

inspirage®

ORACLE

Platinum Partner
Cloud Premier
EMEA

IMPLEMENTATION BEST PRACTICES

MANUFACTURING & SCM EVENT

LAUSANNE, APRIL 19TH 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

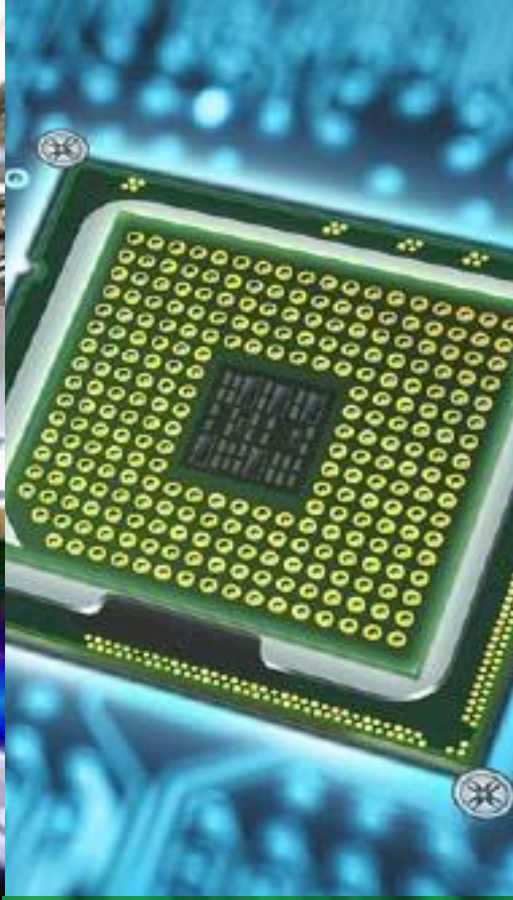


41 COUNTRIES

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



ratiopharm



autoneum



Office DEPOT



Mecalac



PANDUIT

PHILIP MORRIS INTERNATIONAL



smiths medical



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

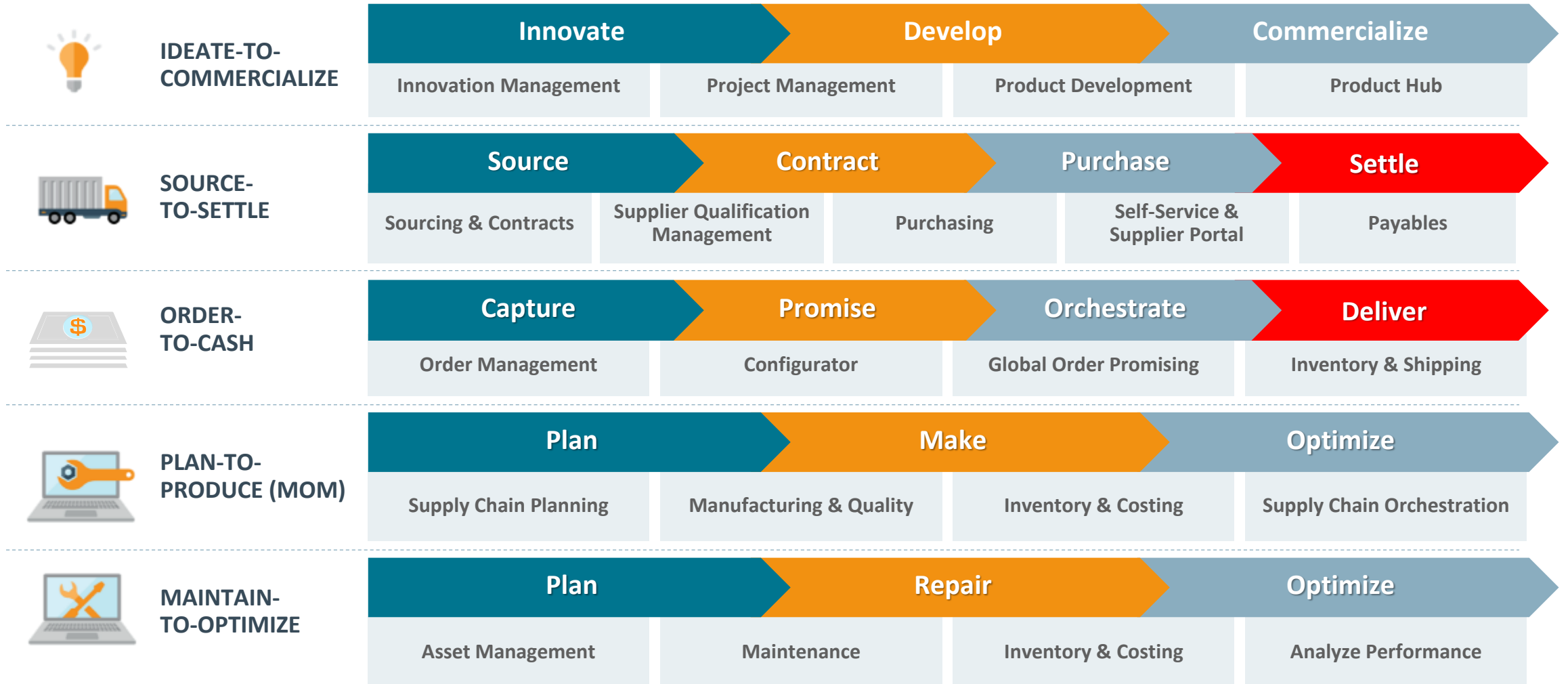
THOSE CUSTOMERS MOVE TO ORACLE CLOUD ERP/SCM SOLUTIONS WITH **INSPIRAGE**.

