

inspirage®

ORACLE

Platinum Partner
Cloud Premier
EMEA

IMPLEMENTATION BEST PRACTICES

MANUFACTURING & SCM EVENT

LONDON - MARCH 14, 2018

Denis SENPERE
VP, Inspirage Europe



Courtesy Alstom/Amtrak

THE DIGITAL & INTEGRATED SUPPLY CHAIN SPECIALISTS

**PRODUCT
LIFECYCLE
MANAGEMENT**



**SUPPLY CHAIN
MANAGEMENT**



**LOGISTICS
MANAGEMENT**



**ERP &
FINANCIALS**



Integrate Information | Accelerate Innovation | Deliver Operational Excellence



BEST PEOPLE IN THE BUSINESS

Over 500 employees

Healthy company structure

10 years implementation experience

Leaders with background

Strong Oracle experience

Global presence

Low turnover rate

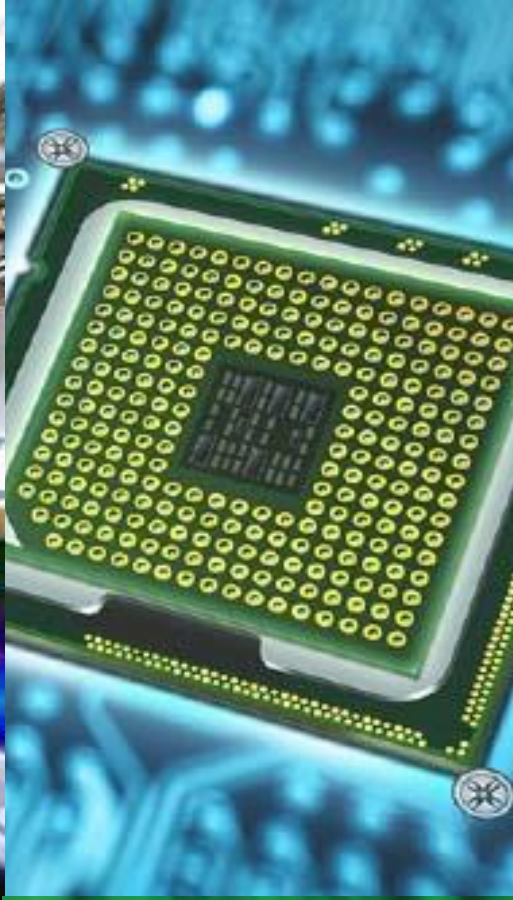


41 COUNTRIES

Worked and deployed teams worldwide in 2017



**INDUSTRIAL
MANUFACTURING**



HIGH TECH



LIFE SCIENCES



**CONSUMER
PRODUCTS
AND RETAIL**



SERVICES

..... INDUSTRY KNOWLEDGE



Schlumberger



TERADATA



Panasonic
Panasonic Avionics Corporation

nobia

stryker



Schneider
Electric



Melexis
INSPIRED ENGINEERING



autoneum



Office
DEPOT



Mecalac



PANDUIT

PHILIP MORRIS INTERNATIONAL



EMERSON

ACRONI
sij
Slovenska Industrija jekla



smiths medical

IR Ingersoll Rand



GN

SGS



400+

CUSTOMERS
LARGE, MEDIUM,
SMALL

WELL ENGAGED IN
THE DIGITAL
TRANSFORMATION

inspirage



INSPIRAGE

91%

On time and on budget

Customer goals achieved
96% of the time



ORACLE

Platinum Partner
Cloud Premier
EMEA

CLOUD
FOCUS

1st

Longest-serving
Oracle Cloud SCM
co-development
partner

400+

Consultants
certified and
trained

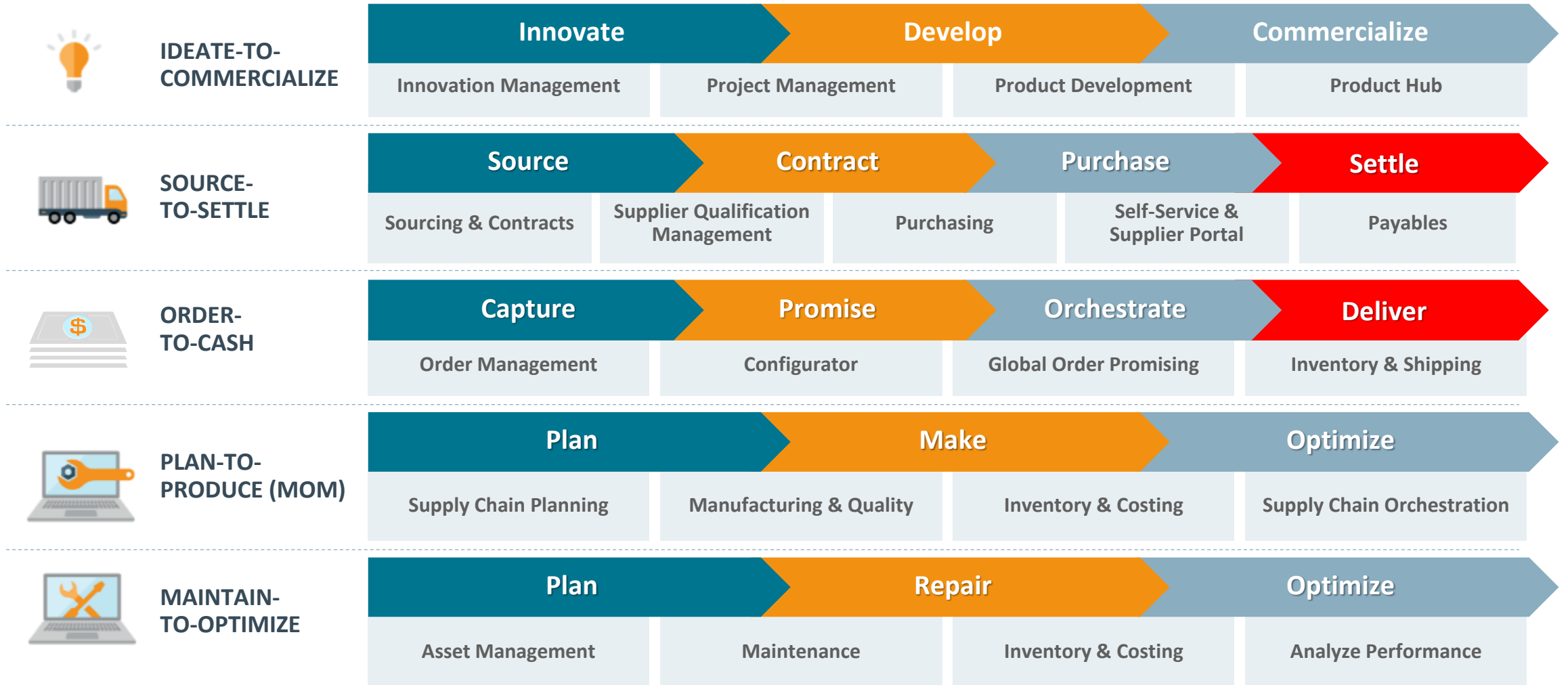
THOSE CUSTOMERS MOVE TO ORACLE CLOUD ERP/SCM SOLUTIONS WITH INSPIRAGE.

WHY ?



