

# Impact of the New Digital

Leading Business Transformation with Industry Solutions

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# Agenda Morning

- Introduction & Oracle Strategy – Lionel Albert
- Implementation Best Practices – Denis Senpere
- Mecalac Story
- Networking Break until 11:00
- Order Fulfilment – Kuldeep Satav
- Planning – Glen Campbell
- Production – Niall Kearns
- Lunch until 13:30

# Agenda Afternoon

## Track A – Process

- Order Fulfilment Case Study
- Planning Case Study
- Manufacturing Case Study

## Track B – Technology

- IOT & Blockchain
- Integration
- Cloud Operations

## Track C – Projects

- Benchmarking and Change Management
- Journey Mapping
- Journey Mapping

**DRINKS**

NEW BUSINESS

# Manufacturing Industries Today Pressures

IDEAS

TEAMWORK





Demand to launch products quickly before competitors

51%



Ageing Workforce

46%

Increasing Cost Pressures

# Growing complexity of global operations

28%



Customer mandates for faster, more accurate, and more unique fulfillment

37%

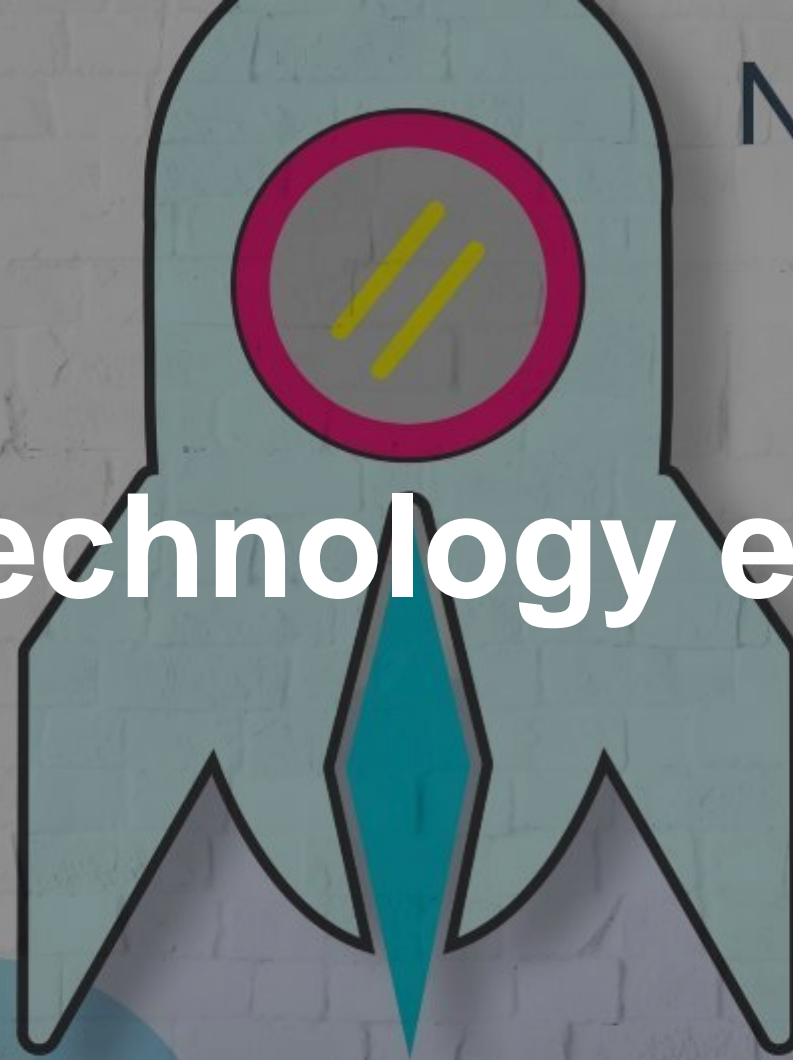


NEW BUSINESS

# Technology evolution

IDEAS

TEAMWORK



# Digitization is Changing how Companies Compete

## Leveraging many new and maturing technologies



### Digital Collaboration

Connecting a broader network of participants



### Internet of Things

Explosive growth in Machine to Machine communication



### Artificial Intelligence

Augment process efficiency with human intelligence



### Cloud

Foundation for efficiency and business agility



### VR/AR

Enabling increased quality, efficiencies, and engagement



### 3D Printing

On demand prototyping, manufacturing & mass customization

**Organizations must master the use and integration of new technologies.**





# The Systems Challenge

# Business capability does not match requirements

## Systems are constraining the business

**76%**

of business leaders say their current ERP system is unacceptable

**52%**

of companies in the Fortune 500 have either gone bankrupt, been acquired or ceased to exist since 2000



