SOLVING THE CHALLENGES IN MANUFACTURING AND DISTRIBUTION
Regardless of their industry and turnover, manufacturers today face many of the same challenges – from shorter product lifecycles, increasing customer demands and growing process complexity, to mounting global competition and regulation.

Equally, distributors of all sizes face the same uncertain economic climate, and must work to maximize sales by identifying, analyzing and managing cross sell and upsell opportunities in as close to real time as possible, and to combat inefficiency and complexity while extending operations across an increasing number of physical locations.

**ORACLE’S COMPLETE SOLUTIONS**

Whether your organization engages in manufacturing, distribution or both, Oracle has the proven solutions you need.

Oracle’s JD Edwards EnterpriseOne Manufacturing helps you meet all your business challenges with a powerful combination of technology and comprehensive, pre-integrated business applications, including key functionality developed specifically for your industry.

Only JD Edwards provides a flexible architecture that supports business processes across the enterprise – from maximizing asset utilization, production to transportation management and customer service – allowing you to enhance performance throughout the entire supply chain.
JD Edwards powerful, comprehensive solution synchronizes supply and demand, supports logistics operations and vastly improves your manufacturing and trading activities – helping you keep pace with customer demand, streamline operations, maximize asset utilization, drive efficient planning and procurement, maximize return on investment (ROI), and transform the way you do business:

- **Develop, manufacture, and distribute** products in a timely fashion
- **Introduce** efficient processes that optimize resources
- **Satisfy** customer expectations about quality, price, and delivery
- **Operate** successfully within a mixed-mode (process, discrete, repetitive, project, flow/lean) manufacturing environment
- **Attract and retain** target customers
- **Integrate** business planning

**ORACLE’S SUB-INDUSTRY SOLUTIONS**

Oracle JD Edwards EnterpriseOne includes tailored features and functionality, designed to meet the needs of a number of manufacturing and distribution sub-industries:

- Manufacturing
- Distribution
- Paper and Packaging
- Chemical
- Automotive

Read on to discover how Oracle helps hundreds of manufacturing and distribution companies execute and excel.

**LEARN MORE**

- Explore JD Edwards Manufacturing and Distribution Customers Success Stories
- JD Edwards product line
- Software Solutions Driven By Industry Demand
TIMES ARE CHANGING IN THE MANUFACTURING INDUSTRY

As customers demand ever greater levels of product customization, manufacturers must be able to respond quickly and efficiently. Production lines designed for a single product must be adapted to meet the needs of multiple products, and traditional methods of supply chain management must be transformed to cope with ever-shorter product lifecycles.

Oracle’s JD Edwards EnterpriseOne Manufacturing helps manufacturers and distributors in all industries to meet these demand driven, changing needs, accelerating time to market, reducing cost, and increasing competitive edge.

Oracle Business Accelerator for JD Edwards EnterpriseOne Manufacturing

Manufacturers that closely align supply with demand are able to do more with less: lower inventory levels and higher fill rates mean higher overall profits.

Oracle Business Accelerator for JD Edwards EnterpriseOne Manufacturing incorporates and configures key components of JD Edwards EnterpriseOne into a solution that helps businesses streamline core operations, lower inventory and maximize profit.

It delivers all the implementation tools, wizards, configuration components, service offerings and hardware recommendations needed to help manufacturers:

- **Select and implement** a manufacturing management system built with full-scale ERP solutions
- **Maximize** employee productivity in a minimum amount of time
- **Accelerate** practice transformation and configuration
MANUFACTURING SOLUTION HIGHLIGHTS

- Get support for discrete and process manufacturing with bills of materials and ingredients
- Use Engineering Change Requests and Engineering Change Orders with approval workflow to manage bill of material updates
- Take advantage of mixed-mode manufacturing capabilities
- Accelerate time-to-value of popular ERP modules using implementation tools built for JD Edwards EnterpriseOne
- Create, release and close work orders tied to sales orders
- Manage manufacturing projects by associating orders and inventory to a demand order via a unique project production number
- Process manufacturing costs periodically for updates to the general ledger
- Access services and training from Oracle partners or Oracle Consulting Services
- Prepare detailed forecasts based on actual sales data using 12 formulas
- Create a distribution plan based on forecasts and orders; tie distribution activity to accounting
- Plan material requirements to a master schedule
- Take advantage of multi-currency and multi-language capabilities
- Maintain item data specific to manufacturing needs
- Add any other JD Edwards EnterpriseOne module when business needs change and operations grow

