

Oracle Fusion Cloud Supply Chain Planning

Today's supply chains are more global, complex, and volatile than ever. To increase revenue and reduce costs, you need future-ready supply chain planning that outpaces change and embeds intelligence in your planning process enabling you with better supply chain decision making. Oracle Fusion Cloud Supply Chain Planning anticipates demand, manages supply, and aligns stakeholder and trading partner actions to your objectives. It's also flexible, so you can adapt your planning processes as new challenges arise.

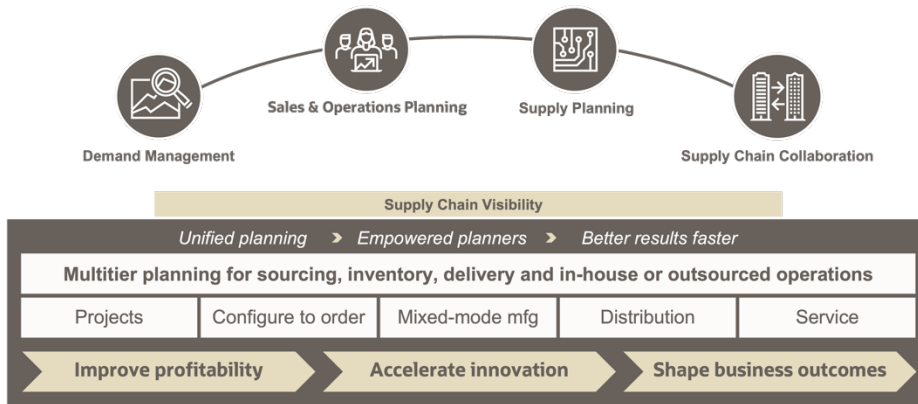


Figure 1. Manage a wide variety of supply chain requirements on a unified platform

A better foundation for supply chain planning

Oracle Fusion Cloud Supply Chain Planning supports the specific requirements of a wide variety of businesses, including:

- **High technology enterprises** with contract manufacturing and configure-to-order items
- **Manufacturing-centric enterprises** in the industrial products, consumer goods, biotech, biopharma, and heavy equipment industries that require discrete, process, or mixed-mode production planning
- **Project-oriented organizations** that have initiatives to build communication networks, deliver turnkey projects, or maintain assets that require separating supply by project
- **Wholesalers and distributors** that fulfill demand across a large number of locations
- **Healthcare providers** that need to provide care across their networks

Key business benefits

- Predict and shape demand to manage variability, increase revenue and margin
- Reduce total landed cost and solve sourcing and fulfillment problems
- Plan for market shifts, capacity changes, and sustainability objectives
- Drive organizational alignment from planning to execution
- Gain trading partner visibility and commitment to your plans

- **Service-based supply chains** that replenish service parts to maintain internal or customer assets

Cloud deployment offers enhanced availability and security, as well as automatic updates. You get immediate access to planning innovations, feature enhancements, and bug fixes upon release, with the flexibility to “opt in” to significant changes. End-to-end integration with execution processes in Oracle Fusion Cloud Supply Chain Management is built in, saving you time and money.

A modern user experience makes planning tasks intuitive, starting with embedded real-time analytics that track progress towards your goals. You can see exceptions at a glance, review intelligent recommendations, and use guided resolution to make quicker, smarter planning decisions. You can adjust your views on the fly, drill down in context, simulate plan alternatives, and compare results to select the best path forward.

All planning applications share the same data model so you can plan demand and supply together. Policy-based management of planning parameters – including segmentation, demand priority, sourcing, and demand-supply matching – lets you focus on the big picture while automating detailed planning tasks. Embedded intelligence provides machine learning-based insights for your toughest decisions such as forecasting demand for a new product.