MODERN SUPPLY CHAIN APPLICATIONS

A process-centric approach for a **lean and efficient implementation**





INSPIRAGE RAPID VALUE IMPLEMENTATION

TRADITIONAL vs CLOUD APPROACH

Traditional Approach

Requirements Driven

“Waterfall” Method

Customized

Big Bang

Cloud Approach

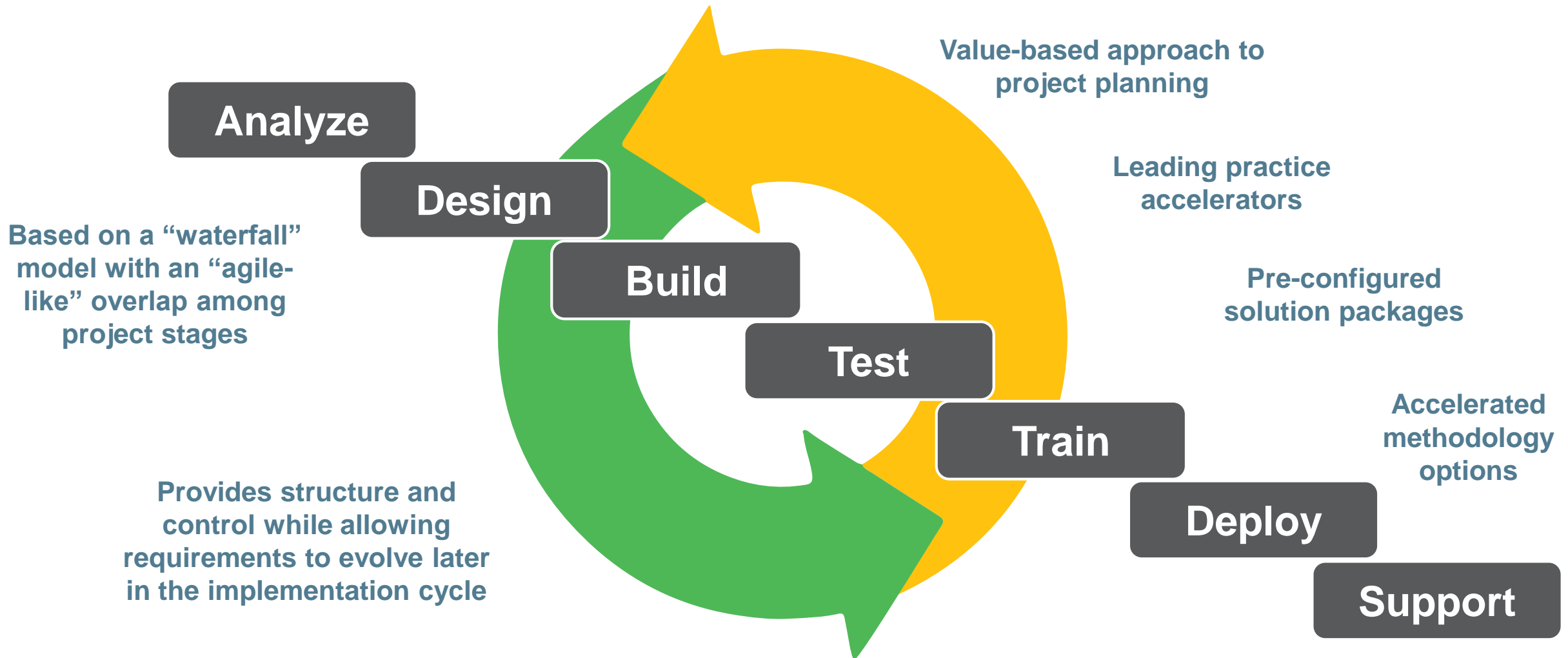
Solution Driven

Templated

Adapt Processes

Incremental

INSPIRAGE METHODOLOGY



IMPLEMENTATION ACCELATORS

ORDER TO CASH

OTC-OM-2.10 Manage Order Fulfillment Flows

OTC-QP-2.20 Manage Pricing

OTC-QP-2.30 Manage Quote

OTC-OM-2.40 Manage customer order

OTC-OM-2.50 Manage Shipping

OTC-OM-2.10.1 Manage Ship from Stock Flow

OTC-OM-2.10.7 Supplier Drop Ship Flow

OTC-OM-2.10.14 Trade In Flow

OTC-OM-2.10.19 Manage Return for Repair Flow

OTC-OM-2.10.20 Counter Sale

OTC-OM-2.10.21 Credit Card

OTC-OM-2.10.2 Make Order Flow