CASE STUDIES

- TREX
- Bal Seal Engineering
- United Street Car
- Oracle JD Edwards Customer Successes - Industrial Manufacturing

LEARN MORE

- Oracle Business Accelerators for JD Edwards
- Oracle VM Templates for JD Edwards EnterpriseOne
As global competition mounts, distributors must develop strategies to fulfill increasing – and increasingly diverse – customer needs, enhance operational efficiency and protect endangered profit margins.

The smartest distributors are changing their business models so they can respond more dynamically to today’s changing market – driving operational flexibility through highly configurable processes, availability through demand-driven execution, and value chain efficiency through self-service ordering and aggregated supplier sourcing. Oracle solutions can help wholesale distributors do all this, and more.

Oracle JD Edwards EnterpriseOne includes features specifically engineered to help distributors:

- **Maximize** operational flexibility and efficiency
- **Fulfill** the diverse and growing needs of customers
- **Drive down** operating costs and increase competitive edge
DISTRIBUTION SOLUTION HIGHLIGHTS

**ORACLE ENABLES YOU TO**

**Attract and retain target customers**
- Rely on real-time customer information
- Achieve perfect order entry
- Execute Service Level Agreements
- Get best pricing
- Gain visibility into global product availability
- Optimize shipping

**Optimize the demand driven supply chain**
- Perform predictive planning
- Support streamlined procure-to-pay processes
- Align inventory plans, positions, and locations to customer needs

**Integrate business planning**
- Integrate customer, supplier, operational, and financial planning

**WITH THESE CAPABILITIES**
- Order-to-cash
- Mobile Sale Order and Inventory Inquiry
- Customer Relationship Management
- Fulfillment Management
- Demand planning
- Procure To Pay
- Mobile Applications, Supplier Self Service, Buyer Workspace, Requisition Self Service and Operational Sourcing Solutions
- Strategic network optimization
- Logistics management (inventory, transportation and warehousing)

**CASE STUDIES**
- Oracle Customer Successes - Wholesale and Distribution
- Referentie: Bas

**DATA SHEETS**
- Oracle Business Accelerator For JD Edwards EnterpriseOne Distribution
- Oracle Solutions For Wholesale Distribution
- Wholesale Distribution Industry And JD Edwards EnterpriseOne
- Oracle Accelerate For Wholesale Distribution

**INFORMATION**
- JD Edwards EnterpriseOne Order Management
- JD Edwards EnterpriseOne Supply Chain Execution
- JD Edwards EnterpriseOne Supply Management (Procurement)
- JD Edwards EnterpriseOne Financial Management
In the Paper and Packaging industry, sales order pipeline visibility, low equipment maintenance costs and efficient, optimized supply chain management all support increased company differentiation – and are all key factors in commercial success.

Oracle JD Edwards EnterpriseOne Manufacturing gives Paper and Packaging companies the tools they need to gain competitive edge. Complete visibility into the order pipeline promotes shorter order fulfillment times, a single, accurate, view of maintenance activity helps minimize the cost of equipment failure and unplanned downtime, and automated procure-to-pay processes enable enhanced negotiation and collaboration with suppliers.

Oracle’s industry-focused features help Paper and Packaging companies to:

- **Optimize** supply chain management
- **Accelerate** order fulfillment
- **Enhance** maintenance planning and reduce maintenance cost
## PAPER AND PACKAGING SOLUTION HIGHLIGHTS

