SOLVING THE REAL
CHALLENGES IN THE

CONSUMER
GOODS INDUSTRY

ORACLE®

JD Edwards customers talk about their business success as a result of partnering with Oracle and JD Edwards

CONSUMER GOODS (CG)

2

Manufacturers and distributors in the consumer goods industry face unprecedented pressure to provide a greater variety and quality of products, simplify complex supply chains, and compete with the price pressures imposed by retail consolidation.

In addition, higher transportation costs and a sluggish economy demand greater control and visibility of product profitability, while product-safety and contamination concerns have increased the need to improve traceability.

Oracle's JD Edwards EnterpriseOne for Consumer Goods provides a suite of powerful and comprehensive solutions specifically tailored to help overcome these fundamental business challenges, improve efficiency and profitability, and simplify compliance for consumer goods manufacturers.

A COMPREHENSIVE SOLUTION FOR CONSUMER GOODS

At the core of Oracle's JD Edwards EnterpriseOne is a highly flexible array of software solutions covering all aspects of operations including financial, human resources, customer relationship, warehousing, transportation, inventory, procurement, sales order management, and fulfillment management.

A range of deployment options allows you to efficiently manage and optimize daily business operations to enable expansion and drive profitable growth.
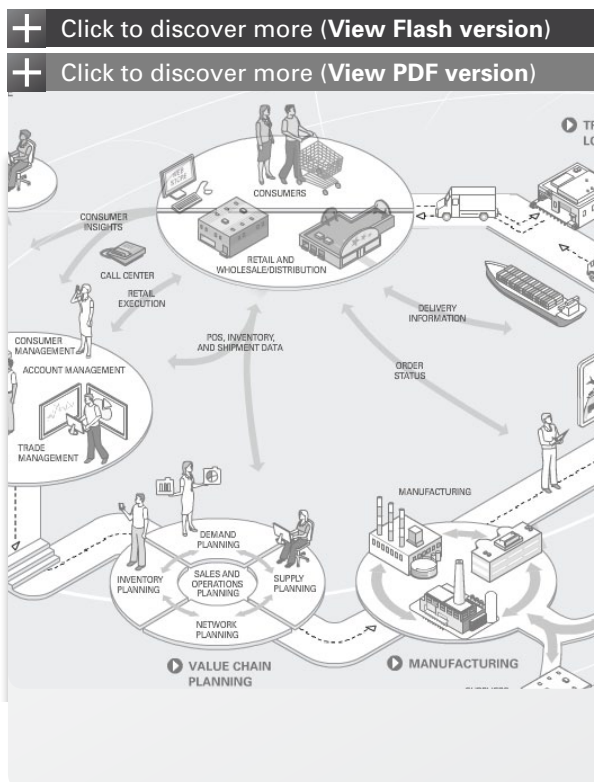
> " Oracle's JD Edwards EnterpriseOne system provided greater visibility of sales, manufacturing, and financial processes across our chemicals, foodstuffs, pharmaceuticals, and new-business subsidiaries. We can now monitor the performance of different divisions with ease. "

Sang-hun Park,
Team Leader,
Process Innovation Team,
Samyang

JD EDWARDS ENTERPRISEONE CONSUMER GOODS SOLUTION

CG Industry Solution Map:

+ Click to discover more (**View Flash version**)

+ Click to discover more (**View PDF version**)

ORACLE'S CONSUMER GOODS SOLUTIONS

Oracle's JD Edwards EnterpriseOne delivers tailored products, features and functionality designed to meet the broad needs of consumer goods companies in addition to offering specialized solutions for a number of consumer goods sub-industries.

› Consumer Goods

› Fashion

› Food and Beverage

› Agribusiness

› Life Sciences

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

ORACLE®

JD Edwards customers talk about their business success as a result of partnering with Oracle & JD Edwards

CONSUMER GOODS

ORACLE INDUSTRY SOLUTIONS ADDRESS COMPLEX BUSINESS PROCESSES

Whether you start with one component or make a complete business transformation, Oracle's JD Edwards EnterpriseOne solutions enable you to build on your existing environment with an open-integration framework using standards-based middleware, helping you to speed time to value, reduce costs, and gain a competitive advantage.

