

# ORACLE BUSINESS ACCELERATOR FOR JD EDWARDS ENTERPRISEONE: DISTRIBUTION

**ORACLE**

**JD EDWARDS ENTERPRISEONE**

## PRODUCT HIGHLIGHTS

- Accelerate time-to-value of popular ERP modules using implementation tools built for JD Edwards EnterpriseOne
- Implementation tools include wizards, configuration components and other assets
- Services and training from Oracle partners or Oracle Consulting Services
- Create distribution plans based on forecasts
- Create sales orders, manage pricing and view customer credit information
- Ship directly from a manufacturer to a customer
- Set the cost for new items
- Implement Return Material Authorizations (RMA)
- Use cross-docking to match sales orders and inbound inventory to prioritize shipments
- Operate with a complete procure-to-pay process from purchase order to receipt posting and journal entry
- Multi-language and multi-currency capabilities
- Extensive financial management capabilities
- Add any other JD Edwards EnterpriseOne module when business needs change and operations grow

## The Issue: Your IT System Cannot Handle Today's Distribution Challenges

As a small or medium size distributor, you face the same challenges that larger distribution companies confront. You need to add value for your customers in order to differentiate yourself from the competition but also have to cut costs to maintain your margins. At the same time, you must be able to turn over inventory quickly in order to optimize cash flow.

But unlike larger organizations, small and medium size distributors are often hampered by obsolete legacy applications and homegrown systems that once fulfilled a need but are no longer good enough. Replacing them, however, can seem like an expensive and time-consuming proposition.

## The Solution: Oracle Business Accelerator for JD Edwards EnterpriseOne: Distribution for Real-Time Financial and Inventory Visibility

Oracle Business Accelerator for JD Edwards EnterpriseOne: Distribution incorporates key components of JD Edwards EnterpriseOne financial and operational modules into a solution that helps businesses streamline core distribution operations. This package of implementation tools, with wizards and configuration components, service offerings and hardware recommendations, is designed for companies to easily select and implement a financial management system built with full-scale ERP solutions that maximize employee productivity in a minimum amount of time.

Oracle Business Accelerator for JD Edwards EnterpriseOne: Distribution provides you with control of your inventory from the time you order to the time products arrive at your customer's site. You are able to establish strategic, collaborative relationships with key suppliers and aggregate your buying power to benefit from lower sourcing costs. In addition, you get complete, real-time visibility into inventory across your organization, allowing you to better synchronize supply with demand to increase inventory turnover and lower costs.

For many distributors, cutting costs is only half the battle. To widen your margins, you need to know where you are making the most money and where you are not. You need to identify the true product profitability factors at the SKU level and customer profitability factors at the activity level to make operating decisions.

With Oracle Business Accelerator for JD Edwards EnterpriseOne: Distribution you make decisions based on all the facts gathered in real-time rather than using guesses, index cards or spreadsheets. Also, because all our applications are integrated with a comprehensive foundation of financial management software, you streamline and automate key financial and distribution processes and gain real-time visibility into your company's performance.

## A Solution with Broad Distribution Capabilities

This solution provides full-scale JD Edwards EnterpriseOne applications that streamline the

flow of transactions, information, and materials within and among businesses. Distributors are able to track costs more effectively, eliminate repetitive data entry, and stay focused on producing the highest-quality products at the lowest cost with the least amount of working capital. And when you want to increase the reach of the enterprise system, distributors can add other JD Edwards EnterpriseOne applications — all integrated and built on the same powerful database and toolset.

Oracle Business Accelerator for JD Edwards EnterpriseOne: Distribution also delivers leading practice configuration components that have been created specifically for manufacturers. Rather than spending time on activities such as setting up a chart of accounts, configuring commodity business process flows, defining user roles, or setting up system security, growing distributors can use our implementation tool.

### **Oracle Business Accelerators - Questionnaire-Driven Software Configuration with Hardware and Services**

Like all Oracle Business Accelerators for JD Edwards EnterpriseOne, Distribution has:

- A foundation of configured JD Edwards EnterpriseOne software that includes defined business processes and user roles, along with technical setup and installation support.
- Module specific questions as part of the wizard to address your requirements when the Business Accelerator builds the initial environment.
- Pre-engineered hardware configurations.
- A complete bundle of open-standards infrastructure software that includes a web application server, portal, database, and security and technology tools.
- Services from Oracle partners or Oracle Consulting Services to speed implementation and address unique system needs.
- On-site training provided by Oracle partners or Oracle Consulting Services to gets users up to speed and productive.

### **Speeding Implementation for Rapid Time-to-Value**

Since Oracle Business Accelerators for JD Edwards EnterpriseOne: Distribution includes many leading practice, configured components your implementation time is faster, even when environment and technical setups specific to your hardware and database choice are considered. This implementation tool with accelerated installation and implementation services means that your solution can be up and running in weeks instead of months.