<table>
<thead>
<tr>
<th>Feature</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Serialized inventory tracking</td>
<td>Configuration based orders</td>
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<tr>
<td>Dual unit of measure</td>
<td>Configurator</td>
</tr>
<tr>
<td>Lot and heat number tracking</td>
<td>Custom made - dimensional items</td>
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<tr>
<td></td>
<td>Alternate products</td>
</tr>
<tr>
<td>Inventory tracking and control</td>
<td>Process costing model</td>
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<tr>
<td>Integrated quality</td>
<td>Track lot cost of raw materials</td>
</tr>
<tr>
<td>Quality specification matching</td>
<td>Roll up manufactured lot cost</td>
</tr>
<tr>
<td>Provide accurate, real-time order promising</td>
<td>Automate Order to Cash for improved cash flow</td>
</tr>
<tr>
<td>Initiate preventive and corrective action through the monitoring of pressure, temperature, and flow throughout your processes</td>
<td>Multi-currency and multi-language capabilities</td>
</tr>
<tr>
<td>Sales order, procurement and work order matrix entry for multi attribute products</td>
<td>Add any other JD Edwards EnterpriseOne module when business needs change and operations grow</td>
</tr>
</tbody>
</table>
PAPER AND PACKAGING

Oracle JD Edwards Solution
Footprint for Paper and Packaging
- Industry Drivers

JD Edwards EnterpriseOne Capital Asset Management - Single System, Seamless Integration

Click to discover more

Click to discover more

FINANCIAL
HUMAN CAPITAL
CRM
ASSET MGMT
PROJECT

ARTICLES

Global vs Local, Hazardous Materials,
Lot Traceability, 21 CFR Part 11

How can Pulp, Paper & Packaging companies take to counter the widespread effects of industry cyclicality?

Thin Margins

How can you effectively monitor the profitability of their customers and business lines?

Regulatory Compliance

Natural Materials, Seasonality, Reactons, Complex Processes

Focus on quality, delivery, service, and price

Asset Driven

Mass Customization

Global vs Local, Hazardous Materials, Lot Traceability, 21 CFR Part 11

Click to discover more
CASE STUDIES

- Little Rapids Corporation
- Roseburg Forest Products Company

DATA SHEETS

- JD Edwards EnterpriseOne Environmental Accounting and Reporting
- Attribute Management

INFORMATION

- How Oracle solutions help manage the natural resources lifecycle
- Oracle for Milled Products
- Environmental Accounting and Reporting
The chemical industry is central to the world economy, and is currently experiencing unprecedented globalization, consolidation, and commoditization. To grow in this increasingly competitive climate, chemical companies must today find new ways to differentiate themselves, to reduce downward pressures on margins and to optimize global supply chains.

Oracle JD Edwards EnterpriseOne Manufacturing delivers best-in-class solutions for transportation management, demand management, and the integration of legacy systems, empowering chemical companies to increase product and service differentiation, lower operating costs and maximize profit. Its industry-specific features help:

- **Increase** asset utilization
- **Optimize** logistics and manufacturing operations
- **Deliver** customer-specific products and services

CHEMICAL MANUFACTURING
CHEMICAL SOLUTION HIGHLIGHTS

Use Batch Process Manufacturing to:

• Track your multiple output processes through the manufacturing cycle
• Track costs for each co-product and/or by-product based on your defined processes
• Calculate the percentage of ingredients needed in relation to the batch size

Use Quality Management to:

• Capture data that relates to the material quality of products
• Record quality tests in a defined, consistent, and controlled manner
• Monitor production processes and quality of the product produced based on parameters defined by your company

Use Container Management to:

• Track the movement of both empty and full containers
• Track the customer deposit or rental charges for containers
• Determine when to invoice for deposits or rentals and credit for returns
• Review container balance and customer deposits online

Advanced Stock Valuation feature:

• Supports FIFO, LIFO and weighted average calculations
• Values inventory held in “legal title”
• Factors in re-costing considerations
• Understands agreements
• Understands in-transit inventories
• Understands commingled inventories

Further Highlights:

• Tank dip volume calculations
• Multi-currency and multi-language capabilities

• Add any other JD Edwards EnterpriseOne module when business needs change and operations grow

More Chemical Manufacturing
CHEMICAL MANUFACTURING

Oracle JD Edwards Solution Footprint for Chemical

JD Edwards EnterpriseOne Footprint - Supply Chain
Chemical Solution Map

CASE STUDIES
- Oracle Customer Successes - Chemicals
- Westmoreland
- Wilbur Ellis
- China Paint

DATA SHEETS
- JD Edwards Products
- JD Edwards EnterpriseOne Integration To Primavera Contract Management

INFORMATION
- Primavera Project Portfolio Management Solutions
Economic uncertainty, mounting global competition, declining profit margins – the automotive industry continues to face a number of serious challenges. Not least of these is the challenge of meeting varying customer demand.

