

ORACLE

Oracle Industry Playbook

Industrial Manufacturing



Industrial Manufacturing

Industrial product manufacturers are important contributors to the global economy. They supply other industrial products manufacturers with raw materials, purchased parts, major and accessory equipment, and consumable producers that ultimately are used to produce or assemble original equipment (OEMs) which finds they're way into mostly business customer's hands as the end consumer. The United States, China, and Europe are among the leading regions for industrial product sales. The industry has been facing challenges due to global economic uncertainty and the COVID-19 pandemic. The COVID-19 pandemic has led to lingering problems in production due raw material, critical parts scarcities, and workforce shortages.

Key Imperatives for Industrial Manufacturing

- 1 Digitalize the business
- 2 Build agile, resilient supply chains
- 3 Accelerate innovation and enhance quality with smart manufacturing
- 4 Upskill, reskill, hire and redefine the employee experience
- 5 Adopt service-based business models and software-driven products
- 6 Sustain green manufacturing
- 7 Prepare for mergers, acquisitions and growth

Forces Shaping the Industrial Manufacturing Industry

INDUSTRY CHALLENGES

Supply Chain Risks

Difficulty in recovering from shortages and supply chain disruptions due to geopolitical, economic, and environmental forces, while continuing to drive growth.

Demand Risk and Rising Costs

Navigating demand volatility coupled with rising material, labor, and overhead costs make it difficult to achieve performance targets and maintain profit margins.

Workforce Retention and Recruitment

Competition for talent, labor shortages, an aging workforce, and a lack of modern technology to shrink the knowledge gap.

Embedding Sustainability

Difficulty planning and reporting on environmental, social, and governance (ESG) initiatives. New regulations on CO2 emissions, conflict minerals, and product disposal.

Accelerating Innovation and Reducing IT Complexity

Complex legacy infrastructures, large data volumes, and data silos create friction and inefficiency, making it difficult to quickly develop new product innovations.

Adopting Service-Based Business Models

Difficult to pursue growth opportunities and address changing customer behaviors. Responsibility of owning and servicing assets is shifting from customer to manufacturer.

Integrating Acquisitions

Continued drive for mergers and acquisitions to address technology gaps, supplement talent, create regional supply chains, and drive growth. High costs and long lead times to integrate acquired companies.

VISION OF SUCCESS

Agile and Resilient Supply Chains

Integrate planning and forecasting across business operations to gain visibility into supply and demand networks, and respond quickly to reduce supply chain disruptions.

Efficient Operations and Maximized Fulfilment

Use data insights from connected supply chain processes, finance, and sales to adapt to demand fluctuations, manage cost variations, and mitigate profit margin risks.

Exceptional Employee Engagement

Attract, hire, and quickly onboard talent. Upskill for a more tech-savvy workforce. Elevate the employee experience with modern tools and technology.

Sustainable Value Chains

Build sustainability into every part of the supply chain. Drive customer loyalty and growth with improved transparency and reporting on ESG goals.

Faster Innovation, Simpler IT

Leverage agile and scalable IT infrastructure to meet changing business needs. Centralize data through built-in integrations, automation, real-time alerts, and machine learning.

Outcome-Based Service Offerings

Drive new recurring revenue streams, new product innovation, and enhanced sustainability via connected assets and software-driven products.

Unified Systems and Processes

Create unified financial and operational systems and processes that enable faster innovation. Adapt flexibly to changing market conditions and rapidly onboard acquired companies.

Oracle Industry Suite for Industrial Manufacturing

Future-proof your business with a secure, scalable, high-performance cloud

Oracle Industry Applications / Solutions

Supply Chain Command Center

Integrated Business Planning and Execution

Anything as a Service

3rd Party Applications / Partner Solutions

Mobile Supply Chain

Channel Revenue Mgmt.

Fables / Semi-Conductor

Lean / Kanban

IOT Data Collection

EDI / B2B

Oracle Applications / Business Capabilities

ERP Enterprise Resource Planning

- Global Accounting
- Performance Management
- Procurement
- Projects
- Risk Management and Compliance

SCM Supply Chain and Manufacturing

- Maintenance
- Manufacturing
- Order Management
- Planning
- Product Lifecycle Management
- Service Logistics
- Trade and Transportation Management
- Warehouse Management

HCM Human Capital Management

- Human Resources
- Payroll
- Talent Acquisition
- Talent Management
- Workforce Management

CX Customer Experience

- B2B Marketing
- B2C Marketing
- Commerce
- Configure, Price, Quote
- Field Service
- Partner Relationship Management
- Sales Automation
- Service
- Subscription Management

Platform Services

PS Platform Services



Analytics



Extensibility



Data



Integration



Security

Oracle Cloud Infrastructure (OCI)

Commercial and Industry Specific Clouds

Cloud@Customer



Oracle Fusion Cloud Applications Suite

A platform for enterprise-wide transformation

Customer Experience



Marketing
Sales
Service

Supply Chain & Manufacturing



Supply Chain Planning
Inventory Management
Manufacturing
Maintenance
Product Lifecycle Management
Procurement
Order Management
Logistics

Enterprise Resource Planning



Financial Management
Procurement
Project Management
Risk Management and Compliance

Enterprise Performance Management



Planning, budgeting, and forecasting
Profitability and Cost Management
Financial Consolidation and Close
Account Reconciliation
Tax Reporting
Enterprise Data Mgmt.