JD EDWARDS CG SOLUTION FOOTPRINT

JD Edwards Products For CG:

Click to discover more (View PDF version)

CG PRODUCTS HIGHLIGHTS

Efficiently handle multiple product attributes such as size and color with inventory visibility, procure-to-pay, and order-to-cash solutions.

Benefit from support for dual unit of measure, catchweight process, cross-docking, and demand-flow manufacturing.

Use Advanced Cost Accounting to achieve P&L visibility down to the product and plant level.

Gain insight into manufacturing cost at the plant, work-center, or production-line level.

Use Transportation Management to control shipping costs and improve delivery reliability.

Aggregate spend, measure supplier performance and decrease contract administration costs.

Understand true service costs and customer profitability.

Use supported warehouse put-away, picking and replenishment including RFID and license-plate capabilities.

Increase yield and throughput, manage quality, and improve asset utilization.

Benefit from multi-currency and multi-language capabilities.

Support global regulatory requirements, such as GTIN and GLN.

Track and report inventory country of origin to reduce compliance risk.

LEARN MORE

📄 Enabling CPG Executive To Meet The Challenges of Compliance

📄 Consumer Goods Customer Success Stories

🎥 Consumer Goods Customer Success Videos

ORACLE®

CONSUMER GOODS

INCREASE PROFITABILITY WHILE MANAGING MORE COMPLEX SUPPLY CHAINS

- **Optimize your supply chain** to increase profitability and remain competitive.

- **Control costs,** maintain product quality and deliver finished products in shorter timeframes.

- **Efficiently handle all aspects** of sourcing, production, delivery and invoicing with integrated solutions and increased visibility.

- **Control shipping costs** and expedite delivery with integrated transportation management.

Click to discover more (**View PDF version**)

OPTIMIZE INVENTORY AND SUPPLIER PERFORMANCE

- **Gain greater control** over delivery timeframes, quality and price.

- **Attain instant visibility** into inventory levels and locations anywhere in your supply chain.

- **Closely monitor supplier performance** and shift business to the highest- performing suppliers.

CG Supply Chain Challenges and Strategies:

+ Click to discover more (**View PDF version**)

ENSURE TRACEABILITY FROM SUPPLIER TO STORE

- **Simplify compliance** with enhanced visibility of all products

- **Limit the size and cost of recalls** by tracing products from the supplier to the final destination.

- **Reduce the risk of contamination** through visibility into the key milestones of a product's lifecycle at lot level.

CG Profitability Challenges and Strategies:

+ Click to discover more (**View PDF version**)

MANAGE COMPLEX PRICING SCENARIOS WITH EASE

- **Maximize revenue and profit** and free sales and marketing staff to focus on strategic initiatives.

- **Handle the most complicated and volatile sales environments** with multi-dimensional price-adjustment calculations, sophisticated basket pricing and accrual management.

- **Reduce pricing errors** and increase overall profit.

ORACLE®

CONSUMER GOODS

GAIN COMPETITIVE ADVANTAGE WITH GREATER VISIBILITY AND AGILITY

- **Gain insight** into profitability at manufacturing, plant, customer, and product level.

- **Increase efficiency** by adjusting your operations model to shift production to more profitable centers and raise delivery priority for your most profitable customers.

- **Enhance visibility** into vital daily business metrics.

LEARN MORE

📄 Oracle Consumer Packaged Goods Solutions: Resolving Business Issues in the Consumer Packaged Goods Industry

CUSTOMER SUCCESS STORIES

📄 Land O'Lakes (#1) TCO over SAP

📄 Chiquita

📄 Chocolates Turin (Spanish)

📄 Eurest (Spanish)

JD EDWARDS CONSUMER GOODS PRODUCT FOOTPRINT

- Attribute Management
- Asset Lifecycle Management
- Customer Relationship Management
- Environmental Accounting and Reporting
- Financial Management
- Human Capital Management
- Manufacturing Management

- Order Management
- Supply Chain Planning
- Supply Chain Execution (Logistics)
- Supply Management (Procurement)
- One View Reporting
- JD Edwards Mobile Applications
- Tools and Technology

ORACLE

FASHION

The increasing dominance of retailers and their ability to dictate price presents a number of challenges to fashion manufacturers. Consumers now expect a wide range of products, sold at attractive prices, available in the shortest time, and purchasable in the most convenient manner.

