IMPLEMENTATION BEST PRACTICES
MANUFACTURING & SCM EVENT
LONDON - MARCH 14, 2018

Denis SENPERE
VP, Inspirage Europe
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
Worked and deployed teams worldwide in 2017

41 COUNTRIES
INDUSTRY KNOWLEDGE

INDUSTRIAL MANUFACTURING
HIGH TECH
LIFE SCIENCES
CONSUMER PRODUCTS AND RETAIL
SERVICES
INSPIRAGE
91%
On time and on budget

Customer goals achieved
96% of the time
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?
TRADITIONAL vs CLOUD APPROACH

**Traditional Approach**
- Requirements Driven
- “Waterfall” Method
- Customized
- Big Bang

**Cloud Approach**
- Solution Driven
- Templated
- Adapt Processes
- Incremental
Analyze
Design
Build
Test
Train
Deploy
Support

Value-based approach to project planning
Leading practice accelerators
Pre-configured solution packages
Accelerated methodology options

Based on a “waterfall” model with an “agile-like” overlap among project stages
Provides structure and control while allowing requirements to evolve later in the implementation cycle
IMPLEMENTATION ACCELERATORS

ORDER TO CASH

Best Business Practice Process Templates

PROCESS MAPS

TEMPLATE TEST SCRIPTS

REPORTS & ANALYTICS

Pre-defined Test Scripts Mapped to Processes

Pre-defined Reports & Analytics Mapped to Processes
PROCESS REFERENCE – ORDER TO CASH

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

Demand Forecasting
Supply Planning
Sales & Operations Planning
Procurement
Digital Manufacturing
Digital Assets

ERP
Financials
Analytics

Powered by Oracle Cloud
INTRODUCING OUR SERVICES

- Managed Services
- Management Consulting
- Cloud Integration Solutions
- Technology Enablement
- Digital Transformation & Analytics
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 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

**Business Intelligence**

- Advanced Analytics
INSPIRAGE HOLISTIC CLOUD PARTNERSHIP
SUSTAINING AND ENHANCING YOUR CLOUD INVESTMENT

CLOUD MANAGEMENT

CLOUD STRATEGY

CONTINUOUS IMPROVEMENT

RAPID VALUE PROJECTS

UPGRADE MANAGEMENT

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iHUB CS ACCELERATES INTEGRATION
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
- Monitor assets, their health, utilization & availability

### Production Monitoring
- Manufacturing equipment & production line monitoring & prognostics

### Fleet Monitoring
- Monitor shipments, fleet vehicles, driver behavior & costs

### Connected Worker
- Enhance worker safety through monitoring of workers and environment

### Service Monitoring for Connected Asset
- Automate asset monitoring and Customer Service to enhance customer experience

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**Internet of Things Cloud Enterprise (Platform)**

- Connect
- Analyze
- Integrate
- Learn
IoT DEPLOYMENT PHASES

**Connected Assets**
- Phase 1
  - Remote Monitoring
  - Asset Tracking
  - Business Alerts

**Predictive Analytics**
- Phase 2
  - Proactive Decisions
  - Predictive Algorithms
  - Improved Products

**Service Excellence**
- Phase 3
  - Business Transformations
  - IoT Blended Into Enterprise Applications

**Apps**
- ERP
- SCM
- MES

**Customer Support**
- CRM
- HCM

**Custom Enterprise Applications**
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
THANK YOU!