OTC-OM-2.10.8 Back to Back

OTC-OM-2.10.15 Manage Return Order

OTC-OM-2.10.9 Transfer Orders Flow

OTC-OM-2.10.16 Return

OTC-OM-2.10.3

OTC-OM-2.20.1 Create Pricing Strategy

OTC-OM-2.30.1 Create, approve and convert Quote

OTC-OM-2.40.1 Capture Order

OTC-OM-2.40.2

OTC-OM-2.40.7 Calculate Price

OTC-OM-2.40.8

OTC-OM-2.50.1

Order Creation

Order Booking

Order Transformation

Order Outbound

Order Inbound

Order Confirmation

Pick Wave Created

Order is either Created in System or Imported from External Source is confirmed or booked

The Order Imported from External Source is confirmed or booked

Order is transformed in FOM becomes Transformed Order

Order is picked for shipment and are put on picking sub-inventory

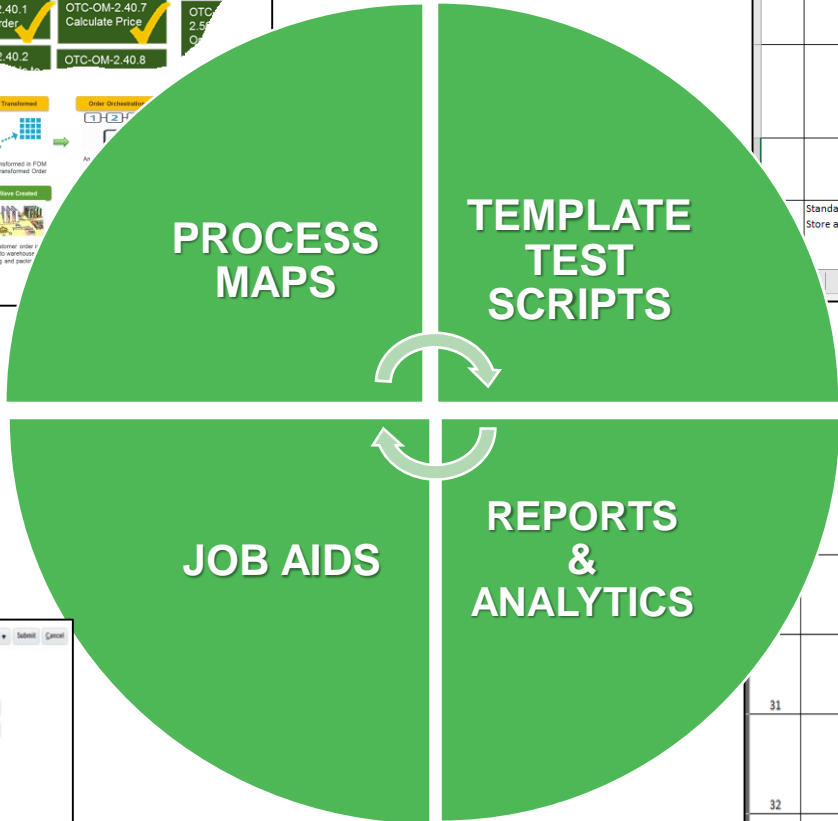
Terms are passed for shipment and are put on picking sub-inventory