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

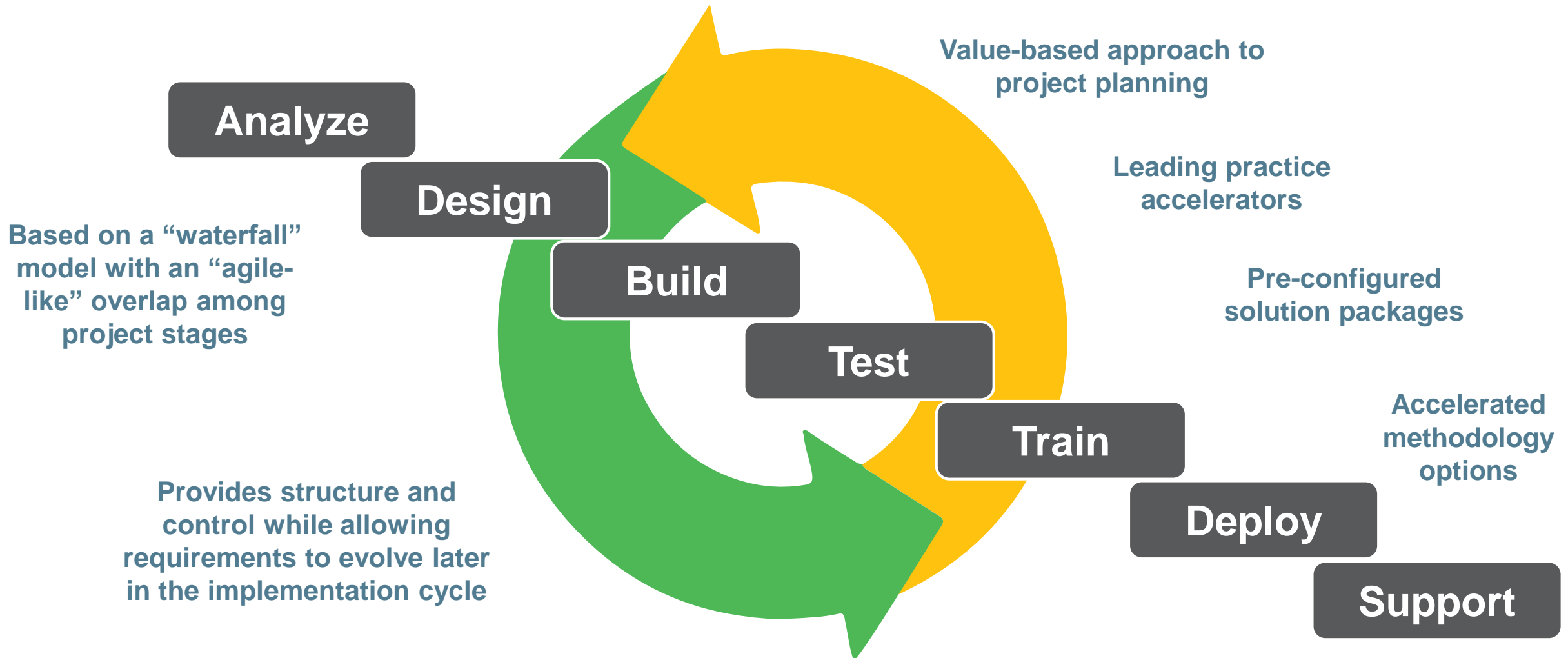
Solution Driven

Templated

Adapt Processes

Incremental

INSPIRAGE METHODOLOGY



IMPLEMENTATION ACCELATORS

ORDER TO CASH

Best Business Practice Process Templates

OTC-OM-2.10 Manage Order Fulfillment Flows

OTC-OM-2.10.1 Manage Ship from Stock Flow

OTC-OM-2.10.2 Make Order Flow

OTC-OM-2.10.3

OTC-OM-2.10.7 Supplier Drop Ship Flow

OTC-OM-2.10.8 Back to Back

OTC-OM-2.10.9 Transfer Orders Flow

OTC-OM-2.10.14 Trade in Flow

OTC-OM-2.10.15 Manage Return Order

