



SOLVING THE REAL
CHALLENGES IN THE
**CONSUMER
GOODS INDUSTRY**

JR Simplot Runs Globally on One Instance of JD Edwards



JD Edwards customers talk about their business success as a result of partnering with Oracle and JD Edwards



CONSUMER GOODS (CG)

Manufacturers and distributors in the consumer goods industry face unprecedented pressure to provide a greater variety and quality of products, simplify complex supply chains, and compete with the price pressures imposed by retail consolidation.

In addition, higher transportation costs and a sluggish economy demand greater control and visibility of product profitability, while product-safety and contamination concerns have increased the need to improve traceability.

Oracle's JD Edwards EnterpriseOne for Consumer Goods provides a suite of powerful and comprehensive solutions specifically tailored to help overcome these fundamental business challenges, improve efficiency and profitability, and simplify compliance for consumer goods manufacturers.

A COMPREHENSIVE SOLUTION FOR CONSUMER GOODS

At the core of Oracle's JD Edwards EnterpriseOne is a highly flexible array of software solutions covering all aspects of operations including financial, human resources, customer relationship, warehousing, transportation, inventory, procurement, sales order management, and fulfillment management.

A range of deployment options allows you to efficiently manage and optimize daily business operations to enable expansion and drive profitable growth.

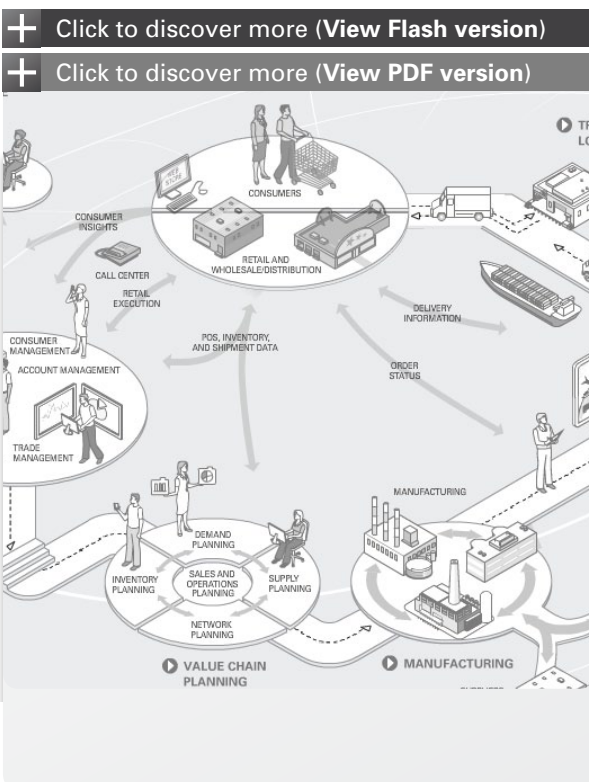
“ Oracle's JD Edwards EnterpriseOne system provided greater visibility of sales, manufacturing, and financial processes across our chemicals, foodstuffs, pharmaceuticals, and new-business subsidiaries. We can now monitor the performance of different divisions with ease.

Sang-hun Park,
Team Leader,
Process Innovation Team,
Samyang



JD EDWARDS ENTERPRISEONE CONSUMER GOODS SOLUTION

CG Industry Solution Map:



ORACLE'S CONSUMER GOODS SOLUTIONS

Oracle's JD Edwards EnterpriseOne delivers tailored products, features and functionality designed to meet the broad needs of consumer goods companies in addition to offering specialized solutions for a number of consumer goods sub-industries.

- > Consumer Goods
- > Fashion
- > Food and Beverage
- > Agribusiness
- > Life Sciences

Read on to discover how Oracle helps hundreds of CG companies execute and excel.

Land O'Lakes: JD Edwards TCO is US\$20 million less than SAP



JD Edwards customers talk about their business success as a result of partnering with Oracle & JD Edwards



CONSUMER GOODS

ORACLE INDUSTRY SOLUTIONS ADDRESS COMPLEX BUSINESS PROCESSES

Whether you start with one component or make a complete business transformation, Oracle's JD Edwards EnterpriseOne solutions enable you to build on your existing environment with an open-integration framework using standards-based middleware, helping you to speed time to value, reduce costs, and gain a competitive advantage.

