

ORACLE®



JD Edwards EnterpriseOne Food and Beverage Producers

Solution Overview



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JD EDWARDS
ENTERPRISEONE

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Safe Harbor Statement

The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.

Food and Beverage C-Suite Survey



Food Safety Regulations

Staying ahead of or navigating changes in the regulatory environment



Managing Growth

Diverse efforts include expanding/improving facilities, technology & new products/services

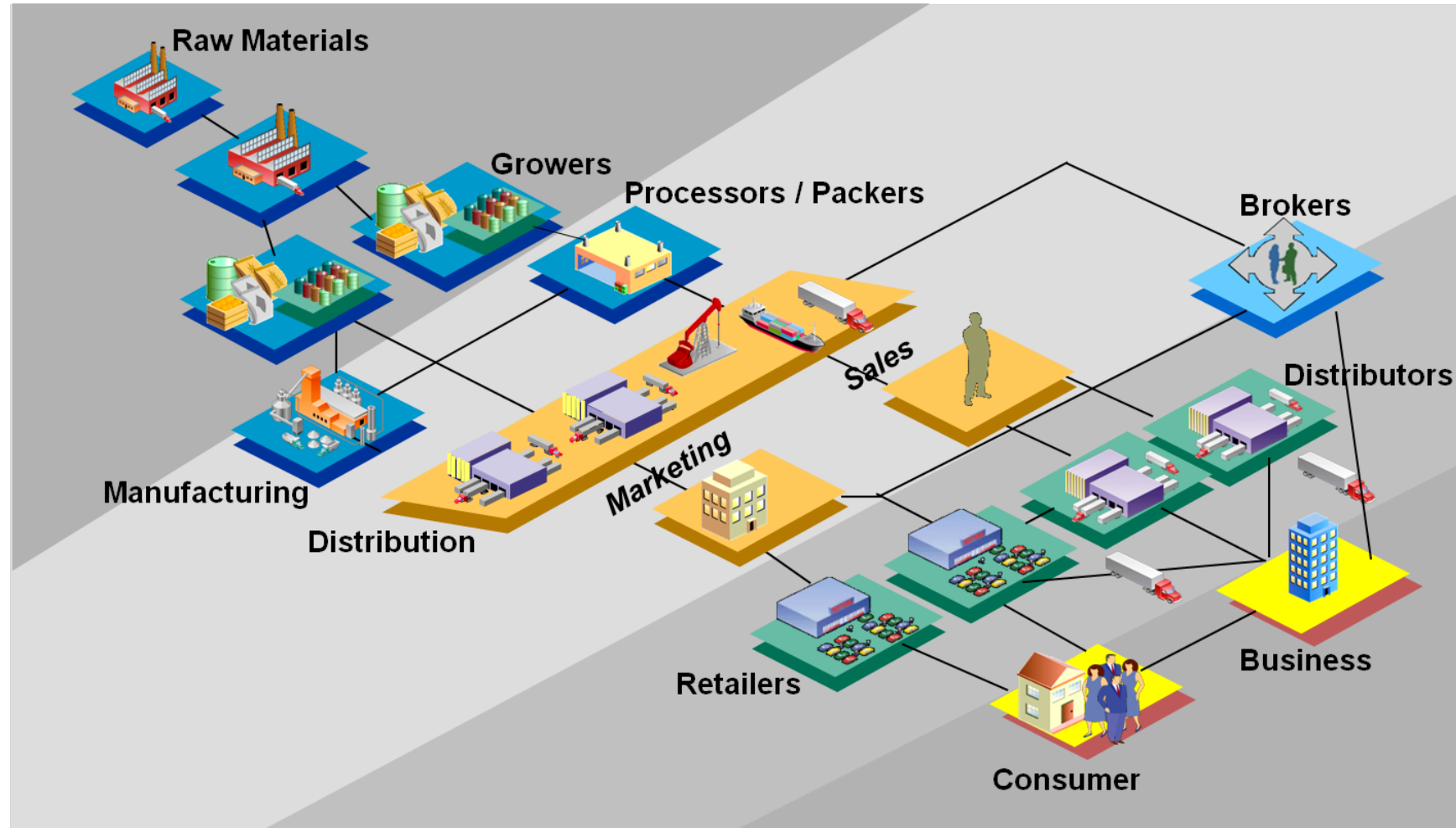


Operational Efficiency

C-level concerned about operational efficiency and applicable technology updates

Source: KPMG Food and Beverage Industry Outlook Survey 2014

Food and Beverage Value Chain



Supply Chain Integrity

New Complexities Create Vulnerabilities and Financial Risk



The Centers for Disease Control estimates 48 million cases of food-borne illnesses a year resulting in 128,000 hospitalizations and 3,000 deaths.

Today imports account for 15% of the US food supply, including 80% of the seafood Americans consume and 50-60% of the fresh produce

The Salmonella outbreak linked to Peanut Corporation of America led to the recall of 3,900 foods that used its peanut products as ingredients.



Source: pwc Point of View FDA Food Safety Modernization Act January 2011

Complete, Componentized Solution

Key Solutions for the Entire Food and Beverage Value Chain

Growing

Land, Crop and Harvest Attributes
Integrated Cost Management