The customer order is released to warehouse picking and packing

Best Business Practice Process Templates

Scenario ID	Business Scenario	Process Steps	Test Case	Process Flow ID	Actual Results	Execution Status
1	Standard Order: Distributor as Customer	Capture Order	Enter Order Header Details (Sold-To Customer as Distributor), Bill-To & Ship-To details, Customer PO Number, Salesperson, etc) Enter Line Details (Item Number, Qty, Shipment Details, Billing Details) Save The Order.	20.20.10	Note Down the Sales Order Number in Draft status	
		Price Order	Price will be defaulted from pricelist while adding line. Verify if the pricelist is correctly chosen as per distributor entered on Order Validate Price & Discount.	SCM.O2C.20.20		
		Submit Order	Submit the Order. Validate	SCM.O2C.20.30	Note down:	
	Standard Order: Store as Customer	Capture Order	Enter Order Header (Warehouse end customer), Bill-To & Ship-To (Salesperson, etc)			

Pre-defined Test Scripts Mapped to Processes



Overview

Orders on Backorder

Orders Past Due

Orders on Hold

Orders in Jeopardy

Orders in Error

Fulfillment Lines in Jeopardy

Create Order: Computer Service and Rentals

Customer: Computer Service and Rentals

Contact: Erika Duncan

Business Unit: US Business Unit

Ship to Customer: Computer Service and Rentals

Ship to Address: 301 E SUMMIT HILL DR ANCHVILLE, TENNESSEE

Order Lines

Item	Quantity	UOM	On Hand
AS48336 - New 6000 Tablet	1	EA	10,000

Job Aids

Area	Report Name	Description	Process ID
Receivables	Bad Debt Provision Report	Provides information for reviewing bad debt exposure and provisioning based on percent collectible assigned to the customer. Includes transaction number, balance due amount, and bad debt provision amount in the ledger currency.	FIN.20.30
Receivables	Invoices Posted to Suspense Report	Provides a list of all transactions that have revenue amounts posted to suspense accounts as a result of running the Import Autoinvoice program. Includes information on transaction class, customer, transaction date, and transaction amount by business unit.	FIN.20.30
Receivables	Potential Reconciling Items Report	Provides a list of journal items that may potentially post to incorrect general ledger accounts. Includes customer account number, payment number, transaction number, and credit and debit amounts by reporting level, reporting context, accounting date, and balancing segment.	FIN.20.40
Receivables	Billing History Report	Provides a summarized history of transactions and activities against them by customer site for a specified date range. Includes information on original transaction amount, current balance due, sum of all payments applied to the transaction, total credit memo amounts against the transaction, and total	

Pre-defined Reports & Analytics Mapped to Processes

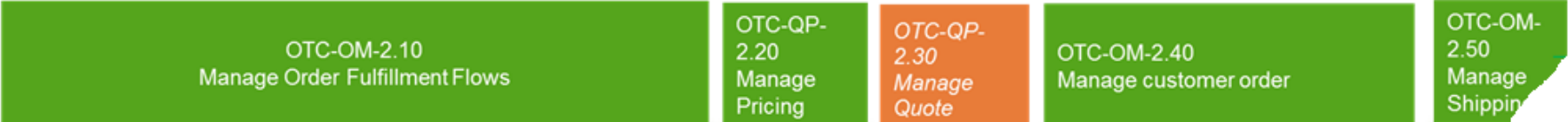
PROCESS REFERENCE – ORDER TO CASH

L1

L2

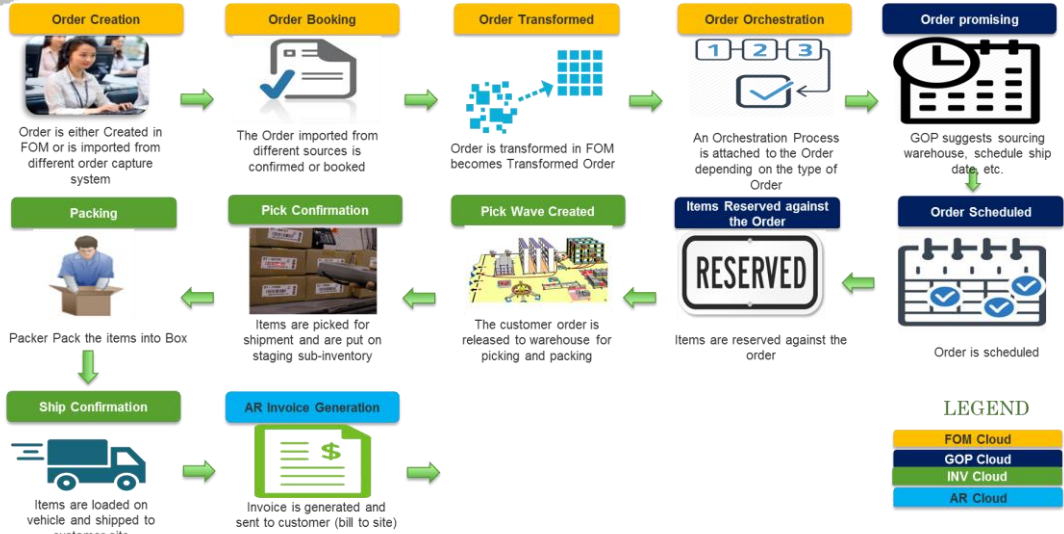
L3

ORDER TO CASH



Standard Flows

- Ship from Stock
- Assemble to Order [Back to Back Work Order]
- Back to Back Purchasing
- Supplier Drop Ship



