Oracle Transforms Sun’s Supply Chain with Oracle Global Trade Management

“Our initial focus was global compliance policy and process standardization across our supply chain. We achieved that goal for each of our product lines; a critical factor in achieving our targets for operational efficiency. But the surprise was the unexpected benefits that the flexibility and configurability of GTM provided. Our compliance program has been able to quickly respond to new and evolving regulations and manage the deployment of corresponding policy controls with minimal to no dependence on our IT organization. We couldn’t have done that before.”

Justin Pearlman
Senior Director, Global Trade Compliance

Sun Implements Oracle Global Trade Management

Sun Microsystems needed a new and enhanced global trade management solution and, after being acquired by Oracle and learning that Oracle had just developed a Global Trade Management application, implementing the Oracle product was an easy decision. Sun was still operating within its traditional business framework however so it had to work with Oracle almost as though there were no relationship between the organizations. So Sun contracted with Oracle Consulting to create a very tightly knit implementation team comprised of Sun IT resources, Oracle consultants, and the Sun Trade Compliance teams. This team would ultimately drive the project to success ahead of schedule and under budget. Sun successfully went live in August 2010 with the first commercially available Oracle Global Trade Management and Oracle Global Trade Compliance applications, versions 6.1.

Initial Functionality Sun Deployed

- Product Classification Lookup & Assignment
- Restricted Party List Screening (Hardware Orders and web client transactions)
- Embargoed Country, Sanction, and “Red Flag” Screening
- Compliance Rule Management & License Determination
- Integration with E-Business Suite 10.7
- Integration to CUSTOMS Info for Restricted Party Lists and Product Classification Data
Why Global Trade Management?

The supply chain market had long been in need of a true global trade management application provider and system. Identifying this need in the market and leveraging the architecture of Oracle’s market-leading transportation management application, Oracle Global Trade Management was developed. From the inception, the goal was simple, build a tool that will help organizations more efficiently operate their trade operations. To that end, the first release of Oracle Global Trade Management includes items such as: Trade Master Data Setup, Product Classification, Restricted Party List Screening, Sanction Screening, Trade Content Management, as well as support for basic ad-hoc screening.

But Oracle didn’t stop there. In order to fully support a global trade operation Oracle Trade Compliance was also developed. This application includes Transaction Management, Compliance Policy Management, and Trade Control Management and helps to provide an integrated logistics and compliance platform with synchronized processes.

Sun’s Current Global Trade Management Implementation

In June 2011, Sun migrated to the next release of Oracle Global Trade Management version 6.2. This new release was integrated to the new Oracle E-Business Suite release and expanded the footprint of automated trade compliance.

In this implementation Sun added:

- Restricted Party List Screening (Software Orders)
- Automatic Re-screening of Change Orders
- Return-To-Vendor & Return Material Authorization Handling
- Flat File / Batch Screening for Other Departments such as Marketing and M&A

Today, Oracle Global Trade Management is processing all Sun’s domestic and international hardware, software, and web client orders - distributed from countries around the world - applying export licensing logic to all countries/territories.

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