

Zero to ASCP: How Small Companies Can Benefit from Oracle Advanced Supply Chain Planning

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This presentation will outline the challenges that small firms face in planning and supporting their supply chains and how Oracle Advanced Supply Chain Planning can benefit these firms.

Background and Overview:

Oracle has developed or acquired an extensive set of applications to meet the supply chain planning needs of their client companies. In many cases, these advanced applications have been developed to support advanced capabilities that larger companies require and had previously developed their own internal software applications to meet these needs. These larger companies have the benefit of scale and larger IT and business support staff, that smaller companies cannot reasonably support. This paper is intended to outline how smaller firms with revenues less than \$300 million per year can benefit from the Oracle Advanced Planning & Demantra Suite of Applications and in particular, Oracle Advanced Supply Chain Planning.

The Oracle Advanced Planning & Demantra Suite of applications is composed of several applications that serve specific purposes and are tightly integrated:

- Advanced Supply Chain Planning
- Production Scheduling
- Strategic Network Optimization
- Global Order Promising
- Collaborative Planning
- Demantra Demand Management
- Demantra Real Time Sales & Operations Planning
- Demantra Trade & Promotion Planning

The Oracle Advanced Supply Chain Planning (ASCP) application is the largest of these applications and is traditionally considered a foundation product for many of the supply chain planning applications. While each of these applications can be applied as a stand alone solution, Oracle ASCP is designed to provide a natural foundation for Oracle Global Order Promising and Collaborative Planning capabilities and is usually implemented first with these applications providing additional capabilities to ASCP. The Oracle Demantra applications can be implemented as stand alone forecasting applications with integration to supply chain planning, but the full functionality of sales & Operations Planning is not completely realized until both applications are implemented as a seamless set.

Small companies are beset by many of the same challenges that larger companies face. However there are some unique challenges faced by smaller companies:

- Cannot support cost of multiple disparate systems, a well integrated system is simpler and more cost effective.
- Less complex systems that can be tailored to company requirements quickly
- Need for out of the box Industry specific solutions
- Faster implementation cycles and faster ROI
- Limited IT budgets and staff
- low cost of ownership and deployment

Integrated system

Smaller companies already using (or considering using Oracle ERP) execution systems such as Order management, Procurement, and WIP from Oracle E business suite can take advantage of fully integrated APS products and execution systems. The presentation describes how the data in execution system becomes available to planning the processes.

Industry specific capabilities and templates

There are wealth of specific capabilities that are required by specific industries that can be achieved with the standard functionality of Oracle Advanced Supply Chain Planning. These specific Industry capabilities can be enabled using Industry templates or business flow accelerators. Some of the Industry segments include Industrial Mfg, Process Mfg, A&D, Flow Mfg. Configure to Order etc.

Configurable and flexible system:

As smaller companies are generally faster growing businesses, systems deployed are required to be adequate and scalable in relationship to business growth. In the presentation we highlight typical deployment of APS products that cater to your current needs. We also highlight how you can add on the additional capabilities as you grow

Specific Implementation considerations

Presentation zeros in on an implementation approach specifically involving ASCP. Oracle Advanced Supply Chain Planning has evolved to be extremely configurable to allow for the simplest of use as a MRP replacement and then to allow specific features and capabilities to be deployed as needed by these firms. This presentation will outline these capabilities and describe how smaller firms can best take advantage of them.

The Oracle Advanced Supply Chain Planning application first and foremost is an evolution of the Oracle MRP application. It provides the equivalent capabilities in netting existing supplies to calculate material requirements in complex bill structures and supply chain networks. It also provides a superior Planners Workbench with analytic tools and capabilities that can improve the productivity of Planners. ASCP provides equivalent and better capabilities for managing master schedules and consuming forecasts efficiently and specific features related to these functions that did not exist in MRP. It has also evolved to provide unique features for specific industries such as Configure to Order environments, Oracle Process Manufacturing, and Oracle Shop Floor Manufacturing (semiconductor/metals) such as co-product/by-product planning, support for operational yield, minimum transfer quantities, and more. In release 12, the product was further extended to provide support for Distribution planning environments where specific targets can be set and the planned distribution of materials can be determined.

The effort to implement Advanced Supply Chain Planning is not significant when compared with the initial implementation of the eBusiness Suite. Those companies that are already running MPS/MDS/MRP in the eBusiness Suite will be pleasantly surprised to find that most of the setups have already been done. They can be up and running a multi plant unconstrained plan quickly and then migrate to a constrained plan at their own pace.

.Benefits

The benefits small companies can obtain by deploying ASCP are very significant. Small companies typically see

- Reduced inventory
- Capability to provide accurate customer commitments.
- Drive operational excellence

Other significant benefits include:

- Complete visibility of inventory and other resources
- Improved planner productivity

- Reduced planning cycle time

This presentation will outline the benefits that are typically realized by implementations at small companies