

Oracle Accelerate Solutions for Industrial Manufacturing: Products & Components

An Oracle White Paper
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NOTE:

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Oracle Accelerate Solutions for Industrial Manufacturing: Products & Components

ORACLE APPLICATIONS FOR SMALL AND MEDIUM BUSINESS

“Oracle had everything: a single vendor, a single instance. That was extremely attractive and a big part of our decision-making process.”

— Patrick Harris,
Information Technology Director, Sealing
Devices Inc.

“Siebel CRM On Demand provides us with a great foundation for growth. We’re able to close more deals, turn projects around more quickly, and just be more responsive to our customers.”

— Paul Stals,
President & COO, Terry Hinge & Hardware

EXECUTIVE OVERVIEW

Industrial products and component manufacturers continue to face the issue of the business landscape – eroding margins, commoditizing of products, and globalization. All this, while they continue to drive top line and bottom line growth. A growing number of industry players are finding that the answer is to look beyond the shop floor. To stay ahead companies are constantly exploring ways to bring about efficiencies in manufacturing, streamline the supply and demand chain, and eliminate waste from all processes in the enterprise and beyond.

AN INDUSTRY OVERVIEW

Enabling the Lean Enterprise. Developing customer centric processes. Optimizing the demand-driven supply chain. Improving operational efficiencies. These critical business issues are impacting revenues, competitiveness, and profits of manufacturers of industrial products and components. Customers are demanding lower prices, higher quality, new features, and customized services. To respond to these increased demands and maintain market share, manufacturers must learn to run lean. By removing inefficiencies—from the shop floor to the extended supply chain—a lean manufacturing operation has become the new differentiator. Lean companies leverage supplier expertise to help design manufacturability into their products—at a low cost. The challenge is to do all this while still maintaining—or increasing—quality.

To take timely and well informed decisions executives need to get answers to questions like:

- “How can we grow the business by offering our customers higher value-added products and services?”
- “How can we reduce waste and free up capital to compete globally?”
- “How do we increase operational flexibility and agility to respond rapidly to changes in demand?”
- “How do we capitalize on consolidation in global markets and outsourcing?”

The small and medium products and component manufacturers face issues that are similar to their larger counterparts. In addition they need to compete with large

enterprises while continuing to be nimble and differentiate their offerings. Small and medium products and component manufacturers face challenges of having silos of information systems, which limits their ability to be agile and responsive to market requirements. To successfully compete firms need to implement business applications that enhance the ability to:

- *Enable the Lean Enterprise* – Industrial manufacturers face increased global competition that is eroding margins while commoditizing many products. Meanwhile, customers are demanding lower prices, higher quality, new features, and customized services. To respond to these increased demands and maintain market share, manufacturers are innovating to:
 - Drive Efficiency and Reduce Waste
 - Improve Visibility into Supply Chain Operations to Reduce Costs
 - Standardize Processes.

Integrated applications that provide quality information and transactional efficiency are being deployed. These provide a single source of data to easily share information across all applications—and help their organizations develop a lean and agile enterprise.

- *Develop Customer-Centric Processes* – There is always the challenge to drive revenues in the aftermarket. Having a robust suite of applications to efficiently manage the partner network, deliver profitable after sales service and improve the delivery of segmented messages are critical for profitability and growth. By deploying comprehensive customer relationship management applications (CRM), manufacturers enhance their ability to:
 - Optimize Channel Management
 - Improve Customer Acquisition & Segmentation
 - Deliver Services Profitably.

“Oracle has been quietly expanding its Enterprise Resource Planning (ERP) products for Small and Midsize Businesses (SMBs). It has added vertical industry tools to E-Business Suite Special Edition, but it has also welcomed the old J.D. Edwards reseller channel and expanded the available market in which it is allowed to sell the World and EnterpriseOne product lines.”

—AMR Research,
May 2005

- *Optimize the Demand-Driven Supply Chain* – Maintaining excess inventory impacts profits. But stopping production due to non-availability of certain inputs is typically even more costly. Having visibility into demand signals is important to plan and execute production. A comprehensive applications suite, which enables transaction efficiency across planning, procurement, sourcing, order fulfillment, and supplier relations, helps manufacturers to:
 - React Faster to Changes in Market Demand
 - Synchronizes Supply Chain with Demand Forecasts
 - Reduce Logistics Costs.

