



INDUSTRIAL MANUFACTURING

Unlock Endless Possibilities

Enabling a resilient and modern organization for the journey ahead



Industrial manufacturing

Industrial product manufacturers are the backbone of the global economy, supplying essential materials, components, and equipment that power industries worldwide. They drive innovation, employ millions, and fuel economic growth. However, rising costs, geopolitical instability, and supply chain disruptions pose ongoing challenges, demanding resilience and strategic adaptation to stay competitive.

Key imperatives for industrial manufacturing

- Digitize the business
- Build agile, resilient supply chains
- Accelerate innovation and enhance quality with smart manufacturing
- Upskill, reskill, hire, and redefine the employee experience
- Adopt service-based business models and software-driven products
- Sustain green manufacturing
- Prepare for mergers, acquisitions, and growth

Forces shaping the industrial manufacturing sector

INDUSTRY CHALLENGES

Supply chain risks

Difficulty in recovering from shortages and supply chain disruptions due to geopolitical, economic, and environmental forces, while continuing to drive growth.

Demand risk and rising costs

Navigating demand volatility coupled with rising material, labor, and overhead costs make it difficult to achieve performance targets and maintain margins.

Workforce retention and recruitment

Competition for talent, labor shortages, an aging workforce, and a lack of modern technology to shrink the knowledge gap.

Embedding sustainability

Difficulty developing plans and measuring success on environmental, social, and governance initiatives. Increased public demand for transparency. New government regulations on CO2 emissions, conflict minerals, and product disposal.

Accelerating innovation and reducing IT complexity

Complex legacy infrastructures, large data volumes, and data silos create friction and inefficiency, making it difficult to quickly develop new product innovations and technologies.

Adopting service-based business models

Difficulty pursuing growth opportunities and addressing customer needs as they transition from buying products to buying outcomes. Responsibility of owning and servicing assets is shifting from customer to manufacturer.

VISION OF SUCCESS

Click on a section to learn more.



1: Improve supply chain efficiency

Gain visibility into supply and demand networks, create redundancy and alternatives for agile response, and reduce supply chain risk.

Recommended actions:

- Use AI, automation, and blockchain to improve the agility and efficiency of your supply chain
- Build a supplier network with redundancy and resiliency
- Create a more agile approach to sourcing so that you can more quickly adjust to issues

How to get started:

- Analyze existing supplier network and supplier data
- Explore new ways to use predictive analytics and forecasting to get ahead of disruptions to supply and price
- Determine any key bottlenecks or risks in your current supply chain

Oracle capabilities enabling strategic goals



2: Meet and exceed performance targets

Achieve your targets in a volatile world. Focus on efficient execution, scenario planning, and advanced analytics that show where you are making and losing money.

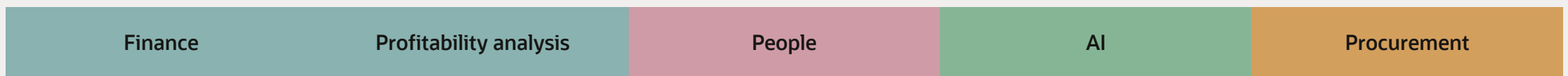
Recommended actions:

- Invest in modernizing your technology stack to a real-time, connected cloud
- Get granular about profit margins and business results
- Manage your people to think differently about the holistic costs of running the business—and give them modern tools for actionable insights

How to get started:

- Analyze existing financial and operational data
- Use predictive analytics to improve profitability and forecasting
- Get key pieces of data together that show real profitability—spanning procurement, human resources, travel, supplies, and more
- Learn about AI and how it can boost efficiency and optimization

Oracle capabilities enabling strategic goals



3: Transform the workforce

Transform your workforce for modern needs.

Recommended actions:

- Build global consistency at every stage of the employee lifecycle
- Enhance the employee experience culturally and in key areas such as health and safety
- Position HR as a strategic partner rather than as a transactional function
- Use data and analytics for informed decision-making in human capital strategies, aligning HR support with broader business goal
- Prioritize employee retention by fostering a corporate culture that aligns with your workforce's values and work-life balance needs

How to get started:

- Eliminate sources of turnover for employees, and replace them with workplace technology that will make their jobs easier
- Identify key risks, such as an aging workforce and tribal knowledge that could get lost with departures or retirements
- Assess where next-generation technology can improve health and safety, such as AR/VR training or AR/VR manuals during task completion

Oracle capabilities enabling strategic goals

Human capital management

Workforce health and safety



4: Achieve sustainability excellence

Efficiently track sustainability KPIs through interaction with execution systems, format stakeholder friendly reports, satisfy auditing agencies, quickly respond to potential quality testing, isolation, and recalls.

