

Oracle Integrated Business Planning

From Business Improvement Project to 'Steady State' Process

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Gartner Predicts:

*Future of Supply Chain Operations paints a picture of a world where **technology innovation** — from artificial intelligence to **Blockchain** — is intertwined with **supply chain management (SCM)** strategy and operations. This means SCM is on its way to becoming technology-centric as opposed to simply technology-enabled...*

Source: Gartner 2018

Today's Challenges

51% Demand to launch products quickly before competitors

37% Customer mandates for faster, more accurate, and more unique fulfillment

28% Growing complexity of global operations

46% Manage rising supply chain costs

Source: Aberdeen Survey 2017

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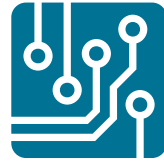
Disruption in Business Is Accelerating

Companies must move fast to thrive



Hyper Connectivity

Hyper connectivity is improving quality, efficiencies, and opening up new opportunities



Pace of Innovation

More than ever it is challenging to keep up with rapid innovations in products, services, capabilities, and processes



Customer Centricity/ New Business Models

New digital capabilities are enabling creative service and business models for increasing revenue and customer satisfaction



Globalisation

Companies must adapt to increasing and diverse compliance, accounting, sustainability, and competitive pressures

New technologies are serving as both disruptors and catalysts for significant industry change

Turn Data into a Shoe

Connecting Demand,
Design, and
Manufacturing Data to
Products and Customers



Change

52%

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

50%

of CEO's say their industries will be Digital Transformed by 2020

76%

of Chief Supply Chain Officers say their Digital Transformation projects are not aligned

The Pace of Change

Capability Gap

Ability to Respond

DRIVERS

- Talent
- Security
- Innovation
- Compliance
- Competition
- Sustainability
- Brand Reputation
- Customer expectations
- Technology Convergence

CONSTRAINTS

- I.T. Infrastructure
- Data
- Processes
- People & Culture
- Operating Model

THE NEED TO CREATE TOMORROW'S SUPPLY CHAIN, TODAY IS

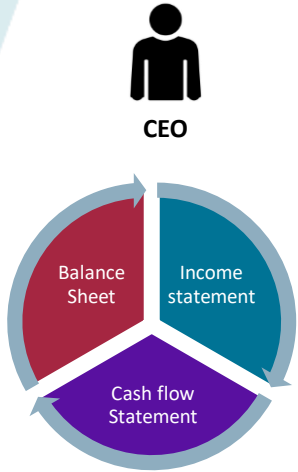
Time

Accelerating

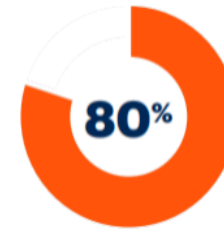
Source: Oracle 2018



Why we need ONE Integrated Planning & Execution solution?



PwC Survey • Chief Financial Officers – Priorities in 2018



Of CEOs believe they are providing a superior customer experience...



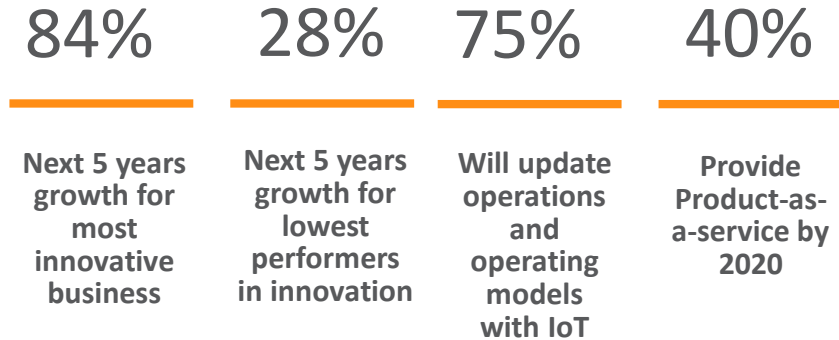
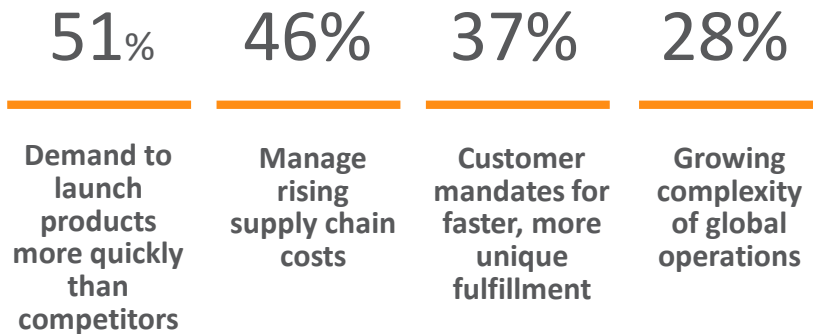
...yet only 8% of their customers agree