Human Capital Management



Human Resources
Talent Management
Workforce Management
Payroll

Data Intelligence

Revenue Transformation

Back-office Unification

Customer Experience

Supply Chain Unification

Financial Excellence

Empowered Workforce

Connected Planning



Oracle Fusion Cloud ERP

AI-Powered Finance



Financials

- General Ledger
- Accounting Hub
- Payables & Assets
- Treasury & Payments
- Expense Management
- Receivables & Collections
- Bill & Credit Management
- Revenue Management
- CPQ / Subscription Management
- Joint Venture Management
- Lease Accounting



Procurement

- Supplier Qualification Management
- Sourcing
- Procurement Contracts
- Self Service Procurement
- Purchasing
- Supplier Portal
- Spend Classification



Project Management

- Cost Management & Control
- Billing & Revenue Mgmt
- Planning, Scheduling & Forecasting
- Project Asset Management
- Project Management
- Resource Management
- Program Management
- Grant Management
- Task Management



Enterprise Performance Management

- Enterprise Planning
- Profitability & Cost Mgmt
- Narrative Reporting
- Financial Consolidation & Close
- Account Reconciliation
- Tax Reporting
- Enterprise Data Management



Risk Management

- Separation of Duties Reporting (SOD)
- Preventive SOD User Provisioning
- Security Monitoring
- User Access Reviews & Certifications
- Fraud & Payment Monitoring
- Configuration & Audit Monitoring
- Internal Control Assessments
- Risk & Controls Matrix
- Workforce Health & Safety

Touchless Operations

Predictive Insights

Connected Actions



Oracle Fusion Cloud SCM

Deep Functional Integration Connecting the Digital Thread



Supply Chain Planning

Demand Management
Supply Planning
Sales & Operations Planning
Supply Chain Collaboration

Strategic Sourcing



Supply Chain Execution

Inventory
Costing
Manufacturing
Maintenance
Quality
Production Monitoring

Smart Operations



Order Management

Order Management
Product Configuration
Order Pricing
Global Order Promising
Channel Revenue Management

Perfect Order



Logistics

Transportation Management
Global Trade Management
Warehouse Management
Logistics Network Modeling

Revenue Transformations



Product Lifecycle Management

Innovation Management
Product Hub
Product Development
Quality Management

Strategic Sourcing



Procurement

Sourcing
Contracts
Purchasing
Supplier Management

End to End Visibility



Oracle Fusion Cloud HCM

Empowering Employee Success for Exceptional Business Outcomes



Human Resources

- Benefits
- Core HR
- Work Life
- Workforce Modeling & Predictions
- Strategic Workforce Planning
- Advanced HCM Controls



Talent Management

- Recruiting
- Onboarding
- Learning
- Career Development
- Opportunity Marketplace
- Performance Management
- Compensation
- Succession Planning
- Dynamic Skills



Workforce Management

- Time & Labor
- Workforce Scheduling
- Workforce Labor Optimization
- Absence Management
- Workforce Health & Safety



Payroll

- Payroll
- Payroll Core
- Payroll Interface



Employee Experience

- HCM Communicate
- Journeys
- Connections
- Grow
- Touchpoints
- Celebrate
- HR Help Desk
- Digital Assistant

Intelligent & Automated People Processes

Hyper-Personalized Experiences

End-to-End Visibility



Oracle Fusion Cloud CX

Maximizing the Power of Your Enterprise Data and AI



Marketing

Unity Customer Data Platform
Eloqua Marketing Automation
Responsys Campaign Management
CrowdTwist Loyalty and Engagement



Sales

Fusion Sales
Sales Force Automation
Configure, Price, Quote (CPQ)
Subscription Management
Commerce
Incentive Compensation



Service

Fusion Service
Digital Customer Service
Field Service
Knowledge Management
Service Logistics