JD EDWARDS CG SOLUTION FOOTPRINT

JD Edwards Products For CG:

Click to discover more (View PDF version)

Supply Chain Management

- Supply Chain Planning
- Strategic Network Optimiz
- Demand Planning
- Trade Promotion
- Distribution Planning
- Rapid Order Promis
- Global Order Manage
- Customer Order Manag
- Advanced Pricing
- Sales Order Man
- Multi Attribute F
- Mobile Sales C
- Fulfillment M
- Agreement f
- Base Confi
- Logistics Mana
- Inventor
- Mobile
- Bulk S
- Ware
- Tran
- Ad
- R
- Manu

Capital Asset Management

- Capital Asset Management
- Equipment Cost Analysis
- n-Based Maintenance

Management

- Planning and Budgeting
- Ledger
- Accounts Payable
- Accounts Receivable
- Asset Accounting
- Expense Management
- Mobile Expense Management
- Expense Self Service
- Advanced Cost Accounting
- Financial Reporting
- Cash Management



CG PRODUCTS HIGHLIGHTS

Efficiently handle multiple product attributes such as size and color with inventory visibility, procure-to-pay, and order-to-cash solutions

Benefit from support for dual unit of measure, catchweight process, cross-docking, and demand-flow manufacturing

Use Advanced Cost Accounting to achieve P&L visibility down to the product and plant level

Gain insight into manufacturing cost at the plant, work-center or production-line level

Use Transportation Management to control shipping costs and improve delivery reliability

Aggregate spend, measure supplier performance and decrease contract administration costs

Understand true service costs and customer profitability

Use supported warehouse put-away, picking and replenishment including RFID and license-plate capabilities

Increase yield and throughput, manage quality, and improve asset utilization

Benefit from multi-currency and multi-language capabilities

Support global regulatory requirements such as GTIN and GLN

Track and report inventory country of origin to reduce compliance risk

LEARN MORE

-  [Enabling CPG Executive To Meet The Challenges of Compliance](#)
-  [Consumer Goods Customer Success Stories](#)
-  [Consumer Goods Customer Success Videos](#)



CONSUMER GOODS

INCREASE PROFITABILITY WHILE MANAGING MORE COMPLEX SUPPLY CHAINS

- **Optimize your supply chain** to increase profitability and remain competitive
- **Control costs**, maintain product quality and deliver finished products in shorter timeframes
- **Efficiently handle all aspects** of sourcing, production, delivery and invoicing with integrated solutions and increased visibility
- **Control shipping costs** and expedite delivery with integrated transportation management



OPTIMIZE INVENTORY AND SUPPLIER PERFORMANCE

- **Gain greater control** over delivery timeframes, quality and price
- **Attain instant visibility** into inventory levels and locations anywhere in your supply chain
- **Closely monitor supplier performance** and shift business to the highest-performing suppliers



CG Supply Chain Challenges and Strategies:



ENSURE TRACEABILITY FROM SUPPLIER TO STORE

- **Simplify compliance** with enhanced visibility of all products
- **Limit the size and cost of recalls** by tracing products from the supplier to the final destination
- **Reduce the risk of contamination** through visibility into the key milestones of a product's lifecycle at lot level

CG Profitability Challenges and Strategies:



MANAGE COMPLEX PRICING SCENARIOS WITH EASE


- **Maximize revenue and profit** and free sales and marketing staff to focus on strategic initiatives
- **Handle the most complicated and volatile sales environments** with multi-dimensional price-adjustment calculations, sophisticated basket pricing and accrual management
- **Reduce pricing errors** and increase overall profit

CONSUMER GOODS

GAIN COMPETITIVE ADVANTAGE WITH GREATER VISIBILITY AND AGILITY

- **Gain insight** into profitability at manufacturing, plant, customer and product level
- **Increase efficiency** by adjusting your operations model to shift production to more profitable centers and raise delivery priority for your most profitable customers
- **Enhance visibility** into vital daily business metrics

LEARN MORE















-  [Oracle Consumer Packaged Goods Solutions: Resolving Business Issues in the Consumer Packaged Goods Industry](#)