Gartner



86% of companies consider customer experience to be the new competitive battlefield

Financial goals



Why we need ONE Integrated Planning & Execution solution?



LOBs developed historically **different and disconnected** planning business domains with specific purposes



All of them used today and delivering vital business outcomes ... all of them “planning” future’s Company execution and all of them **trying** to drive performance

This may have good enough with limited competition and small market disruptions

Integrated Planning & Execution

Planning & Execution

Plan

(From IBP to) Enterprise Planning

Sales and Operations Planning

Sales & Operations
Execution

Finance budgeting
and costing

Event Detection & Management

Execute

AI, IoT, Advanced Analytics, Blockchain

Plan and Execute

Monitor and Adapt

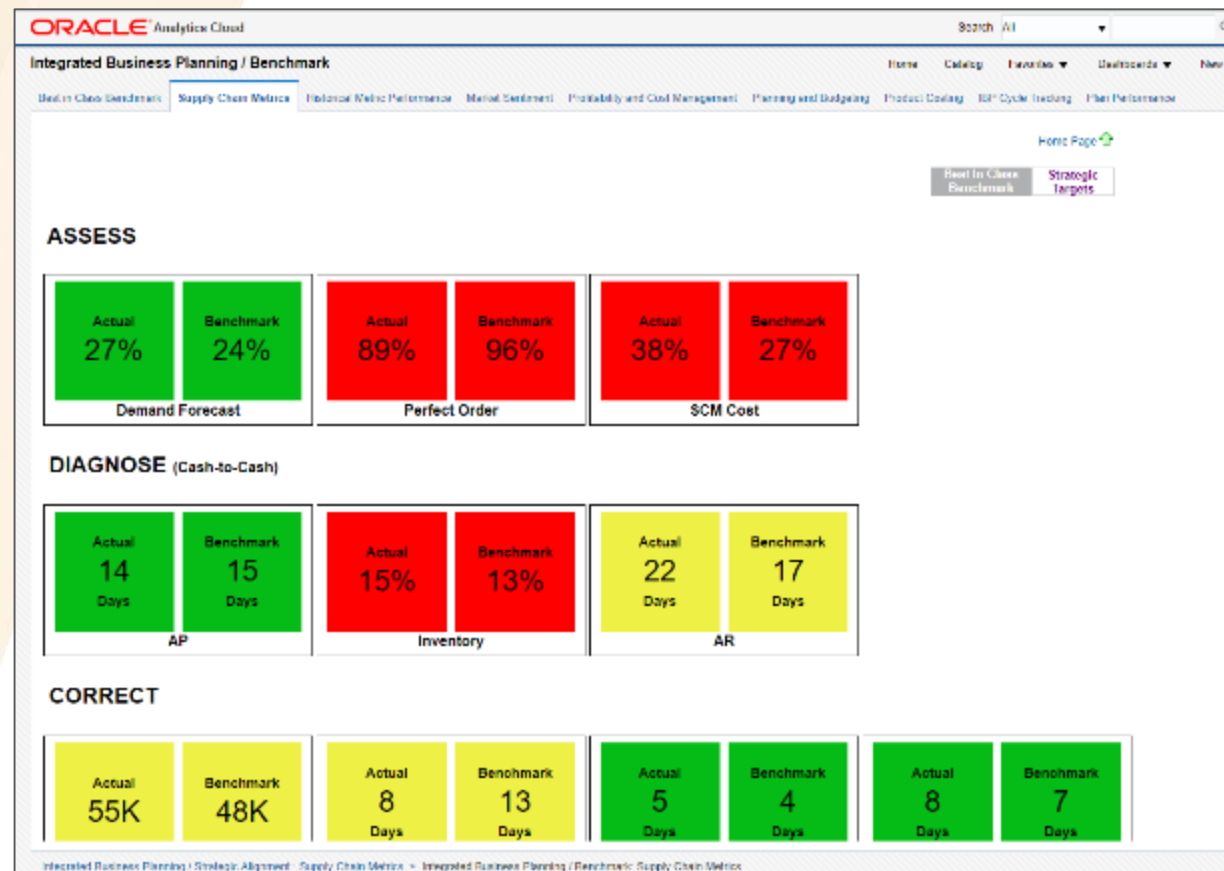
Know Sooner, Act Faster & Adapt to Change

