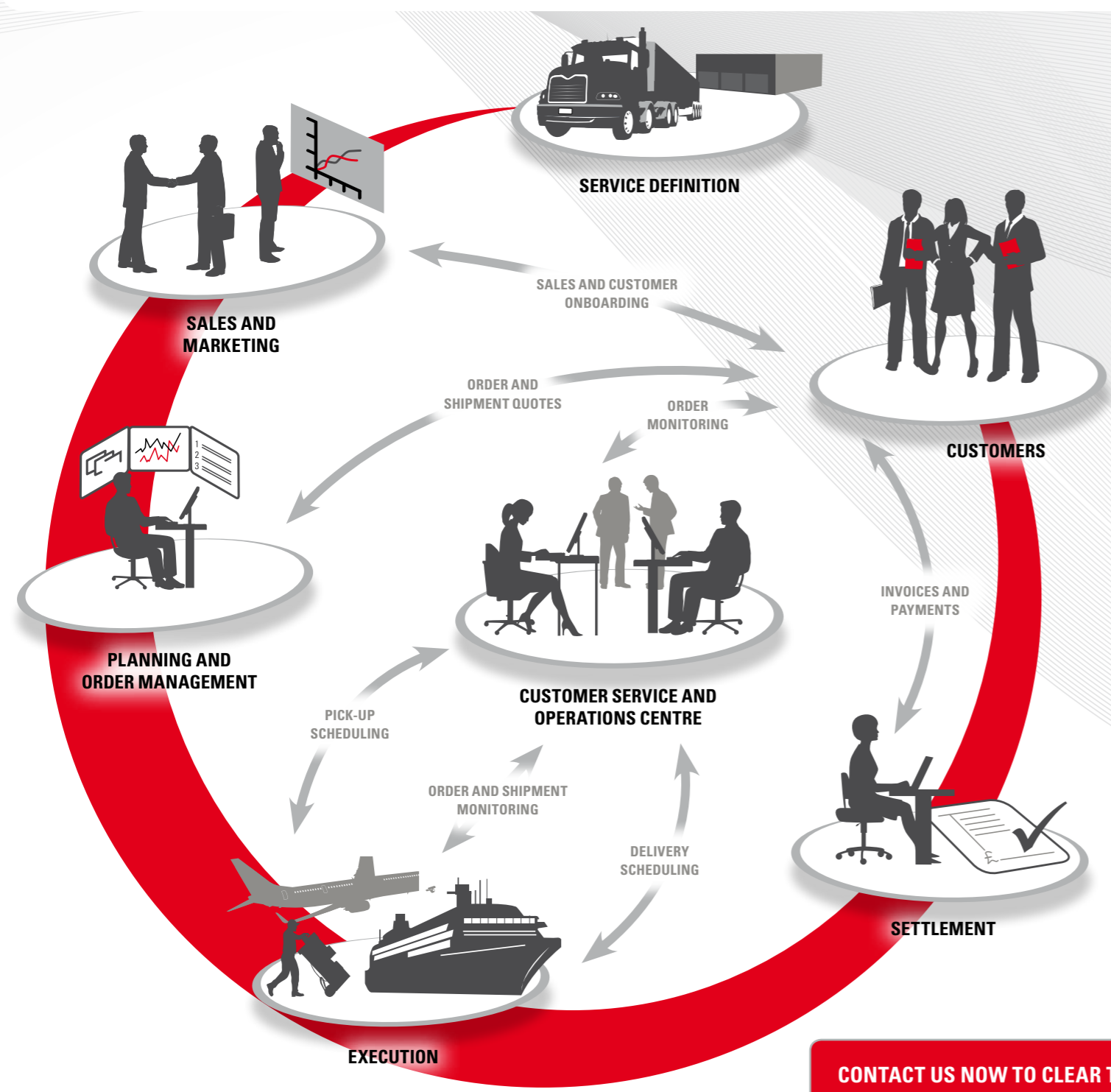


ORACLE® | ORACLE FOR LOGISTICS SERVICE PROVIDERS (LSPs)



Oracle provides transportation management, warehouse management and an integrated quote-to-cash solution to help LSPs get new services to market quickly, ensure reliable delivery, reduce operating costs, and comply with regulations.



A SINGLE CONFIGURABLE GLOBAL LOGISTICS PLATFORM

- Drive multiple logistics services for multiple clients from a single platform
- Effectively control contract logistics, forwarding, intermodal, and truckload operations
- Grow revenues and reduce costs with optimised quoting, routing, and fleet assignments
- Improve on time deliveries and supply chain visibility with automated workflow monitoring

BUSINESS INSIGHT – DRIVING SERVICE EFFICIENCY

“The Siebel CRM system from Oracle delivered reliable customer information that supported in-depth analysis. In addition, sales and service processes have been tightly integrated, enhancing collaboration between business units.”