CUSTOMER SUCCESS STORIES

-  [Land O'Lakes \(#1\) TCO over SAP](#)
-  [Chiquita](#)
-  [Chocolates Turin \(Spanish\)](#)
-  [Eurest \(Spanish\)](#)



JD EDWARDS CONSUMER GOODS PRODUCT FOOTPRINT

-  Attribute Management
-  Asset Lifecycle Management
-  Customer Relationship Management
-  Environmental Accounting and Reporting
-  Financial Management
-  Human Capital Management
-  Manufacturing Management
-  Order Management
-  Supply Chain Planning
-  Supply Chain Execution (Logistics)
-  Supply Management (Procurement)
-  One View Reporting
-  JD Edwards Mobile Applications
-  Tools and Technology



FASHION

The increasing dominance of retailers and their ability to dictate price presents a number of challenges to fashion manufacturers. Consumers now expect a wide range of products, sold at attractive prices, available in the shortest time, and purchasable in the most convenient manner.

Complex manufacturing and distribution needs, intricate supply chains and constantly shifting global markets can mean that having comprehensive, real-time visibility into your entire enterprise is critical in driving business change, increasing profitability and gaining competitive advantage.

APPAREL MANAGEMENT

JD Edwards EnterpriseOne is a fully integrated ERP solution to support multi-attribute items for both distribution and manufacturing companies in the fashion industry, helping you to:

OPTIMIZE SALES AND MARKETING

- **Maximize revenue and profitability** through the use of allocations management
- **Achieve greater visibility** into consumer and market demand
- **Deliver targeted products, offers, and marketing** across multiple channels

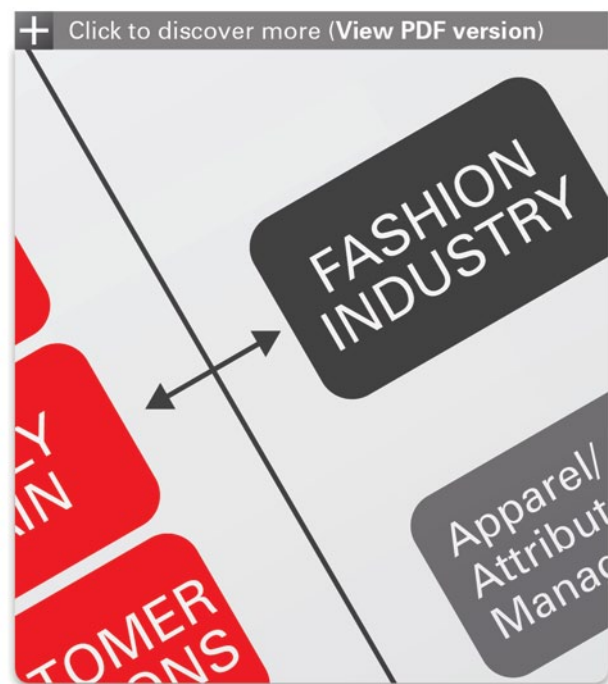
IMPROVE PRODUCT QUALITY, SERVICE LEVELS, AND COMPETITIVE ADVANTAGE

- **Implement** competitive cost per unit of measure
- **Ensure** consistent quality
- **Provide** customer-specific products based upon effective allocation rules

ENABLE CONSUMER-DRIVEN SUPPLY CHAINS

- **Accurately identify and respond** to consumer demand
- **Reduce cost** and increase efficiency within complex supply-chain networks
- **Optimize** transportation and logistics operations

An Integrated CP ERP Solution:





FASHION

The JD Edwards EnterpriseOne Apparel Management solution supports the apparel process of layering multiple fabrics and then cutting through all of them at the same time. It provides unique functionality by planning production of multiple sizes, colors, and styles by creating a global work order as a layout of the layers of fabrics and cuts.

JD EDWARDS FASHION SOLUTION HIGHLIGHTS

Gain enhanced visibility and ability to maintain information such as fabric composition and cleaning codes

Manage risk effectively, and simulate changing business conditions to develop strategic contingency plans

Manage up to ten product attributes (e.g. size, color, style, fabric rating, UV rating, etc.)

