Working Together

Oracle's Demand and Supply Planning Strategy

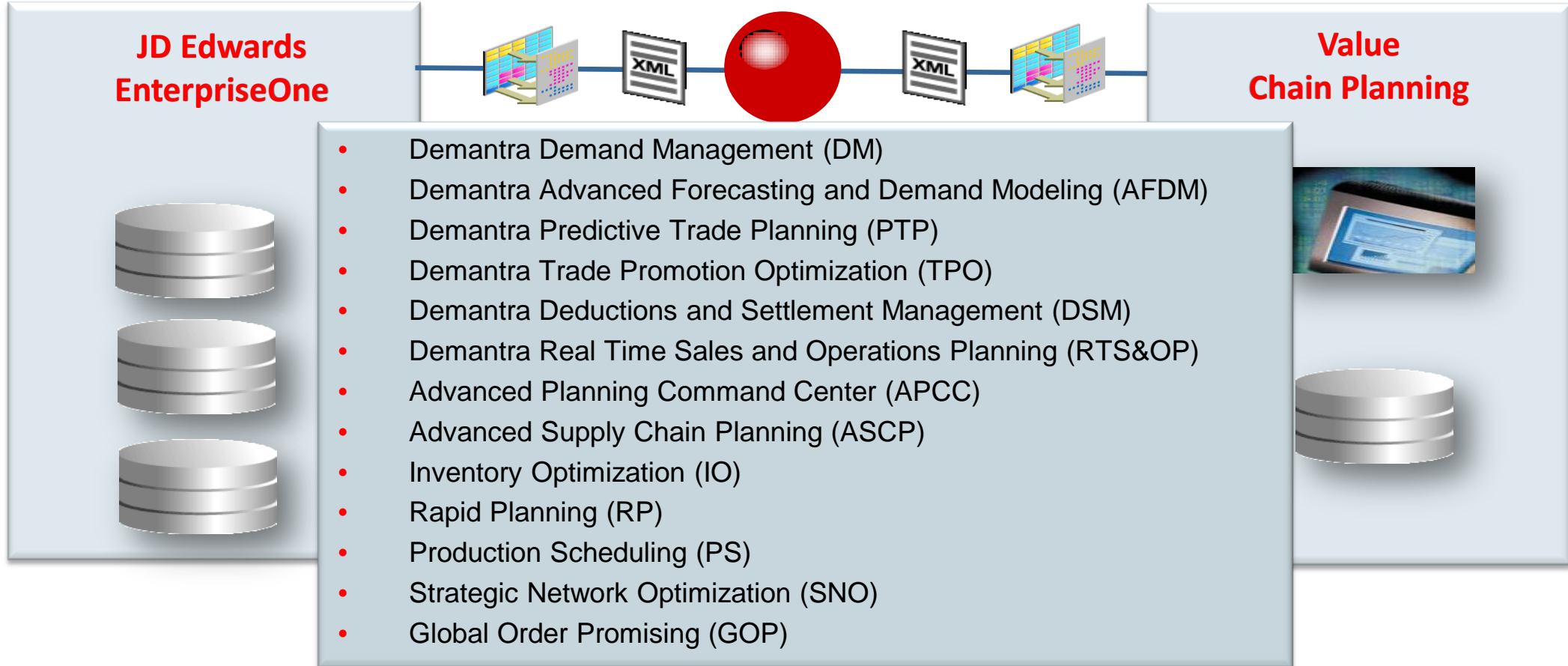**Better value proposition for JDE E1 customers**

- Start with a comprehensive value chain planning solution that is the basis for the next generation