Harvest Operations
Grower Contract Term Tracking
Settlements & Payments



Order Management and Pricing

Advanced Pricing
Fulfillment Management
Sales Order Management
Outbound Inventory Management



Logistics

Inventory Management
Warehouse Management
Transportation




Manufacturing

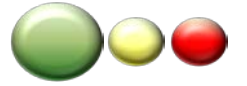
Discrete Manufacturing
Process Manufacturing
Demand Flow Manufacturing
Repetitive Manufacturing
Blend Management

Operations - Quality - Lot Traceability

Complete Value Chain Management

JD Edwards EnterpriseOne Food and Beverage Solutions

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



Grower Management

Manage Land Usage. Track Farming Operations. Maintain Food Safety.

Increase Product Quality, Yield, and Consistency

- Drive uniformity of successful practices throughout all processes
- Track quality throughout the growing cycle

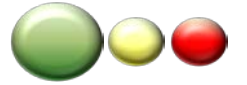
Maintain Food Safety

- Provide field-to-store (block-to-bottle) traceability
- Preserve brand investment

Reduce Costs and Increase Margins

- Gain visibility into costs by crop and increase crop utilization rates
- Automate payments to growers based on agreed schedule





Blend Management

Track Attributes from Source to Finished Product and Predict Outcomes

Vessel Management

Vessels attributes and operations, virtual barrel tanks, gains and losses

Lot Management

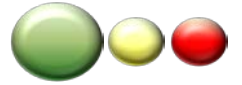
Lot child entity attributes, summary attributes, lot blending, operation trace and track