Gain profitability insight at product, channel, customer and manufacturing levels

Maximize data entry efficiency with matrix order entry for sales and purchase orders and work orders

Dynamic order priority definitions via allocations – top/bottom, color and size management

Manage catalogs, seasonal offers and multiple collections

Benefit from multi-currency and multi-language capabilities

Manage production data, create routings, and control outsourced operations

Add further modules when business needs change and operations grow

Find out more about Oracle's JD Edwards EnterpriseOne Apparel Management to discover how you can simplify operations, encourage growth and boost profitability.

FURTHER INFORMATION

 [JD Edwards Apparel Management](#)

FASHION INDUSTRY CUSTOMER SUCCESS STORIES

 [Jurlique](#)

ORACLE'S JD EDWARDS FASHION SOLUTION PRODUCT FOOTPRINT

 [Asset Lifecycle Management](#)

 [Customer Relationship Management](#)

 [Environmental Accounting and Reporting](#)

 [Financial Management](#)

 [Human Capital Management](#)

 [Manufacturing Management](#)

 [Order Management](#)

 [Supply Chain Planning](#)

 [Supply Chain Execution \(Logistics\)](#)

 [Supply Management \(Procurement\)](#)

 [One View Reporting](#)

 [JD Edwards Mobile Applications](#)

 [Tools and Technology](#)

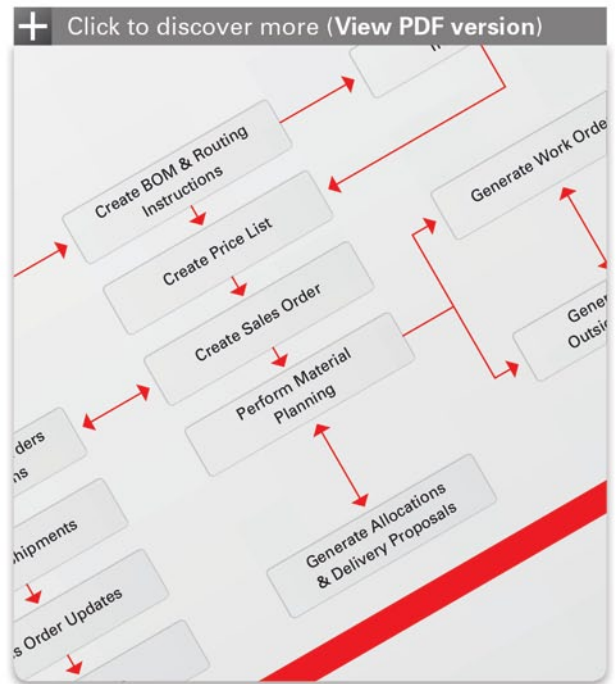


FASHION

Key Fashion ERP Processes and Functions:



Sample of Fashion Business Process Flow:





Hear the CIO of Emirates Flight Catering, Arun Tewary, speak about the extensive Oracle's JD Edwards EnterpriseOne solution it implemented to fight the challenges of the business and sustain growth.

FOOD AND BEVERAGE

Food and beverage producers face numerous unique challenges, dealing with complex supply and distribution chains, managing shelf life, and matching “push” supply with “pull” demand. Producers must work to minimize the volume of by-products arising from the production process, and manage the different timings, quality and cost associated with incoming materials and stock.

These challenges, coupled with the need to meet statutory quality and safety regulations, are forcing producers to seek fully integrated business automation solutions based on ERP. Producers are looking to improve operational effectiveness and efficiency, gain increased visibility, identify repeatable processes, improve quality control, and simplify compliance solutions.

Integrated Winery Solutions:



ORACLE JD EDWARDS ENTERPRISEONE

JD Edwards EnterpriseOne provides solutions for the food and beverage industry with a suite of specialized products and features designed to address these challenges. Integrated, standards-based solutions help food and beverage producers deliver consistently high-quality, safe, and profitable products to market in a timely fashion.



Oracle and JD Edwards EnterpriseOne provides the right tools, processes, and methodologies to manage the details of your operations, giving you increased visibility and improved productivity, which in turn enables you to speed time to market, reduce costs, and gain a competitive edge.