OTC-OM-2.10.16 Return

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-QP-2.20 Manage Pricing

OTC-QP-2.30 Manage Quote

OTC-OM-2.40 Manage customer order

OTC-OM-2.40.1 Capture Order

OTC-OM-2.40.2

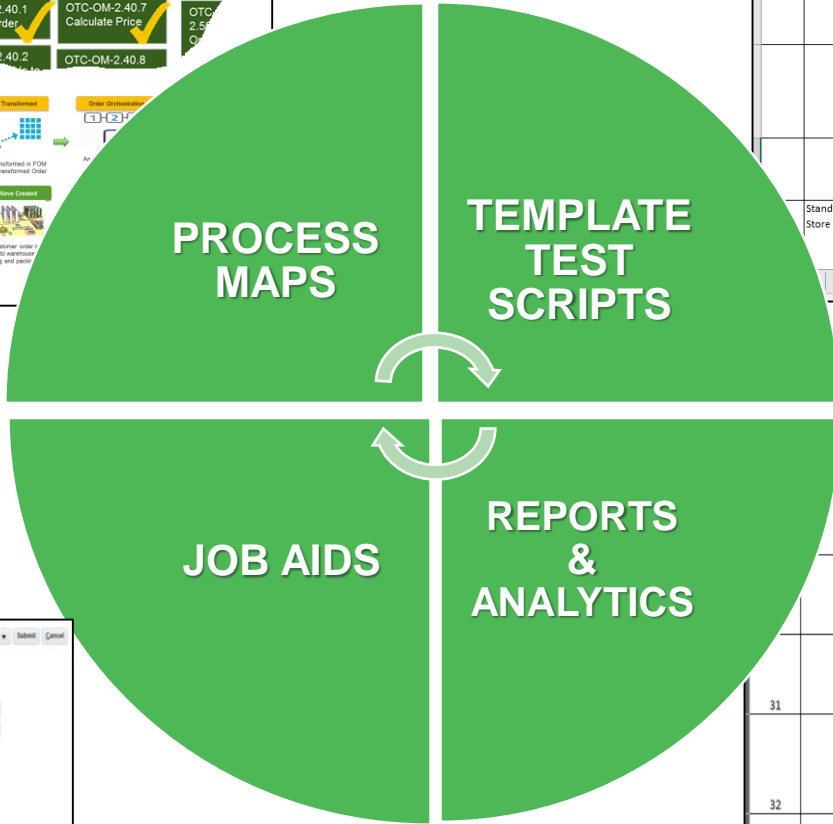
OTC-OM-2.40.7 Calculate Price

OTC-OM-2.40.8

OTC-OM-2.50 Manage Shipping

Scenario	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 1. Warehouse 2. Schedules Ship 3. Orchestration	SCM.O2C.20.30	Note down:	
	Standard Order: Store as Customer	Capture Order	Enter Order Header (end customer), Bill-To & Ship-To (Salesperson, etc)			