Blend Operations

Base and configured operations, work orders, schedules and jobs, dependencies

Compliance

EUR profile, product specs, validations, protocols, product labeling



Mixed Mode Manufacturing

Manufacture to Order — Manufacture to Stock

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

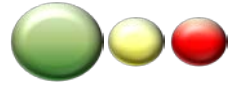


Demand-Driven
Work Order-less
Mixed Model
Customized Products

Mass Production
Minimal Product Variation
High Volume, Low
Complexity



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



Advanced Pricing

Charging the Right Price in Complex and Volatile Business Conditions

Improve profitability and competitiveness

- User-defined price drivers, rebates and accruals

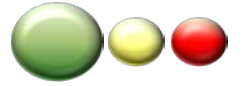
Enable sales and marketing goals

- Powerful and flexible discount schemes or surcharges

React to changing market conditions

- Visibility and mass maintenance





Optimized Order Fulfillment

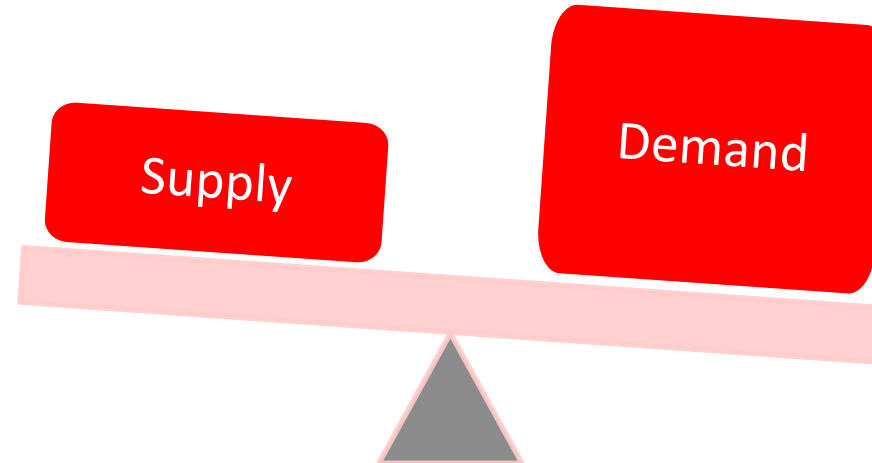
Fulfillment Management

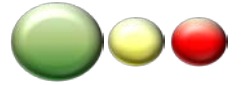
Respond To:

- > Inaccurate forecasts
- > Supply chain disruptions
- > Long lead times

Allocate Supply Through:

- > Rule based ranking
- > Automatic scoring
- > Fulfillment workbench





Integrated Warehouse and Transportation

Logistics

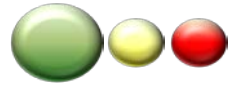


- User-defined stock movement rules
- License plating
- Fixed and random locations
- Carton recommendations and reorganization
- Inventory consignment
- Warehouse visibility up to nine levels of detail
- Manual or automatic put-away, picking and replenishment
- Cross-dock from receiving area to shipping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



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

Key Benefits of Outbound Inventory Management



Effective management and tracking of consigned and VMI agreements

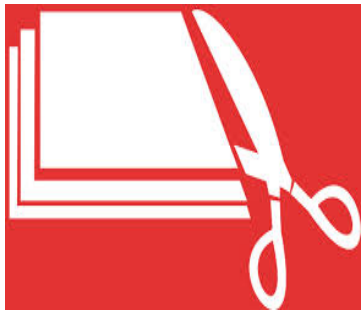
Real time tracking of consigned and vendor managed inventory



Increase sales

Tracking financial ownership of inventory

Automatic billing and replenishment



Reduced risk of stock-outs

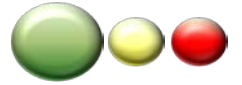
Reduced inventory management costs for customers

Reduce demand uncertainty, planning costs, ordering cost



Improved business relationships between suppliers and their customers

Supports mixed orders – consigned inventory and regular orders



In-Memory Sales Advisor

Transformational Solution to Drive Revenue and Ensure Profits

Industry Segments

- Real-time recommendations to preferred items and cross-sell items
- Real-time suggestions for up-sell quantities
- Visual display of line and order profit margin information
- Dynamic notification of inventory availability
- Scenario based profitability analysis





Grower Pricing and Payments

Improve the Administration, Pricing, Payment and Regulatory Compliance of Grower Contracts

- Manage grower contracts and pricing
- Execute payments based on quality and performance terms
- Manage assessments and donations
- Deliver grower statements detailing payments





