ORACLE BUSINESS ACCELERATOR INDUSTRIAL MANUFACTURING – DURABLE GOODS

KEY FEATURES

QUICK FACTS

- 57 Business flows
- 49 Oracle E-Business Suite products

ACCELERATOR ASSETS

Leading Practice

- Business Flows
- Functionality Guide
- Industry Footprint

Education & User Acceptance

- Videos
- Flow Scripts
- Process Models
- Business Case Presentation

Project Team

- How-to Guides
- Online Configuration Tool

Oracle E-Business Suite Release 12.1.3

The Comprehensive Solution for Businesses of Any Size

Oracle Business Accelerators deliver world-class functionality to answer the challenges facing today's durable goods manufacturers. Durable goods manufacturers need to drive growth through customer-centric processes to face fierce global competition and manage Complex distribution and sales requirements. They need to Optimize supply chain performance to tackle the issues of antiquated & costly operating models, inaccurate forecasts and bloated inventories. Business applications must drive growth with customer centeric processes and optimized supply chain performance.

Sample Key Business Flows Enabled

Execute Trade Promotion to Analysis

- Increase market reach and sales collaboration
- Utilize Trade Management to create and approve trade promotion activities and budgets
- Compare forecasted sales with respect to historical sales and predict anticipated ROI
- Evaluate performance of sales promotion campaigns based on actual vs. forecast sales accruals/ROI

Sourcing Requirements to Agreement

- Establish vendor base, outsource non-proprietary components and track supplier performance
- Manage the entire procurement cycle from RFQ to final purchase agreements/contracts
- Complex coordination of global/regional outsourced manufacturers and service providers

Schedule to Build - Discrete

- Adopt pull-based systems that speed information flow, eliminate waste, and reduce variability
- Issue work orders for manufacturing and issue material to work orders
- Execute and record operations activity, inspect goods
- Return components to stock and close work in process transactions

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Functions Covered				
Financials	**Distribution**	**Manufacturing & Maintenance**	**Inventory Management**	**Sales and Services**
• Organizational Budgeting • Receivable & Revenue Reconciliation • Employee Expense Management • Accounts Payable Management • Customer Online Self-Service • Auditing, Controls, and Approvals • Fixed Asset Accounting • Customer Collections Management • Inter-company Transactions • Financial Reporting	• Procurement Contract Management • Sourcing • Reverse Auction • Requisitions Management • Goods / Services Procurement • Landed Cost Management • Order Management • Make to Stock, ATO & PTO • Drop Shipments • Back to Back Orders • Item Availability & Orderability • Shipping & Returns	• Engineering Change Management • Supply Chain Planning • Collaborative Planning • Service Parts Planning • Manufacturing Partner Management – Subcontracting • Lot / Serial Genealogy • Manufacturing Execution Systems • Quality Management • Product Costing • Asset Purchase & Maintenance • Maintenance Forecasting & Budgeting • CAPA • Electronic Records and Signatures (ERES) • Line Design & Balancing • Lean Manufacturing • Kanban optimization	• Inventory Count • Inventory Planning • Change Management on Internal Sales Orders • Vendor Managed Inventory	• Sales and Pipeline Management • Trade Promotions • Ship & Debit Settlement • Service Contract Management • Service Execution • Field Service Management • Repair & Return Management
Modules Included				
Financials	**Distribution**	**Manufacturing & Maintenance**	**Inventory Management**	**Sales and Services**
• General Ledger • Receivables • Internet Expenses • Payables • Assets • iAssets • iReceivables • Cash Management • Advanced Collections • E–Business Tax • Legal Entity Configurator • Web ADI • Workflow	• Procurement Contracts • Sourcing • Purchasing • iProcurement • Services Procurement • Landed Cost Management • iSupplier Portal • Advanced Pricing • Order Management • Shipping Execution	• Engineering • Collaborative Planning • Constraint Based Optimization • Advanced Supply Chain Planning • Service Parts Planning • Bills of Material • Work in Process • Manufacturing Execution System for Discrete Manufacturing • Cost Management • Quality • E-Records • Enterprise Asset Management • Flow Manufacturing	• Inventory Management	• Sales • Quoting • Accounts Receivable Deductions Settlement • Channel Rebates and Point of Sale Management • Supplier Ship and Debit • Service Contracts • TeleService • Universal Work Queue • Install Base • Interaction Center Technology • Field Service • Depot Repair

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