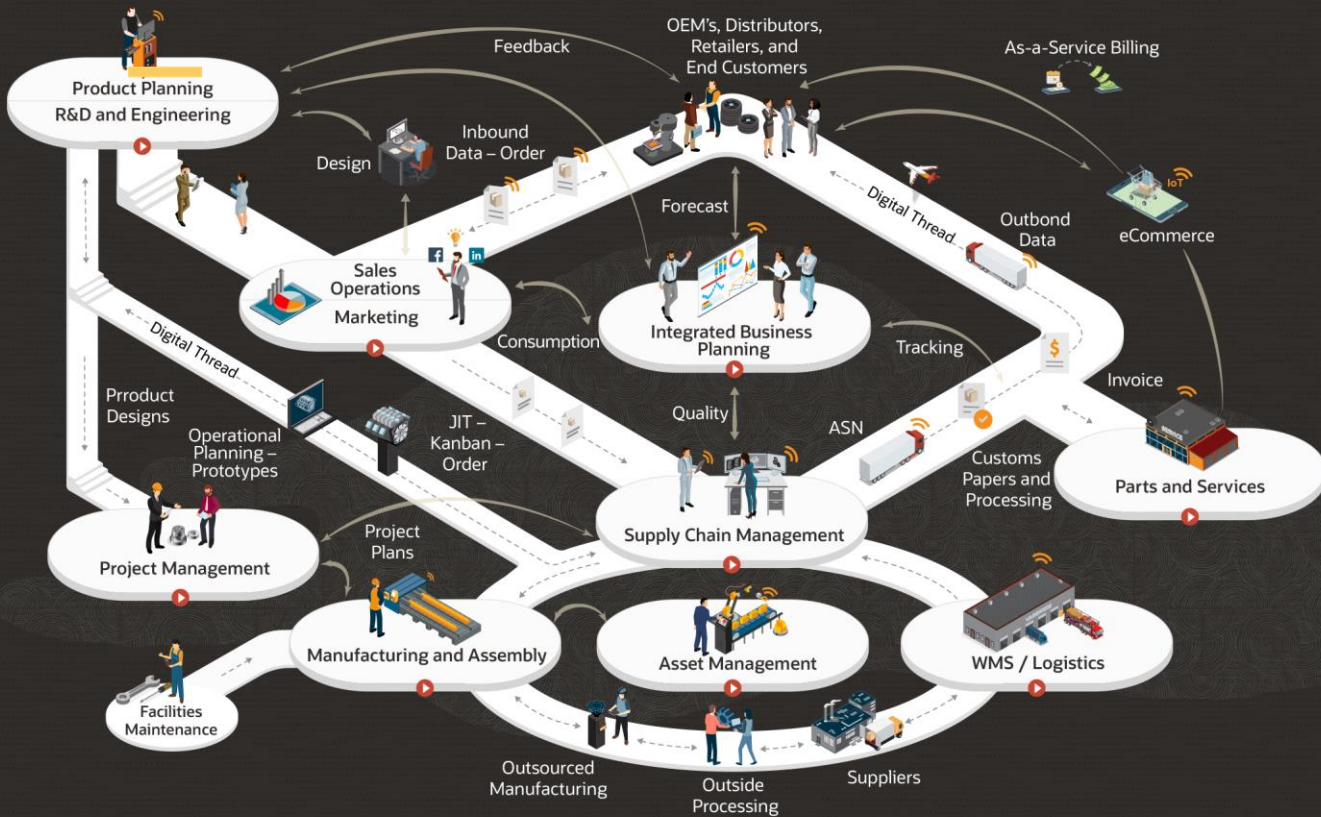ORACLE
Industrial
Manufacturing

Oracle for the Heavy Equipment Industry

To thrive against the competition in today's challenging environment, heavy equipment manufacturers must be as agile, innovative, and forward thinking as any industry. The digital economy and globalization developments have not bypassed this traditional manufacturing sector.

Every aspect of customer management, product design, operations, and field service continue to evolve, and heavy equipment manufacturers need business solutions that are powerful enough to support the current business requirements and agile enough to help drive future innovations.

Markets are being disrupted, and you must adapt:

- Global markets create new opportunities and new competitors
- Product-as-a-Service morphs customer relationships from transactional to an annuity, creating demands for the entire business
- Industrial product design is more technical with industrial internet of things (IIoT) and data management
- Shorter development cycles are required to respond to competition and customer demands
- Environmental regulations and compliance management issues are magnified by increased localization
- Automation continues at an increasing pace to respond to competitive pressures and workforce shortages
- Tariffs and taxes threaten integrated business plans and established supply chains
- Supply chains must be digitalized for customer experience, supply chain interoperability, and business efficiencies

Oracle's industry-leading cloud solutions provide a comprehensive platform to manage your core business requirements and address the unique needs of heavy equipment manufacturers. Leveraging advanced digital and analytical technologies, Oracle Cloud drives operational excellence across all areas of supply chain management, engineering and PLM, configuration management and PDM, production and asset management, and service and repair.

Digital Transformation with Oracle Cloud

Today's competitive landscape requires digitizing operations and accelerating business transformation. Businesses with the agility to embrace game-changing technologies such as artificial intelligence, IIoT, blockchain, additive manufacturing, and augmented and virtual reality (AR/VR) can capitalize on these opportunities leveraging Oracle's comprehensive cloud offerings.

