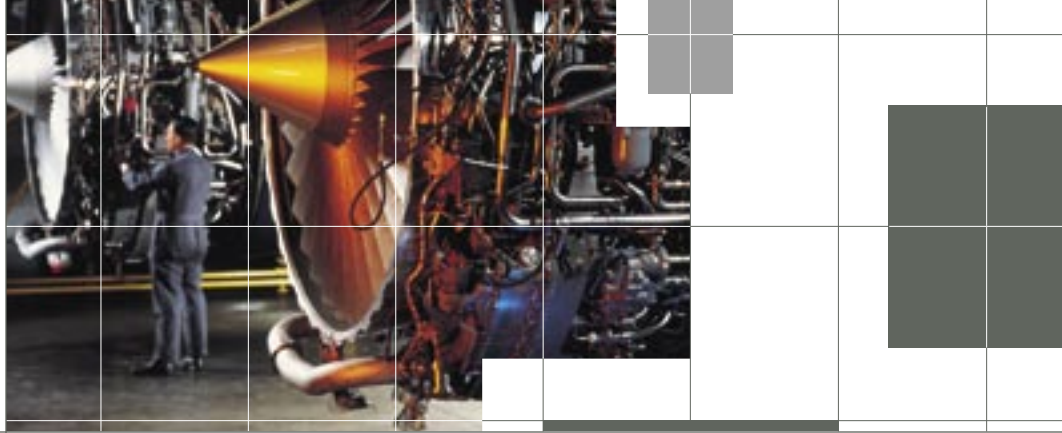


Fact: 10 of the top 10 aerospace and defense companies in North America use Oracle.



“With the completeness of its vertical functionality, Oracle’s Complex Maintenance, Repair and Overhaul (MRO) application combines strategic long-term planning and tactical execution, which lets users slash labor and material costs through stronger forecasting and higher utilization of existing resources.”

– MARK McCLUSKEY
The AMR Research Alert
April 2003

“We implemented 40 Oracle modules across nine shipyards in eight months—then brought up five new shipyards on Oracle in a matter of weeks.”

– PAUL CAUGHLIN
Vice President of IT
Bollinger Shipyards

Oracle Solutions for Aerospace and Defense

The aerospace and defense (A&D) industry faces mounting pressure on multiple fronts. National security issues necessitate new types of global contracts and more rigorous accountability. Information security is paramount, yet the distributed nature of the business—characterized by multitiered programs and geographically dispersed networks of specialized suppliers—makes it more difficult than ever to safeguard information. At the same time, International Accounting Standards require companies to report their results within days rather than weeks.

Oracle provides a complete information architecture to address these challenges. Its solutions for A&D are built on a common technology platform that combines diverse internal systems into a cohesive, integrated environment. These solutions are anchored by enterprise-scale program management functions, with best-of-breed capabilities for capturing costs, allocating resources, managing subcontractor relationships, and mitigating risks.

Because Oracle applications are engineered to support a real-time, extended enterprise, A&D companies can easily share information with their constituents—streamlining complex supply networks and lending cohesion to globally dispersed operations. Oracle solutions provide networked, information-centric views of program data, increasing productivity by automating and connecting diverse business processes. These solutions are uniquely suited to the complex nature and rigorous requirements of the A&D industry, handling everything from corporate governance and information security to business intelligence and program management.

Secure Critical Business Information

A&D companies need a security strategy that achieves business objectives without adding complexity. In the past, solutions for dealing with security issues have been fragmented and inconsistent, resulting in higher costs. Such solutions tend to ignore fundamentals such as scalability, flexibility, and manageability.

Oracle’s end-to-end security fabric helps prevent unauthorized access to confidential information, reduces the cost of managing users, and facilitates privacy—all while helping to meet stringent regulatory compliance requirements. Oracle has nearly 30 years of experience managing critical data and infrastructure; the Oracle Information Architecture allows multiple communities of users to securely share consolidated information. It includes integrated user-provisioning and access-management capabilities to simplify IT management and administration across all system components—including Web servers, application servers, and data servers.