Complex manufacturing and distribution needs, intricate supply chains and constantly shifting global markets can mean that having comprehensive, real-time visibility into your entire enterprise is critical in driving business change, increasing profitability and gaining competitive advantage.

APPAREL MANAGEMENT

JD Edwards EnterpriseOne is a fully integrated ERP solution to support multi-attribute items for both distribution and manufacturing companies in the fashion industry, helping you to:

OPTIMIZE SALES AND MARKETING

- **Maximize revenue and profitability** through the use of allocations management.

- **Achieve greater visibility** into consumer and market demand.

- **Deliver targeted products, offers, and marketing** across multiple channels.
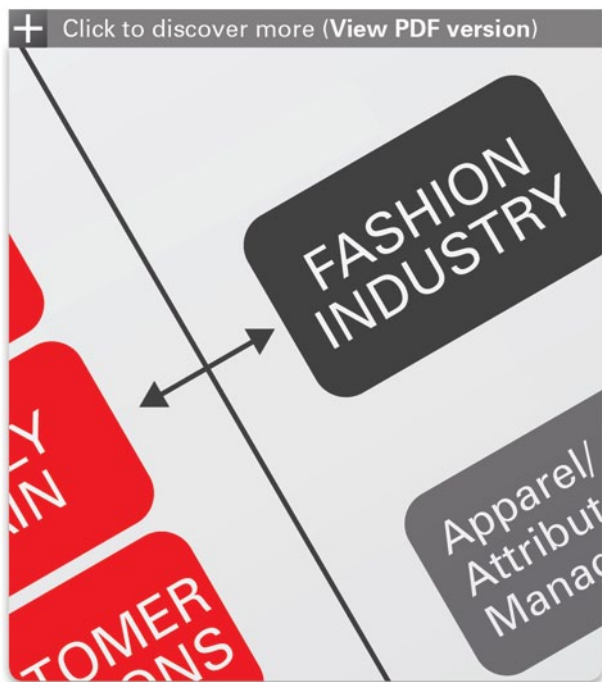
IMPROVE PRODUCT QUALITY, SERVICE LEVELS, AND COMPETITIVE ADVANTAGE

- **Implement** competitive cost per unit of measure.

- **Ensure** consistent quality.

- **Provide** customer-specific products based upon effective allocation rules.

ENABLE CONSUMER-DRIVEN SUPPLY CHAINS

- **Accurately identify and respond** to consumer demand.

- **Reduce cost** and increase efficiency within complex supply-chain networks.

- **Optimize** transportation and logistics operations.

An Integrated CP ERP Solution:

+ Click to discover more (View PDF version)

FASHION INDUSTRY

Apparel/ Attribut Manag

TOMER ONS

ORACLE®

FASHION

The JD Edwards EnterpriseOne Apparel Management solution supports the apparel process of layering multiple fabrics and then cutting through all of them at the same time. It provides unique functionality by planning production of multiple sizes, colors, and styles by creating a global work order as a layout of the layers of fabrics and cuts.

JD EDWARDS FASHION SOLUTION HIGHLIGHTS

Gain enhanced visibility and ability to maintain information such as fabric composition and cleaning codes.	Manage risk effectively, and simulate changing business conditions to develop strategic contingency plans.
Manage up to ten product attributes (e.g. size, color, style, fabric rating, UV rating, etc.).	Gain profitability insight at product, channel, customer and manufacturing levels.
Maximize data entry efficiency with matrix order entry for sales and purchase orders and work orders.	Dynamic order priority definitions via allocations – top/bottom, color and size management.
Manage catalogs, seasonal offers and multiple collections.	Benefit from multi-currency and multi-language capabilities.
Manage production data, create routings, and control outsourced operations.	Add further modules when business needs change and operations grow.

Find out more about Oracle's JD Edwards EnterpriseOne Apparel Management to discover how you can simplify operations, encourage growth and boost profitability.

