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Rapid Value Order to Cash Solution
Turning Orders to Cash in Today's Complex Supply Chain

The Challenge

With the advent of globalization, mergers and acquisitions, and complex "omni-channel" sales models, organizations are constantly facing a balancing act within their supply chains. Today, companies must constantly deal with a myriad set of order capture and fulfillment systems.

In fact, research shows that organizations usually have four to five order capture systems and an additional four to five order fulfillment systems.
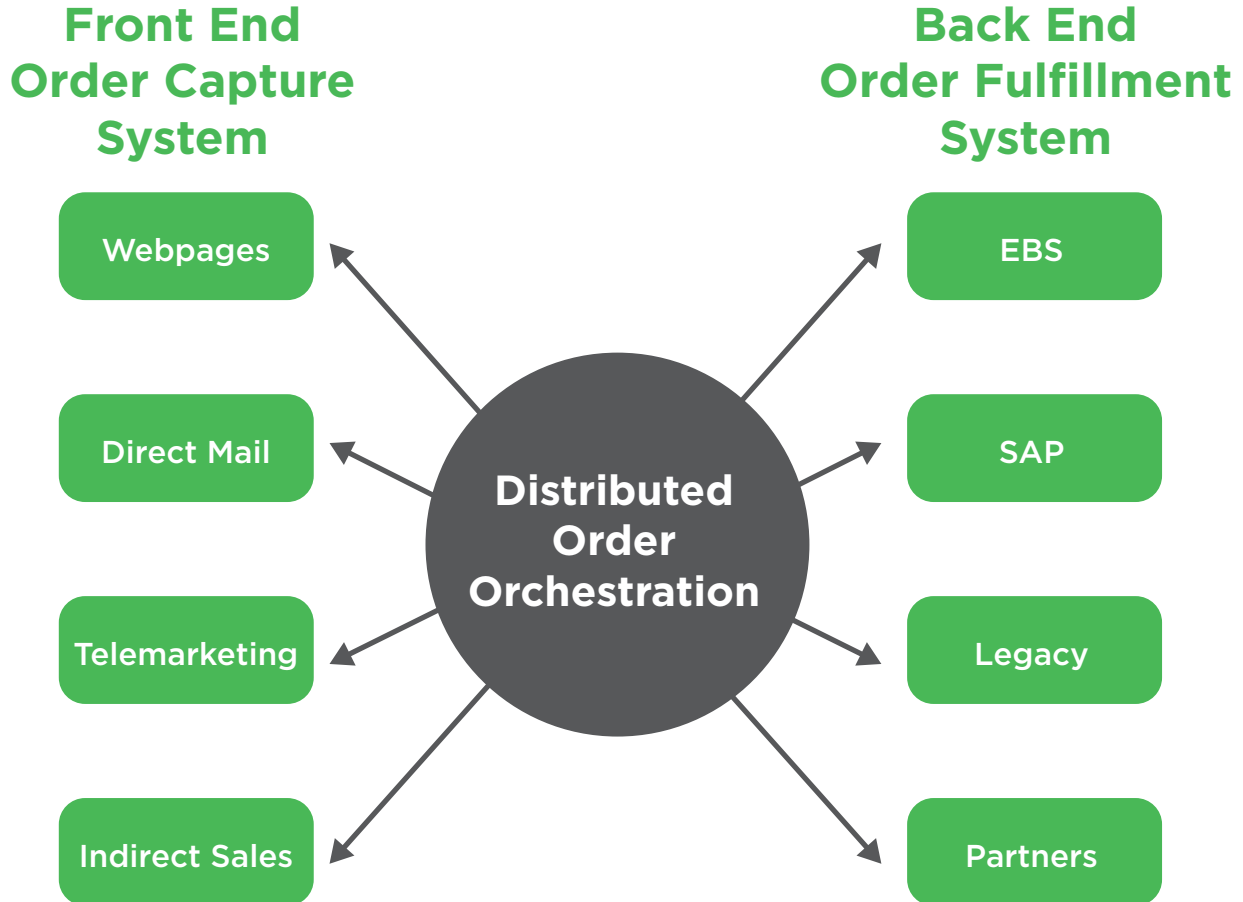
Some of the critical issues organizations face are:

- Discrepancies in the way master data is defined and maintained in the capture and the fulfillment systems

- Lack of an integrated view of orders across the supply chain

- Sub-optimal sourcing decisions due to lack of information

- Untimely or inaccurate fulfillment of orders

We are the experts at helping you translate your supply chain vision into measurable business results. Contact us at info@inspirage.com to discuss how we can collaborate to improve these critical capabilities for your company.

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The Solution

Oracle's Order Management Cloud solution provides end-to-end functionality to help the customer select the right product with a user-friendly GUI design and enables the company to manage the complete flow with a unified information architecture.

Front End Order Capture System

- Webpages
- Direct Mail
- Telemarketing
- Indirect Sales

Distributed Order Orchestration

Back End Order Fulfillment System

- EBS
- SAP
- Legacy
- Partners

Distributed Order Orchestration acts as a hub between front end order capture system and backend order fulfillment system.

In order to realize value quickly and consistently for our clients, Inspirage has developed a proprietary "Rapid Value" Implementation Approach to implement Order Management Cloud. This will help clients to accelerate their path to cloud leveraging our proprietary tools and pre-built integration adapters, application accelerators and tailored industry specific methodology.

Rapid Value Order Management Cloud Implementation

Our Rapid Value Implementation approach facilitates implementation of Oracle Order Management Cloud faster and in a more standardized method. By identifying the potential benefits and value additions from the implementation, our solution helps customers achieve an accelerated return on their investment. Starting with a quick readiness assessment that is followed by the discovery and design process, our Rapid Value program includes a contextual demonstration of the Oracle standard flows on our environment that helps give early insight into how the product works for various business scenarios.

This is followed by the Deploy Phase, which involves configuration, testing and deployment. We have pre-built accelerators, such as process maps, discovery questionnaire, configuration documents that help us implementing the solution faster.

Our methodology helps in implementation of standard functionalities and helps to implement an order management solution that enables the business to run in the most optimized manner.

Extended Order to Cash Cloud Implementation

For any company with multiple business units or subsidiaries, intercompany transactions and integration create operational complexity. Our extended implementation is targeted to make it simple to enable smooth flow of information.

Our expertise in integrating Order Management with disparate systems, both on premise and in the Cloud, helps us to serve the customer in building an end-to-end Order Management solution that includes configuration of the product, managing warehouse operations, managing transportation and receiving payments.

Conclusion

Oracle Order Management Cloud helps companies to efficiently manage the complete order to cash process starting form configuring the product to planning the supply details to delivering the product and receiving payment from customer. The Inspirage Rapid Value program helps you get it deployed quickly.

Solution Benefits

- **Reduces order to delivery lead time by managing operational process efficiently**
- **Lowers the sales cycle by providing an intuitive easy-to-use GUI and dynamic pricing**
- **Maximizes customer satisfaction with successful on-time delivery of right product**
- **Reduces Total Cost of Ownership by 35%**
- **End-to-end view of order with real time status update**