IT Infrastructure



Business Processes



Resources

Ability to Respond

Macro Conditions



Competition



Innovation



Rate of Change

The Performance Gap

# Oracle Cloud

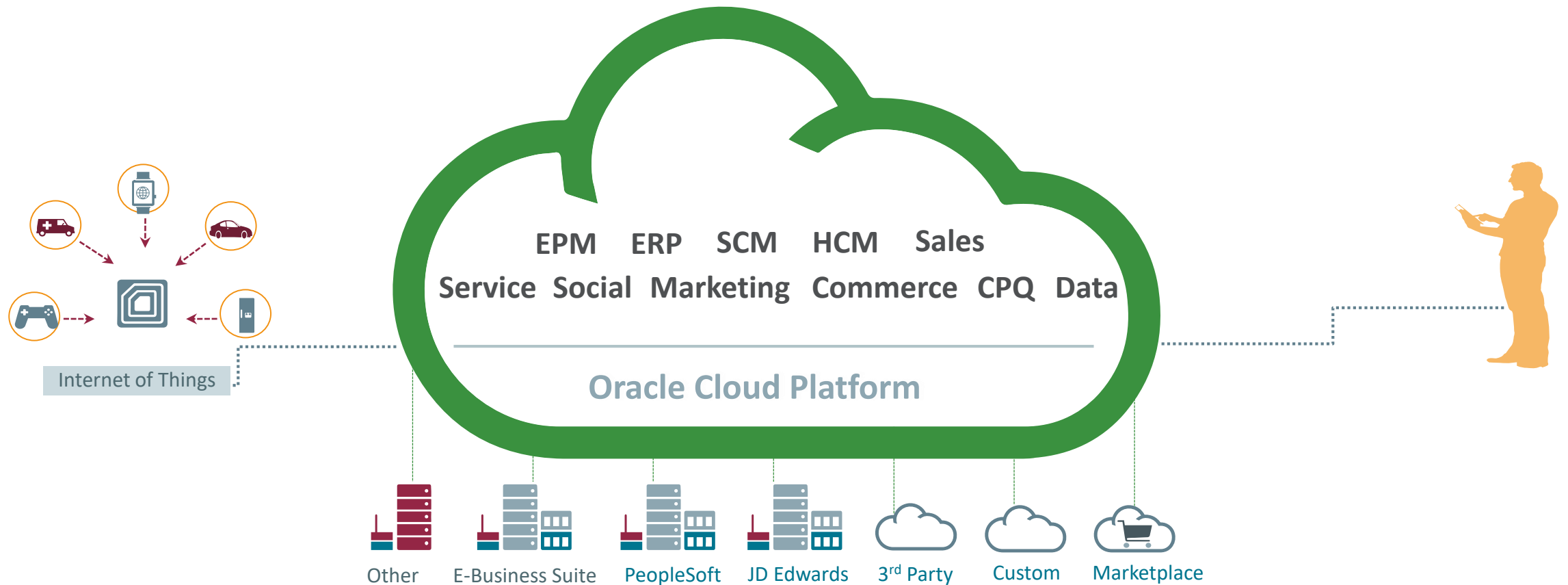


# Modern Cloud Design by Oracle



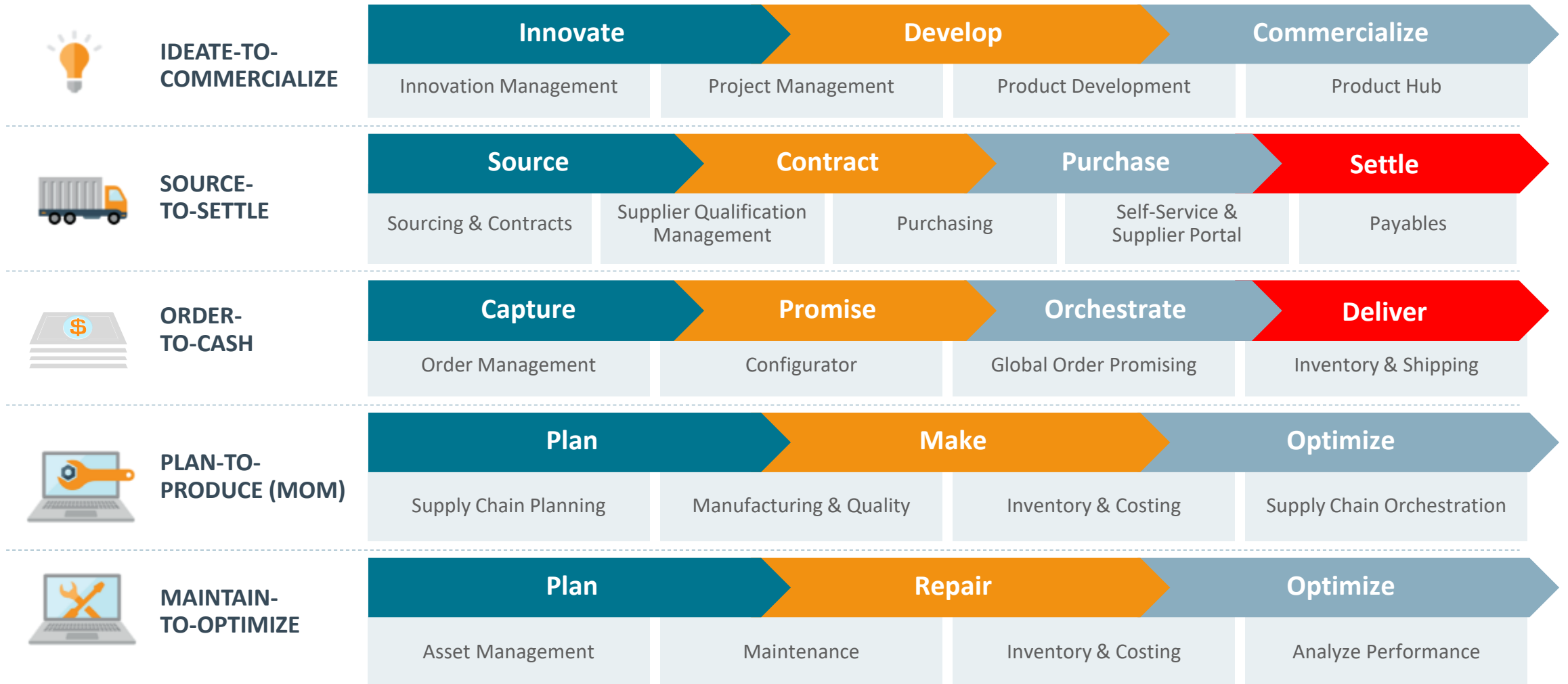
# A Connected Business

Designed to co-exist: easily connect your business, process, people and things



# Supply Chain Cloud

## Broader, simpler footprint





# The Oracle SCM Cloud

## Your Digital Transformation Platform

### with Release 13: 6 new products and over 200 new capabilities

**BROADER**

Supply Chain Collaboration



Enterprise Quality



Maintenance Management



Quote to Cash with CPQ



**DEEPER**

Sales & Operations Planning



Demand Management



Supply Planning



Genealogy & Installed Base



**BETTER**

Infolet Navigation



Credit Check



Shopping Cart



Mobile PLM Ideation





# THE INTERNET OF THINGS





# Oracle IoT Applications

**Asset Monitoring**

**95%** Asset Availability      **1** Open Incidents

Monitor assets, their health, utilization & availability



**Production Monitoring**




**2%** Down      **78%** In Use      3h to 5h ago

Manufacturing equipment & production line monitoring & prognostics



**Fleet Monitoring**

**68%** On Track      **5%** Down      **3** Driver Alerts

Monitor shipments, fleet vehicles, driver behavior & costs



**Connected Worker**

**21** Over Time      **3** Evacuation risks      **0%** Unsafe Zones

Enhance worker safety through monitoring of workers and environment

**Service Monitoring for Connected Asset**

**38%** Assets Connected      **63%** Asset Utilization

Automate asset monitoring and Customer Service to enhance customer experience

Internet of Things Cloud Enterprise (Platform)