FURTHER INFORMATION

📄 JD Edwards Apparel Management

FASHION INDUSTRY CUSTOMER SUCCESS STORIES

📄 Jurlique

ORACLE'S JD EDWARDS FASHION SOLUTION PRODUCT FOOTPRINT

📄 Asset Lifecycle Management

📄 Customer Relationship Management

📄 Environmental Accounting and Reporting

📄 Financial Management

📄 Human Capital Management

📄 Manufacturing Management

📄 Order Management

📄 Supply Chain Planning

📄 Supply Chain Execution (Logistics)

📄 Supply Management (Procurement)

📄 One View Reporting

📄 JD Edwards Mobile Applications

📄 Tools and Technology

ORACLE®

FASHION

Key Fashion ERP Processes and Functions:

Sample of Fashion Business Process Flow:

Emirates Flight Catering Defeats Challenges with JD Edwards
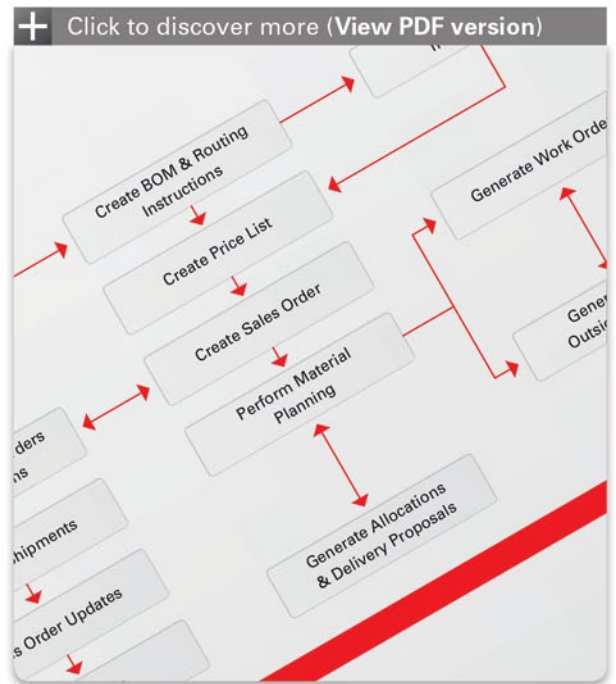
Hear the CIO of Emirates Flight Catering, Arun Tewary, speak about the extensive Oracle's JD Edwards EnterpriseOne solution it implemented to fight the challenges of the business and sustain growth.

FOOD AND BEVERAGE

Food and beverage producers face numerous unique challenges, dealing with complex supply and distribution chains, managing shelf life, and matching "push"supply with "pull" demand. Producers must work to minimize the volume of by-products arising from the production process, and manage the different timings, quality, and cost associated with incoming materials and stock.

These challenges, coupled with the need to meet statutory quality and safety regulations, are forcing producers to seek fully integrated business automation solutions based on ERP. Producers are looking to improve operational effectiveness and efficiency, gain increased visibility, identify repeatable processes, improve quality control, and simplify compliance solutions.

Integrated Winery Solutions:

Click to discover more (View PDF version)

ORACLE JD EDWARDS ENTERPRISEONE

JD Edwards EnterpriseOne provides solutions for the food and beverage industry with a suite of specialized products and features designed to address these challenges. Integrated, standards-based solutions help food and beverage producers deliver consistently high-quality, safe, and profitable products to market in a timely fashion.

Oracle and JD Edwards EnterpriseOne provides the right tools, processes, and methodologies to manage the details of your operations, giving you increased visibility and improved productivity, which in turn enables you to speed time to market, reduce costs, and gain a competitive edge.

Specific to the needs of wineries, Oracle's JD Edwards EnterpriseOne Blend Management focuses on tracking lot attributes from the source of supply through to the finished product to drive process repeatability and label integrity while delivering high-quality results. Blend Management is fully integrated with the other JD Edwards EnterpriseOne applications and is designed to help you:

IMPROVE VISIBILITY

- **Utilize crucial information** about source composition, sample management and vessel management.

- **Improve blend management planning** with sophisticated trial-blend simulation.

- **Gain a complete view of every product** with end-to-end traceability across all aspects of your blending operations.

STREAMLINE PROCESSES

- **Automatically recalculate** the chain of operations and lot attributes based on previous operations.

- **Identify and implement** best practices and automate repeatable processes.

SIMPLIFY COMPLIANCE

- **Improve transparency** and maintain standards in accordance with changing regulations.

- **Gain vital insight** into additive thresholds and quality results.

