view.
- Quick access to additional operation and work order details.
- Context-based exits to inquiry and maintenance applications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



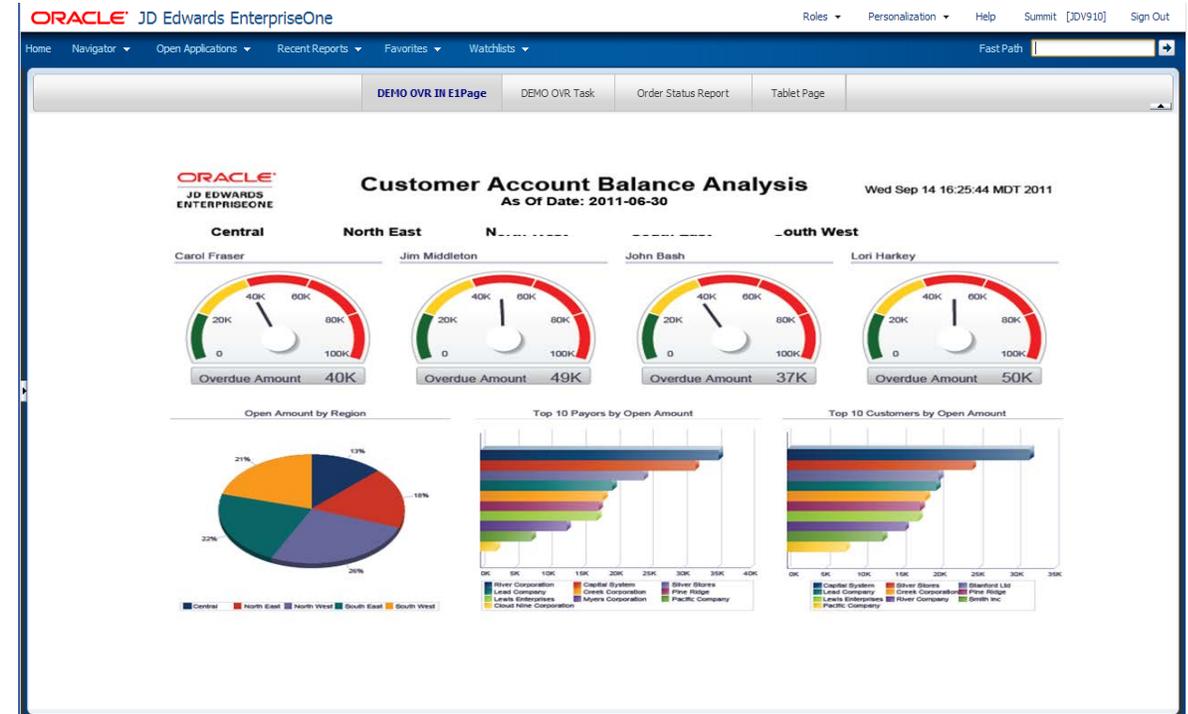
Make end users happy and productive

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

CORE

Advanced Pricing
Capital Asset Management
Case Management
Condition Based Maintenance
CRM Foundation
Customer Self Service
Financials (GL, AR, AP, Fixed Assets)
Human Resources
HR Self Service
Inventory Management
Manufacturing Management
One View Reporting
Procurement & Subcontract Management
Quality Management
Requirements Planning
Sales Order Management
Time and Labor

RECOMMENDED

Environmental Accounting
Equipment Cost Analysis
Expense Management
Health and Safety Incident Management
HR Self Service
In-Memory Sales Advisor
Payroll
Rental Management
Requisition Self Service
Resource Assignments
Sales Force Automation
Sales Order Management
Service Management
Supplier Self Service
Time and Labor
Transportation Management
Warehouse Management

OPTIONAL

Advanced Real Estate Forecasting
Advanced Stock Valuation
Agreement Management
Apparel/Attribute Management
Buyer Workspace
Configurator
Contract and Service Billing
Demand Flow Manufacturing
Demand Scheduling
Fulfillment Management
In-Memory Planning Advisor
Operational Sourcing
Product Variants
Project Costing
Real Estate Management

