

# ORACLE SUPPLY CHAIN AND ORDER MANAGEMENT ANALYTICS

## KEY FEATURES AND BENEFITS

### FOR BUSINESS USERS

- Provide actionable information to conduct intelligent analysis of orders related to regions, products, and periods
- Correlate order information with sales revenues, fulfillment performance, and customer loyalty
- Measure how effectively the organization is managing raw materials and finished goods inventories across multiple locations
- Maximize revenues by ensuring that enough goods are available to fill customer orders while keeping inventory levels and costs as low as possible

### FOR IT MANAGERS

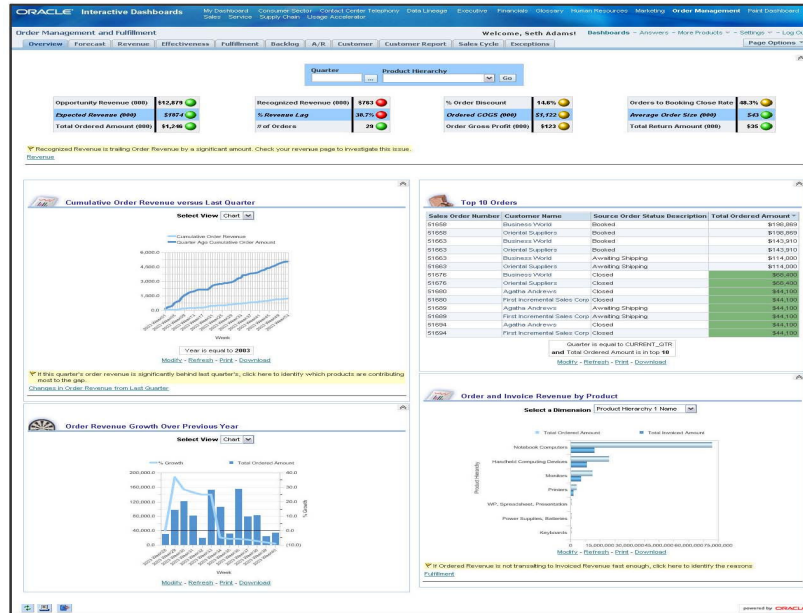
- Accelerate deployment of supply chain and order management data warehouse
- Integrate data from multiple sources to provide business users with a complete view of the customer as well as supply chain and order management processes
- Adapt to changing external and internal requirements by leveraging, not replacing, existing IT investments
- Reduce the burden on IT with comprehensive self-service capabilities
- Access key order and inventory information with Oracle Supply Chain and Order Management Analytics

*Oracle Supply Chain and Order Management Analytics delivers deep customer insight into orders and inventory data so organizations can make better decisions at each stage of the order lifecycle. By leveraging actionable and fact-based insights, companies can enhance their current supply chain and order management processes to improve financial performance and customer satisfaction. Oracle Supply Chain and Order Management Analytics enables organizations to assess inventory levels, predict product fulfillment needs before an order has been booked, identify potential order backlog issues, and stay on top of critical accounts receivable (A/R) and days sales outstanding (DSO) issues. The insights gained from this analysis lead to actionable steps to address short-term issues and provide strategic input into how to transform the supply chain and order management process.*

### **Integrated and Actionable Supply Chain and Order Management Insight**

Companies are facing increasing pressure to grow revenues and increase profitability while tightly managing costs. To achieve those objectives, enterprises depend on information that is complete, current, and adequate for answering critical business questions. However, organizations often struggle to deliver the right information to the right person at the right time. The reasons are twofold. First, there is an explosion in both the volume and the complexity of enterprise data; it is often fragmented across many disparate systems and departments. Second, the traditional business intelligence (BI) systems used by many organizations cannot provide timely, cross-value chain insight nor deliver it to large numbers of front-line users where it has the greatest impact.

More effectively managing supply chain and order management requires unlocking data hidden in systems across the enterprise including financial management, order management, and supply chain systems to provide comprehensive insight that enables action. Oracle Supply Chain and Order Management Analytics—part of the Oracle Business Intelligence Applications family—is designed to provide timely, actionable information from multiple systems so your company can improve decision quality and ultimately optimize performance.



Oracle Supply Chain and Order Management Analytics includes prebuilt dashboards that pull information from multiple enterprise systems and provide timely, complete data to corporate decision makers.

### Product Overview

Oracle Supply Chain and Order Management Analytics provides organizations with comprehensive visibility into the key factors within the order-to-cash process and the company’s supply chain—including inventory management and finished goods. The solution is also suitably integrated with other applications in the Oracle Business Intelligence Applications family to deliver robust supply chain and order management information across the company value chain. For example, Oracle Supply Chain and Order Management Analytics enables better understanding of problem areas in fulfilling certain products, unrealistic inventory levels, specific regions being unreceptive to a new product, or a set of customers submitting cancellations in a regular fashion.

Through prebuilt intelligence dashboards, Oracle Supply Chain and Order Management Analytics provides hundreds of powerful, best-practice metrics, alerts, and reports to supply chain and order management professionals as well as line of business managers. With this timely, complete information, they can gain insight into problems and take appropriate actions. Oracle Supply Chain and Order Management Analytics enables analysts to perform drill-down analyses on a near-real-time basis to determine how the business is performing. They can also more effectively manage orders that are pending fulfillment, inventory, or invoicing as well as influence the concerned department to expedite the appropriate stage in the order to cash cycle.

Traditional solutions require managers to wait days or even weeks for specific reports. With Oracle Supply Chain and Order Management Analytics, you can reduce the time it takes to generate reports. It provides more detailed reporting at a greater frequency and to a broader range of users so everyone—regardless of level—receives the information needed to make day-to-day decisions. Managers and front-line professionals can segment report data by product, geography, region, and customer so they can fine-tune strategy and improve performance. Supply chain and order management professionals and managers across the organization can monitor performance, analyze specific metrics, and compare them to targets or performance benchmarks. They can quickly spot deviations and take corrective action.