AREAS OF EXPERTISE

- Innovation Management
 - Product Development
 - Formulation
 - Quality & Compliance
 - Commercialization
 - Enterprise Data Management
-
- Order Management
 - Warehouse Management
 - Transportation Management
 - Parcel Management
 - Global Trade Management
 - Connected Fleets

**PRODUCT
LIFECYCLE
MANAGEMENT**



**LOGISTICS
MANAGEMENT**

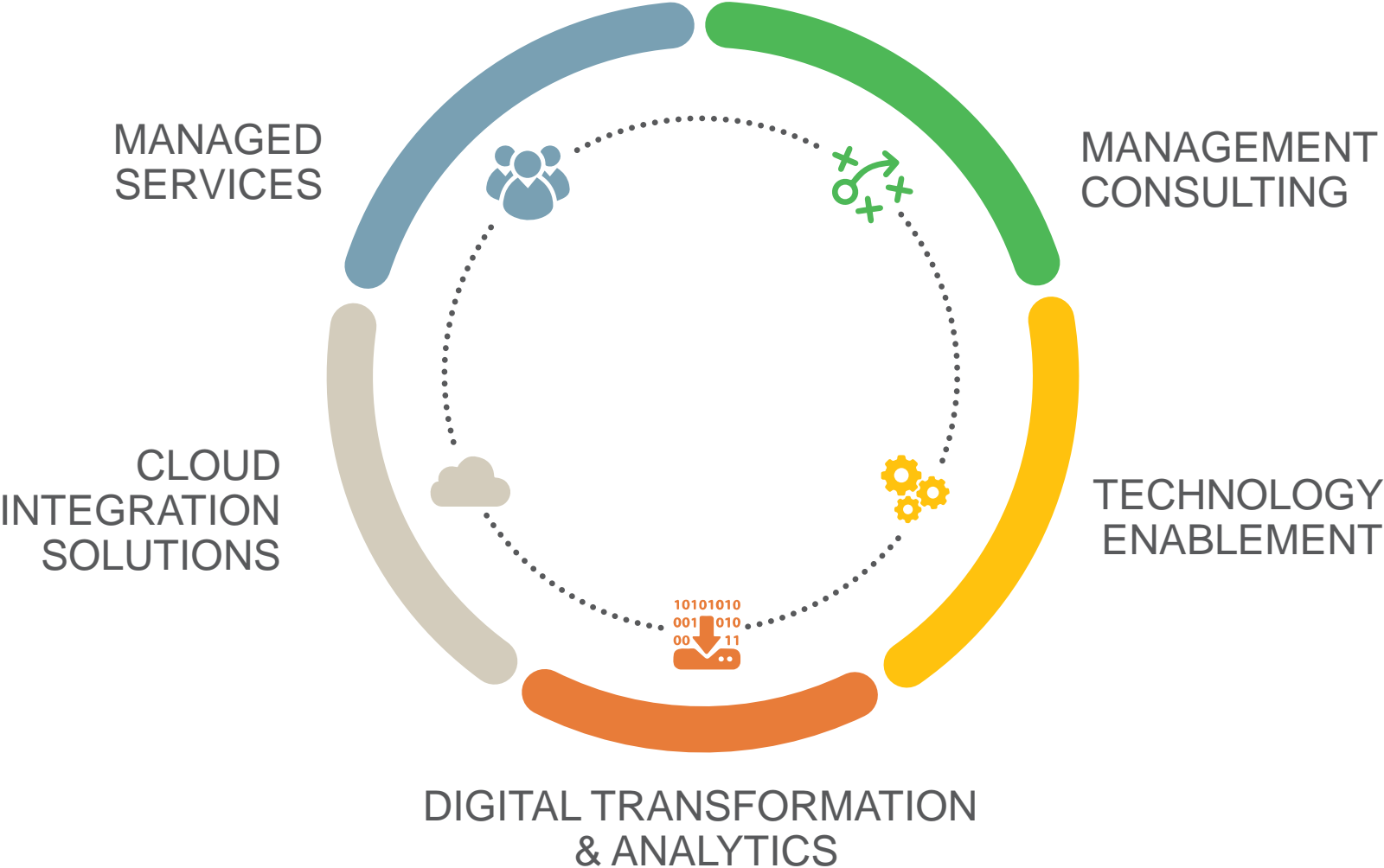
**SUPPLY CHAIN
MANAGEMENT**

**ERP &
FINANCIALS**

- Demand Forecasting
 - Supply Planning
 - Sales & Operations Planning
 - Procurement
 - Digital Manufacturing
 - Digital Assets
-
- ERP
 - Financials
 - Analytics

Powered by Oracle Cloud

INTRODUCING OUR SERVICES



INSPIRAGE MANAGEMENT CONSULTING

Realize the Full Potential of **Supply Chain Transformation**

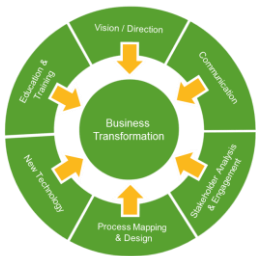
Strategic Advisory Services



Strategic assessment to help resolve issues, improve performance, adopt best practices and improve return on investment.