Specific to the needs of wineries, Oracle's JD Edwards EnterpriseOne Blend Management focuses on tracking lot attributes from the source of supply through to the finished product to drive process repeatability and label integrity while delivering high-quality results. Blend Management is fully integrated with the other JD Edwards EnterpriseOne applications and is designed to help you:

IMPROVE VISIBILITY

- **Utilize crucial information** about source composition, sample management and vessel management
- **Improve blend management planning** with sophisticated trial-blend simulation
- **Gain a complete view of every product** with end-to-end traceability across all aspects of your blending operations

STREAMLINE PROCESSES

- **Automatically recalculate** the chain of operations and lot attributes based on previous operations
- **Identify and implement** best practices and automate repeatable processes

SIMPLIFY COMPLIANCE

- **Improve transparency** and maintain standards in accordance with changing regulations
- **Gain vital insight** into additive thresholds and quality results
- **Manage spirit volumes** with both temperature and alcohol percentage parameters

 [Blend Management Demo](#)



Harvest Workbench Demo

FOOD AND BEVERAGE

Common Food and Beverage Business Pressures:

Improve Business Results via Key Features:



Find out more about Oracle JD Edwards EnterpriseOne for food and beverage, and discover how you can use increased visibility to improve the quality and profitability of your products.

“ The Web capabilities delivered through J.D. Edwards EnterpriseOne has enabled us to streamline some of our critical business processes, in particular the critical task of processing and delivering our customers’ orders.

Graham Baker
Strategic Projects Manager
Yalumba Wine Company

”



ORACLE'S JD EDWARDS ENTERPRISEONE FOOD AND BEVERAGE SOLUTIONS

- Attribute Management
- Asset Lifecycle Management
- Blend Management
- Customer Relationship Management
- Environmental Accounting and Reporting
- Financial Management
- Human Capital Management
- Manufacturing Management
- Order Management
- Supply Chain Planning
- Supply Chain Execution (Logistics)
- Supply Management (Procurement)
- One View Reporting
- JD Edwards Mobile Applications
- Tools and Technology



AGRIBUSINESS

Growers, processors, and producers in the Agribusiness sector face a number of challenges when it comes to improving profitability and simplifying processes. Oracle's JD Edwards EnterpriseOne offers solutions across all stages of the product lifecycle, helping to maximize business potential for growers and producers.

GROWERS

Food growers face a number of difficult challenges including increasing visibility into land usage, identifying best practices for producing quality products and simplifying compliance to meet food safety requirements.

Oracle's JD Edwards EnterpriseOne Grower Management can help growers to:

- **Improve supply planning** with enhanced land block and harvest information for increased visibility into crop cost, land characteristics, and farming best practices
- **Streamline entire processes**, with flexible options to quickly schedule the receipt of materials
- **Boost profitability** by minimizing crop cost and maximizing labor efficiency through combined activities
- **Enhance standards** and compliance by simplifying reporting, providing field-to-store traceability and monitoring quality to allow for immediate corrective actions



PRODUCERS

Food producers are challenged to balance supply and demand, manage external supply chains, and simplify complex payment and reporting processes, to improve profitability and provide competitive advantage.

Oracle's JD Edwards EnterpriseOne Grower Pricing and Payments enables producers to track the success of relationships with individual growers and monitor their compliance with existing agreements, helping to:

- **Improve cost control** with automated contract-management solutions
- **Maximize profits** with simplified multi-dimensional pricing structures
- **Build profitable relationships** by identifying the best suppliers and ensuring timely payments

Key Market Drivers, Issues and Solutions:





AGRIBUSINESS

AGRIBUSINESS PRODUCT HIGHLIGHTS

Get complete visibility—from the field, through the manufacturing processes, to the store shelf

Benefit from support for weigh tag processes

Have complete traceability—tracking the data for every aspect of a product to ensure lot traceability and adherence to standards such as 21 CFR Part 11

Comply with national, state and local government label and product standards
















Identify the best partners for future harvests and use strategic tools to negotiate the most advantageous contracts

Ensure repeatable, consistent products that meet consumer demands and retain brand loyalty



Find out more about Oracle's JD Edwards EnterpriseOne solutions for growers and producers to see how you can maximize efficiency and profitability across the product lifecycle.