Yet, even though JD Edwards EnterpriseOne: Distribution includes defined business processes that are refined by the requirements you specify in the wizard, you can further adapt the solution to support your specific way of doing business. Oracle's partners and Oracle Consulting Services provide implementation consulting that focuses resources on those critical processes that are unique to your organization. The result is an implementation process that meets your specific needs and accelerates time-to-value.

### **Scaling Your Investment to Meet Changing Business Needs**

Oracle Business Accelerators for JD Edwards EnterpriseOne provide you with the ideal foundation for your enterprise systems. The included applications are the same full-scale

products that are available outside of Oracle Business Accelerators for JD Edwards EnterpriseOne bundles and are not slimmed-down versions of our other offerings; they can be deployed with all other JD Edwards EnterpriseOne applications. With Oracle Business Accelerators for JD Edwards EnterpriseOne you are not constrained by technology; instead, you build from a platform to scale with growth.

### Distribution Features that Support Your Business Needs Everyday

- **Creating a Distribution Plan:** Upload forecasts and create orders to accurately fulfill customer demand in a timely manner. You will be able to improve customer satisfaction levels and therefore increase revenue.
- **Selling a Product:** Create the sales order, view customer credit information, accurately manage pricing for specific customers and market segments, automatically trigger purchase orders, send products to the customer, and post the invoice journal entry. Through automation, you can streamline the entire distribution process as well as improve cash flow by speeding delivery of invoices to your customers.
- **Direct Shipping:** Create the sales order and the corresponding purchase order to allow to you ship directly from the manufacturer to your customer — with the ability to track the order. By automating the shipment of products you don't keep in stock, you can speed delivery time and decrease handling costs.
- **Cross-Docking:** Automatically identify matches between sales orders and inbound inventory to direct receipt of goods and prioritize shipments. You increase fulfillment rates and lower handling costs associated with put-away and picking processes.
- **Setting the Cost for a New Item:** Establish the cost of an item and automatically adjust journal entries to reflect the new cost to quickly understand profit margins on products.
- **Accounting for Distribution Activity:** Automate journal entries for work order management to account for all resources associated with distributing a product, including direct labor, customer shipping and packaging requirements, and indirect overhead. This information gives you insight into the profitability of the products you are distributing.
- **Procure-to-Pay:** Create a purchase order, receive the item into inventory, make payment, and post receipt of the item to the journal to capture all information about material costs, material availability, and accounts payable. You will be better able to pay suppliers on time, increase inventory turns, and decrease carried inventory.
- **Implement Return Material Authorization (RMA):** Remove an item from inventory, process the return payment, and post the transaction to the journal. Automated RMA processes help you control quality and therefore improve customer satisfaction rates.
- **Corporate Compliance:** Leverage built in functionality to manage software changes, security risks, and financial visibility.
- **Keeping Accurate Books:** Through journal entries, trial balance, income statements, and balance sheets stay on top of your financial records and use integrities and account reconciliation programs to speed up your month end and year end processes.
- **Manage Customers:** Keep detailed information on your customers to provide you with valuable insight on managing your customers. Keep track of customer specific payment

terms and payment history details. Manage customer credit limits, write-offs, disputed charges, charge-backs, receipt, invoice, currency, and statistical information on payment history. Use this information for customized policies on specific customer relationships.

- **Manage Suppliers:** Manage and track information on the suppliers that you buy from. Record information on payment terms, discounts available, currency, historical invoice and payment history.
- **Customize Payment Terms:** For items or services you buy and for products or services you sell create customizable payment terms that allow you to take advantage of discounts and to maximize your receipt collection efforts to minimize open accounts receivable.
- **Planning and Budgeting:** Create multiple what-if budgeting scenarios where you can forecast your profit and loss out for 15 years. This same information can then be moved directly into the fiscal budget to run your “actual to plan” reporting. If things change use the re-plan to adjust for unforeseen changes in your business.
- **Track and Manage Your Assets:** Use the software system to accurately capitalize and depreciate your company’s assets. You can also use the system to track your assets through the initial asset acquire through asset retire.

### Feature/Function Highlights

- Configured distribution business processes
- Wizard that captures your process requirements
- Accelerated implementation services
- Built-in distribution processes
- Pre-engineered hardware configurations
- Pre-integrated tools and technology
- Flexible installation processes
- Bill of material creation and management
- Sales order management
- Inventory management
- Product costing
- Profitability management
- Cross-docking

### Solution Integration

With Oracle Business Accelerator for JD Edwards EnterpriseOne: Distribution, you can leverage Oracle Business Accelerators for JD Edwards EnterpriseOne Financials, HCM, CRM, and Manufacturing. You can also purchase and implement any JD Edwards EnterpriseOne module. Recommended product families include:

- Supply Chain Planning
- Supply Chain Execution
- Supply Management
- Manufacturing
- Financial Management
- Human Capital Management
- Customer Relationship Manager
- Capital Asset Management

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