Lot Traceability and Control

Lot Management

Critical Capabilities

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



Complete Inventory Visibility

Inventory Management



Critical Capabilities

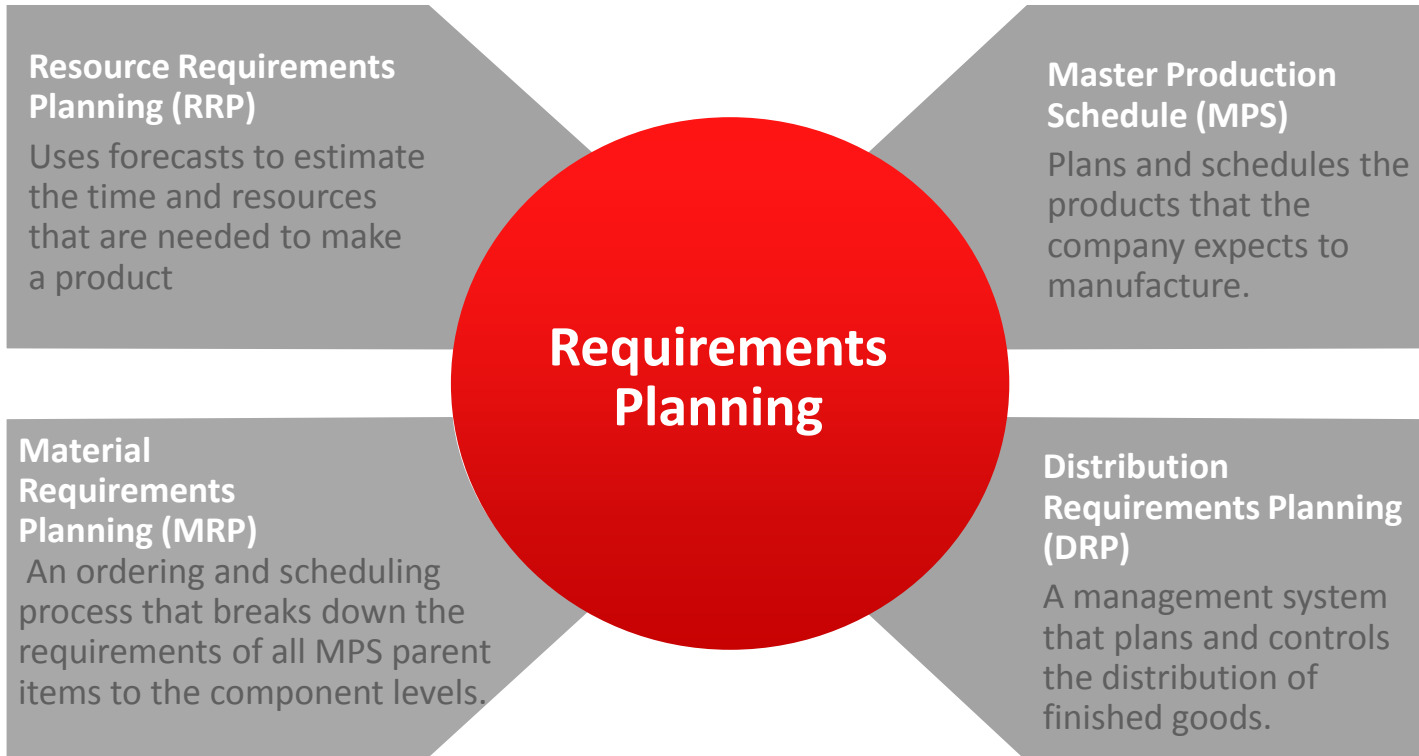
- Item definition and classification by facility
- Reorder point methods
- Available to promise
- Bin tracking and warehouse controls
- Consignment and pay on consumption
- Cycle and physical counting procedures
- UCC 128 compliance
- EDI electronic commerce
- Mobility