Without flexible, synchronized demand planning, demand fluctuations can cause excess production or idle capacity, further increasing the pressure on profit margins by significantly raising costs. The smartest manufacturers and distributors are seeking ways to accommodate varying customer demands and expectations, while simultaneously diversifying their supply base and minimizing product defects.

Oracle JD Edwards EnterpriseOne Manufacturing delivers industry-specific functionality to help automotive OEMs and their suppliers transform their operating models – and deliver what customers want, when they want it, and with maximum profit. Oracle’s solutions help:

- **Accelerate** innovation and time-to-market
- **Optimize** demand to delivery execution
- **Integrate** sales, service, and marketing
## AUTOMOTIVE SOLUTION HIGHLIGHTS

<table>
<thead>
<tr>
<th>Feature</th>
<th>Description</th>
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<tbody>
<tr>
<td>Leverage lean solutions for the entire automotive enterprise</td>
<td>Adapt to OEM standards and processes</td>
</tr>
<tr>
<td>(e.g., Finance, HR, Supply Chain, Service and Plant Floor)</td>
<td></td>
</tr>
<tr>
<td>Share inventories and customer demands, and gain enhanced purchasing</td>
<td>Ensure compliance with contract terms</td>
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<tr>
<td>visibility, with support for all manufacturing modes within a single</td>
<td></td>
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<tr>
<td>product</td>
<td></td>
</tr>
<tr>
<td>Accept orders in any of the EDI formats preferred by your different</td>
<td>Take advantage of multi-currency and multi-language capabilities</td>
</tr>
<tr>
<td>customers – and accommodate their unique forecasting, shipping and</td>
<td></td>
</tr>
<tr>
<td>transportation sequenced and reporting processes</td>
<td></td>
</tr>
<tr>
<td>Ensure that your manufacturing, shipping and financial functions</td>
<td>Add any other JD Edwards EnterpriseOne module when business needs change and operations grow</td>
</tr>
<tr>
<td>immediately understand the impact of fluctuations in inbound demand</td>
<td></td>
</tr>
<tr>
<td>as they occur with Oracle JD Edwards EnterpriseOne’s integrated</td>
<td></td>
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<tr>
<td>approach</td>
<td></td>
</tr>
</tbody>
</table>
AUTOMOTIVE

Oracle JD Edwards Solution Footprint for Automotive

JD Edwards EnterpriseOne Footprint - Supply Chain

ORDER MANAGEMENT
• Order Management
• Enhanced Pricing
• Agreement Management
• Configurator
• Attribute Management
• Fulfillment Management
• Demand Scheduling Execution
• Oracle Predictive Trade Planning

SUPPLY CHAIN PLANNING
• Supply Chain Business Modeler
• Production Distribution & Planning
• Production Scheduling
• Order Promising
• Oracle Value Chain Planning
• Oracle Real-Time Sales & Ops Planning
• Oracle Demand Management

Click to discover more
CASE STUDIES

- Cooper Chengshan (Shandong) Tire Co. Ltd
- Mitsubishi Electric Automotive America

INFORMATION

- Automotive Solution Brief
- JD Edwards EnterpriseOne
Oracle’s JD Edwards industry solutions leverage its best-in-class portfolio of applications and technology to address complex business processes relevant to many industries.

Whether you start with a single component or choose to make a complete business transformation, Oracle enables you to build on your existing environment with an open-integration framework using standards-based middleware.

Oracle’s industry solutions are engineered to speed time to market, reduce costs, and enhance competitive edge. To find out more about our tailored solutions for other industries, visit our JD Edwards Portal.
RESOURCES

STAY CONNECTED

See All Oracle JD Edwards Products and Service

See All Oracle JD Edwards EnterpriseOne Customer Success Stories

More JD Edwards EnterpriseOne: overview, hardware, tools and technology, languages, localizations, mobile and iPad support and more

Oracle’s JD Edwards EnterpriseOne—the Low TCO, High ROI Option for Top Tier ERP - Whitepaper

Oracle’s JD Edwards EnterpriseOne One View Reporting