### **Enterprise Performance Management Benefits**

Oracle Supply Chain and Order Management Analytics provides source-specific business adapters that dramatically reduce the time and effort required to extract and transform data from disparate enterprise systems—including most legacy and leading commercial systems such as Oracle and SAP. Oracle Supply Chain and Order Management Analytics presents disparate data in a consolidated view to provide easy-to-use and actionable insight. The solution enables companies to more effectively manage their customers and improve business performance by

- Providing timely order, margin, cancellations, discounts, and returns data to operations departments. It reduces the time spent compiling, reconciling, and consolidating data from fragmented systems so business users can spend more time analyzing, making proactive decisions, and taking action.
- Improving inventory management for products that consistently get into backlog due to lack of appropriate stock level.
- Enabling companies to more effectively manage their order booking, billing, and backlog.
- Improving cash collections by identifying slow-paying customers or billing issues and reducing DSO.
- Analyzing discounts, order cancellations, returns, and inventory levels.

### **Next-Generation Business Intelligence Platform**

Oracle Supply Chain and Order Management Analytics is built on the Oracle Business Intelligence Suite, Enterprise Edition Plus platform—a next-generation analytics platform that fully leverages existing data warehouse and business intelligence investments. Using a metadata-centric architecture, it is designed to support the growing needs of the business user while minimizing IT maintenance and administration. It is built using standards-based technology enabling easy integration with existing IT environments and supports all leading relational database management system products. Moreover, Oracle Supply Chain and Order Management Analytics provides support for large numbers of concurrent users, multiterabyte data sets, and the largest enterprise implementations.

### **Proactive Intelligence**

Urgent business circumstances demand immediate attention. To compete effectively in today's marketplace, companies need to deliver timely information to all roles—ranging from executives and managers to front-line employees. Oracle Business Intelligence Applications provide event-based, and scheduled alerts that automatically detect problems and are delivered directly to users via e-mail, handheld, and other portable devices—or to their personalized dashboard. Oracle Supply Chain and Order Management Analytics proactively delivers insight ensuring all analytics users have the latest information to make informed decisions.

Oracle Supply Chain and Order Management Analytics places powerful information in the hands of those who have to make daily decisions—not just at the end of the quarter. For example, if orders will be cancelled unless they are fulfilled by a certain date, an alert will be triggered that notifies key stakeholders of the event. In another case, Oracle Supply Chain and Order Management Analytics can send an alert to the plant manager or other operations executives, enabling them to quickly make adjustments to purchase orders or production levels to ensure that inventories do not exceed necessary levels. Traditional BI solutions require users to discover problems manually, and thus the problem may go undetected for days or weeks—until it is too late to react.

### **Oracle Supply Chain and Order Management Analytics Applications**

Oracle Supply Chain and Order Management Analytics provides complete insight into order transactions, inventory, and fulfillment analysis across channel type, customer category, product divisions, sales organization, shipping location, inventory locations, and business units. It enables informed and intelligent decisions by providing visibility into orders not fulfilled; products with highest fulfillment lag; shipping performance trend; backlog trends; blocked, unscheduled, and delinquent orders; sales and A/R performance; order to booking close rate. They help improve customer satisfaction and profitability with additional insights on order margin, returns, cancellations, and percent order discount.

Oracle Supply Chain and Order Management Analytics additionally incorporates analysis of inventory held by an organization; bill of materials; and inventory movements in, out, and through manufacturing plants, distribution centers, or storage locations. This enables companies to monitor inventory levels against sales performance to improve cost exposure, increase turnover through inventory reduction and increased velocity, properly deploy inventory at the right place and right time, and better understand customer and supplier returns to maintain quality.

## ABOUT ORACLE BI APPLICATIONS

Oracle Business Intelligence Applications provide complete, real-time, and enterprisewide insight for all users, enabling fact-based actions and intelligent interaction. Designed for rapid deployment at a low cost of ownership, Oracle Business Intelligence Applications are prebuilt solutions that start with the customer, embrace any existing corporate data source, and are seamlessly integrated with Oracle's transactional solutions to increase effectiveness across the customer lifecycle.

All Oracle Business Intelligence Applications are powered by Oracle Business Intelligence Suite, Enterprise Edition Plus—a high-performance, highly scalable, and highly reliable next-generation BI platform that can be used to extend existing analytic solutions to meet any enterprise BI need. Additional information about Oracle Business Intelligence Applications is available at [www.oracle.com/goto/obia](http://www.oracle.com/goto/obia)

### RELATED PRODUCTS

Oracle Business Intelligence Applications include

- Oracle Financial Analytics
- Oracle Procurement and Spend Analytics
- Oracle Supply Chain and Order Management Analytics
- Oracle Human Resources Analytics
- Oracle Sales Analytics
- Oracle Price Analytics
- Oracle Marketing Analytics
- Oracle Loyalty Analytics
- Oracle Project Analytics
- Oracle Service Analytics
- Oracle Contact Center Telephony Analytics

## Summary

Across industries, companies are facing increased pressure to grow revenues while holding costs in check. This means ensuring that money spent on efforts to market, acquire, sell to, and service customers is returning the best possible results. It also means that companies need to manage their business operations as cost-effectively as possible so they meet their revenue and profitability targets. Oracle Supply Chain and Order Management Analytics creates powerful synergies with other products in the Oracle Business Intelligence Applications family by ensuring that rich insight helps drive all customer, supplier, and workforce decisions—resulting in lower costs, increased revenue, and greater profitability.



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