

ORACLE®



JD Edwards EnterpriseOne Industrial Manufacturing

Executive Overview

ORACLE

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JD EDWARDS ENTERPRISEONE

Safe Harbor Statement

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The Challenges We're Hearing

Respond to Customer Demands

“How can we respond more rapidly to changes in market conditions?”

Revenue Growth and Accelerated Innovation

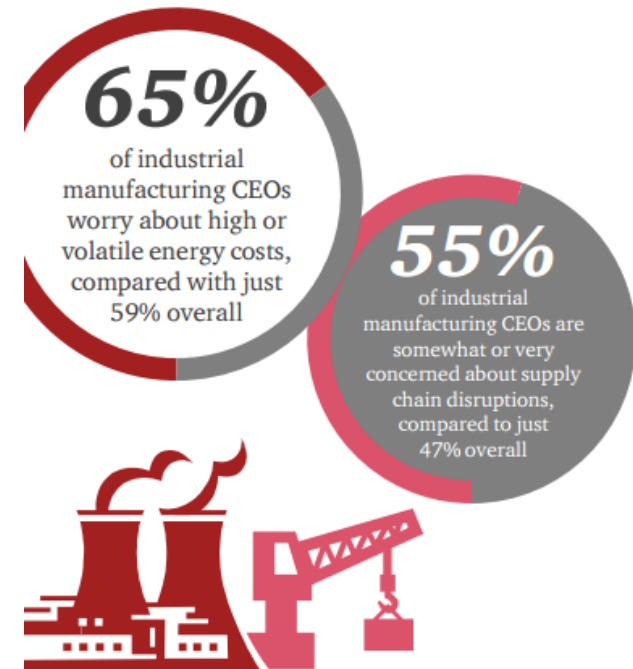
“How can we grow the business by offering our customers higher value products and services?”

Globalization and Consolidation

“How do we capitalize on industry consolidation and global market opportunities?”

Margin Erosion

“How can we implement Lean to reduce waste, support the bottom line and free up capital?”



Source: [18th Annual Global CEO Survey 2015](#) PWC

The Value Chain



MANUFACTURING



INVENTORY



LOGISTICS



SUPPLIERS



CUSTOMERS

Mixed Mode Manufacturing

Manufacture to Order – Configure to Order – Engineer to Order – Assemble to Order
Manufacture to Stock

Forecast-Driven
Work Orders
Individual, Separate Unit
Low Volume/High Complexity



Demand-Driven
Work Order-Less
Mixed Model
Customized Products

Mass Production
Minimal Product Variation
High Volume, Low Complexity



Batch Processing
Recipe/Formula Based
Variable Ingredients
Co and By Products

Visibility Across the Value Chain

Quick, Accurate, Management by Exception Decision Making



Plan and develop strategies



Real-time, tactical problem solving



Get notified, take action



Make end users happy and productive

JD Edwards EnterpriseOne Global Industrial Manufacturing Customer Examples

Industry Segments

- Industrial Products
- Heavy Equipment
- Durable Goods
- Medical Device
- Automotive
- Aerospace and Defense



Oracle in Industrial Manufacturing

Did you Know?



9 of the top 10 Fortune's industrial and farm equipment manufacturers run Oracle Applications



8 of the top 10 Industry Week's leading machinery manufacturers run Oracle Applications



10 of the top 15 leading container and packaging companies run Oracle Applications