Or

- Evolve to next generation value chain planning solution

**Crawl, walk, run approach – Focus on the most important problem first**

Value Chain Planning Integration Overview

JD Edwards EnterpriseOne

Value Chain Planning

- Demantra Demand Management (DM)
- Demantra Advanced Forecasting and Demand Modeling (AFDM)
- Demantra Predictive Trade Planning (PTP)
- Demantra Trade Promotion Optimization (TPO)
- Demantra Deductions and Settlement Management (DSM)
- Demantra Real Time Sales and Operations Planning (RTS&OP)
- Advanced Planning Command Center (APCC)
- Advanced Supply Chain Planning (ASCP)
- Inventory Optimization (IO)
- Rapid Planning (RP)
- Production Scheduling (PS)
- Strategic Network Optimization (SNO)
- Global Order Promising (GOP)
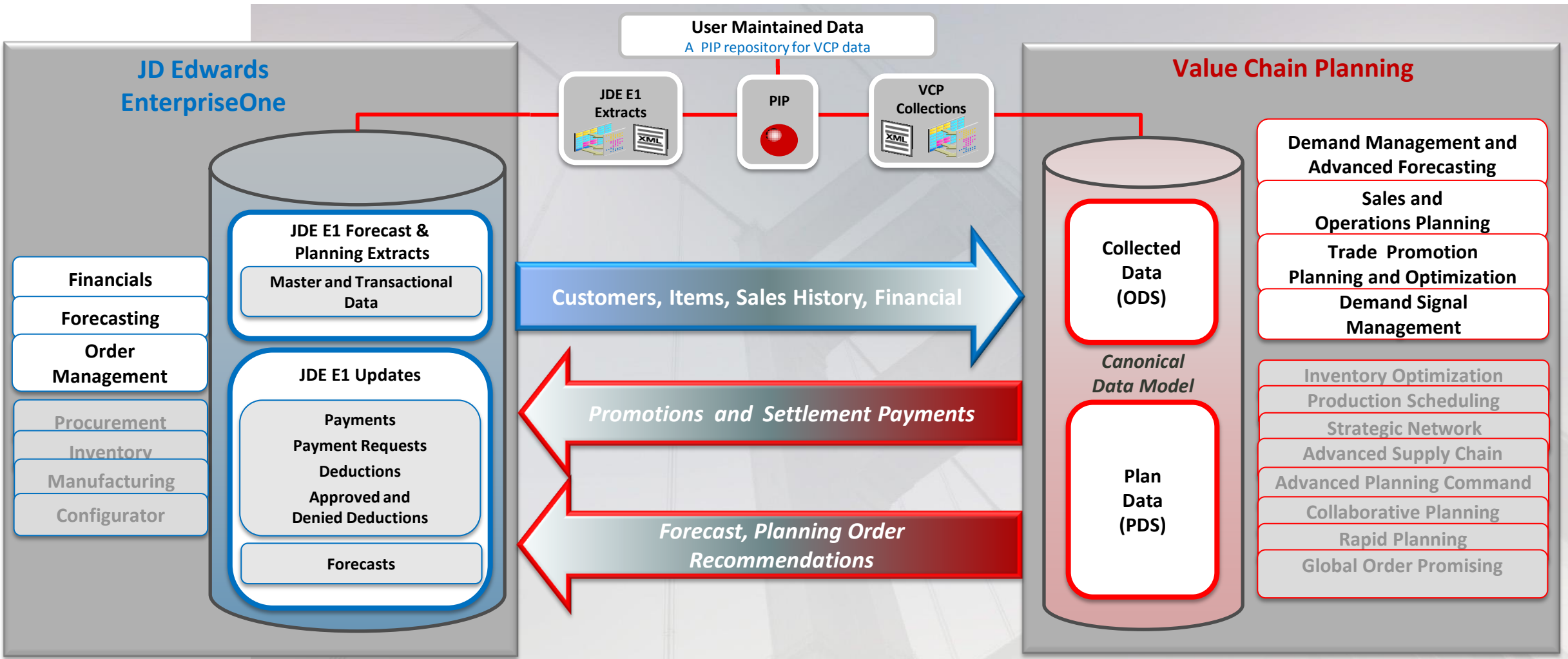
Oracle's Demand and Supply Planning Strategy

