



## Outsourced Manufacturing Services Solutions

The phenomena of globalization, partnering, and outsourcing have continued to become more prevalent in the high technology industry. Outsourced Manufacturing Services (OMS) has a growing role in the industry but faces hurdles to be truly successful. OEMs seek the information visibility from, and collaboration with their OMS providers as if they were doing their own entire manufacturing and design, yet expect the reduced costs, risks, and logistics the OMS provides offer. All-around shrinking product life cycles at both OEM customers and private-label retailers are causing intense pressure on OMS margins. Oracle solutions empower OMS providers to streamline operations to be efficient, responsive and flexible.

Supply chain operations at OEMs have become more complex, while at the same time OMS production operations need to endure additional pressure to shorten the design-to-production ramp up time and achieve higher yields. OMS service providers also understand the importance of synchronizing production with customer demand and supplier capacity. The challenges faced by OEMs have created a great opportunity for OMS providers to provide added value in their supply chain services leading to new revenue streams. Oracle's best-in-class applications provide a robust platform for OMS providers to optimize end-to-end business processes and offer OEM customers higher service levels. Only Oracle applications provide an end-to-end platform that enables you to:

- Create and Manage New Services Revenue Streams
- Accelerate New Product Ramp
- Increase Supply Chain Responsiveness

### Create New Revenue Streams

OMS providers constantly look for opportunities to enhance top and bottom-line growth. Providing additional support services to OEMs represents an additional revenue stream as well as helps build long-lasting relationships. Oracle's best-of-the-breed solutions help OMS providers to proactively provide value-added services across areas like logistics, operations, design, and supply chain management to enhance revenue and margins.

Oracle Transportation Management (OTM) enables OMS providers to offer managed logistics services reducing transportation costs while also providing the capability to improve on-time delivery with clear viability. Oracle Transportation Operational Planning incorporates a flexible, rules-based engine to facilitate cost-effective carrier selection. The automated carrier selection enables cost reduction while improving customer service. The warehouse flow management capabilities allow you to effectively consider cost trade-offs between the warehouse operations and the transportation activities.

Another potential revenue stream relates to sourcing. Oracle Sourcing consolidates requirements, amendments, and responses in one central location, so suppliers can bid more quickly. It also enables

"We chose the Oracle solution over SAP because Oracle offers a flexible architecture, better product functionality, and a significantly lower overall cost. Oracle's ability to integrate all business processes in a single solution was another crucial factor. Oracle Product Lifecycle Management met our requirements exactly."

**Kris Laermans**  
Director, GDM Electronics

"Oracle is the only company to offer a fully integrated enterprise information solution so you get a full 360 degree view of your customers and your business."

### C. H. Lee

President, Inventec Multimedia & Telcomm

### Did you know?

- **All of the top 25** Electronic OEMs run Oracle Applications (Electronic Supply & Manufacturing)
- **8 of the top 10** Semiconductor companies run Oracle Applications (Electronic Business)
- **14 of the top 25** High Tech Distributors run Oracle Applications (Electronics Supply & Manufacturing)
- **All of the top 10** Fabless Semiconductor companies run Oracle Applications (Fabless Semiconductor Association)
- **8 of the top 10** Electronic Manufacturing Services (EMS) companies run Oracle Applications (Manufacturing Marketing Insider)
- **22 of the top 25** Software companies run Oracle Applications (Software Magazine)
- **9 of the top 10** Consumer Electronic companies run Oracle Applications

the lowest total cost analysis by identifying cost drivers and hidden costs that drive up total cost. The solution creates immediate savings for OEMs.

Oracle's Demantra solutions enable real-time demand sensing and collaborative consensus forecasting. OMS providers can sense demand in real-time closer to the point of consumption, improve forecasting accuracy, and evolve to a real time sales and operations planning (S&OP) process.

### Accelerate New Product Ramp

For any OMS provider, enabling OEMs to accelerate and take a product from prototype-to-production is critical. This required the elimination of information silos – a consequence of fragmented systems. Only Oracle offers solutions with integrated data management, which ensures that every part of the business runs like clockwork in order to ensure rapid ramp up.

Oracle's Agile Product Lifecycle Management (PLM) solution provides the centralized capability to manage all product information from disparate sources, creating a single product data repository that can be used across all functional departments. The solution helps manage all types of structured data, such as configurations and item attributes, as well as unstructured product information such as specifications, attributes, data sheets, and sales and marketing materials and change requests/orders, Bills of Materials (BOM).

Oracle is the only end-to-end Lean and flow manufacturing solution. The solution has seamless integration with Oracle Manufacturing and enables the frictionless flow of design/manufacturing information early in the product lifecycle. The ability to synchronize engineering and manufacturing structures and bills of materials (BOMs) reduces any process inefficiencies, enabling you to accelerate the introduction of new products.

Reduced cycle times help achieve on-time delivery of customer orders. You can use the Mixed Model Map Workbench to recognize resource requirements and then organize work into balanced line operations and design production lines and processes. You can determine daily rates for mixed model production and plan for the optimal resources needed to balance production.

### Increase Supply Chain Responsiveness

As service providers, OMS companies need to react quickly to customer requirements. Designs from OEMs must be rapidly incorporated into production and supply chain plans adjusted. Oracle provides the only enterprise solution that integrates real-time analytics with sourcing and planning capabilities to effectively manage the dynamics of the supply chain.

Oracle's Supply Chain Management (SCM) applications enable real-time demand sensing and collaborative consensus forecasting. It helps you to sense demand in real-time, improve forecasting accuracy, shape your demand for profitability. Further, it provides a path to evolve to a real time sales and operations (S&OP) planning process platform. With Oracle you can implement an effective and well-managed S&OP process that lets you balance supply and demand to achieve operational excellence.

Oracle's strategic inventory optimization tools help determine optimum inventory levels. It enables risk pooling to help plan stocks to guarantee a desired service level. The tool also help mitigate supply chain risks by capturing the variability in demand and supply to optimize inventory investments while meeting customer service objectives - at the lowest possible cost and within budgets.

Oracle's integrated suite of procurement applications drives operational excellence in the procurement processes. They enable you to automate and streamline the procure-to-pay process and support the procurement of goods and services. The application also helps reduce sourcing cycle time and creates a complete audit trail of supplier commitments.

### Oracle's end-to-end solution

Oracle understands the needs of high technology OMS enterprises. Oracle's comprehensive and pre-integrated business applications help you enable faster product ramp-up, enhance revenue and margins and get real-time visibility in your entire supply chain.

### CONTACT US

To learn more, call +1.800.ORACLE1 to speak to an Oracle representative or visit [www.oracle.com/industries/outsourced\\_manufacturing](http://www.oracle.com/industries/outsourced_manufacturing)

Outside North America, visit [oracle.com/corporate/contact](http://oracle.com/corporate/contact) to find the phone number for your local Oracle office.