Pre-defined Test Scripts Mapped to Processes



Job Aids

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: Extra Contact

Business Unit: US Business Unit

Ship to Customer: Computer Service and Rentals

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

Total: 140.00

Order Lines

Item: 4548336 - New 6000 Tablet

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

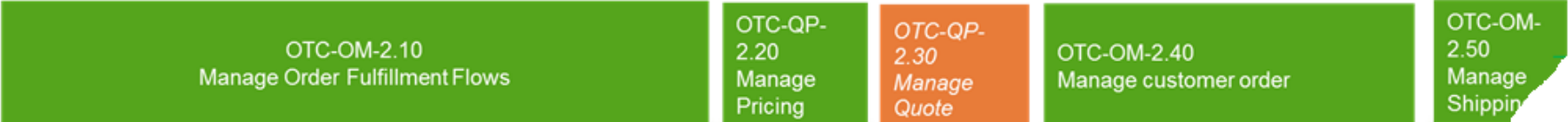
PROCESS REFERENCE – ORDER TO CASH

L1

L2

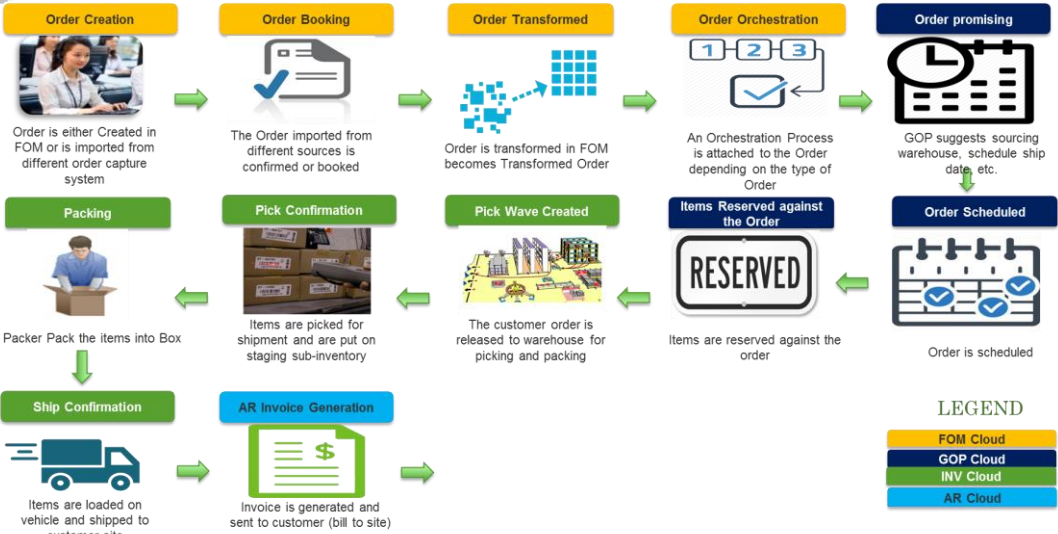
L3

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

PRODUCT LIFECYCLE MANAGEMENT



SUPPLY CHAIN MANAGEMENT

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

- Order Management
- Warehouse Management
- Transportation Management
- Parcel Management
- Global Trade
- Connected Fleets