JDE E1 Supply Chain Planning (Numetrix) to Value Chain Planning Mapping

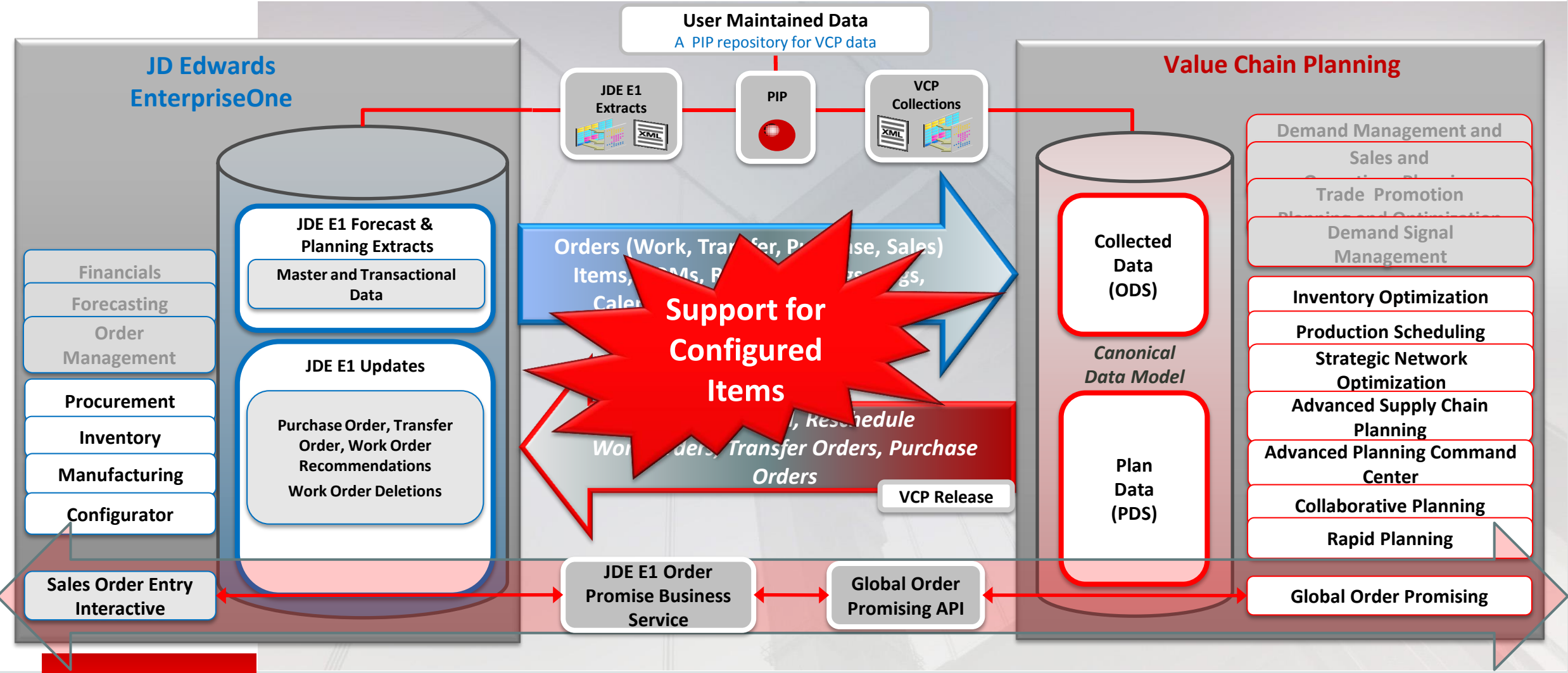| JDE E1 SUPPLY CHAIN PLANNING	VALUE CHAIN PLANNING
Production Scheduling (PS)	Production Scheduling (PS)
Strategic Network Optimization (SNO)	Strategic Network Optimization (SNO)
Supply and Distribution Planning (PDP)	Advanced Supply Chain Planning (ASCP)
Order Promising (OP)	Global Order Promising (GOP)
JDE E1 Supply Chain Business Modeler (SCBM)	Value Chain Planning Integration Base Pack (PIP)
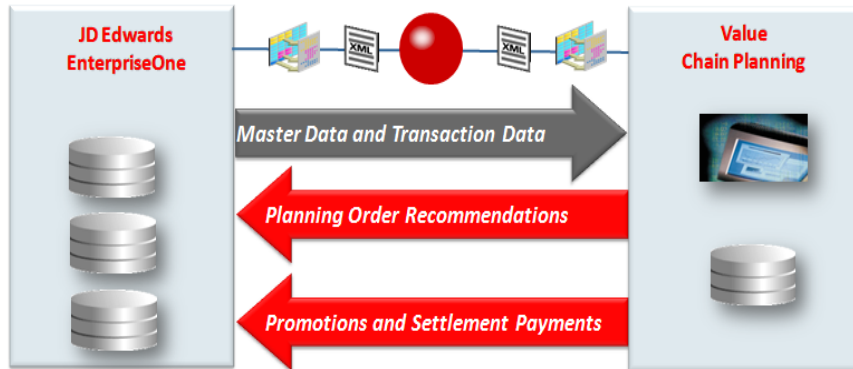
Additional Value Chain Planning Modules Available for JDE Customers	
Demantra Advanced Forecasting and Demand Modeling (AFDM)	Collaborative Planning (CP)
Demantra Demand Management (DM)	Demand Signal Management (DSR)
Demantra Predictive Trade Planning (PTP)	Inventory Optimization (IO)
Demantra Trade Promotion Optimization (TPO)	Service Parts Planning (SPP)
Demantra Deductions and Settlement Management (DSM)	Advanced Planning Command Center (APCC)
Demantra Real Time Sales and Operations Planning (RTS&OP)	Rapid Planning (RP)