- Enterprise Value Assessment
- Supply Chain Performance Benchmarking
- Shipping Terms Optimization

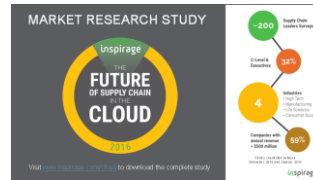
Organizational Change Management



Inspirage IP Driven Change Management delivered by Supply Chain Management Consultants:

- Business Readiness Assessment
- Change Management Strategy & Full Execution
- On-Demand eLearning and role based demonstrations

Cloud



- Integrated Supply Chain Focus
- Thought Leadership
- Cloud Adoption
- Process Accelerators

Business Intelligence



- Advanced Analytics

Business Process Management



End to End Business Process Management & Reengineering for Integrated Supply Chains:

- Idea-to-Commercialize
- Source-to-Settle
- Order-to-Cash
- Plan-to-Produce

Supply Chain Managed Services

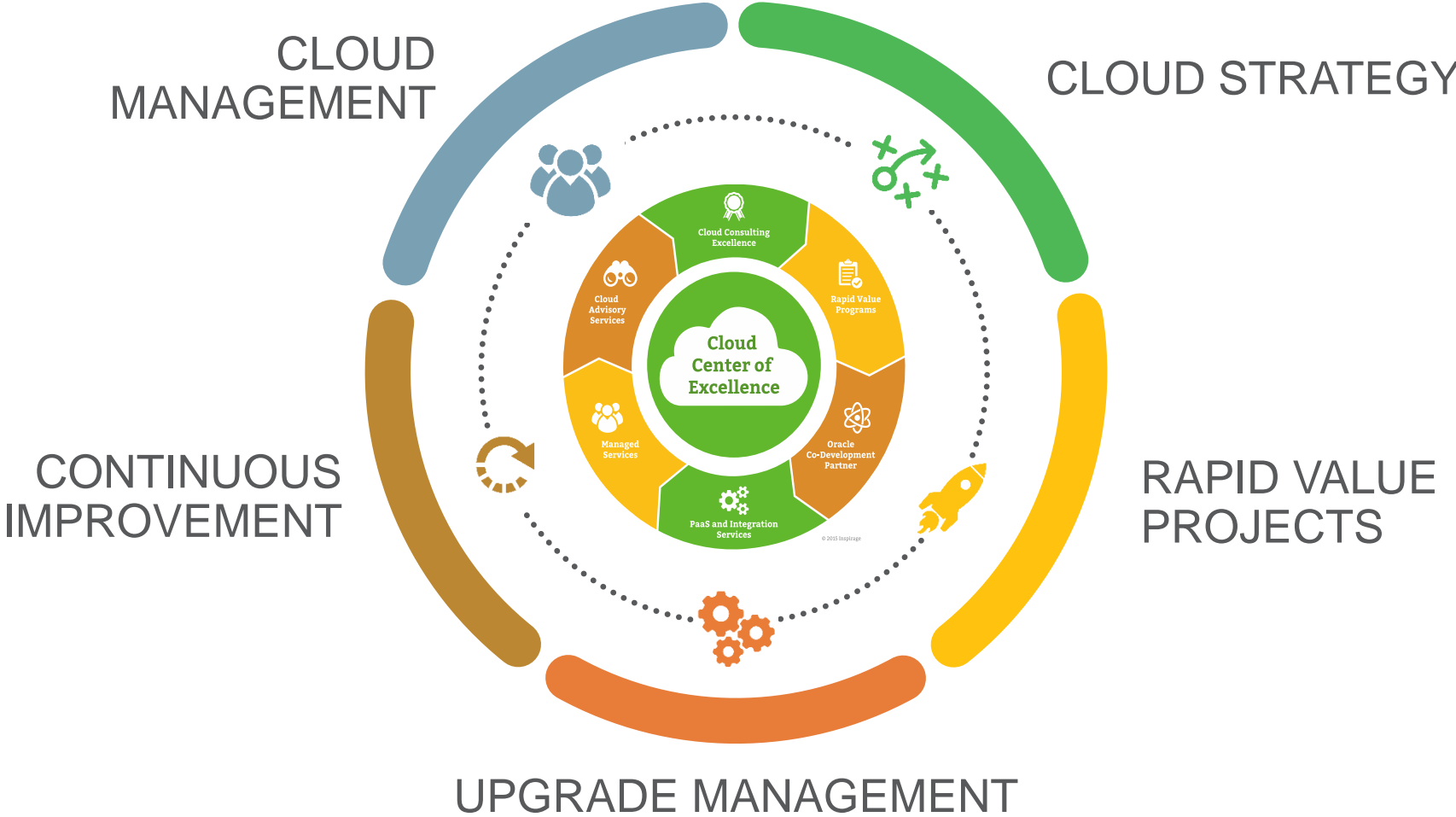


Extend your supply chain capabilities through Inspirage Business Process as a Service (BPaaS):

