Oracle
Advanced Planning

Collaborative Planning

David W. Dosland
Sr. Manager, Manufacturing and Planning Demonstrations
Traditional Collaboration Process
Multi-step, high latency, limited collaboration

Demand Planning Process

Supply Planning Process

Marketing Forecast

Sales Forecast

Manufacturing Forecast

Distribution Plans

Production Plans

Manufacturing Plans

Customers

Suppliers

Tier 2

Tier 1

t = weeks
Traditional Collaboration Process

Direct impact on your bottom and top line

- Low forecast accuracy
  - Limited collaboration with customers

- High inventory
  - Too much ‘just in case’ inventory

- Low visibility to supplier’s constraints and schedules
  - Limited collaboration with suppliers

- High indirect costs
  - Extensive expediting and inefficient communication
Our Solution
Oracle Collaborative Planning

E-Business planning solution: zero latency, real-time collaboration

Demand Planning Process

Supply Planning Process

Consensus Forecast

Automated exceptions

Collaborative Planning Process

Single Holistic Plan

Automated exceptions

t = hours

Collaborative demand plan

Collaborative supply plan

Marketing Forecast

Sales Forecast

Manufacturing Forecast

Portal

Portal

Customers

Suppliers

Tier 1

Tier 2

Internet
Oracle Collaborative Planning

Key capabilities

- Improve forecast accuracy
  - Collaborative demand planning with customers

- Increase visibility and reduce shortages
  - Collaborative supply planning with suppliers
  - Collaborate across multiple tiers

- Reduce inventory carrying cost
  - Vendor managed inventory
  - Consigned inventory

- Analyze demand and supply fluctuations
  - Waterfall analysis

- React quickly to supply chain events
  - Supply chain exception management
  - Global fulfillment visibility
Collaborate with Customers

Improve customer service and reduce inventory

- **Improve forecast accuracy**
  - Get visibility to customer demand changes

- **Improve delivery performance**
  - Provide accurate supply commits to customers
  - Identify supply/demand mismatches

- **Reduce non-value added costs and exception overload**
  - User-configurable exceptions
  - Automated exception handling via workflow
Collaborate with Suppliers
Improve plan accuracy and reduce planning cycle time

reduce shortages and improve supplier delivery performance
- Provide order forecasts to your suppliers
- Identify supply/demand mismatches

respond better to supplier exceptions
- Get visibility to your supplier’s constraints

reduce non-value added costs and exception overload
- User-configurable exceptions
- Automated exception handling via workflow
Collaborate with Suppliers

Supplier collaboration through a single portal

**Execution** - Oracle iSupplier Portal
- Involve suppliers in your procurement process
- Suppliers view or maintain agreements, orders, ASNs, receipts, returns, quality, delivery and shipment schedules, invoices, and payments

**Planning** - Oracle Collaborative Planning
- Involve suppliers in your planning process
- VMI, including exceptions
- Waterfall analysis - compare customer forecasts with supply commits
- Global inventory and fulfillment visibility
- User-configurable exceptions

**Seamless integration** with ERP
- Generate replenishment orders in Oracle Purchasing
- Share products, suppliers, order modifiers, approved supplier lists (ASLs), and sourcing rules
Multi-tier Collaborative Planning

Lack of visibility and synchronization across extended supply chain
Multi-tier Collaborative Planning

Full visibility and synchronization across extended supply chain

Plan your extended supply chain
- Share forecasts and supply commits with customers and suppliers
- Get visibility to supplier capacity
- Reallocate key components
- Make alternate sourcing decisions

Reduce inventory cost and improve fulfillment
- Suppliers manage your inventory
- Manage your customers’ inventory

React quickly to supply chain exceptions
- Waterfall analysis
- User-configurable exceptions
- Automated exception handling via workflow

Customer
Run plan
Demand for end product
Supply forecast

You
Demand for assemblies
Run plan
Consensus forecast
Supply commit for assemblies

Contract Manufacturer
Supply commit for key components
Forecast for key components

Supplier
Run plan
Supply forecast
VMI and Consigned Inventory
With suppliers and customers

Customer
VMI Agreement
Send consumption advice
Receive items
Pay on receipt or use

You
VMI Agreement (with customer)
Ship items
Receive items
Pay on receipt or use

Supplier
VMI Agreement (with supplier)
Check inventory status
Ship items
Supply Chain Exception Management

Highlight disruptions when they occur

What is the problem?