With the industry's largest cloud footprint, Oracle enables you to have a digital thread to tie together your operational and management information systems so you can maximize the benefit of the digitally connected enterprise. Digitally incorporating data from your value
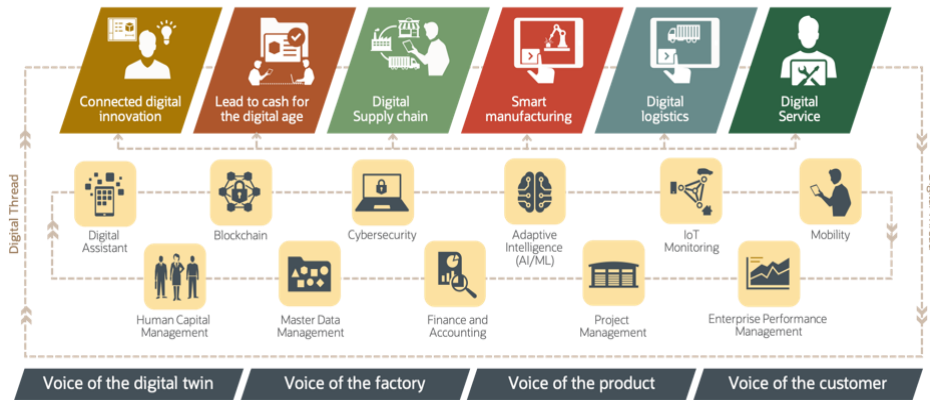
Key Business Drivers

- Supply Chain Resiliency
- Globalization
- Service Economy
- Accelerated Development
- Regulation / Compliance
- Automation
- Workforce Challenges
- Tariffs and Taxes
- Supply Chain Digitalization

chain provides the insights needed to transform how you operate and provide value to your customers. Built-in and pre-configured analytics deliver immediate returns at implementation and help you make smarter decisions about your business. Future proof your business and stay protected with a cloud-based architecture that ensures your company stays on the leading edge.

Enabling the Digitally Connected Enterprise
Leveraging technology to improve enterprise visibility, speed, and agility

Integrated Business Planning and Execution

Leveraging IoT, artificial intelligent (AI), and prescriptive analytics, Oracle's Integrated Business Planning and Execution (IBPX) solution provides continuous feedback from planning and plan execution to enable faster response times to changing market conditions. Monthly or quarterly plans are too slow. Instead, react to changes in the market instantly and re-align product, demand, supply, and finance plans to current realities. Easily identify performance gaps and uncover opportunities for improvement as you implement an integrated business planning process that drives operational efficiencies and higher profitability.

Engineering and PLM

Eliminate point solutions that create siloed processes and data with Oracle's strategic product lifecycle management (PLM) solution. Oracle's Product Lifecycle Management (PLM) Cloud facilitates the synchronization of your engineering development process and data through digital publishing thereby reducing development cycle times, decreasing costs, improving quality, and providing a continuous feedback loop for product innovation. By utilizing IIoT, advanced analytics, and cloud-connected solutions, the digital thread provides the backbone to collect operational data and derive product design and deployment insights. Formalize product innovation and improvement with a completely integrated ideate-to-retirement architecture.

Key Benefits of PLM

- Better data access and availability
- Improved productivity and cycle times
- Data orchestration enables all stakeholders
- Easily manage regulatory requirements
- Superior quality

Configuration and Product Data Management

Industrial products have become more sophisticated which magnifies the need for robust configuration and product data management (PDM) solutions. Heavy equipment products are extremely complex systems reaching tens or even hundreds of thousands of parts with each needing classification, tracking, revisioning, specification and relational information. Product configuration must be precisely managed through the entire lifecycle of a product with unique requirements for each stage of development, deployment, field service, and revisioning. Oracle's configuration management solutions provide the foundation to enable smarter PDM with Oracle's Product Master Data Management Cloud.

Production and Asset Management

Managing the health of your own internal equipment is intertwined with the production of your customers' equipment. Simultaneously managing mix-mode production and equipment resources on Oracle's Smart Manufacturing solution enables a robust Asset Performance Management (APM) strategy for your business. This set of monitoring and analytic applications enable condition tracking, predictive maintenance, maintenance management integration, and quality insights through machine learning, helping you to maintain higher asset utilization.

Servitization, Service and Repair

Success in the heavy machinery business requires excellence in the after-sale service of customers. Service and repair operations are very different compared to manufacturing operations, often only having the product in common. Managing logistical, operations, sales channels, and product needs are all specialized business functions and require specific solutions. In addition, the servitization economy has created new process demands for the product-as-a-service model. This model changes nearly everything about your business from customer relationship, product design, field service, and even revenue recognition. With Oracle's Digital Field Service and Deliver-Anything-as-a-Service solutions, you can better serve your customers through the service life of your products and easily adapt to the financial complexities of the service economy.

Oracle ERP Cloud Recognized as the Only Leader in Gartner Magic Quadrant Report

Oracle Recognized as a Leader in Gartner Magic Quadrant for Cloud Financial Planning and Analysis Solutions

Oracle Recognized as a Leader in the Magic Quadrant for Supply Chain Planning System of Record

Oracle Recognized as a Leader in Gartner Magic Quadrant for Warehouse Management Systems

Oracle Named A Leader in Gartner Magic Quadrant for Manufacturing Execution Systems

Oracle Named a Leader in Gartner Magic Quadrant for Field Service Management

Innovate with Oracle Cloud

Oracle has the industry's most complete and integrated cloud suite, enabling industrial manufacturers of all sizes to connect their entire operations anytime, anywhere, on any device. With advanced technologies, modern best practices and data-driven intelligence built into every application, Oracle's cloud applications are designed for you to be future-ready for the digital age. Leapfrog your competition and modernize your business with Oracle Cloud solutions for enterprise resource planning, enterprise performance management, supply chain management, human capital management, and customer experience.

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