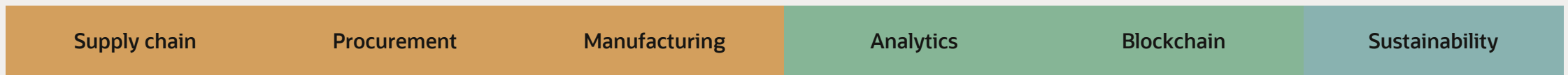
Recommended actions:

- Create a complete picture of sustainability, from supply chain to manufacturing to employee travel and more
- Stay ahead of emerging sustainability reporting requirements that align with regulations and also match your brand promise

How to get started:

- Set up sustainability measurements that matter
- Understand changing global requirements regarding sustainability
- Measure customer sentiment to assess whether customers care about your sustainability efforts

Oracle capabilities enabling strategic goals



5: Run a modern business on the cloud

Run a modern business using integrated systems that link operations, workforce management, supply chains, and more.

Recommended actions:

- Invest in modernizing your technology stack to a real-time, connected cloud
- Link sales and marketing to operational realities
- Modernize the service experience to include predictive maintenance

How to get started:

- Analyze existing silos that are hindering a connected business
- Learn about AI and how it can boost efficiency and optimization
- Create a cloud modernization strategy

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6: Capitalize on new business models

Create new recurring revenue streams, new product innovation, and enhanced sustainability via connected assets and software-driven products.

Recommended actions:

- Experiment and explore new business models such as pay as you go
- Offer new bundles and change the role of ecosystem partners
- Determine pricing and billing needs for new business models

How to get started:

- Build an innovation network to define and expand a suite of digital services
- Analyze pricing models and prices for new product offerings
- Assemble a list of key partners

Oracle capabilities enabling strategic goals



Internal questions to get going

Operations

Do we have waste in our operations?

Where can AI benefit us to improve efficiency and accuracy?

What challenges do we face trying to predict and meet changing demands in a changing competitive environment?

Change management

Do your associates feel like they're working with modern technology?

What kind of upskilling will your teams need to administer and adopt this kind of cloud technology?

Can you risk losing top talent to other firms with more modern technology?

Which teams do you foresee being the hardest to enable? Fastest?

Modern tech stack

How modern are the technologies our employees use?

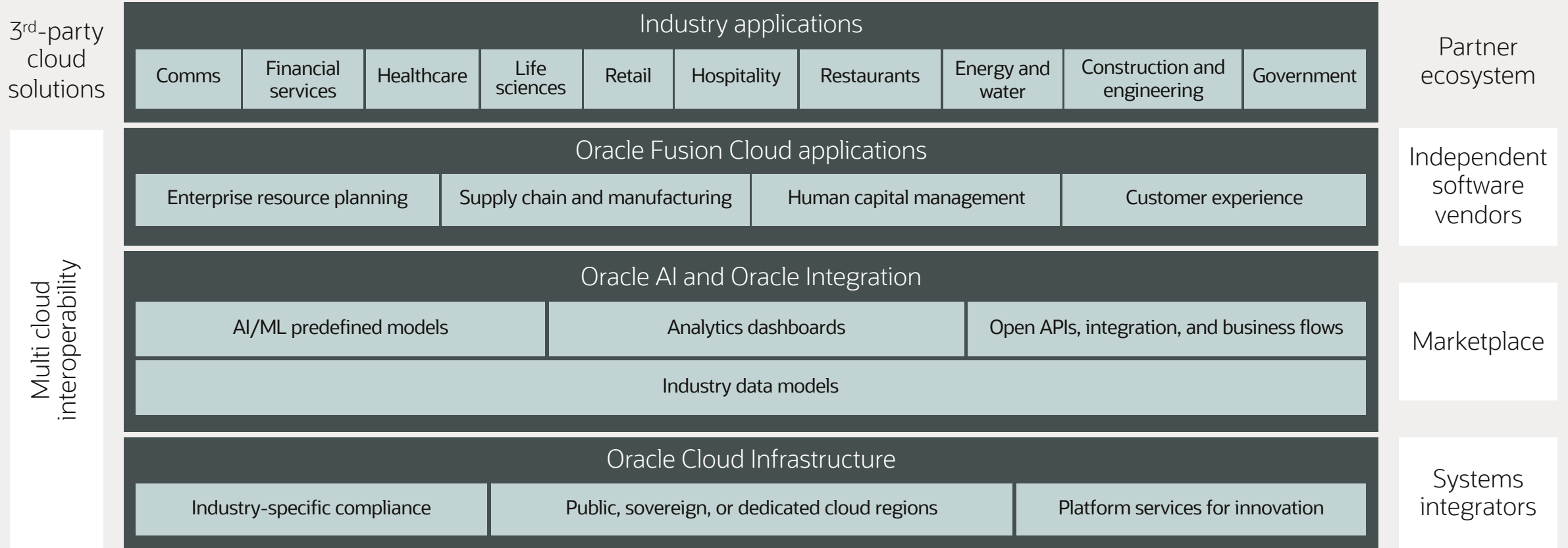
How modern are the technologies that increase product and customer engagement?

