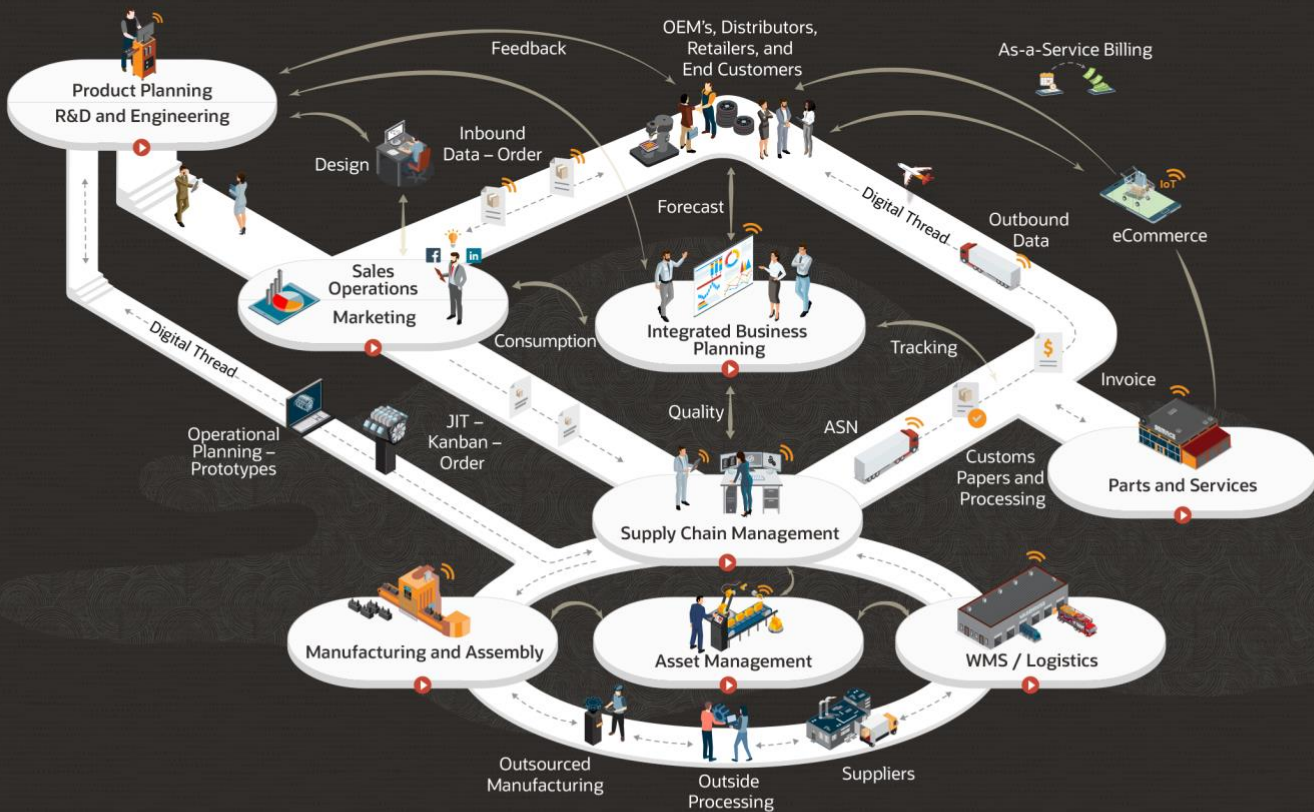


Oracle for Industrial Products Manufacturing Industry



Industrial product manufacturers are facing a significant challenge in adapting to the evolving digital world. Not since the introduction of the assembly line has manufacturing been subject to such a profound change in their day-to-day operations. Yes, manufacturers have always had to be lean and agile, but the question now is how manufacturers will survive and thrive in this more competitive digital world.

Digitization of manufacturing operations and value chain brings both challenges and opportunities. You must be willing to adopt transformational technology despite the cultural change it brings. You need to become more nimble and rethink business models, uncover opportunities for productivity improvements, and drive innovation across core business operations. Moreover, you must embrace the pace of change that is occurring all around you:

- Global markets are providing manufacturers substantial new opportunities
- Competitive pressures require faster time to market and shorter product lifecycles
- Connected products are opening up new revenue streams
- New compliance, accounting and sustainability regulations are adding complexity
- Tariffs and taxes are forcing a rethink of how products are made and sourced
- Customers are expecting faster and more unique approaches to fulfillment
- IIoT integration is enabling more sophisticated product design, service capabilities, and 'product-as-a-service' models
- Retaining and transitioning skilled labor is vital to success
- Automation and autonomous factories are enabling greater efficiency and flexibility
- Visibility of the entire operation without limitations is crucial

Oracle provides the industrial product manufacturer a comprehensive and integrated suite of business solutions that gives you the ability to stay ahead of the competition. With advanced digital and analytical technologies, Oracle helps drive operational excellence for key business areas including engineering and PLM, configuration management and PDM, integrated business planning, supply chain, warehouse and transportation management.