Manufacturers will be able to offer timely delivery of products, reduce costs and have fewer out-of-stock and overstock situations.

- *Achieve Manufacturing Excellence* – Smart companies are aware that to remain competitive, they need to maintain the highest level of quality while ensuring an agile manufacturing infrastructure. To drive continuous shop floor improvement. Industrial products and component manufacturers are leveraging the power of integrated manufacturing automation applications to:
 - Enhance Ability to Access Operations Information in Real Time
 - Automate and Streamline Processes to Increase Manufacturing Throughput
 - Provide Agile and Efficient Manufacturing Capabilities.

There is a critical need for manufacturers of industrial products and components companies to implement complete, easy to own, and industry focused packaged applications, to support the business.

THE ORACLE ACCELERATE DIFFERENCE

Oracle has created Oracle Accelerate especially for small and medium businesses and government entities.

- Oracle Accelerate delivers simply priced bundles of applications relevant to your industry segment from across the Oracle Applications product family (e.g. Oracle E-Business Suite, Oracle JD Edwards EnterpriseOne, Oracle PeopleSoft Enterprise and Oracle Siebel);
- Oracle Accelerate delivers rapid implementation tools called Oracle Business Accelerators to help implement solutions faster;
- Oracle Accelerate provides implementation services delivered through Oracle Consulting Services or partners who specialize in your industry segment, to minimize startup time and risk.

Using a fixed-scope approach, Oracle Accelerate substantially reduces the complexity of more traditional, large-scale implementations.

Now you can have the right applications to manage your operations and data, at the right cost—so you can achieve real business value quickly while avoiding the expensive rip-and-replace costs of other inflexible, non-scalable solutions.

WHY ORACLE ACCELERATE FOR INDUSTRIAL MANUFACTURING: PRODUCTS AND COMPONENTS?

Easy to Own Solutions

with Predictable Value

Oracle Accelerate for Small and Medium Industrial Manufacturing: Products and Component manufacturers offers a comprehensive software solution that drives innovation, improves product quality & safety, supports compliance pressures, and enables customer centricity through automated operations and informed decision making. The Oracle Accelerate Solution for Industrial Manufacturing: Products and Component incorporates best practices while maintaining the flexibility to support your evolving needs.

Oracle Accelerate provides a **comprehensive** and **flexible** solution – giving you a solution that meets your needs today and tomorrow.

Industry Focused Solutions

to Meet Your Unique Requirements.

- **Complete** – The simplest to the most complex business processes can be managed with one business applications footprint.
- **Integrated** – Take advantage of the leading industry capabilities without having to your increase IT resources.
- **Scalable** – Start small, add and change as you need, without fear or uncertainty that you will outgrow your business applications.

Oracle Accelerate is **designed** and **built** for Small and Medium Industrial Manufacturing: Products and Component manufacturers.

Complete solutions

to Meet Your Needs Today and Tomorrow

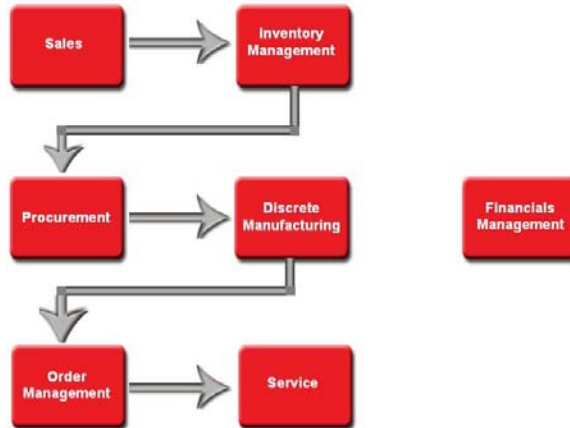
- **Rapid Deployment** – Applications, Business Accelerators, documentation, test scripts – all pre-bundled to meet your needs today and tomorrow
- **Best Practices** – Leverage best in class industry best practices developed by Oracle and our partners having worked with thousands of customers
- **Custom Fit** – Bundle solutions—you decide what you need and when you need it and incorporate your business practices during the implementation process.