Key features

- Prioritize planning needs using guided decision-making and risk analysis
- Identify and execute the best supply to demand plans
- Respond proactively to supply chain changes
- Connect your planning, execution, finance, and operations
- Improve trading partner communication

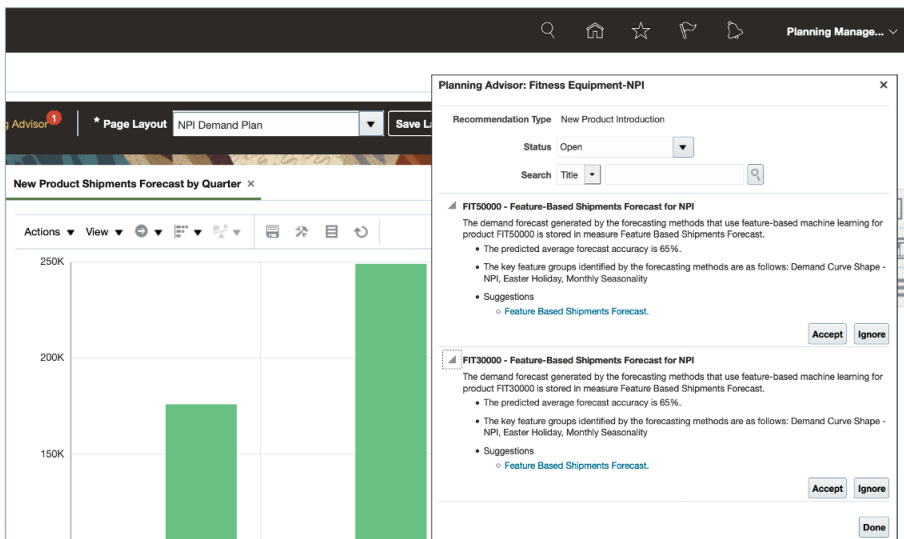


Figure 2. Planning Advisor provides predictive intelligence in context, with suggested actions

Sense, predict, and shape demand

The best supply chains are demand-driven. With Oracle Fusion Cloud Demand Management, you can sense, predict, and shape demand to reduce uncertainty in the face of changing market conditions.

Demand Management captures and assimilates diverse demand signals on a continuous basis, prioritizing those with the greatest causal impact to detect seasonality, trend, and sudden disruptive “regime changes” in demand patterns. These can include customer-specific demand, sales forecasts, orders, shipments, social sentiment, and other variables.

Oracle's patented Bayesian analytical forecast engine applies cross-validation machine learning and an ensemble of 15 industry-standard and proprietary statistical models to predict demand for both continuous and intermittent data series. Causal correlations and other analytic parameters are automatically maintained at hierarchy levels where statistically relevant data is available.

You can also shape demand by optimizing new product introductions, measuring the expected impact of promotions and events, and devising a cross-functional demand plan to drive all downstream planning processes. You get immediate, visual feedback on financial and volume impacts integrated with your supply plans.

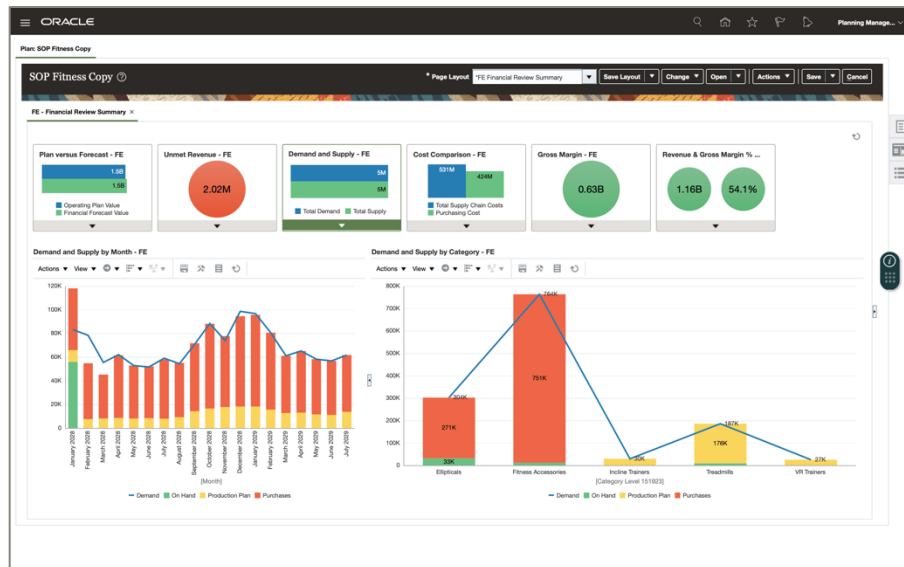


Figure 3. Forecast demand and plan supply together with continuous feedback on your performance