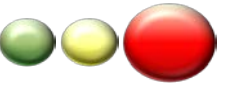




Plan Resources, People, and Materials

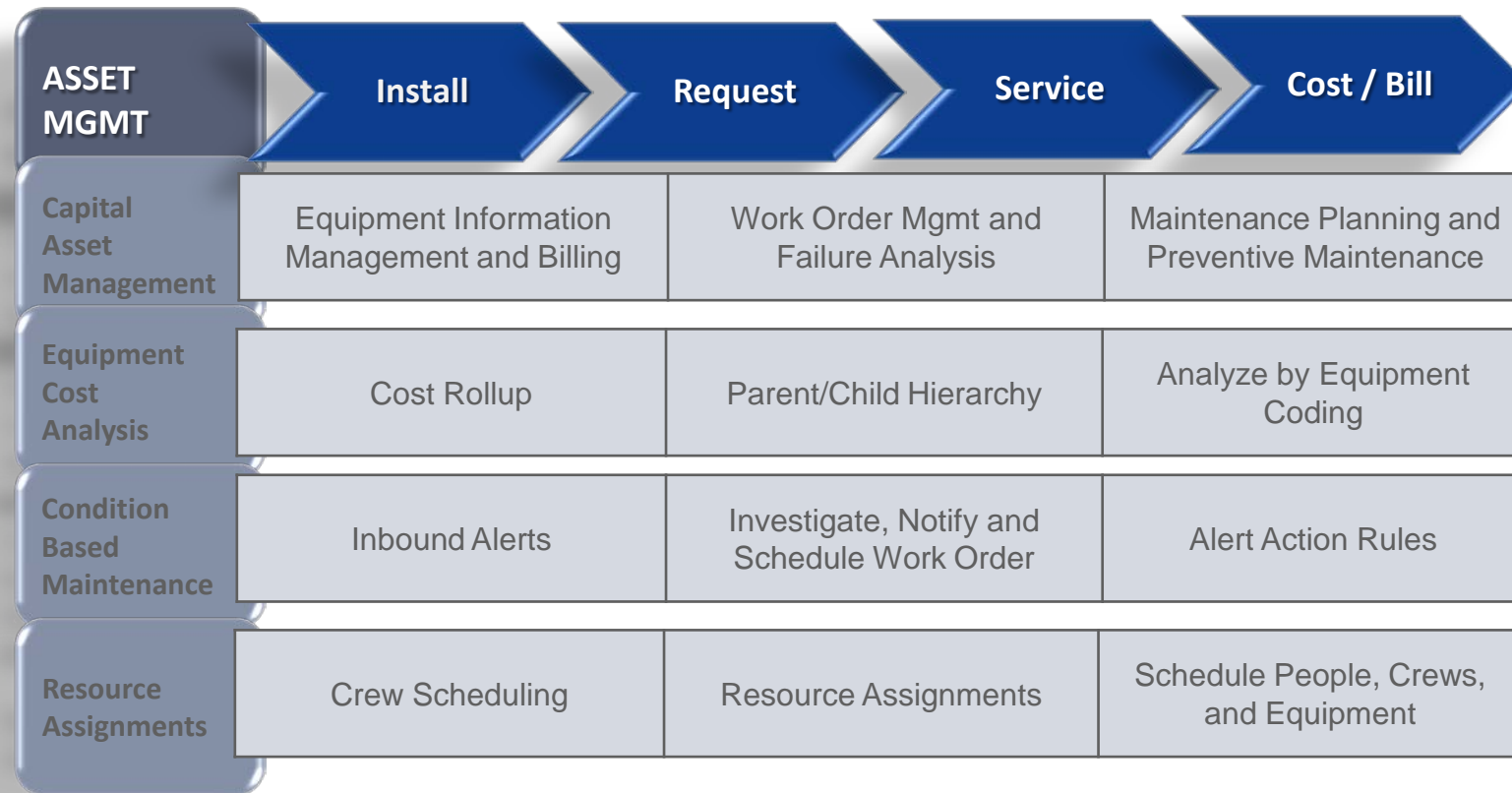
Requirements Planning





Supporting Your Asset Management Strategies

Asset Lifecycle Management



Predictable, Timely Supply

Supply Management



Grower Pricing
and Payments for
Contracts with
Growers

Adjust Purchase
Price Based on
Quality

Procurement

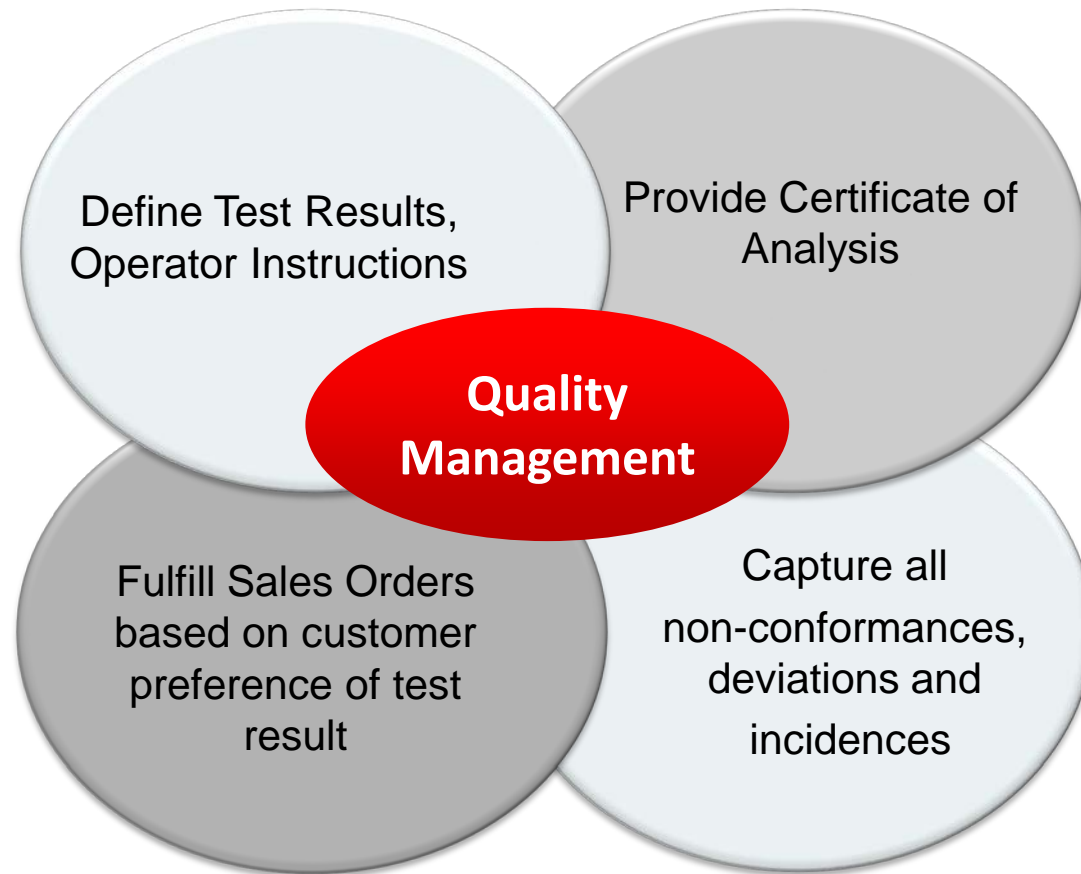
Requisition to
Payment
Processing

Country of Origin



Comply with Regulations and Customers

Quality Management



Environmental Accounting, Health and Safety Incident Management



Comprehensive Solution, Seamless Integration



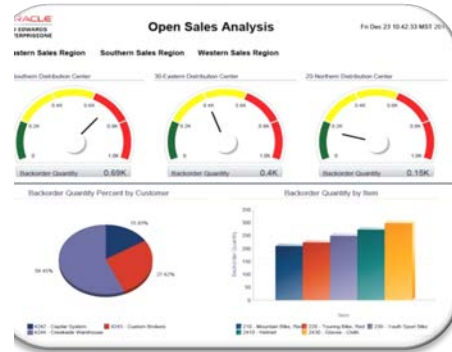
Environment Health and Safety	Record	Investigate	Analyze	Report
Health & Safety Incident Management	All Type of Incidents: People, Equipment, Environmental, Near Misses, Inspections	Safety Scoreboard, Notification, Costs and Tasks	Regulatory Reporting	
One View for Health & Safety Incident Mgmt	Analyze Incidents, People, Equipment and Environmental Impact	Calculate Key Industry Incident Rates	Comprehensive and Configurable	
Environmental Accounting and Reporting	Monitor Key Metrics, Analyze with Performance with Oracle Business Intelligence	Regulatory Reporting: Voluntary and Legislated	Track Greenhouse Gas (GHG) Emissions	