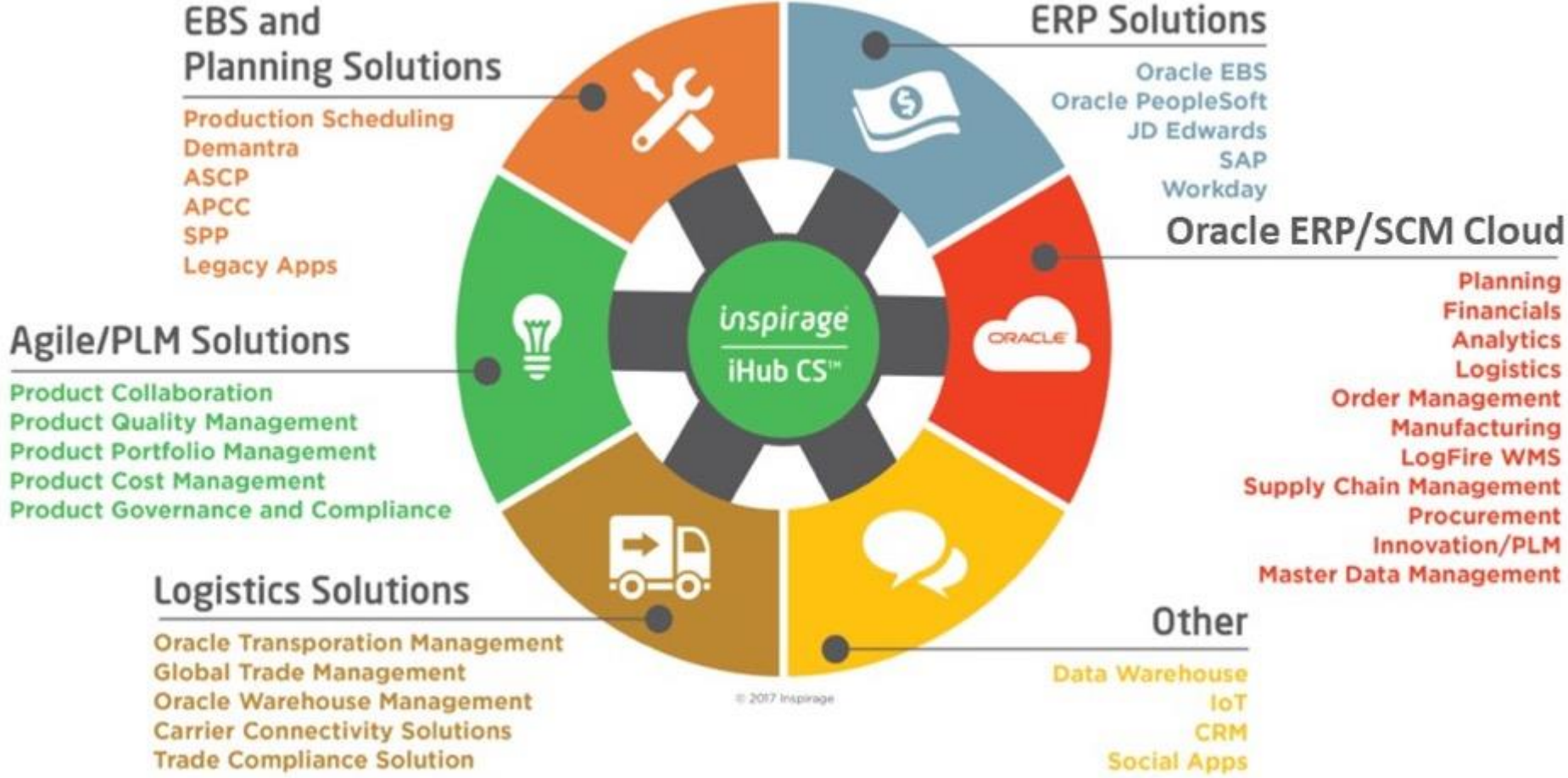
- Demand Management
- S&OP / IBP
- Supply Chain Optimization
- Transportation & Global Trade Management

INSPIRAGE HOLISTIC CLOUD PARTNERSHIP

SUSTAINING AND ENHANCING YOUR CLOUD INVESTMENT



iHUB CS ACCELERATES INTEGRATION



*Please note this list is not exhaustive and only includes some of the most common applications