Customer lowered forecast
Supplier short of commitment
Your forecast is short of commitment

What is the impact?

Custom and seeded exceptions
Configurable thresholds & priorities

How do I resolve it?

Customer order impact analysis via supply chain pegging
Demand-supply allocation, Simulation, Workflow

How well did I do?

Business intelligence
Integrated!

Integrated planning, execution, and collaboration
Scalable and Open Architecture
Scalable and Open Architecture

- Enterprise and trading partner portals
- Runs against all versions of Oracle EBS
  - Supports 11.0 and 11i
  - Can be deployed in distributed mode
- Standards based
  - Deploy against any other ERP or legacy system
  - XML, EDI, and flat file formats
- Reliable
  - All plan information resides in the database
  - Hot backup and recovery
Configurable Collaboration Rules

- Secure access
  - Configurable security rules

- Avoid exception overloads
  - User-defined exceptions
  - Flexible thresholds
  - Automate exception handling via workflow
Traditional Collaboration Process

Multi-step, high latency, limited collaboration
Oracle Collaborative Planning

E-Business planning solution: zero latency, real-time collaboration
Oracle Collaborative Planning

Key capabilities

- Improve forecast accuracy
  - Collaborative demand planning with customers

- Increase visibility and reduce shortages
  - Collaborative supply planning with suppliers
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  - Waterfall analysis

- React quickly to supply chain events
  - Supply chain exception management
  - Global fulfillment visibility
DEMONSTRATION

1-Tier Collaborative Planning
Notifications
## Vendor Managed Inventory

![Vendor Managed Inventory Status - Microsoft Internet Explorer](image)

<table>
<thead>
<tr>
<th>Item</th>
<th>Customer</th>
<th>Customer Site</th>
<th>Supplier</th>
<th>Supplier Site</th>
<th>VMI Status</th>
<th>Replenishment Date</th>
<th>Suggested Replenishment Quantity</th>
<th>Replenishment Quantity</th>
<th>Inprocess Quantity</th>
<th>Onhand Quantity</th>
<th>Onhand Date</th>
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<td>Discount SuperStore</td>
<td>6425</td>
<td>Vision Corporation</td>
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<td>Onhand:0, Onorder:30</td>
<td>Min:10 Max:30</td>
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Demand Planning – Review Demand

![Oracle Demand Planning - Discrete - Microsoft Internet Explorer](image)

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<tr>
<th>Product</th>
<th>Ship from Location</th>
<th>Geography</th>
<th>Shipment Forecast (CP), Quantity</th>
<th>Order Forecast from Customers:Ship Date: Customer Forecast Ver. 1</th>
<th>Order Forecast from Customers:Ship Date: Customer Forecast, Ver. 2</th>
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<tbody>
<tr>
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<td>Week 29-MAY-06: 547</td>
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</table>
Review Supply Chain Plan
Publish Order Forecasts to Suppliers
Plan to Pay Supplier View
**View Horizontal Plan**

![Oracle Supplier Collaboration](image)

**Horizontal View**

**Search**

- **Item**: CM66224
- **Customer**:
- **Supplier Item**:
- **Order Type**: 

**Display Using Preference Set**: Sproucy-Collab Planning

**Tip**: Find out how to edit the data on this page.

**Table to display horizontal view search results**

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<tr>
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<td>LCD Display</td>
<td>Vision Corporation (TST:MT)</td>
<td>Prouty Industrial Supply (RED WING)</td>
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</tbody>
</table>

**Oracle**

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Upload Supply Commits
Notify Customer of New Supply Commits

Send Capacity Update To Customer
Submitting this page will transfer your data to your trading partner and notify him of your update.

Notification Recipients
Specify the recipients of the notification by selecting their responsibility.

- Responsibility: Manufacturing and Distribution

Message Text
Enter the message to your trading partner here.

Jon,

We can meet your increased demand.

Thanks,
Sandy

Submit
Review Supply Chain Plan
Publish Supply Commits to Customers