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

DAIRY

AGRICULTURAL PRODUCTS

PRODUCE

CARBONATED WATER

FATS

CHOCOLATE & COCOA

COFFEE

CANDY

PASTA

OILS

GRAINS

ANIMAL FEED

GRAIN MILL

BAKERY

SEAFOOD

COOKIES

CANNED GOODS

BEVERAGES

FLOUR

SUGAR

MEAT

SOFT DRINKS

SPIRITS



JD Edwards EnterpriseOne Global Food and Beverage

References

Industry Segments

- Growers
- Processors / Refiners
- Producers / Manufacturers
- Distributors



FEATURES



PROFIT

ORACLE

“Winemakers and viticulturists love data. For them to have access to real-time and historical data is vital to the success of the winemaking process.”

— Maggie Huffman,
Vice President, IT Strategy, Architecture, and
Innovation, Treasury Wine Estates



32 Million

Approximate number of cases of wine
Treasury Wine Estates sells annually



Grow and Blend

Firmly rooted in a JD Edwards foundation, **Treasury Wine Estates** mixes industry expertise with next-generation functionality.

By Monica Mehta, August 2013

“The capabilities in the Oracle software give our winemakers a real sense of ownership, because it’s an easy-to-use interface that allows them to record, access, and analyze all the data. Being able to get at that information is essential to making the right decisions, which, in the end, is vital to making good wine.”

— Matt Johnson,
Director of Winemaking, Treasury Wine Estates



ORACLE®

Did You Know?



Over 90 of the top 100 Consumer Goods Companies run Oracle Applications



Over 70 of the top 100 Consumer Goods Companies run Oracle Middleware



Over 90 of the top 100 Consumer Goods Companies run Oracle Database



100 of the top 100 Consumer Goods Companies use Oracle Solutions



Oracle's Food and Beverage 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 or
Oracle Sales Cloud

ORDER MANAGEMENT

Sales Order Management
Advanced Pricing
Fulfillment Management

SALES OPS AND PLANNING

Requirements Planning
Hyperion Planning
Demantra Predictive Trade Planning
Demantra Real Time Sales & Ops Planning

SUPPLY CHAIN PLANNING AND EXECUTION

Inventory Mgmt, Procurement and Subcontract Mgmt, Requisition Self Service,
Supplier Self Service, Value Chain Planning

PRODUCTION

Agile PLM, Manufacturing Management, Grower Management, Grower Pricing and Payments, Quality Management,
Capital Asset Management, Resource Assignments, Equipment Cost Analysis, Internet of Things Orchestrator

LOGISTICS & TRANSPORTATION

Transportation Management
Warehouse Management
Outbound Inventory Management
Oracle Transportation Mgmt (OTM)

AFTERMARKET SALES AND SERVICE

Case Management
In-Memory Sales Advisor
Customer Self Service

ANALYSIS

One View Reporting
Oracle BI and EPM

JD Edwards EnterpriseOne Food and Beverage Solution Footprint

CORE

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

RECOMMENDED

Condition Based Maintenance
Customer Self Service
Environmental Accounting & Reporting
Equipment Cost Analysis
Expense Management
Fulfillment Management
Grower Management *(if Agribusiness)*
Grower Pricing and Payments *(if Agribusiness)*
Health & Safety Incident Management
In-Memory Sales Advisor
Payroll
Requisition Self Service
Sales Force Automation
Supplier Self Service
Transportation Management
Warehouse Management