- **Manage spirit volumes** with both temperature and alcohol percentage parameters.

Blend Management Demo

ORACLE®

Harvest Workbench Demo

FOOD AND BEVERAGE

Common Food and Beverage Business Pressures:

Improve Business Results via Key Features:

Find out more about Oracle JD Edwards EnterpriseOne for food and beverage, and discover how you can use increased visibility to improve the quality and profitability of your products.

> " The Web capabilities delivered though J.D. Edwards EnterpriseOne has enabled us to streamline some of our critical business processes, in particular the critical task of processing and delivering our customers' orders. "

Graham Baker
Strategic Projects Manager
Yalumba Wine Company

18

ORACLE'S JD EDWARDS ENTERPRISEONE FOOD AND BEVERAGE SOLUTIONS

- 📄 Attribute Management
- 📄 Asset Lifecycle Management
- 📄 Blend Management
- 📄 Customer Relationship Management
- 📄 Environmental Accounting and Reporting
- 📄 Financial Management
- 📄 Human Capital Management
- 📄 Manufacturing Management

- 📄 Order Management
- 📄 Supply Chain Planning
- 📄 Supply Chain Execution (Logistics)
- 📄 Supply Management (Procurement)
- 📄 One View Reporting
- 📄 JD Edwards Mobile Applications
- 📄 Tools and Technology

ORACLE®

AGRIBUSINESS

Growers, processors, and producers in the Agribusiness sector face a number of challenges when it comes to improving profitability and simplifying processes. Oracle's JD Edwards EnterpriseOne offers solutions across all stages of the product lifecycle, helping to maximize business potential for growers and producers.

GROWERS

Food growers face a number of difficult challenges including increasing visibility into land usage, identifying best practices for producing quality products and simplifying compliance to meet food safety requirements.

Oracle's JD Edwards EnterpriseOne Grower Management can help growers to:

- **Improve supply planning** with enhanced land block and harvest information for increased visibility into crop cost, land characteristics, and farming best practices.

- **Streamline entire processes,** with flexible options to quickly schedule the receipt of materials.

- **Boost profitability** by minimizing crop cost and maximizing labor efficiency through combined activities.

- **Enhance standards** and compliance by simplifying reporting, providing field-to-store traceability and monitoring quality to allow for immediate corrective actions.

Consumer Goods
Read more

Fashion
Read more

Food and Beverage
Read more

Agribusiness
Read more

Life Sciences
Read more

PRODUCERS

Food producers are challenged to balance supply and demand, manage external supply chains, and simplify complex payment and reporting processes, to improve profitability and provide competitive advantage.

Oracle's JD Edwards EnterpriseOne Grower Pricing and Payments enables producers to track the success of relationships with individual growers and monitor their compliance with existing agreements, helping to:

• **Improve cost control** with automated contract-management solutions.

• **Maximize profits** with simplified multi-dimensional pricing structures.

• **Build profitable relationships** by identifying the best suppliers and ensuring timely payments.

Key Market Drivers, Issues and Solutions:

21

ORACLE®

AGRIBUSINESS

AGRIBUSINESS PRODUCT HIGHLIGHTS	
Get complete visibility from the field, through the manufacturing processes, to the store shelf.	Benefit from support for weigh tag processes.
Have complete traceability—tracking the data for every aspect of a product to ensure lot traceability and adherence to standards such as 21 CFR Part 11	Comply with national, state and local government label and product standards.
Identify the best partners for future harvests and use strategic tools to negotiate the most advantageous contracts.	Ensure repeatable, consistent products that meet consumer demands and retain brand loyalty.

Find out more about Oracle's JD Edwards EnterpriseOne solutions for growers and producers to see how you can maximize efficiency and profitability across the product lifecycle.