Manage Multiple Programs and Contracts

The contracts, terms, and conditions of most A&D programs tend to be sequestered from each other, making it difficult to leverage existing knowledge and information for use in new bids. Yet without complete visibility into the myriad terms and conditions of each contract, compliance and accuracy are nearly impossible.

Enterprise-scale program management capabilities anchor Oracle's A&D solutions, helping managers capture costs, allocate resources, and manage subcontractor relationships. Oracle automates the process flow for all activities in contract and program management—from the moment a solicitation is received until a final contract is closed—giving you the benefit of a single, end-to-end system. The software simplifies cost containment and supplies visibility into program costs so you can manage and mitigate risk on a project-by-project basis. At the same time, a unified data model guarantees an accurate view of project-related activities, making it easier to assign the right resources, execute according to plan, and track profitability.

Consolidate Data from Complex Supply Networks

Managing supplier networks is critical to the success of the A&D industry. When you are dealing with highly engineered products, complex bills of material, and intricate supply chains, you need to aggregate project-based supply and demand in order to decrease lead time and reduce obsolescent inventory. Unfortunately, the industry's traditional approach to problem solving—relying on best-of-breed, program-level solutions—doesn't allow for reuse of best practices. Fragmented, redundant data makes it difficult to obtain an accurate view of operations and programs and limits the ability to respond quickly to new opportunities.

Oracle meets these challenges while addressing cross-contract, collaborative planning. Oracle's Advanced Supply Chain Planning engine can combine information from disparate legacy systems to provide visibility into all tiers, enhancing communication with subcontractors and suppliers. This enables companies to react quickly to supplier constraints, reduce obsolescence, eliminate nonvalue-added costs, and alleviate exception overload. Oracle's open architecture lets you share information throughout business units, among programs, and across supply chains—streamlining program management, controlling costs, and reducing risk.

Manage Information Throughout the Maintenance Lifecycle

A&D companies need to provide full product lifecycle support for customers, partners, and suppliers, as they control every aspect of their maintenance programs: tracking complicated configurations, managing assets, streamlining

the scheduling of routine and unplanned maintenance, and presenting enterprisewide visibility into MRO operations.

Oracle's complete product maintenance solution lets you manage complex configurations, plan maintenance activities, meet all maintenance needs, and manage planning/logistics for spare parts inventory. Oracle's integrated applications leverage a common repository, so you're better able to capture demand, develop requirements, repair or replace inventory, and automate purchasing/billing functions. Bolstered by its related offerings for call centers, Oracle has solutions for managing information throughout the entire maintenance lifecycle, from design through development, support, and retirement.

Gain Financial Accountability and Compliance

A&D organizations face increased financial accountability and regulatory scrutiny from mandates such as Sarbanes-Oxley in the U.S. and the antifraud directive in the European Union. Unfortunately, inconsistent financial-management standards, poor interprocess visibility, and lack of operational control make good corporate governance difficult to achieve.

The best way to reduce and control the cost of compliance is by consolidating and simplifying IT systems. Oracle solutions simultaneously address key regulatory-compliance mandates while also accommodating regulations focused on protecting data and retaining records. They keep managers abreast of all facets of the business by delivering a unified view of all information, including transactions, business intelligence, and intellectual assets. Oracle consolidates data from Oracle and non-Oracle applications to allow a consistent definition of customers, suppliers, partners, and employees across the entire enterprise. This consolidated information provides the basis for improving the quality of financial operations—ensuring data integrity, providing visibility across lines of business, enabling rapid reporting, and reducing costs.

Why Oracle?

To thrive in today's high-flying aerospace and defense industry, you need a strategic partner that has a long history of delivering innovative, industry-focused solutions. Oracle solutions have been continually enhanced over several decades to accommodate a diverse set of aerospace and defense issues, helping companies capture value and deliver sustainable results.

CONTACT US

Visit oracle.com/industries/aerospace
or call +1.800.ORACLE1 to learn more.