ORACLE JD EDWARDS AGRIBUSINESS SOLUTIONS

-  [Grower Management](#)
-  [Grower Pricing and Payments](#)
-  [Asset Lifecycle Management](#)
-  [Customer Relationship Management](#)
-  [Environmental Accounting and Reporting](#)
-  [Financial Management](#)
-  [Human Capital Management](#)
-  [Manufacturing Management](#)
-  [Order Management](#)
-  [Supply Chain Planning](#)
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-  [One View Reporting](#)
-  [JD Edwards Mobile Applications](#)
-  [Tools and Technology](#)

CUSTOMER SUCCESS

-  [Grupo Penaflor \(Spanish\)](#)

OTHER RESOURCES

-  [Farm To Fork White Paper](#)



AGRIBUSINESS

Key Grower Requirements and Solutions:

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Increasing

- Track block attributes
- Plan farming activities
- Manage intended use

Food Safety

- Lot trace track
- Quality testing

Decrease

- Mass

Integrated Food and Beverage ERP Solutions:

+ Click to discover more (View PDF version)

FOOD AND BEVERAGE

CUSTOMER ORDER MANAGEMENT

GROWER MANAGEMENT

GROWER PRICING AND PAYMENTS

BLEND MANAGEMENT

HUMAN CAPITAL

CUSTOMER RELATIONS

Consumer Goods

Read more

Fashion

Read more

Food and Beverage

Read more

Agribusiness

Read more

Life Sciences

Read more



Key Grower Business Processes:

+ Click to discover more (View PDF version)

1 Contract

2

- Payment schedules
- Advance payments



LIFE SCIENCES

To maximize revenue growth and drive expansion, life sciences organizations need to find ways to increase speed to market. But complex quality-control processes and stringent regulatory requirements can make this difficult.

Failure to meet with these expectations and deliver safe, high-quality products can result in organizations incurring significant fines, or even being shut down.

“ As a global developer of medical mobility equipment, we must ensure that our distributors can provide their customers with the products they need when they need them. With Oracle’s JD Edwards EnterpriseOne, we gained the end-to-end visibility and agility required to achieve that goal, while improving our business relationships and streamlining operations.