Key features

- Capture internal and external demand signals and identify patterns and opportunities
- Accurately forecast new items and predict demand under any condition
- Monitor changes with one-click baseline, seasonal, trend and causal factor analysis
- Perform simulations to prioritize needs and collaborate to reconcile forecasts
- Automate demand-driven inventory replenishment and rebalancing

Enable demand-driven replenishment planning

Replenishment Planning determines the best balance between service levels and inventory investment for stocking locations that have an on-going consumption requirement. It groups or classifies the items and locations in your supply chain into segments that share the same properties or characteristics, and then executes demand or consumption-driven inventory policies to keep on-hand at the right levels. Depending on the need, replenishment calculations can respect economic order quantities, fixed order quantities, vendor minimums, and other constraints.

You can run replenishment as an autonomous process, or resolve problems with individual items, segments, or policy parameters using real time analytics and interactive workbenches. In addition, you can automatically balance inventory among stores or depots to alleviate local shortages and excess.

Align product, demand, and supply with financial goals

Oracle Fusion Cloud Sales and Operations Planning (S&OP) enables continuous and forward-looking integrated business planning that profitably aligns product, demand, supply, workforce, and sales plans with operational and financial objectives. You can collaborate with colleagues within the application to arrive at

a consolidated plan that captures assumptions, risks, and opportunities for future reference. Configurable product, demand, supply, financial, and executive review templates manage each of the five stages of the S&OP process, helping you measure progress, drive accountability, and make time-sensitive decisions.

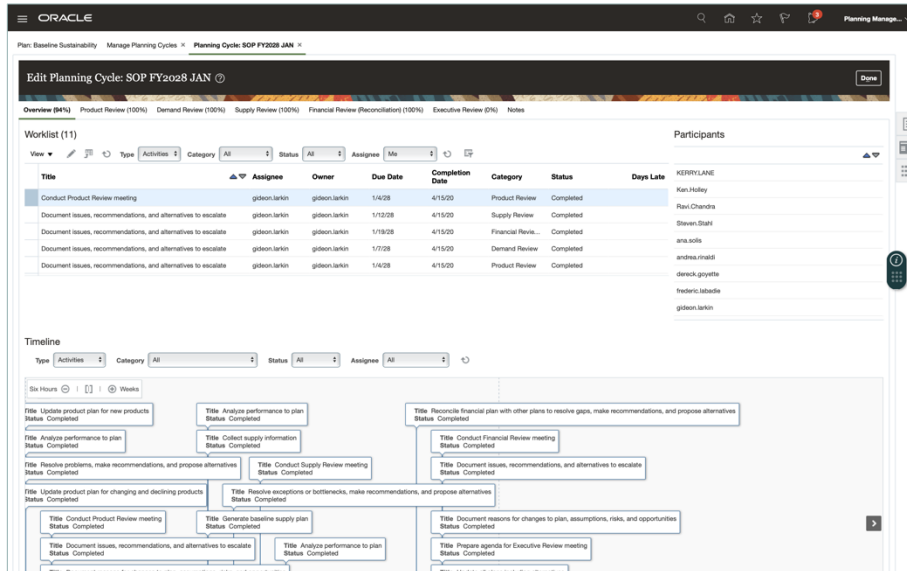


Figure 4. Planning cycles define each team member's tasks and manage progress to completion

You can import monetary and volumetric forecasts from finance, marketing, sales, and operations, and generate statistical forecasts using Demand Management within the application. S&OP's consensus forecasting weights and combines these inputs based upon their accuracy. From there, constrained supply simulations model the impact of changes in demand, workforce availability, resource capacity, lead times, routings, or components.