LOGISTICS MANAGEMENT

ERP & FINANCIALS

- ERP
- Financials
- Analytics

Powered by Oracle Cloud

INSPIRAGE MANAGEMENT CONSULTING

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

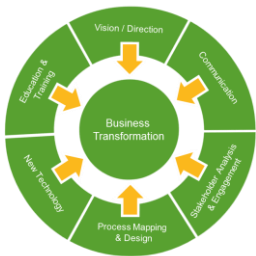
Strategic Advisory Services



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

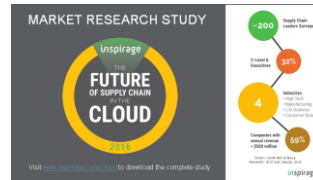
Organizational Change Management



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

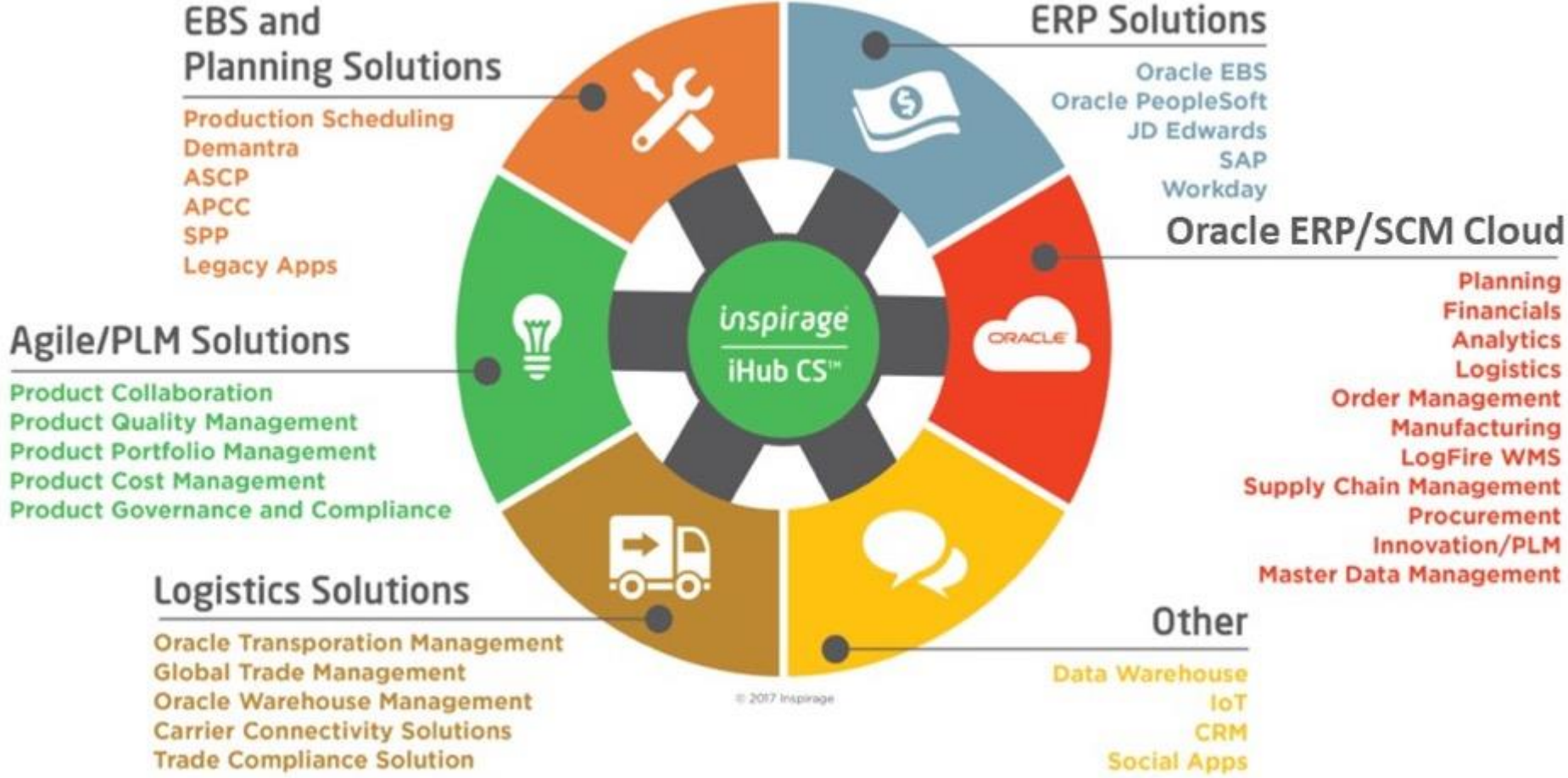
Supply Chain Managed Services



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

iHub CS ACCELERATES INTEGRATION



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

Mecalac



MECALAC CASE STUDY INDUSTRIAL MANUFACTURING

Narinder Sokhi - IT Manager, Mecalac UK

April 2018

- Mecalac Group is headquartered in France with production sites in France, Germany, Turkey and assembly site in the US
- Specialized in excavators, loaders, scrappers, dumpers...
- Early 2016: 600 employees and 150 dealers
- Terex Coventry UK became Mecalac UK in December 2016. Adding 250 employees, new products, new dealers
- The new Mecalac Group is now 850 employees, 5 factories and 200 dealers.
- Usual separation of business support is required by Terex before March 2018 and drives the whole integration in an high priority mode
- The new Group must have common infrastructure and processes



