

ORACLE®

JD EDWARDS ENTERPRISEONE

Demand Driven Manufacturing

Ed Kubulins

Principal Sales Consultant

SNUG

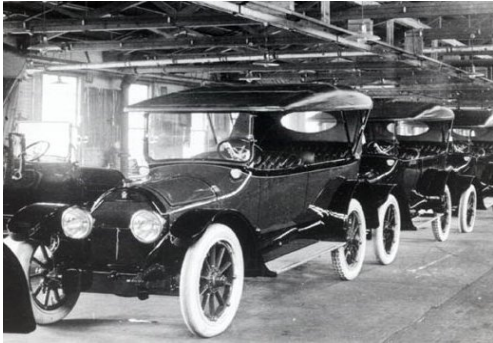
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Safe Harbor Statement

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Demand-Driven Manufacturing

Supply Driven



3. Sell to production capacity
2. Build and stock inventory
1. Buy supply to forecast

1. Sell to customer-specific requirements
2. Produce to demand
3. Pull supply in real time



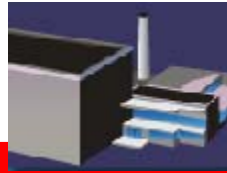
Demand-Driven

Historic Manufacturing Software

Supplier



Manufacturer



Customer



Supply Driven: Push

Require

- Forecast-based “push” supply management
- Focus on direct material procurement only

Regulate

- Traditional supply driven transaction intensive manufacturing
- Standardized solutions architected for static manufacturing environments

React

- Point-in-time demand forecasting
- No real-time collaboration

The Oracle Demand-Driven solution

Supplier



Manufacturer



Customer



Demand Driven: Pull

**Integrated
In-Bound Supply**

- Strategic Sourcing
- Lean Procurement
- Manufacturing Scorecard
- Supplier Rating System

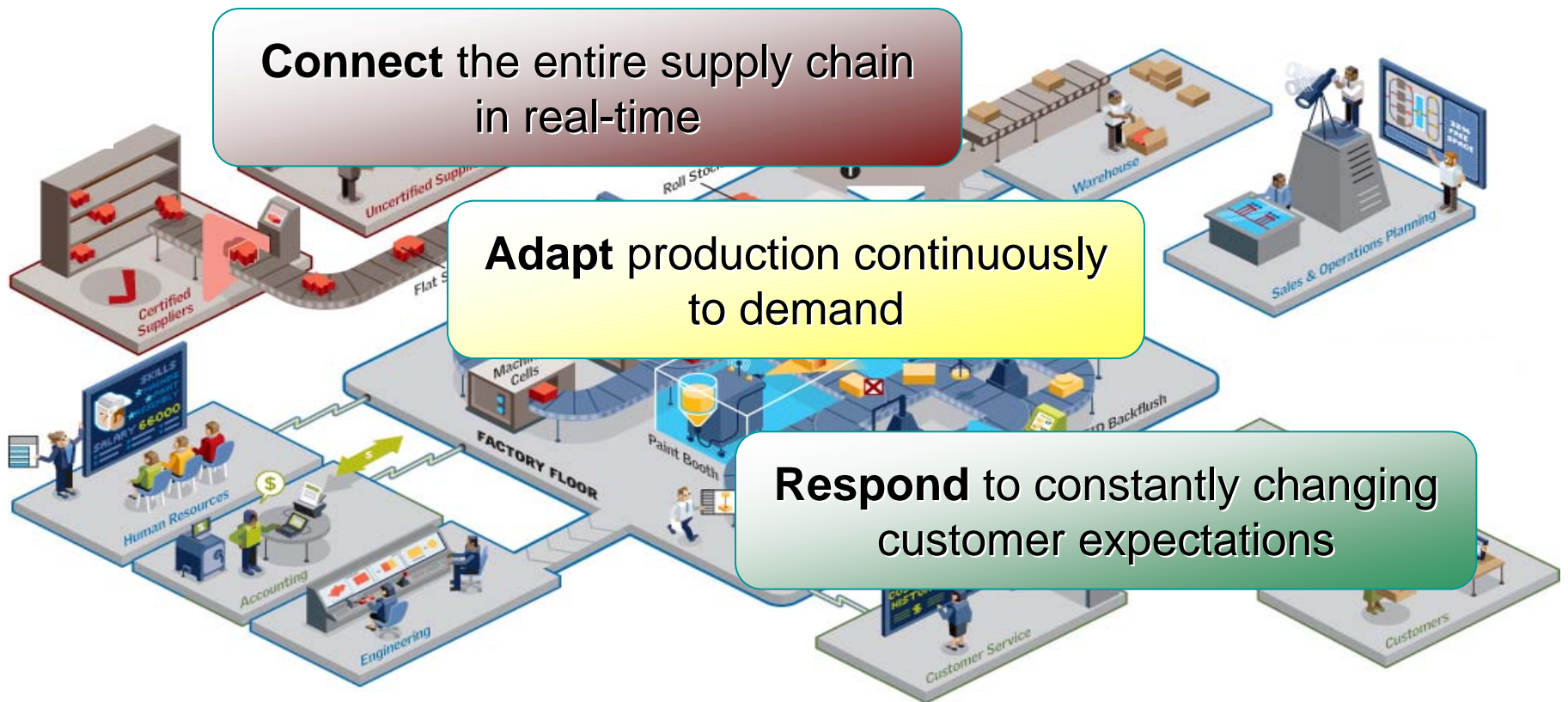
**Adapt
Production**

- Strategic Network Optimization
- Process Modeler
- Demand Flow[®] Manufacturing

**Capture & Respond
to Demand**

- Demand Collaboration
- Sales & Operations Planning

Demand-Driven Manufacturing Imperatives



So,...
what do you want to talk about?

Agenda Options

- Respond to customer demand

- Operations Dashboard 

-  Demantra (Demand Management, S&OP)

- Engineer to Order (8.12)

- Service Management

- Product Variants

- Adapt production

- Shop Floor Management Enhancements

- Demand Flow Manufacturing

- Supplier Release Scheduling

- Configurator

- Dual Units of Measure

- Connect the supply chain

-  Operational Sourcing

- Buyer Workspace

- Requisition Self-Service

EnterpriseOne Demand Driven Manufacturing

Questions?

- **Did You learn anything?**
- **How did I do?**
- **Could I visit with you?**

Ed.Kubulins@oracle.com

781-749-2694

Q&A