To turn your plans into action, you can use S&OP plan output as a demand schedule in Oracle Fusion Cloud Supply Planning to generate detailed tactical constrained plans, and share it with Oracle Fusion Cloud Enterprise Performance Management as operational input to financial planning.

Respond intelligently to changing business conditions

Oracle Fusion Cloud Supply Planning provides simpler, faster, and better ways to plan and execute your operations strategy. It detects material and capacity constraints, prioritizes competing demands, and intelligently reroutes global supply to minimize disruptions. It also helps schedule production to make the best use of factory resources.

Manage constraints to meet your commitments

Supply Planning offers a constraint-based planning engine that automatically evaluates possible ways to prevent constraint violations and provide recommendations to ensure that the order is fulfilled on time. The solution evaluates building ahead of time, alternate resources, substitutes, alternate suppliers to overcome material and capacity constraints. A resource or supplier

Key features

- Leverage configurable best-practice S&OP process templates
- Promote effective stakeholder collaboration and monitor plans, late activities, and tasks across the business
- Simulate and compare alternative plans
- Ensure availability of critical capacity and supplies with aggregate constrained planning
- Connect S&OP decisions with overall business planning

is overloaded if and only if there is no other alternative. The Build Plan shows which resources are overloaded, and helps you take action to work around them.

Simulate plan changes to anticipate business events

Oracle Fusion Cloud Supply Planning has comprehensive simulation capabilities that help you develop the best plans for changing business conditions:

- **Strategic:** Adjust segments and assignment sets to adjust planning scope and revise cost and volume assumptions to assess plan effectiveness at a strategic level.
- **Tactical:** Change item planning parameters, work definitions, capacity and supply/demand and rerun your plan to review before-and-after results of different attribute and profile settings.
- **Operational:** Simulate the global impact of incremental changes by rerunning the current plan and evaluating the impact on key metrics.
- **Response:** Use the recalculation capability in constrained supply plans to simulate the local impact of changes without rerunning the whole plan.

Oracle Cloud Supply Planning also offers extensive analytics for simulation analysis so you can easily understand before-and-after changes.

Key features

- Plan process, discrete, and mixed-mode manufacturing supply
- Model what-if scenario changes to capacity, demand, and supply
- Automatically evaluate material and capacity constraints, determine root causes, and recommend actions
- Create high quality, executable production schedules
- Monitor and prioritize supply to solve sourcing and fulfillment challenges

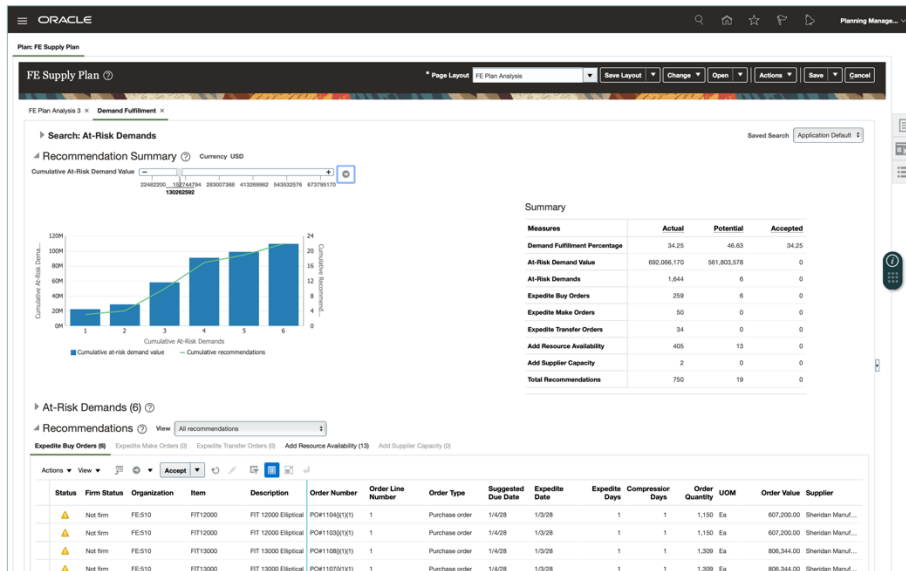


Figure 5. Review the highest priority at-risk demands, with recommended actions to resolve them