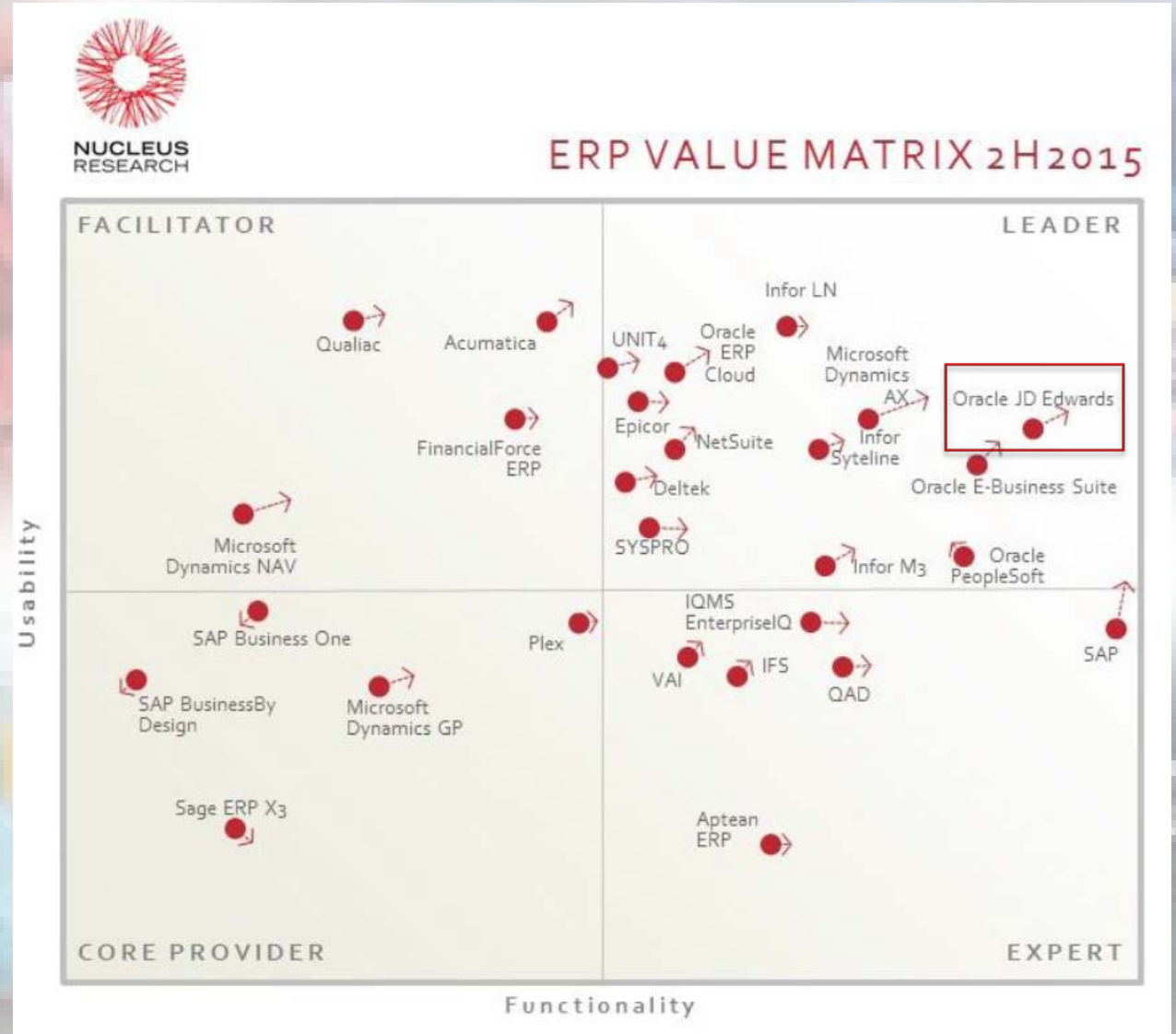


7 of the top 10 electrical equipment manufacturers on the Fortune 500 run Oracle Applications

Nucleus Reports ERP Value Matrix 2nd Half 2015

JD Edwards Remains the Leader

[On Nucleus site by subscriber](#)



Summary

- Oracle has a strong presence in Industrial Manufacturing.
- JD Edwards EnterpriseOne provides the power to grow your business while responding to customer demands, globalization, and mitigating risk.
- Oracle and JD Edwards EnterpriseOne provides visibility across the enterprise for quick, accurate decision making.
- Customers confirm the JD Edwards EnterpriseOne Solution.



Hardware and Software Engineered to Work Together

ORACLE®