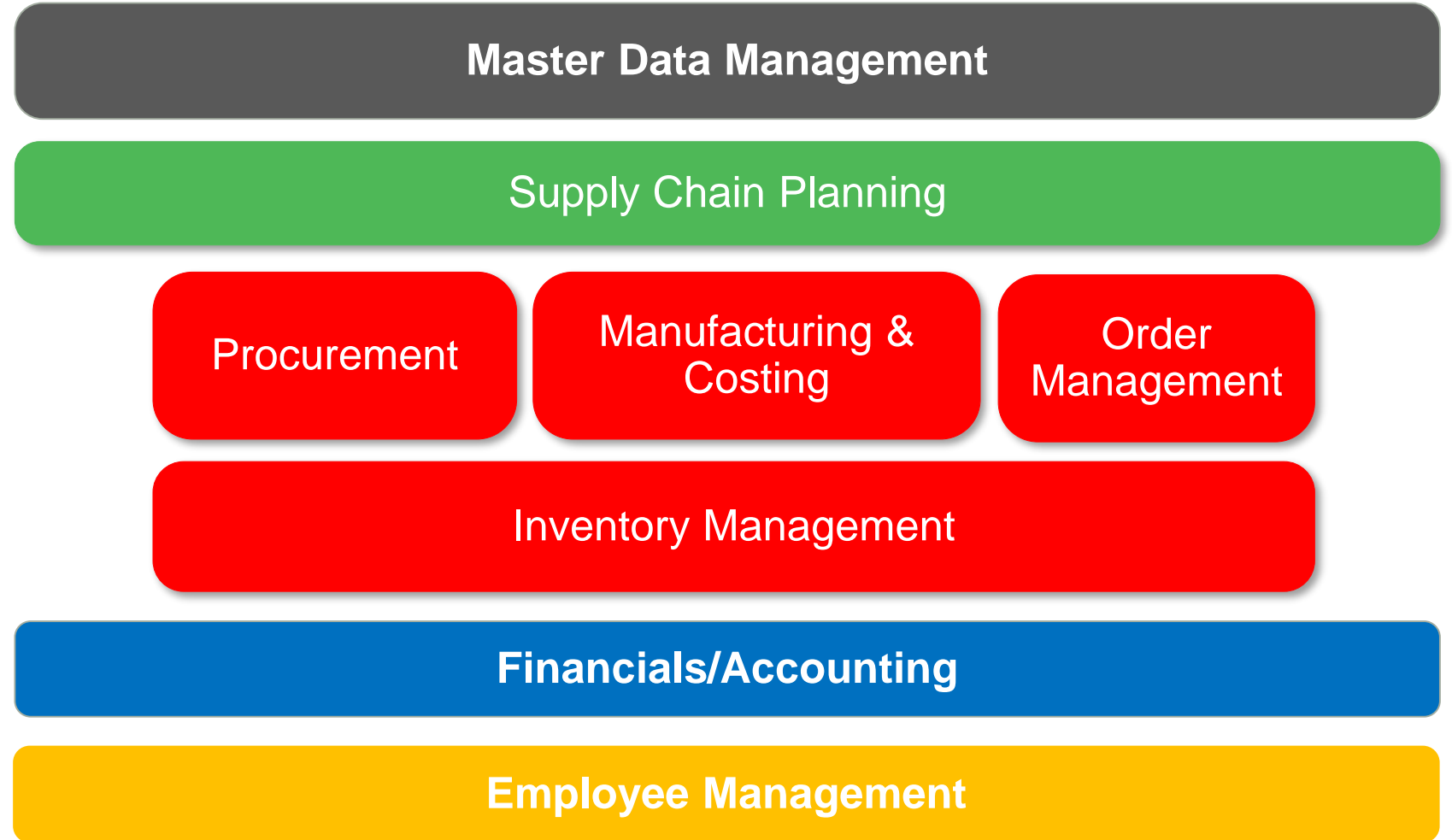
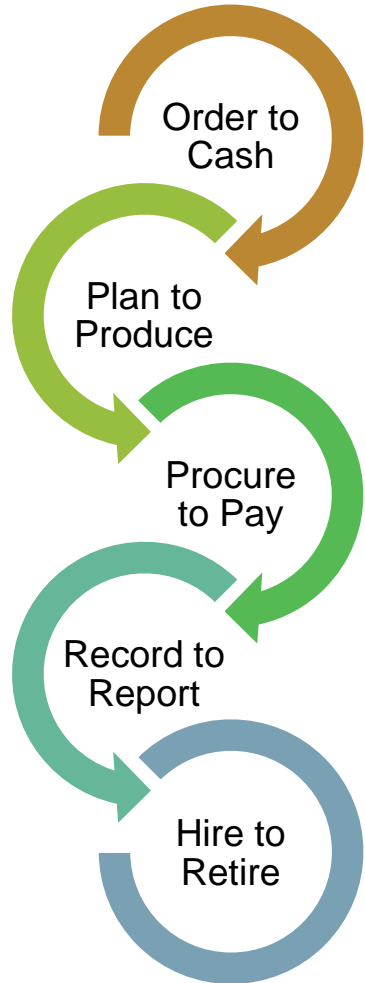
ERP AND SCM CLOUD WORKING TOGETHER



- **Starting point:** Oracle EBS fully deployed in the UK (On Premise)
- **Project objectives**
 - Complete UK move to Cloud within 9 months (max)
 - No customisation
 - UK to become the Gold standard for the Group
- Drive automation on the shopfloor
 - Remove paper KanBan cards
 - Enhance Production Scheduling
- Mecalac to be removed from Terex EBS instance by end of March 2018
- Global deployment if UK successful