DIGITAL TRANSFORMATION & ANALYTICS



Leverage the Internet of Things (IoT) to join the digital economy



- IoT-ENABLED MANUFACTURING SOLUTIONS
- INTELLIGENT PRODUCT DESIGN AND DEVELOPMENT
- PREDICTIVE ANALYTICS
- IoT AND BUSINESS SYSTEM INTEGRATION

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



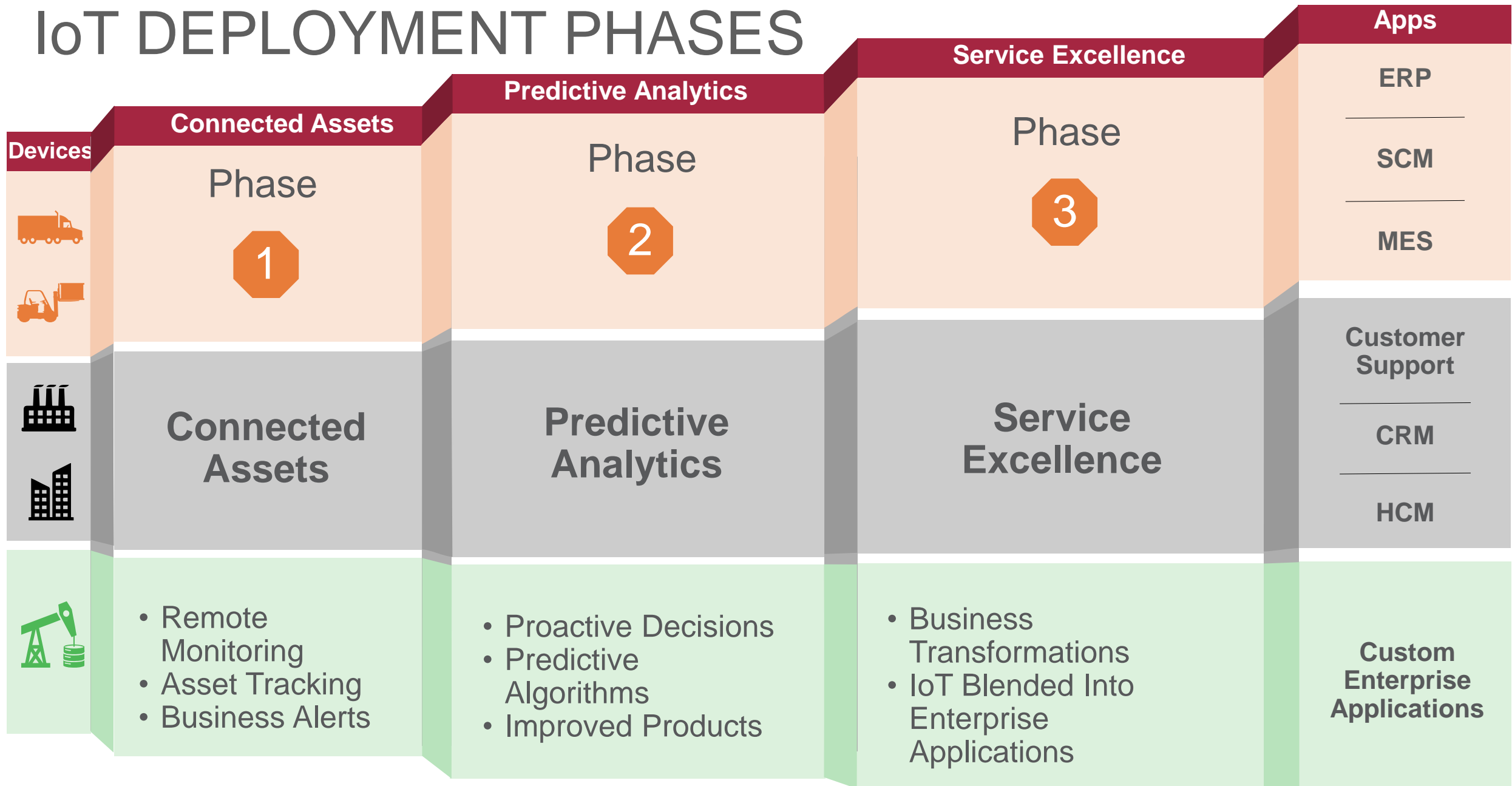
Integrate



Learn



IoT DEPLOYMENT PHASES



KEYS TO SUCCESS

INCREMENTAL DEPLOYMENT

- Consume in quick, manageable, steps
- Start with the basics, adopt a cadence of regular functionality uptake



BUSINESS LED

- The business should be the primary stakeholders
- Make the business as self sufficient as possible



NATIVE TOOLS

- Leverage tools to speed uptake and ease transition
- Rethink processes and embrace mobile, social, & analytics



BUSINESS VALUE

- Phasing priorities should be based on business value first
- Adopt leading practice and avoid the temptation of customization



PROJECT BASICS

- Executive sponsorship is fundamental
- There is no substitution for sound project management



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THANK YOU !