JD Edwards EnterpriseOne — Value Chain Planning

Master Data and Transaction Data

Planning Order Recommendations

Promotions and Settlement Payments

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Integration Details – Demand Planning

JD Edwards EnterpriseOne

User Maintained Data
A PIP repository for VCP data

JDE E1 Extracts | PIP | VCP Collections
XML | | XML

Value Chain Planning

Financials
Forecasting
Order Management
Procurement
Inventory
Manufacturing
Configurator

JDE E1 Forecast & Planning Extracts
Master and Transactional Data

JDE E1 Updates
Payments
Payment Requests
Deductions
Approved and Denied Deductions
Forecasts

Customers, Items, Sales History, Financial

Promotions and Settlement Payments

Forecast, Planning Order Recommendations

Collected Data (ODS)

Canonical Data Model

Plan Data (PDS)

Demand Management and Advanced Forecasting
Sales and Operations Planning
Trade Promotion Planning and Optimization
Demand Signal Management

Inventory Optimization
Production Scheduling
Strategic Network
Advanced Supply Chain
Advanced Planning Command
Collaborative Planning
Rapid Planning
Global Order Promising

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Integration Details – Advanced Planning

Global Order Promising Integration to JDE 9.1

Real-time Order Promising

- Multi-level BOMs and inter-org lead times

- Resource, material, supplier constraints

- End item substitution, allocation

- Order backlog workbench and split order lines

Support for Configure-to-Order
Holistic Planning for Models and Options

- Estimate planning % and calculate dependent demand in Demantra DM
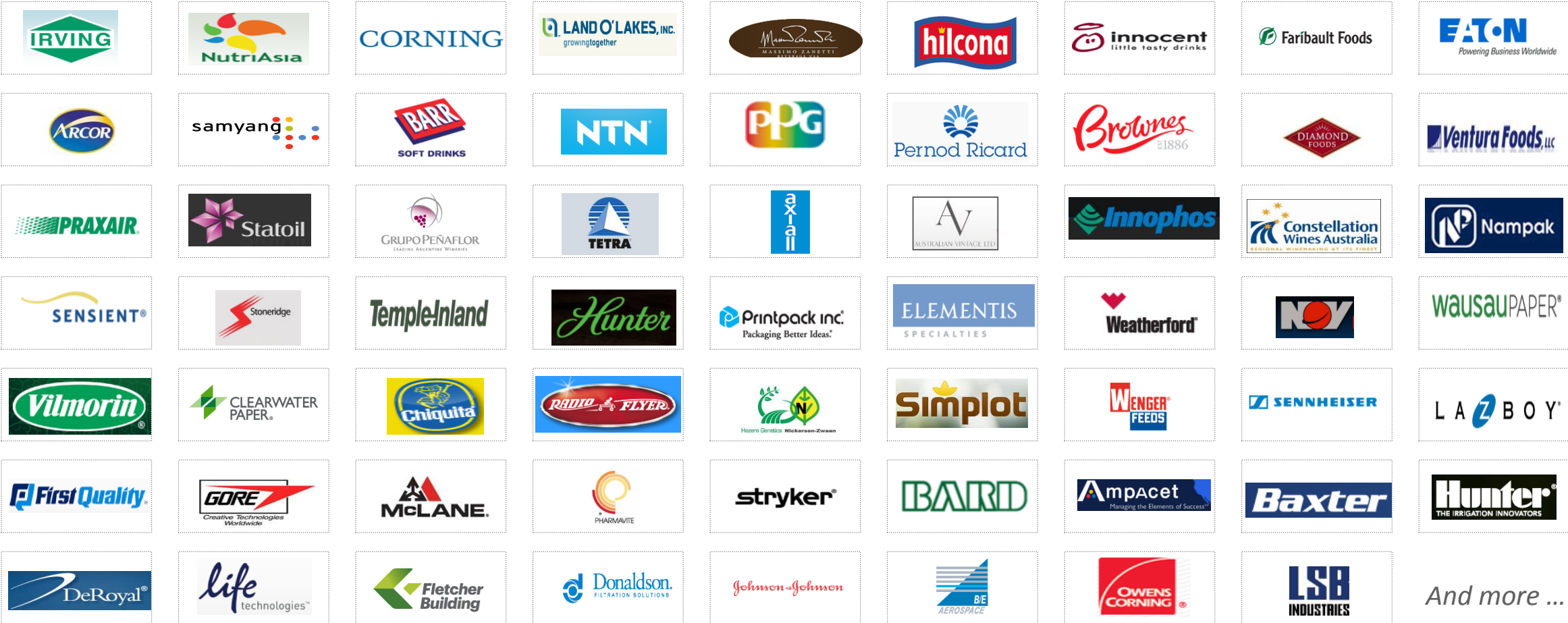
- Promise Orders using GOP