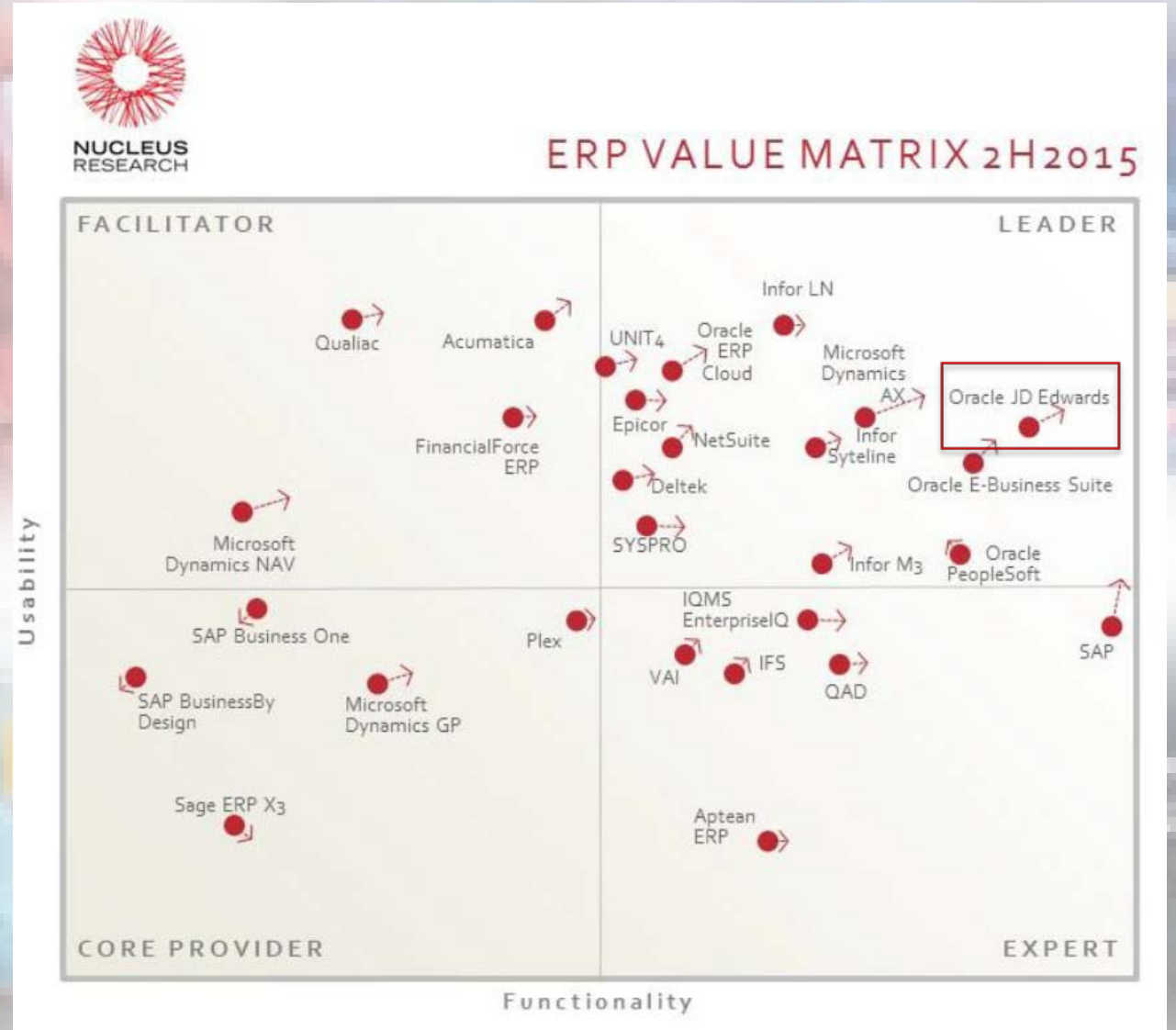
OPTIONAL

Advanced Stock Valuation
Agreement Management
Apparel/Attribute Management
Blend Management
Buyer Workspace
In-Memory Planning Advisor
Operational Sourcing
Product Variants
Rental Management
Resource Assignments
Outbound Inventory Management
Internet of Things Orchestrator

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 Food and Beverage.
- JD Edwards EnterpriseOne provides the power to grow your business while responding to customer demands, globalization, and mitigating risk.
- 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®