ORACLE JD EDWARDS AGRIBUSINESS SOLUTIONS

Grower Management

Grower Pricing and Payments

Asset Lifecycle Management

Customer Relationship Management

Environmental Accounting and Reporting

Financial Management

Human Capital Management

Manufacturing Management

Order Management

Supply Chain Planning

Supply Chain Execution (Logistics)

Supply Management (Procurement)

One View Reporting

JD Edwards Mobile Applications

Tools and Technology

CUSTOMER SUCCESS

Grupo Penaflor (Spanish)

OTHER RESOURCES

Farm To Fork White Paper

ORACLE®

AGRIBUSINESS

Key Grower Requirements and Solutions:

Click to discover more (**View PDF version**)

Increasing
- Track block attributes
- Plan farming activities
- Manage intended use

Food Safety
- Lot trace track
- Quality testing

Decreas
- Mass
- Man

Integrated Food and Beverage ERP Solutions:

Click to discover more (**View PDF version**)

FOOD AND BEVERAGE

CUSTOMER ORDER MANAGEMENT

GROWER MANAGEMENT

GROWER PRICING AND PAYMENTS

BLEND MANAGEMENT

Grow
- Th

HAN PITAL

USTOMER ELATIONS

Key Grower Business Processes:

Click to discover more (View PDF version)

ORACLE®

LIFE SCIENCES

To maximize revenue growth and drive expansion, life sciences organizations need to find ways to increase speed to market. But complex quality-control processes and stringent regulatory requirements can make this difficult.

Failure to meet with these expectations and deliver safe, high-quality products can result in organizations incurring significant fines, or even being shut down.

> " As a global developer of medical mobility equipment, we must ensure that our distributors can provide their customers with the products they need when they need them. With Oracle's JD Edwards EnterpriseOne, we gained the end-to-end visibility and agility required to achieve that goal, while improving our business relationships and streamlining operations. "

James Dorvee
Vice President, Global
IT, Sunrise Medical (US)
LLC

ORACLE'S JD EDWARDS ENTERPRISEONE

Oracle's JD Edwards EnterpriseOne delivers a rich solution to help you meet these exacting standards, allowing you to develop, manufacture, test, track, market, and distribute innovative products and services that prevent and cure disease, enhance quality of life and meet shareholder expectations.

The integrated solutions of Oracle's JD Edwards EnterpriseOne do all of this while helping you control cost, improve profit margins and enable innovation.

Complex Pressures on Life Sciences Companies:

Click to discover more (**View PDF version**)
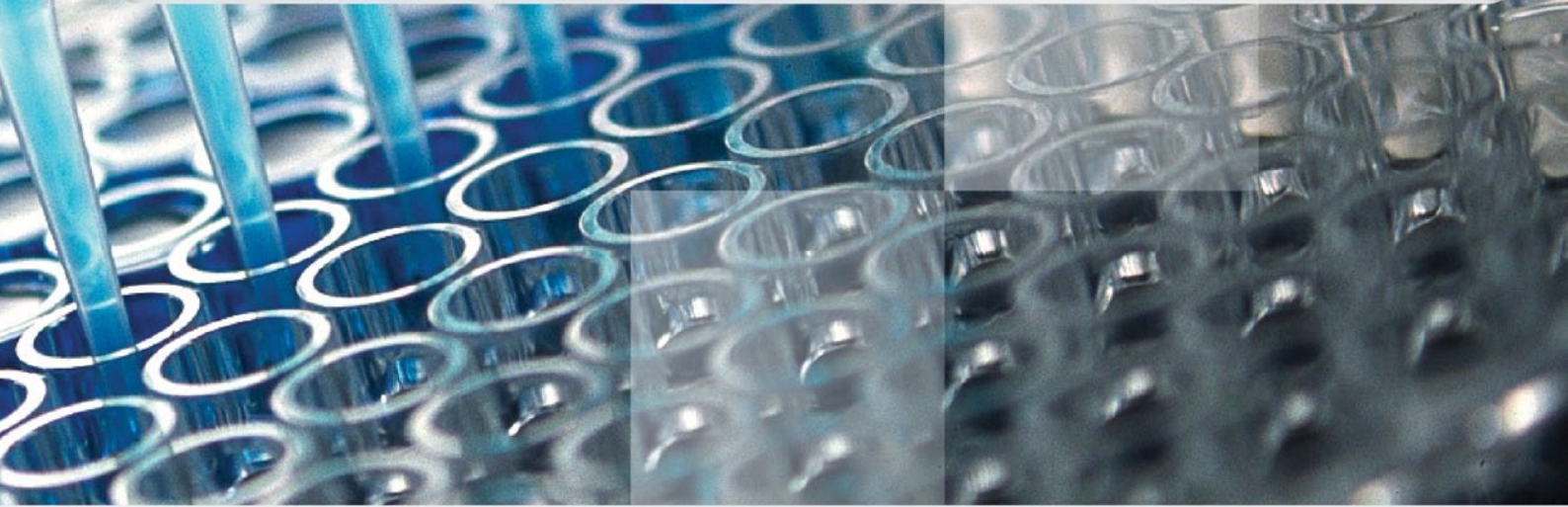
ENHANCE VISIBILITY

- **Deliver actionable insight** with tightly integrated information tracking across all key areas

- **Improve traceability** with secure audit trails and electronic signatures.