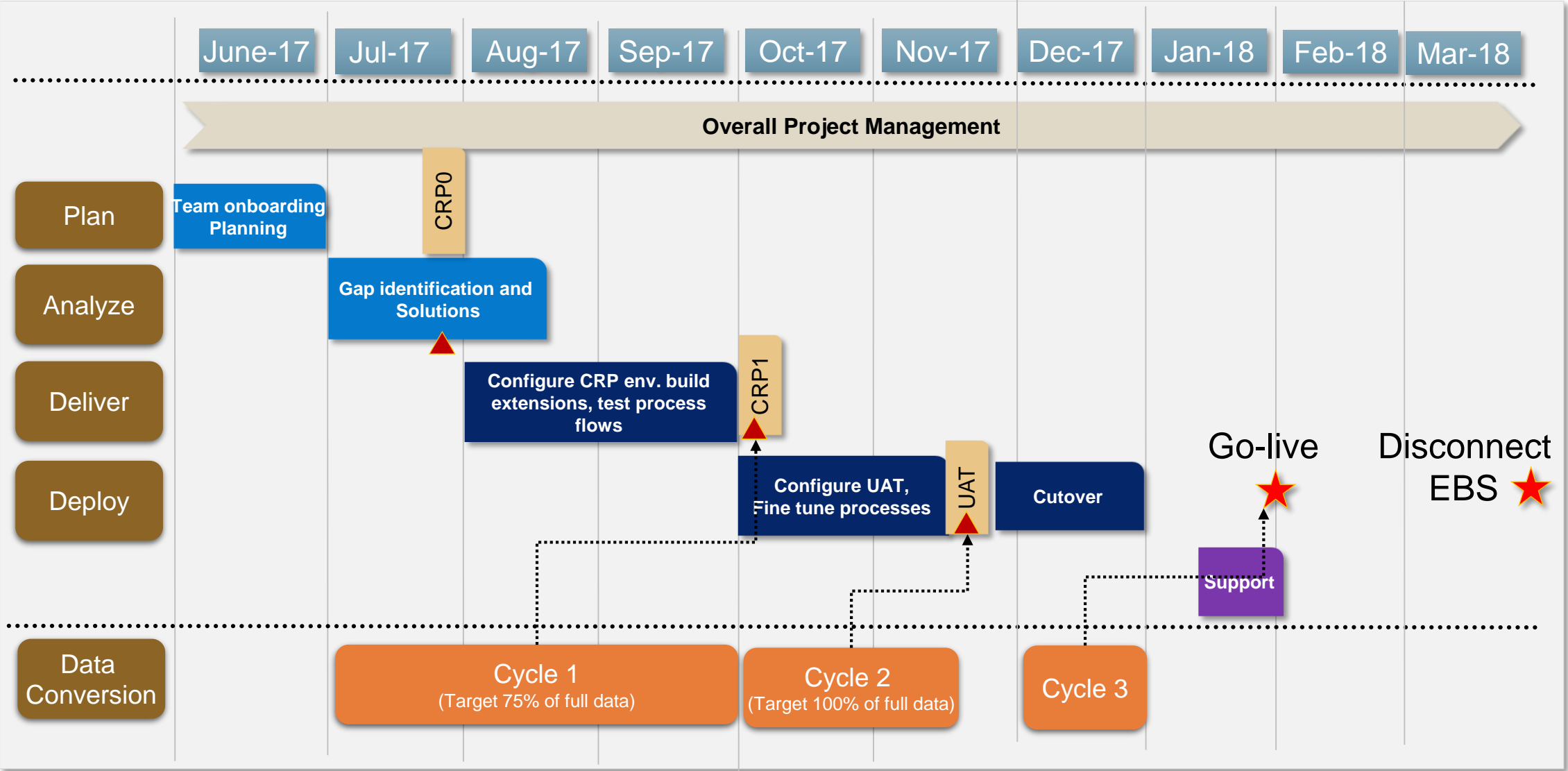


OVERALL SOLUTION





HIGH LEVEL PROJECT PLAN



WHERE ARE WE TODAY ?