Connect



Analyze



Integrate



Learn





# Connecting the Digital Thread with IoT and SCM apps

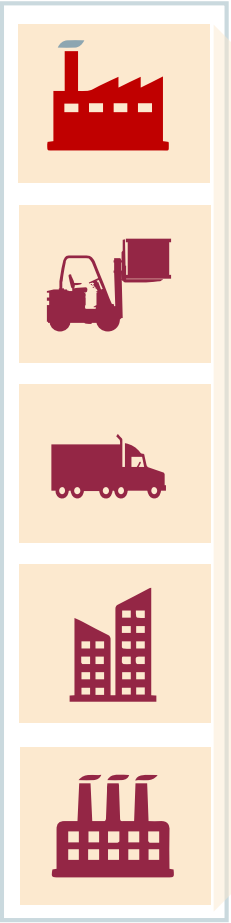
Detect

Decide

Act

## Oracle IoT Cloud Applications

## Oracle SCM Cloud Apps



 **IOT Asset Monitoring Cloud**

 **IOT Production Monitoring Cloud**

 **IOT Fleet Monitoring Cloud**

 **IOT Connected Worker Cloud**

*Service tickets, Events, Prescriptive actions*

*Asset Faults, Asset Location, Sensor Data, Work Orders*

*Work order definition, Production plan & status, Machine health exceptions*

*Real-time shipment location, Geofence, Shipment Delay, Vehicle breakdown*

*Worker location, safety incidents, Hazards, Alerts*

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MAINTENANCE CLOUD

**ORACLE**  
MANUFACTURING CLOUD

**ORACLE**  
PRODUCT LIFECYCLE MGMT

**ORACLE**  
LOGISTICS CLOUD





# BLOCKCHAIN





# Oracle Strategy: Most Comprehensive, DLT Cloud Platform



## Enterprise-Ready

- Permissioned, highly secure, with built-in privacy/confidentiality
- Scalable business networks
- Highly resilient, built-in backups and recoverability
- Industry neutral



## Quick Time-to-Value

- Start develop applications within minutes
- API driven development
- Facilitate quick experimentation of new business processes



## Managed PaaS for Cloud & On-Prem

- Pre-assembled, ready-to-use
- Dev/Integrators focus on transaction business logic
- Dynamic configuration, expansion of business networks

## Extending Enterprise Boundary



- Built-in Integrations for SaaS, PaaS and on-premises apps
- Securely extend ERP, SCM and other business processes for trusted transactions with other organizations
- Interact with other Blockchain Networks