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Align Value Chain to the Business Strategy

Leverage analytics to improve performance

- Assess, Diagnose, Correct
- Holistic view of the value chain
- Manage against strategic targets
- Evaluate against industry benchmarks
- Hierarchy of Metrics



Is Your Strategy Working?

Evaluate performance, compare scenarios

- Assess financial performance
- Review profit, cost, and margin details
- Review and adjust strategy
- Compare business strategy scenarios
- Implement changes



Integrated Business Planning

Proven process for business improvement



Disruptive Technologies Enabling Supply Chain Innovations

IOT-ENABLED

- Internet of Things
- Connect Digital Thread

INTELLIGENT

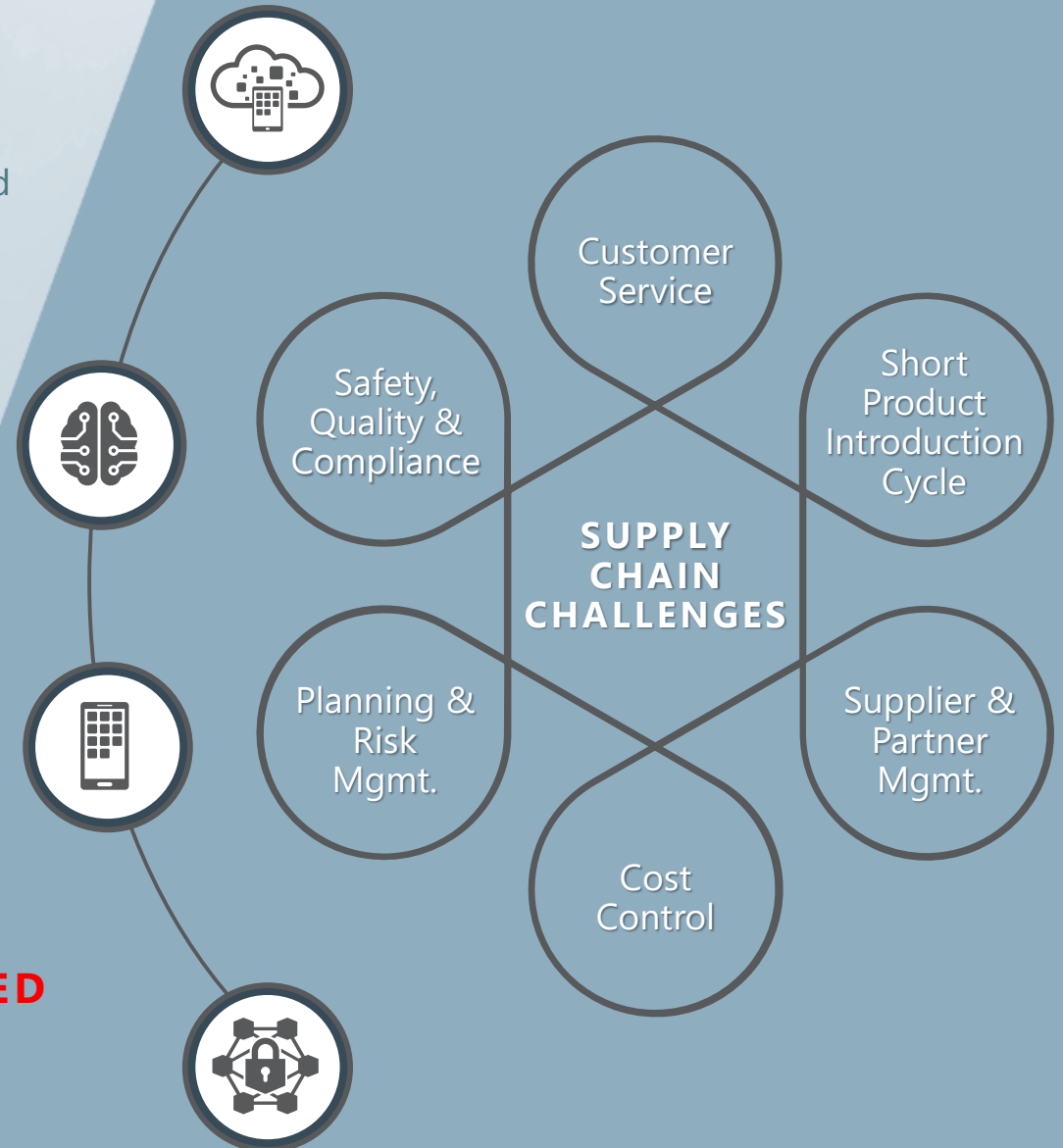
- Machine Learning
- Artificial Intelligence

INTERACTIVE

- Digital Twin
- Augmented Reality

INTERCONNECTED

- Blockchain
- Chatbots



JUNIPER

JUNIPER
NETWORKS

Demand Supply Balance, Exception Driven Process, Backlog Management, What-if Analysis (one seamless management system with supporting business processes)

Improved

- Return-on-investment (ROI) to reach over 350% in three years.
- Return will be 3.5 times of the original investment

Optimised

- Improved Lead Time Attainment by 25% from the baseline.
- Industry best-in-class LTA in the coming year.

Reduced

- Inventory reduction by \$17.6M in the 1st year.
- 26% reduction in inventory cost in the first two years.

CUSTOMER PERSPECTIVE



Given the market challenges, Juniper knew that they needed to leapfrog their competitors and strive for a best practice integrated business planning system.

Mitch Haynes, Senior Director, Juniper Networks



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TaylorMade

Driving business performance and customer service to new levels

TaylorMade is a leader manufacturer of golf clubs, bags and accessories.

TaylorMade leverages Oracle's EPM & SCP clouds and evaluates demand and supply balance using real time simulations. TaylorMade's customers already enjoys better OTIF levels and much more accurate promise dates.

Improved

- Integrated and agile demand and supply planning
- Gained advanced analytics capabilities such as demand at risk analysis and component shortage analysis
- Gained exception based planning capabilities with visibility to supply constraints



The TaylorMade logo is positioned in the upper right corner of the slide. It features a stylized white 'T' icon to the left of the brand name 'TaylorMade' in a bold, white, sans-serif font. The background of the slide is a dark, textured surface with several TaylorMade golf clubs (drivers and irons) arranged in a row, their heads reflecting light. A diagonal yellow and orange gradient bar runs across the left side of the slide, partially overlapping the text.

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