- **Control costs** with continuous monitoring of critical financial data.

SIMPLIFY GOVERNANCE

- **Easily schedule** and manage complex compliance activities.

- **Enhance accountability** with complete, accurate electronic records .

- **Maximize traceability** through end-to-end tracking of all lots and processes, with up to eleven lot-control dates, such as "sell as best before", "sell by", and user-defined dates.

INSTILL BEST PRACTICES AND STREAMLINE PROCESSES

- **Define and refine** best practices for product manufacture and regulatory compliance.

Research To Remedy Value Chain:

+ Click to discover more (**View PDF version**)

Regulatory Agency

Biomedical Firm

ORACLE®
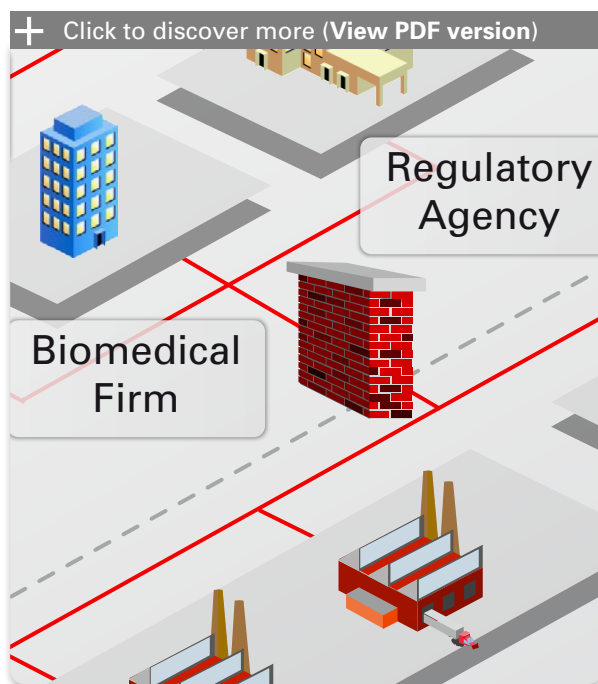
LIFE SCIENCES

LIFE SCIENCES PRODUCT HIGHLIGHTS

Support and maintain Current Good Manufacturing Practices (cGMPs) through secure record locking, audit trails, and electronic signatures on all critical records.

Tightly integrated non-conformance tracking from suppliers, internal operations, and customer complaints.

Maintain and approve accurate and complete electronic records to support reviews of manufacturing and non-conformance processes.

Management of surgical kits through license-plate controls. Tracking of consigned quantities and service part "trunk" stocks.

Extensive lot and serial control features:

- End-to-end track and trace
- Expire, Best-By, Sell-By, stability and other dates
- Lead-time days for quality approvals
- Customer lot preferences
- Percentage of life tracking
- Lot expiration based on shortest ingredient life
- Conditional lot movements and holds
- Mass updates of lot expirations