Oracle Accelerate provides an affordable solution that is **easy to own** with predictable value.

- **Easy to Buy** – Simple and affordable packaged pricing
- **Easy to Use** – Applications and business flows easily configured to do business the way you do business.
- **Easy to Maintain** – Minimal IT overhead required for support. Stay on the upgrade path.
- **Easy to Adapt** – Solutions that allows you to decide what you need and when you need it

BENEFITING FROM INDUSTRY-LEADING BEST PRACTICE BUSINESS PROCESSES AND DATA

Oracle Accelerate for Industrial Manufacturing, Products and Components solution provides a baseline of standard processes, user-friendly setup utilities, master file records, end-user task views, roles, and security profiles. This baseline allows you to save time and money by providing a foundation upon which you can build your solution. The Oracle Accelerate for Industrial Manufacturing, Products and Components solution includes the following Business Processes:



“With enterprise small and medium-size business (SMB) spending leading enterprise expenditure, winning the midmarket is a key component to Oracle’s future growth. Since its acquisition of PeopleSoft, Oracle has been quietly making investments in new partnership programs, product development, and branding initiatives around the JD Edwards assets. These initiatives and investments show Oracle’s intent to compete in the midmarket. With key partner successes in the past two quarters, Oracle is demonstrating that JD Edwards is still a viable contender. Existing users should upgrade to EnterpriseOne 8.11 (the latest version) and the upcoming 2006 enhancements for JD Edwards World to take advantage of applications to be built on Project Fusion.”

—IDC,
April 2005

IMAGINE THE POSSIBILITIES

If you are interested in a rapid, low-risk approach, look no further. Oracle Accelerate solutions are packaged and delivered to be easy to own, industry-focused, and complete; just what you need, nothing you don’t, so you can start at just the right size—and price—for your needs.

UNLIMITED POSSIBILITIES FOR LIMITED BUDGETS**WHY DO SMALL AND MEDIUM BUSINESSES CHOOSE ORACLE?**

- **Easy to Own** - A low-cost computing platform and rapid implementation reduce cost from day one.
- **Easy to Implement** - Tens of thousands of SMB customers make Oracle a market leader.
- **Easy to Use** - A single integrated software suite unifies systems, streamlines processes, and drives better business performance.
- **Easy to Manage** - A uniform business platform gives customers the freedom to grow, as needed, without expensive reimplementation.

JUST WHAT YOU NEED – NOTHING YOU DON'T**RELATED PRODUCT AND SERVICES**

The following product and services are available from Oracle:

- Oracle E-Business Suite
- JD Edwards EnterpriseOne
- PeopleSoft Enterprise
- Siebel
- Oracle On Demand
- Oracle Consulting
- Oracle Support

INFORMATION ACCELERATES

Oracle is the leading vendor of e-business transformation services, providing technology and professional services to the world's leading e-businesses. Oracle Accelerate utilizes a fixed-scope approach, substantially reducing the complexity of more traditional, large-scale implementations. For customers interested in a rapid, low risk approach, Oracle Accelerate provides the opportunity to leverage world-class functionality at unprecedented entry-level value.

Oracle Accelerate delivers a complete set of applications, rapid implementation tools, and an extensive partner system, so that small and medium businesses can maximize their budgets and achieve real business value quickly. Utilizing a fixed-scope approach, Oracle Accelerate substantially reduces the complexity of more traditional, large-scale implementations.

For customers interested in a rapid, low risk approach, Oracle Accelerate provides the opportunity to leverage world-class functionality at unprecedented entry-level value.

Find out how Oracle can help your company achieve manufacturing excellence by enabling the lean enterprise, developing customer-centric processes and optimizing the demand-driven supply chain

- Learn more about Oracle Accelerate solutions for Industrial Manufacturing, Products and Components, and customer successes at: <http://www.oracle.com/accelerate>



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