Dongook Lee, General Manager, Hanjin Shipping





“Oracle Transportation Management has increased the geographic footprint of our transportation planning and improved consolidation for further cost reductions. In addition by centralising freight planning and customer service, we have established a leaner, more efficient approach to logistics administration.”

Ulrich Dehmer, Global Program Manager TMS, Contract Logistics, Kühne+Nagel

“Oracle Transportation Management enables us to deliver consistent visibility to our customers’ extended supply chain partners in a reliable and scalable manner.”

David Vokins, Director Product Delivery, Global Forwarding & Freight, DHL

FAST ROI, MEASURABLE RESULTS:

- 
Hansol CSN — can check order processing, inventory levels, logistics costs, and delivery schedules in real time, ensuring that staff can respond quickly to delivery delays in Korea and overseas. Logistics costs are expected to reduce as a result of better management control.
- 
Bibby Distribution — month-end close reduced from 10 to 5 days, and end-of-year books closed 25% faster, generating savings equivalent to 10% of operating profit.
- 
Agility — enabled data consolidation from HR systems across 59 countries, reducing the time to produce headcount reports from weeks to seconds, and generate expected savings of US\$5.3 million over five years.
- 
Kuehne+Nagel — lowered the resource requirements for the planning system, while significantly increasing the volume of freight managed by the application, now at approximately 800,000 managed orders annually.

CONTACT US NOW TO CLEAR THE PATH TO SUCCESS FOR YOUR ORGANISATION
<http://www.oracle.com/us/industries/travel-transportation/index.html>

ORACLE® | THE ORACLE QUOTE-TO-CASH SOLUTION

complete • open • integrated



THE PATH TO SUCCESS:

- Automate to scale the business and improve profitability**
 Automate business workflows and complex or repetitive tasks so you can grow your business with minimal increases in manpower, while reducing errors and time to market
- Leverage technology to speed time-to-market**
 Reduce the time needed to introduce new services, expand into new geographies, or merge companies with configurable Oracle solutions
- Configure solutions without customising processes and IT**
 Implement client specific business rules and workflows by configuring systems and processes to meet client requirements, save implementation costs, and ensure data and process integrity
- Collaborate with customers, partners, employees**
 Reduce the cost and time required to connect to customers and suppliers, as well as to siloed business processes within the enterprise
- Measure to drive improvement**
 Improve decision making through performance dashboards that give you visibility into KPIs and, by extension, the insights needed to identify root causes and improve processes
- Deliver one version of the truth**
 A single repository for master data that improves data management, reduces costs, and ensures data integrity, so executives can make more informed decisions based on reliable data

KEY STAGES OF THE JOURNEY:

AUTOMATE TO SCALE

FROM

- Standalone
- Non-integrated
- Manual processes and tasks

TO

- Fully integrated systems
- Fully automated processes
- Automatically driven tasks
- Customer-focused workforce

INCREASE SPEED-TO-MARKET

FROM

- Multiple operational and financial platforms
- Duplicate applications
- Data silos across the enterprise

TO

- Single integrated platform
- Central data repository
- Simplified architecture

CUSTOMISE SOLUTIONS

FROM

- Client specific applications
- Client specific SOPs
- Multiple IT systems

TO

- Standard solution sets by industry
- SOPs stored in solution repository
- Self-service portals

COLLABORATE

FROM

- Legacy EDI
- High error rates
- Batch communications
- Long lead times to change electronic links

TO

- Shippers – planning and execution
- Carriers – booking, tracking and billing
- Intra-enterprise: order placing, capacity management and exceptions

DRIVE IMPROVEMENT

FROM

- Lack of visibility
- Manual KPI computation
- Data not available in a timely manner to make changes

TO

- Dashboards providing improved information visibility
- Near real-time visibility delivering greater agility
- Improved data consistency and accuracy

ONE VERSION OF THE TRUTH

FROM

- Multiple databases
- Lack of standards definitions
- Multiple systems across the enterprise

TO

- Single data repository
- Process and definitions consistency
- Improved data accuracy from single keying

ORACLE TRANSPORTATION MANAGEMENT

- Transportation planning and execution for shippers, 3PLs and carriers
- Optimises driver-load assignments, enables fleet dispatch, and provides asset tracking
- Enhances service reliability with shipment workflow monitoring
- Single platform to manage private fleets and common carriers

ORACLE WAREHOUSE MANAGEMENT

- A standalone WMS that can work with any ERP system
- Supports multiple clients in a single warehouse or multiple warehouses
- Provides usage-based billing for LSPs
- High performance, scalable, configurable
- Built-in integrations to Oracle Transportation Management

QUOTE-TO-CASH PLATFORM

- Connects Quoting, Order, Planning, Execution, Monitoring, and Settlement processes
- Synchronises data across CRM, SCM, and ERP platforms
- Generates shipment quotes using a central contracts repository
- Executes as quoted and bills as executed
- Automates invoice generation and freight settlements