Global Locator Numbers (GLNs) provide unique address identifications for physical locations.
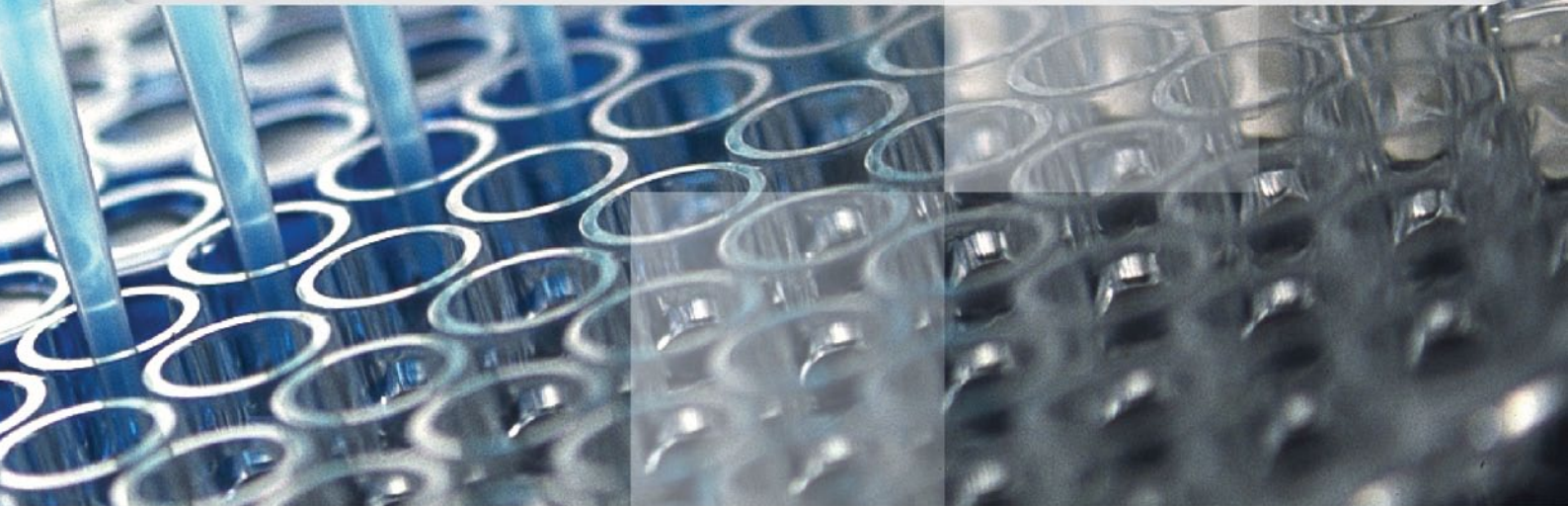
Find out more about Oracle's JD Edwards EnterpriseOne for Life Sciences to see how you can maximize revenue growth and drive innovation while simplifying regulatory compliance.

ORACLE'S LIFE SCIENCES SOLUTIONS

📄 Attribute Management

📄 Asset Lifecycle Management

📄 Oracle Clinical Trials Management System

📄 Oracle CRM for Medical

📄 Oracle CRM for Pharma

📄 Environmental Accounting and Reporting

📄 Financial Management

📄 Human Capital Management

📄 Manufacturing Management

📄 Order Management

📄 Quality Management

📄 Supply Chain Planning

📄 Supply Chain Execution (Logistics)

📄 Supply Management (Procurement)

📄 One View Reporting

📄 JD Edwards Mobile Applications

📄 Tools and Technology

📄 Oracle Agile Product Lifecycle Management

ORACLE®

LIFE SCIENCES

Capture Signatures/Approvals:

+ Click to discover more (**View PDF version**)

Trace and Track:
Lot Management:

+ Click to discover more (**View PDF version**)

SUMMARY

ORACLE SOLUTIONS FOR OTHER INDUSTRIES

Oracle's JD Edwards EnterpriseOne offers a broad range of solutions to address complex business processes in many industries.

Designed to integrate seamlessly with existing IT environments, Oracle's JD Edwards industry-specific solutions help organizations worldwide optimize end-to-end business processes, accelerate operations, and reduce costs across the enterprise, to build sustainable competitive advantage.

To find out more about Oracle's tailored solutions for other industries, visit the JD Edwards Portal.

32

RESOURCES

STAY CONNECTED

ORACLE
JD EDWARDS

See All Oracle JD Edwards Products and Services

TALK TO SALES
1-800-633-0738

CLICK TO CHAT WITH SALES EXPERT

GLOBAL CONTACTS

Consumer Goods Customers Success Videos

Oracle JD Edwards EnterpriseOne Customer Success Stories

All JD Edward Products

JD Edwards EnterpriseOne Internet of Things

JD Edwards Resource Library

White paper: Oracle's JD Edwards EnterpriseOne—The Low TCO, High ROI Option for Top Tier ERP

One View Reporting

In Memory Sales Advisor

In Memory Planning Advisor

ORACLE®