James Dorvee
Vice President, Global
IT, Sunrise Medical (US)
LLC

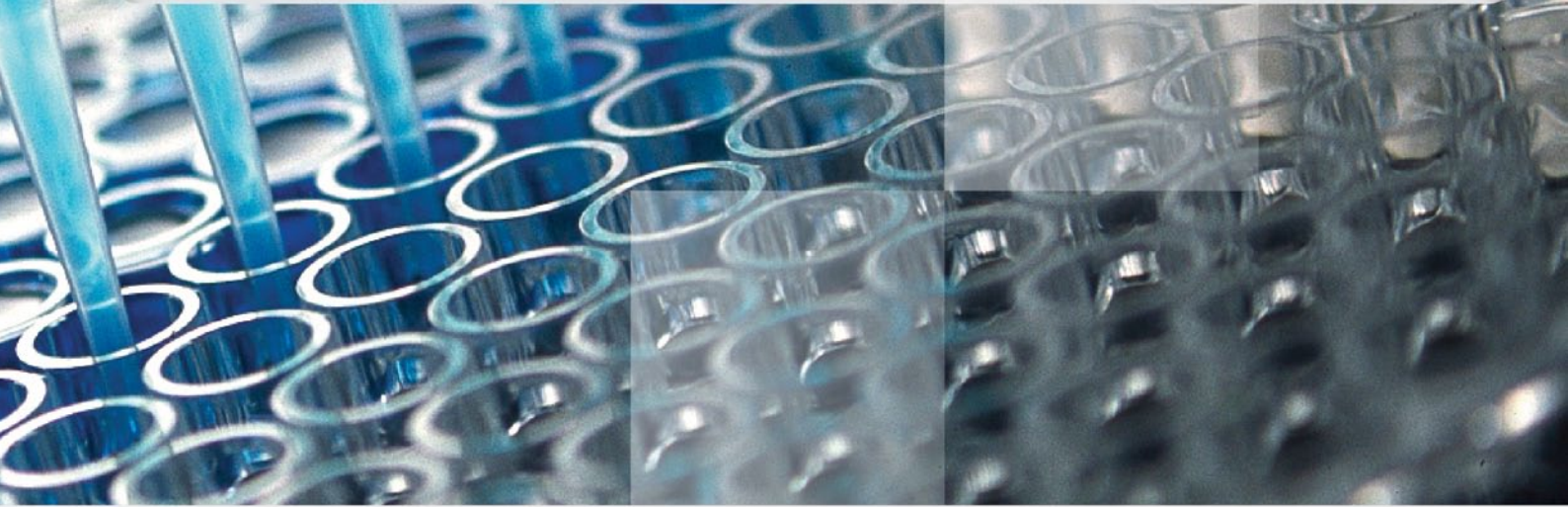
ORACLE’S JD EDWARDS ENTERPRISEONE

Oracle’s JD Edwards EnterpriseOne delivers a rich solution to help you meet these exacting standards, allowing you to develop, manufacture, test, track, market, and distribute innovative products and services that prevent and cure disease, enhance quality of life and meet shareholder expectations.

The integrated solutions of Oracle’s JD Edwards EnterpriseOne do all of this while helping you control cost, improve profit margins and enable innovation.

Complex Pressures on Life Sciences Companies:





ENHANCE VISIBILITY

- **Deliver actionable insight** with tightly integrated information tracking across all key areas
- **Improve traceability** with secure audit trails and electronic signatures
- **Control costs** with continuous monitoring of critical financial data

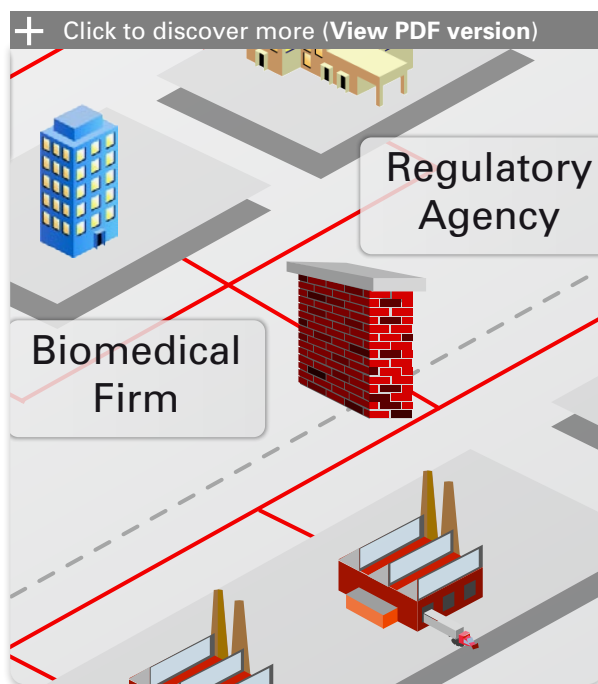
SIMPLIFY GOVERNANCE

- **Easily schedule** and manage complex compliance activities
- **Enhance accountability** with complete, accurate electronic records
- **Maximize traceability** through end-to-end tracking of all lots and processes, with up to eleven lot-control dates such as “sell as best before”, “sell by”, and user-defined dates

INSTILL BEST PRACTICES AND STREAMLINE PROCESSES

- **Define and refine** best practices for product manufacture and regulatory compliance

Research To Remedy Value Chain:





LIFE SCIENCES

LIFE SCIENCES PRODUCT HIGHLIGHTS

Support and maintain Current Good Manufacturing Practices (cGMPs) through secure record locking, audit trails, and electronic signatures on all critical records

Tightly integrated non-conformance tracking from suppliers, internal operations, and customer complaints.