Manage your sales order backlog with strategic order fulfillment

The order backlog management features of Oracle Fusion Cloud Supply Planning reschedule your open sales orders based upon the latest supply information according to business rule priorities that you set. You can simulate different fulfillment alternatives to maximize service, increase revenue, or address specific customer or channel issues. Customers who have to manage significant order backlogs or schedule changes due to supply constraints or frequent supply chain disruptions can save significant effort in rescheduling, and achieve better business results than by rescheduling orders ad hoc.

Schedule production effectively

The production scheduling features of Supply Planning put you in control of your operations, with minute-by-minute planning and execution of manufacturing tasks. Dynamic visualization and flexible rescheduling help you produce the right products at the right times. You can easily determine the most feasible schedule to execute on the shop floor to meet delivery expectations of your customers and, make changes on the fly when needed.



Figure 6. Plan production visually, in real time

Production Scheduling captures a live snapshot of the latest manufacturing resource status, materials, and work orders from Oracle Fusion Cloud Supply Chain Execution. It then creates finite schedules that simultaneously respect material availability, resource capacity, shifts, and calendar constraints. Production sequences automatically consider what quantity of products should be run together to decrease overall changeover time without jeopardizing demand or carrying excessive work in process inventory.

You can visualize the health of the schedule through a resource Gantt chart, along with embedded metrics such as late demands, late work orders, total changeover time, equipment utilization and labor utilization to evaluate overall performance.

Engage trading partners and collaborate on a common platform

Oracle Fusion Cloud Supply Chain Collaboration automates business-to-business practices with your trading partners and alerts you to exceptions as they occur in the network. You can plan demand and supply jointly with partners, coordinate execution activities, and measure performance across your trading networks using built-in process support for:

- Demand collaboration with customers
- Supply planning collaboration with suppliers
- Contract manufacturing collaboration

Key features

- Create and manage multi-tier trading partner networks
- Collaborate with customers and suppliers on order forecasts
- Manage updates to contract manufacturers' production
- Monitor supplier on-hand and fulfillment activity
- Respond to trading partner exceptions, delays, and changes

- Vendor managed inventory

Oracle Fusion Cloud Supply Chain Collaboration also enhances supply chain visibility: the ability to "see" on-hand balances, capacity, shipments, order status, and other key supply chain data in real time, both internally and across trading partners. Greater transparency improves trust in collaborative relationships and provides each supply chain participant the information they need to make effective decisions.

Oracle Fusion Cloud Supply Chain Collaboration provides partners an array of collaboration methods. Using the Supplier Portal, supplier users can make changes and upload files. Alternatively, they can exchange B2B messages through the Collaboration Messaging Framework or invoke public web services. Regardless of which mechanisms partners select, the enterprise users' experience is the same.

Improve profitability and accelerate supply chain innovation

Implementing a world-class supply chain planning process doesn't have to be costly or disruptive. With its intelligent planning and exceptional user experience, Oracle Fusion Cloud Supply Chain Planning gives you better answers, improves planner productivity and lowers your total cost of ownership.

To learn more about Oracle Fusion Cloud Supply Chain Planning, visit oracle.com/scm/supply-chain-planning.

Related products

- **Oracle Fusion Cloud Order Management** centralizes and standardizes your order fulfillment across multiple sales channels.
- **Oracle Fusion Cloud Supply Chain Execution** handles inventory, costing, maintenance activities and manufacturing of both in-house and contract-manufactured goods.
- **Oracle Fusion Cloud Procurement** integrates sourcing, contracts and purchasing of goods and services.

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