JD Edwards EnterpriseOne Industrial Manufacturing Customers

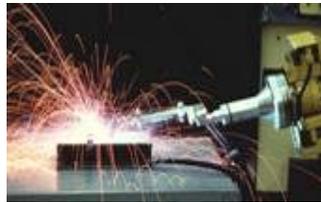


Oracle in Industrial Manufacturing

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

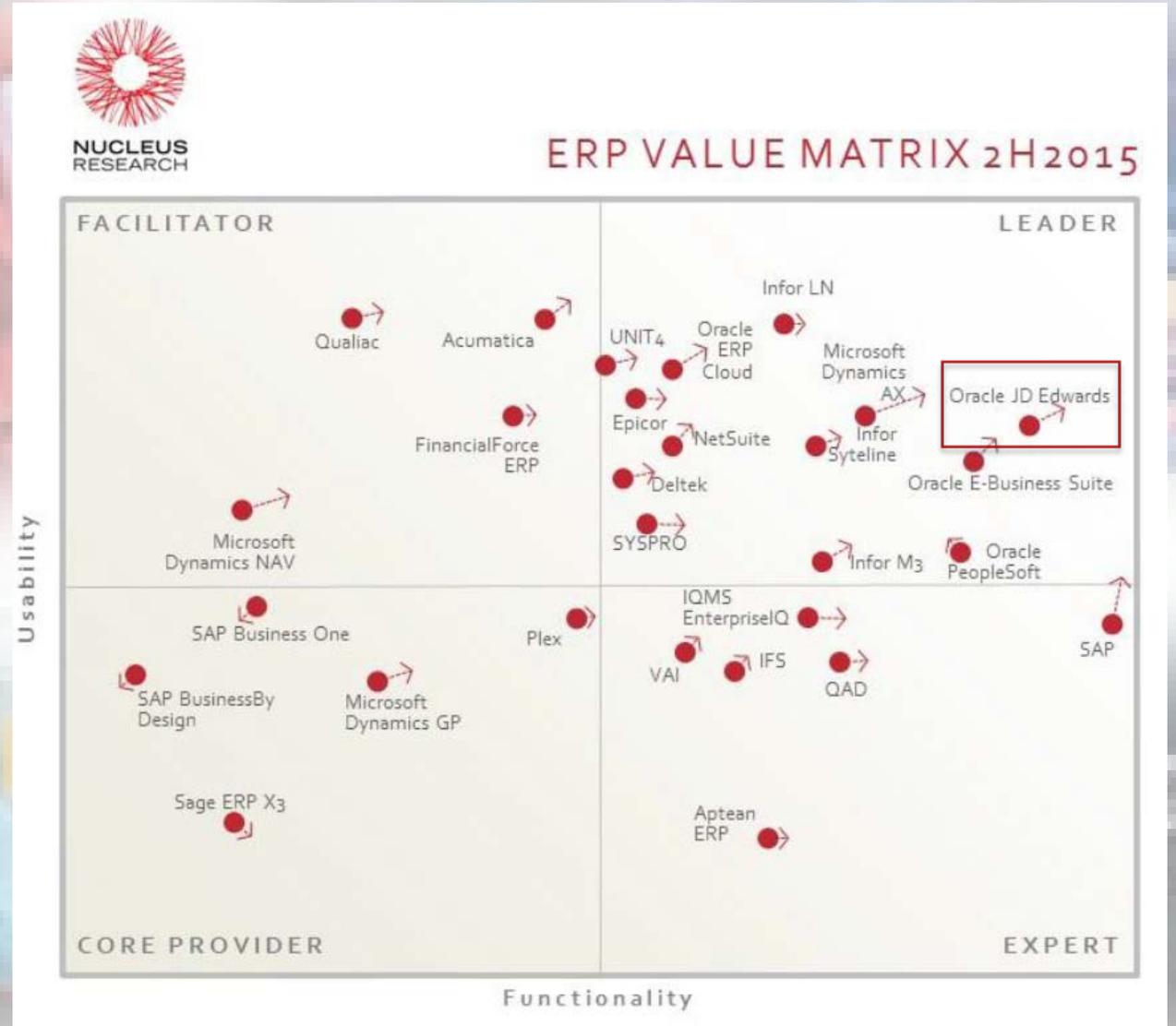
- Industrial Products
- Heavy Equipment
- Durable Goods
- Medical Device
- Automotive
- Aerospace and Defense



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

ORACLE®