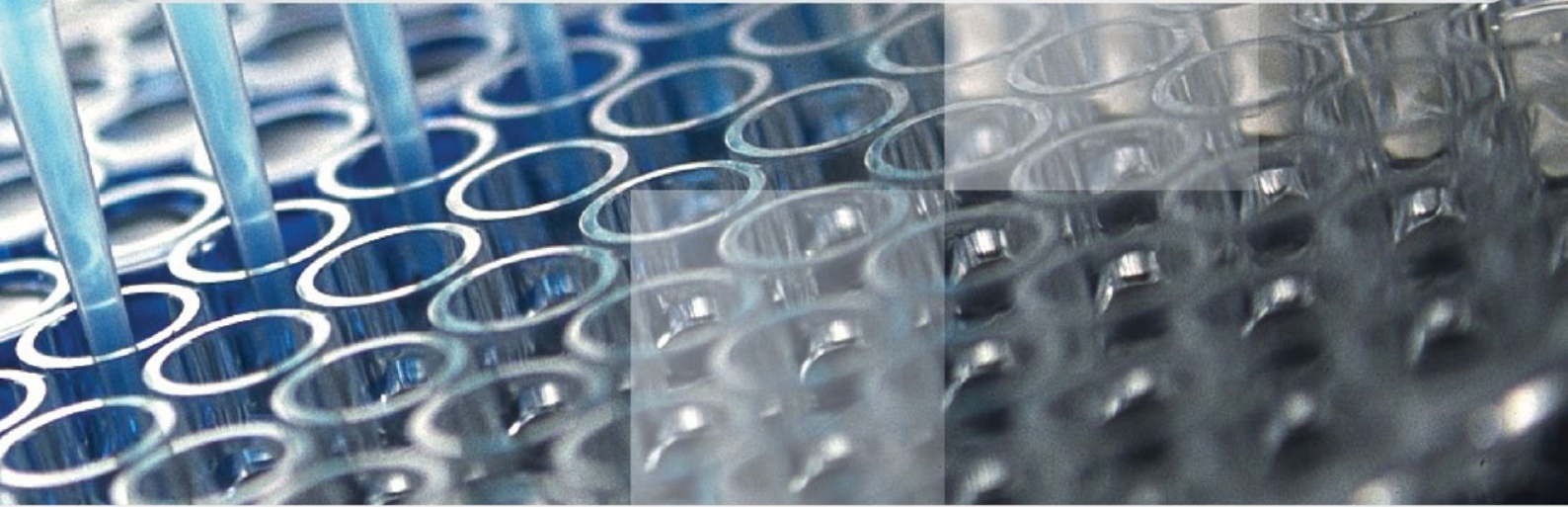
Maintain and approve accurate and complete electronic records to support reviews of manufacturing and non-conformance processes.

Management of surgical kits through license-plate controls. Tracking of consigned quantities and service part “trunk” stocks.

Extensive lot and serial control features:


- End-to-end track and trace
- Expire, Best-By, Sell-By, stability and other dates
- Lead-time days for quality approvals
- Customer lot preferences
- Percentage of life tracking
- Lot expiration based on shortest ingredient life
- Conditional lot movements and holds
- Mass updates of lot expirations

Global Locator Numbers (GLNs) provide unique address identifications for physical locations.



Find out more about Oracle's JD Edwards EnterpriseOne for Life Sciences to see how you can maximize revenue growth and drive innovation while simplifying regulatory compliance.

ORACLE'S LIFE SCIENCES SOLUTIONS

-  Attribute Management
-  Asset Lifecycle Management
-  Oracle Clinical Trials Management System
-  Oracle CRM for Medical
-  Oracle CRM for Pharma
-  Environmental Accounting and Reporting
-  Financial Management
-  Human Capital Management
-  Manufacturing Management
-  Order Management
-  Quality Management
-  Supply Chain Planning
-  Supply Chain Execution (Logistics)
-  Supply Management (Procurement)
-  One View Reporting
-  JD Edwards Mobile Applications
-  Tools and Technology
-  Oracle Agile Product Lifecycle Management



LIFE SCIENCES

Capture Signatures/Approvals:

Trace and Track:
Lot Management:





SUMMARY

ORACLE SOLUTIONS FOR OTHER INDUSTRIES

Oracle's JD Edwards EnterpriseOne offers a broad range of solutions to address complex business processes in many industries.

Designed to integrate seamlessly with existing IT environments, Oracle's JD Edwards industry-specific solutions help organizations worldwide optimize end-to-end business processes, accelerate operations, and reduce costs across the enterprise, to build sustainable competitive advantage.

To find out more about Oracle's tailored solutions for other industries, visit the [JD Edwards Portal](#).





RESOURCES


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-  Consumer Goods Customers Success Videos
-  Oracle JD Edwards EnterpriseOne Customer Success Stories
-  All JD Edward Products
-  JD Edwards EnterpriseOne Internet of Things
-  JD Edwards Resource Library

-  White paper: Oracle's JD Edwards EnterpriseOne—The Low TCO, High ROI Option for Top Tier ERP
-  One View Reporting
-  In Memory Sales Advisor
-  In Memory Planning Advisor