- Plan for option-specific (lead time, sourcing, routing) supply in ASCP/RP

- Execute in JDE E1

Value Chain Planning

Order Promising
- Match, schedule, or unschedule

Demand Management
- Forecast PTO/ATO Models and specific Configurations
- Predict attach rates (options' mix) based on relative sales
- Explode Forecast to Options

Supply Planning
- Optionally, explode forecast to options
- Consume forecast
- Plan configurations and options

S&OP and Reporting
- Reports to Analyze Demand & Supply of Model, Options and BOM components

Supplier Collaboration
- Publish order forecast for procured configs
- Receive supply commit for procured configs

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- Enter SO for Model and Options (ATP/CTP)
- Create configuration
- Order or build configurations and options
- Ship to customer

Schedule orders

Plan orders

Release orders

Order history

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Proven Solution Widely Adopted by JDE Customers

And more ...

Innovative Industry Applications

HIGH TECHNOLOGY
Controlling Complex Supply Chains
- Project Driven Supply Chain
- Optimize Inventory
- Rapid Planning

CONSUMER GOODS
Customer-Centric Demand-Driven
- Trade Promotion Optimization
- Demand Sensing
- Demand Shaping

COMMS, MEDIA & ENTERTAINMENT
Demand Driven
- Consumption-Driven Planning
- Inventory Optimization
- Customer-Centric and profitable delivery

RETAIL AND DISTRIBUTION
Respond Profitably to Demand
- Demand Signal Management
- Inventory Optimization
- Consumption Driven Planning

AUTOMOTIVE
Lowest Cost, Highest Efficiency
- Production Scheduling
- Demand Driven Supply Chain
- Supplier Collaboration

AEROSPACE & DEFENSE
High Quality; Low Cost; Compliance
- Project Driven Supply Chain
- Supplier Collaboration
- Integrated Business Planning

MEDICAL DEVICES
Compliance and Efficiency
- Demand Driven Supply Chain
- Inventory Optimization
- Rapid Response to demand and supply changes

SEMICONDUCTOR
Planning for Extended Supply Chains
- Supplier Collaboration
- Binning Planning Support
- Planning Quality Management

PROCESS INDUSTRIES
Highest Quality and Utilization
- Formula/Blending Optimization
- Quality Yield Planning
- Service Parts Planning for EAM

MANUFACTURING
Maximize Efficiency
- Production Scheduling
- Demand Driven Supply Chain
- Rapid Planning and Shop Floor Execution