Are we slowed down by our technology?

Do employees feel they have the right tools to meet fast-paced demands?



Oracle solutions for every industry



Why Oracle?

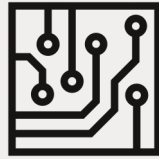


Complete suite

Best-of-breed apps designed and built based on customer needs—with AI throughout.

Industry-specific apps, finance, HR, supply chain, manufacturing, marketing, sales, service, and analytics built to work together.

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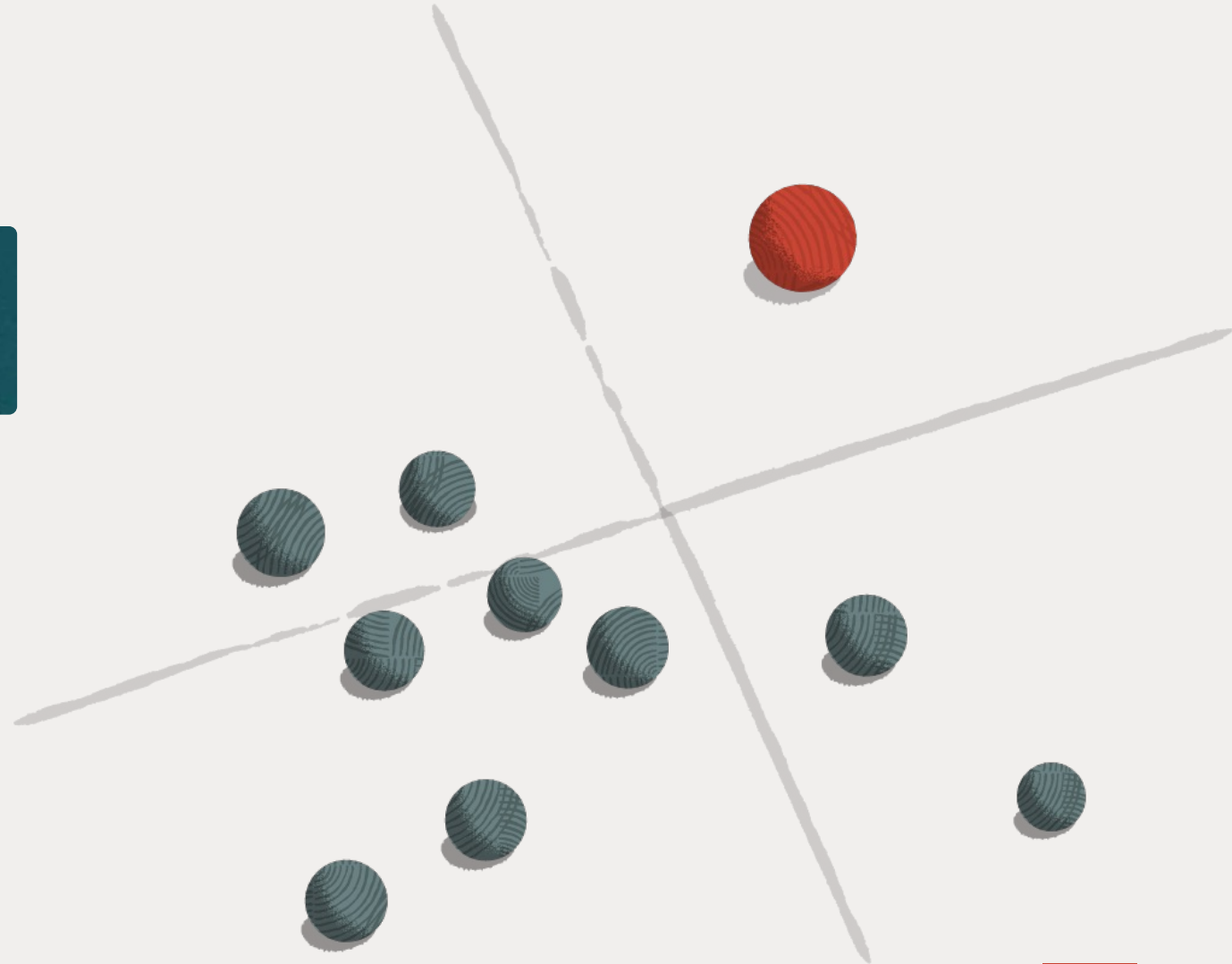

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