Digital Transformation with Oracle Cloud

Industrial product manufacturers are embracing Oracle Cloud solutions to drive real-time operational efficiencies across the extended supply chain. To innovate and enhance the supply chain, industrial product manufacturers can leverage Oracle's industry-leading solutions to enable the most comprehensive digital thread through the value chain by connecting suppliers, retailers, distributors, partners, and customers. The digital thread provides a single,

Oracle Cloud Business Benefits

- Improve supplier and customer engagement
- Better sourcing decisions
- Increase customer satisfaction
- Accelerate employee productivity
- Drive strategic, data-driven decisions
- Proactive risk management
- Improve operational and productivity efficiencies

seamless strand of data that stretches from the initial design concept to the finished part. It carries the information needed for the design, modeling, production, use, and monitoring of an individual manufactured part. Innovating with Oracle Cloud enables you to improve visibility into your business and drive efficiencies while leveraging transformational technologies such as blockchain, artificial intelligence (AI), and machine learning. Furthermore, by incorporating the digital thread with a digital twin, voice of the factory, voice of the product and the voice of the customer, Oracle helps with new product development and new process innovation creating exceptional business value. For more information on how Oracle helps drive digital transformation, visit [Oracle for Industrial Manufacturing](#).

“By developing a global sales system with Oracle Sales Cloud and Oracle Platform as a Service, we gained real-time insight into global pipelines and expanded new opportunities.”

- MJ Hyun

CRM Team Manager
NEXEN Tires

Enabling the Digitally Connected Enterprise

Leveraging technology to improve enterprise visibility, speed, and agility



Engineering and PLM

The Oracle [Product Lifecycle Management \(PLM\)](#) solution provides a digital thread for industrial product manufacturers to coordinate information, processes, and people associated with the lifecycle of a product. Oracle PLM is designed to connect the entire organization by establishing a single source of truth for product information and processes. By accessing data in real time from anywhere, it provides a tight linking of the business processes, better alignment of product development and NPI, and it eliminates the complexity of gathering information across supply networks. The results are fewer production errors, fewer cycle iterations and, ultimately, increased speed to market. Oracle PLM leverages social monitoring, internet of things (IoT), digital twins, AI, and quality assessment to close the data latency and information gaps between the product and employees across your organization.

Product Management

Industrial product manufacturers need to effectively manage product data to ensure it drives better marketing, commercialization and other

customer-facing activities but also the back-end operational data that is required for order fulfillment, supply chain execution, and product reporting. With a central data repository and a real-time, 360-degree view, Oracle [Product Master Data Management](#) provides a foundation for streamlined configuration management that drives faster time to market, superior omni-channel commerce and reduced downstream transactional errors.

Integrated Business Planning and Execution

Oracle's [Integrated Business Planning and Execution \(IBPX\)](#) solution provides end-to-end planning capabilities for industrial product manufacturers to assess their finance, sales and operational metrics per their strategic performance goals. Oracle IBPX combines best in class [Enterprise Performance Management \(EPM\)](#) and [Supply Chain Planning \(SCP\)](#) with IoT, AI and prescriptive analytics. IBPX uses machine learning to predict performance gaps and uncover opportunities for improvement by including short-, medium-, and long-term planning capabilities. A prime example of the value of IBPX is the ability to manage demand and use what-if analysis to adapt supply, improve service, and reduce inventory. Industrial product manufacturers leveraging Oracle IBPX are able to operate a well-run, integrated business planning process that is more effective and profitable and provides a single holistic view of the supply chain.

Supply Chain Management

The Oracle [Supply Chain Management \(SCM\)](#) solution enables industrial product manufacturers to manage their entire supply chain operations covering all aspects of the business. This includes supply and demand planning, manufacturing, product lifecycle management and innovation, transportation management, procurement, global trade, warehouse management, inventory optimization and much more. Oracle SCM is designed for flexibility so it can support your unique business requirements and better connect your supply chain needs through people, processes, and technology. By enabling Oracle SCM with [IBPX](#), industrial product manufacturers can analyze tradeoffs to meet targets and develop a consensus plan. For example, you can start analyzing and developing strategic plans to respond quickly to unconstrained demand plans, plan for critical parts, and close demand vs. supply gaps. Oracle SCM combined with IBPX provides a powerful solution that easily ties your SCM planning and execution processes into an integrated business plan across your organization.

[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 Transportation Management Systems](#)

[Oracle Named A Leader in Gartner Magic Quadrant for Manufacturing Execution Systems](#)

Warehousing and Logistics

As an industrial product manufacturer, you most likely have globally dispersed design, operations, and sales channels. With the use of Oracle's industry-leading [Warehouse Management \(WMS\)](#) and [Transportation Management \(TMS\)](#) solutions, you can combine the speed and savings of the cloud with best-of-breed warehouse management, fulfillment and logistic capabilities. With it, you can support complex fulfillment operations, streamline your warehouse needs, improve inventory and shipment accuracy, and gain total inventory visibility.

Innovate with Oracle Cloud

Oracle has the industry's most complete and integrated cloud application suite, enabling industrial product manufacturers to streamline business processes, accelerate innovation, and connect their entire operation anytime, anywhere. With transformational technologies, modern best practices, and data-driven intelligence built into every application, Oracle Cloud is designed for you to be future-ready for the digital age. Modernize your business with Oracle Cloud solutions for enterprise resource planning, supply chain management, transportation management, and other critical business needs.

“We deployed Oracle Transportation Management (OTM) Cloud Service in just weeks and have optimized our supply chain processes and expenditures.”

- Olivier Couret,
Logistics Director
Leroy-Somer

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