PHARMACEUTICAL
Compliance and Efficiency
- Demand Driven Supply Chain
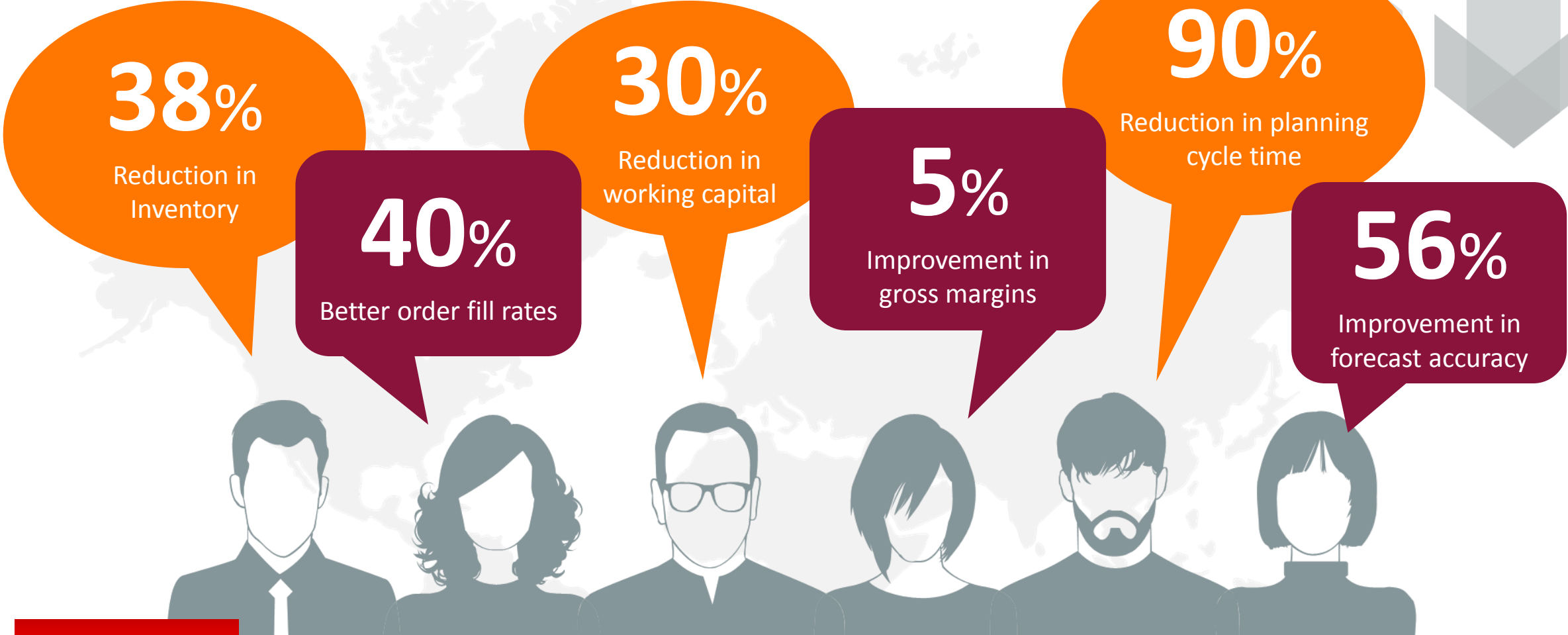- Inventory Optimization
- Project Driven Supply Chain

NATURAL RESOURCES
Maximizing Uptime and Efficiency
- Enterprise Asset Management
- Service Parts Planning
- Supply Planning

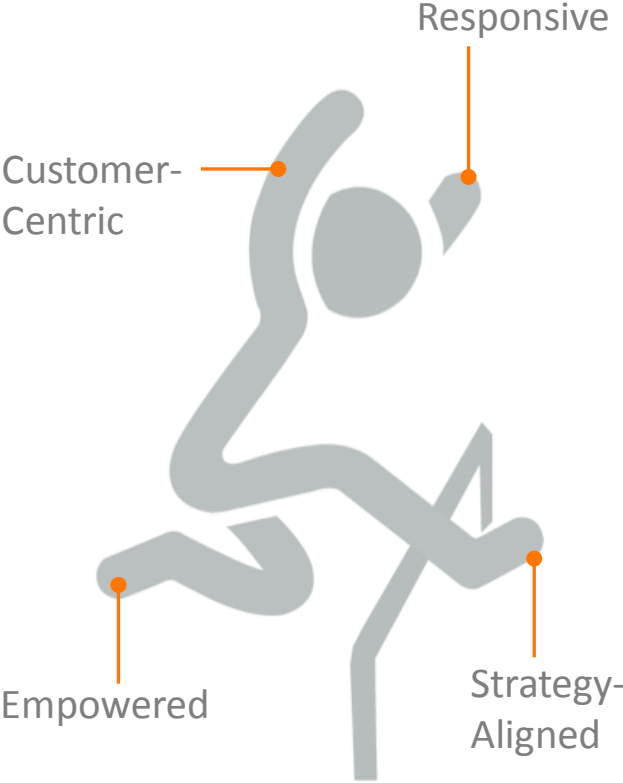ORACLE®

Benefits of Integrated Business Planning

Reported customer results

38% Reduction in Inventory

40% Better order fill rates

30% Reduction in working capital

5% Improvement in gross margins

90% Reduction in planning cycle time

56% Improvement in forecast accuracy

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Empower Modern Value Chain
Core planning strategies to drive transformation

▶ Drive growth through a customer centric supply chain

▶ Control costs through a responsive supply chain

▶ Execute strategy through Integrated business planning

▶ Empower knowledge workers to deliver better results

Responsive

Customer-Centric

Empowered

Strategy-Aligned

Hardware and Software
Engineered to Work Together

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