



Optimize Order Fulfillment

OEM Complex Equipment manufacturers are facing increasingly complex product configurations. Customers are demanding more product customization and shorter order-to-delivery cycles, all while expecting a high level of flexibility when it comes to configuration changes. Only Oracle offers solutions with the best-in-class capabilities to ensure order accuracy, while efficiently planning and orchestrating the complete supply chain through fulfillment.

Shorter product lifecycles, coupled with increasing design complexity and product customization have made it challenging for OEM Complex Equipment manufacturers to ensure order accuracy. This complexity is a continual source of error and delay in fulfilling orders with shorter order-to-delivery cycles. Oracle's OEM Complex Equipment supply chain management (SCM) solution helps companies streamline the configuration process and quickly respond to any exceptions. Oracle SCM enables you to-

- Automatically generate error-free manufacturing bill of materials (BOM) from customer orders
- Plan and track long lead time products like ASICs
- Respond quickly to changes in customer configurations

Automatically generate error-free manufacturing BOMs from customer orders

Customers demand a higher degree of flexibility to customize configurations to meet a spectrum of different requirements. This adds to the complexity of ensuring accuracy of configurations as products evolve through a lifecycle— from engineering BOM to sales BOM through manufacturing BOM.

Oracle Configurator enables you to specify, sell, manufacture and fulfill complex customized products and solutions. The solution allows you to automatically convert sales BOM to manufacturing BOMs, track designs from concept to end of life (EOL), and associate install base failures with original product designs for root-cause analysis. Through an interactive guided selling session, customer requirements are gathered and mapped to a set of product options. Oracle Configurator ensures model consistency across the enterprise by supporting all sales channels from a single, centrally maintained configuration model. Each channel has access to the same information and same model data. Requests can be submitted through any channel but will be validated through a single configuration model. This ensures a single version of truth for manufacturing BOM. The solution enables tracking device serialization and genealogy to ensure total quality management and regulatory compliance.

You can deliver accurate, configurable orders quickly and easily. This dramatically accelerates your order-to-delivery cycles, reduces order errors, and lowers maintenance costs.

"We have all of our core back office activities directly linked to the front-end systems that support our new direct order fulfillment model."

Saeed Hosseiniyar
VP of IT, Alcatel