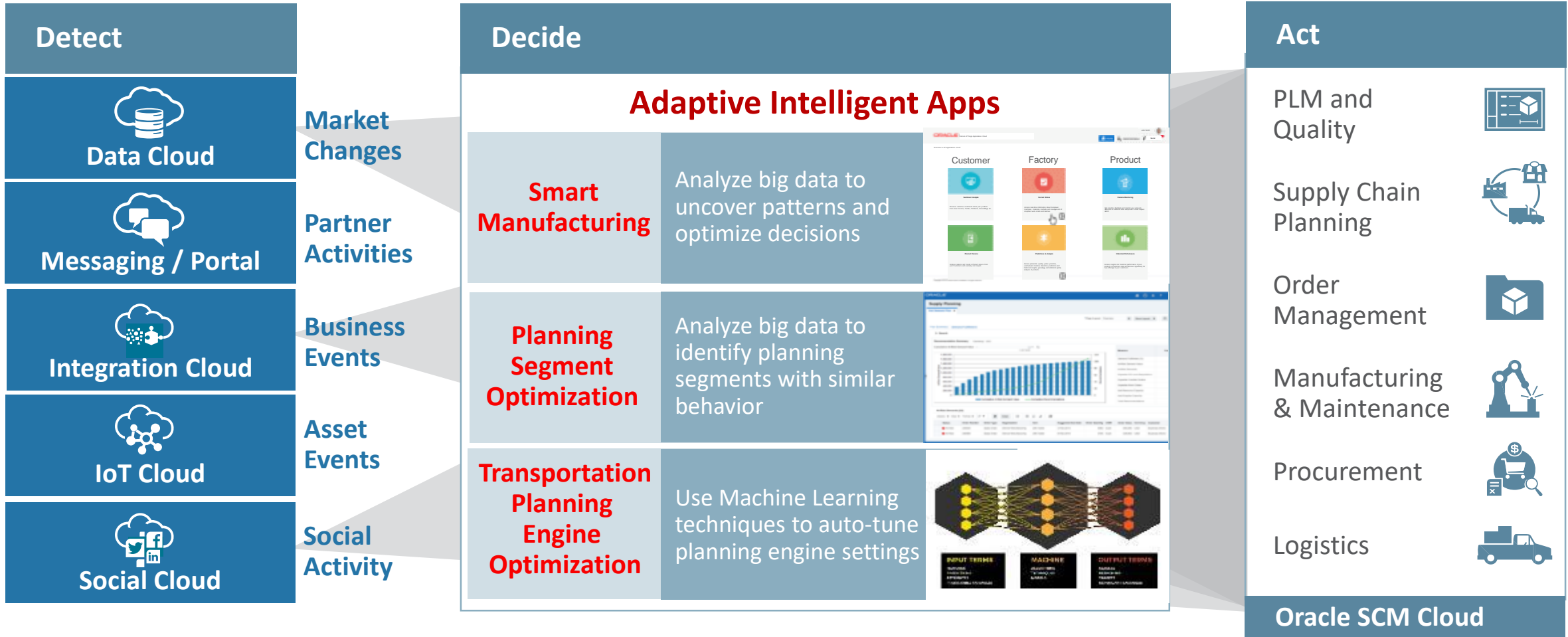




# Big Data, AI and Machine Learning

# Oracle SCM Cloud

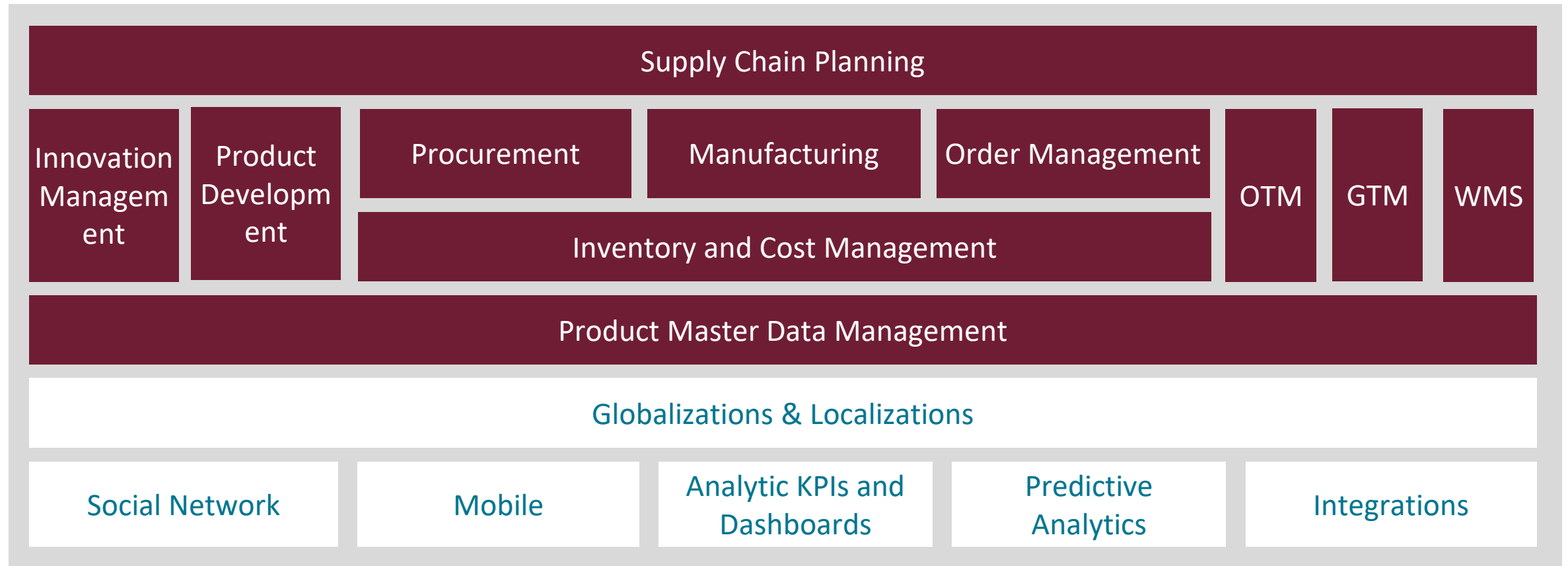
## Adaptive Intelligent Applications





# Oracle SCM Cloud

Modern solutions for your supply chain





# SCM Cloud Customer Snapshot through August, 2017

**1721 Total SCM Unique End Customers**



**1,281**

Procurement



**543**

Inventory  
Management



**310**

PLM & Product Hub



**166**

Manufacturing

**300**



Transportation,  
Global Trade &  
Warehouse Mgmt.

**306**



Order  
Management



**133**

Supply Chain Planning

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