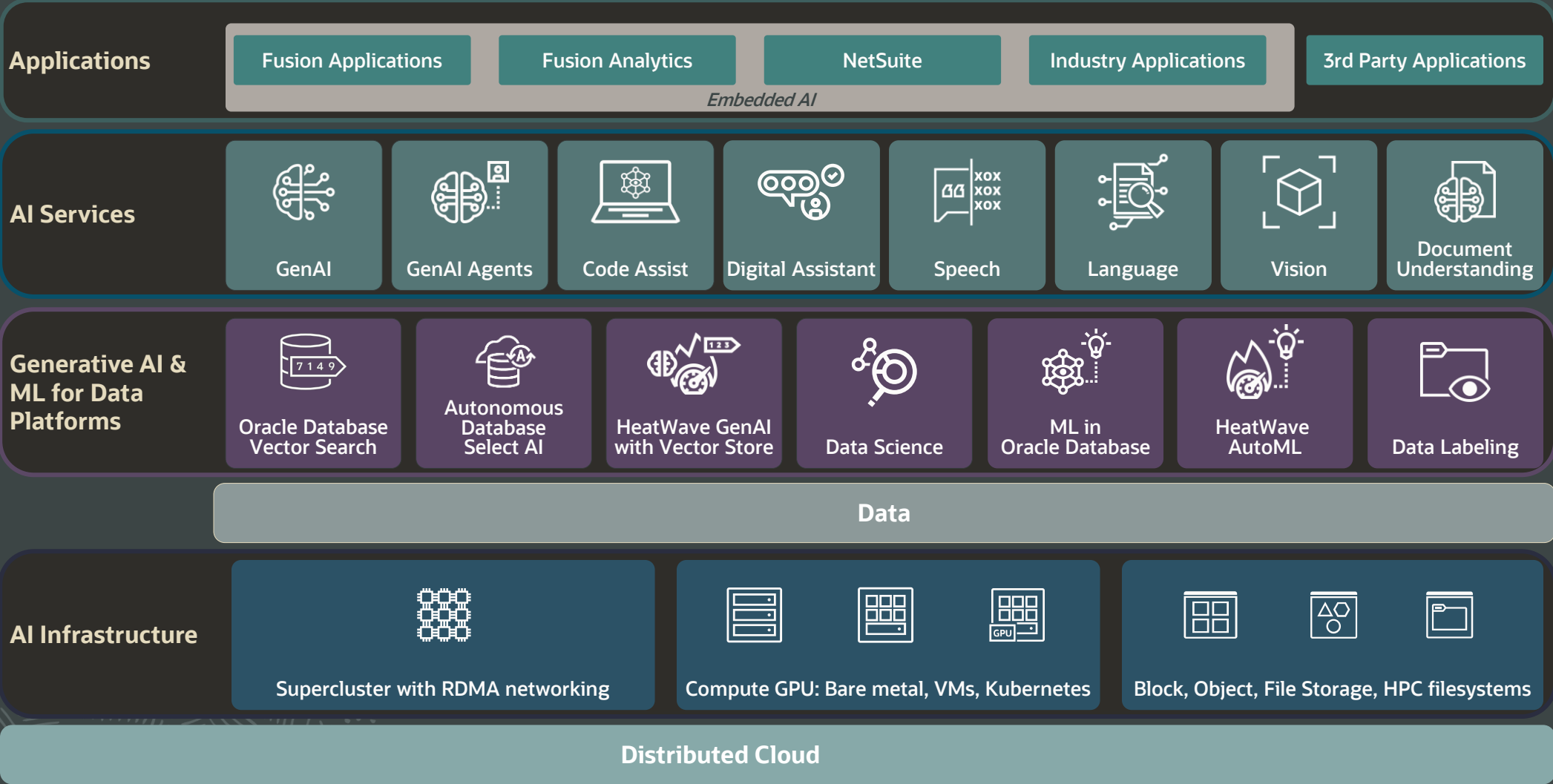
Revenue Transformation

Service Automation

Marketing and Sales Unification

Single Customer View

The Oracle AI Stack



AI Partners and ISVs



Extensive Partner and ISV Ecosystem

 **accenture**

Deloitte.

IBM

 **pwc**

Infosys

 **cognizant**

 **KPMG**

tcs

 **NVIDIA.**

 **wipro**

 **Informatica**

 **Palantir**

+20,000
Partners and ISVs

More Industry and Leadership Awards Than Any Other SaaS Company

ERP	SCM	HCM	CX
28X	10X	8X	22X

Gartner, Forrester, IDC, Omdia

Number of times top-tier analyst firms placed Oracle in a leadership position over the last 36 months

Why Oracle?

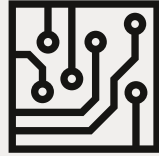


Complete Suite

Best-of-breed apps designed and built for changing customer needs—with machine learning, process automation, and other customer-driven innovations.

Finance, HR, supply chain, manufacturing, marketing, sales, service and analytics built to work together.

100s of new features each quarter.



Best Technology

Next-generation cloud infrastructure (OCI) designed for Fusion Applications.

The only public cloud with the performance, security and availability to run your mission-critical operations.

40 cloud regions worldwide for commercial and government with 9 more planned.



Applications Platform

Award-winning consumer-grade+ user experience built with Redwood Design System.

The same tools for all developers to easily personalize, extend and build applications.

Self-learning and self-improving applications.

The logo icon is a red square with rounded corners. At the top, there are three horizontal white lines representing a book's pages. In the center, there is a white outline of the Oracle logo, which is a stylized letter 'O' with a horizontal bar through it.

Oracle Playbook