- **Go-live happened !**
 - Roughly five weeks delay
 - EBS disconnected end March 2018
- Project is already considered as successful, so we are now moving to the **Global Project**
 - Common processes / Common solutions
 - Deploy in all countries
- Now preparing next steps:
 - April 2018: US no legacy
 - May 2018: Turkey replacing legacy
 - Nov 2018: Germany replacing legacy
 - 2019: France replacing Infor



PROCESS IMPROVEMENTS CLOUD VS EBS



- **User productivity** is enhanced in all areas – dashboards relevant to the user role, simple navigation, graphs, forward looking, preventative actions (as opposed to reactive)
- **Materials usage** in production is closer aligned with the system for better material control
- **Supplier collaboration** is expected to streamline and improve collaboration with key suppliers. Sending orders, getting ASN, communicating changes
- **Warehouses** will be location controlled, replacing the need for separate system. Same item can reside in more than one location
- Better materials **planning and inventory** management tools
- Latest and updated **system capabilities** and interfaces regularly updated by Oracle
- **Continuity of business and reduced risk** with a global solution

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)

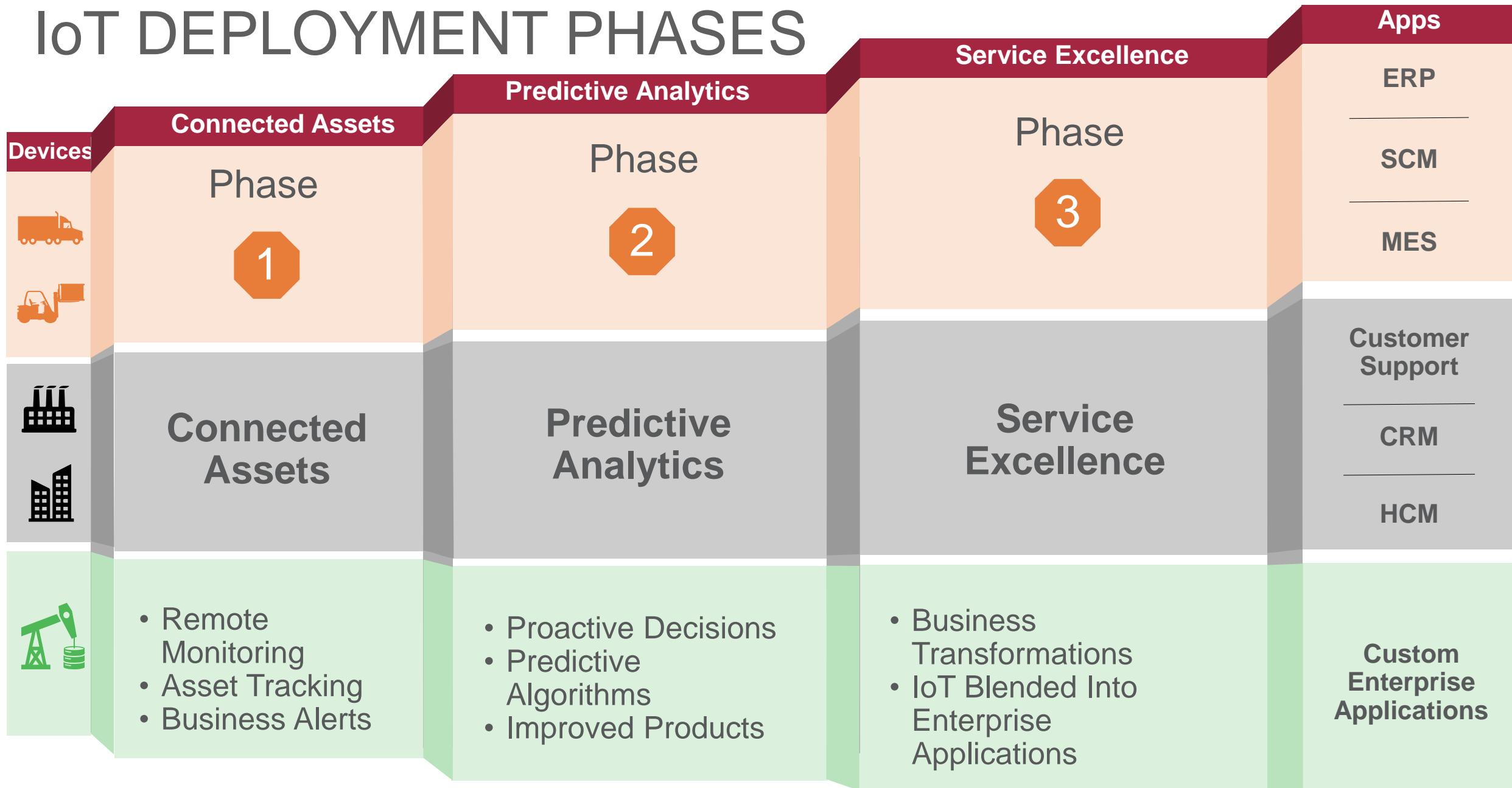
Connect 

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 !

