

Oracle Sales and Operations Planning Cloud



Do you want to proactively manage your business performance to achieve your long-term revenue and profit goals? Would you like to align your organization around a single enterprise operating plan? Do you want to better connect strategy with operations? Oracle Sales and Operations Planning Cloud (Oracle S&OP Cloud) enables you to implement a continuous and forward-looking sales and operations planning (S&OP) process that profitably aligns product, demand, and supply plans with your strategic and financial objectives.

Enable Next-Generation Sales and Operations Planning

For too long, S&OP has been regarded as just a process for balancing supply and demand. With the right process and software, S&OP can achieve its true potential and become a means for executing on your overall business strategy, a process also referred to as integrated business planning. Oracle S&OP Cloud enables this process by monitoring the health of your product portfolio, ensuring demand achieves your company revenue targets, generating a supply plan to profitably meet demand, and reconciling your operating plans with your overall financial goals.

KEY BENEFITS

- Best practices S&OP process
- Quick time to benefit
- Organizational alignment
- Increased organizational accountability
- Balancing of demand and supply while meeting financial targets
- Increased responsiveness to changing market conditions
- Long-term supply chain visibility and capacity planning
- Driving of decisions into execution
- Higher revenues, lower costs, greater profits
- Higher planner productivity

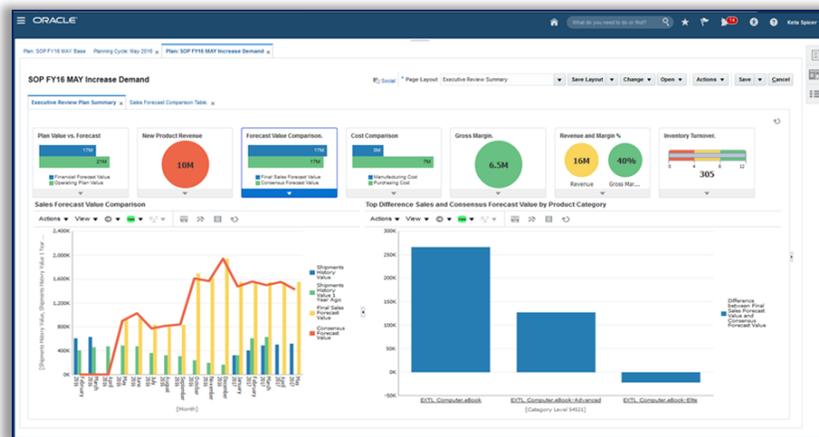


Figure 1. Oracle S&OP Cloud Executive Review summary dashboard with modern interface and embedded analytics

Key to consistently and profitably executing on your strategy is aligning your organization around a common set of forward-looking metrics and a shared operating plan for achieving these metrics. And when it's time to move plans into execution, you will want a solution that can translate S&OP decisions into tactical plans, and then continuously monitor your performance to ensure you are staying on target. Oracle S&OP Cloud makes all this possible with a next-generation S&OP solution.

Align the Enterprise with Best Practices Processes

Oracle S&OP Cloud helps you collaborate and reach consensus among sales, marketing, finance, product development, and operations so that your entire organization is marching in step.

Quickly Implement a Proven Methodology with S&OP Process Management

Many companies' S&OP processes fall short of recognized best practices, resulting in disappointing business results. Other companies have defined good processes, but they use spreadsheets or inadequate S&OP software and as a result, struggle to execute the process and maintain it over time. Oracle S&OP Cloud is designed to help your company quickly adopt a sustainable, step-by-step, best-practices approach to S&OP. The solution comes with configurable process templates for each of the five stages of S&OP: Product, Demand, Supply, Financial, and Executive Reviews. Each process template includes a standard list of tasks and a place to track action items, decisions to be made, and notes. With these process templates, you can quickly adopt best practices in order to minimize time to benefit and maximize ROI.

Harness Collective Knowledge Using Enterprise Social Collaboration

Resolving issues requires effective collaboration on a communication platform that provides the right context and tools. Oracle S&OP Cloud provides this with the enterprise social features of Oracle Social Network so that users can collaborate with colleagues and resolve planning issues. Communications are associated with specific plans or planning cycles, and a record of all such communications are kept for future reference.

KEY FEATURES

- Configurable process-definition templates
- Best practices S&OP dashboards, layouts, and tables
- Embedded analytics
- Management by exception
- Integration with Microsoft® Excel
- Waterfall charts for comparing plans
- Consensus forecasting
- Enterprise social collaboration using Oracle Social Network
- Planning notes
- Rapid in-line supply simulation
- Aggregate planning and rough-cut capacity planning
- Plan comparison
- Continuous monitoring of plans (Sales and Operations Execution)
- Standalone S&OP solution using external data loaded via flat files
- Interoperability with Oracle tactical planning solutions
- Integration with Oracle Supply Chain Management Cloud

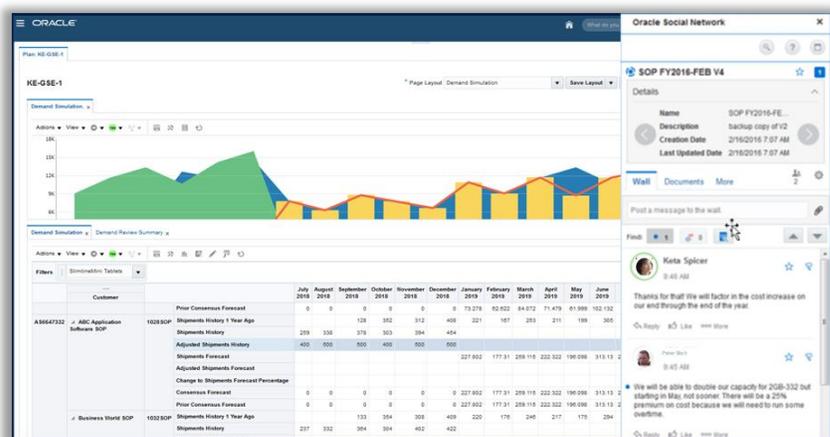


Figure 2. Enterprise social collaboration pop-up on Oracle S&OP Cloud screen

In addition, S&OP Cloud makes use of planning notes so that you can document changes to plans and the assumptions, risks, and opportunities associated with those changes. This way everyone understands the thinking behind new plans, and the S&OP process fosters organizational accountability.

Arrive at a Consensus Operating Plan

S&OP Cloud helps organizations develop a consensus plan using collaborative planning capabilities. The consensus forecasting feature combines different marketing, sales, and operations forecasts according to configurable weightings. Once you have a consensus forecast, enterprise social, supply simulation, and financial reconciliation features allow your organization to select the best operating plan that meets the needs of the various stakeholders.

RELATED CLOUD SERVICES

- **Oracle Planning Central Cloud** provides foundational demand and supply planning.
- **Oracle Demand Management Cloud** predicts and models future shipments, orders and other demand signals.
- **Oracle Supply Planning Cloud** plans material and capacity and responds to demand, availability and resource issues as they occur.
- **Oracle Supply Chain Collaboration Cloud** shares order forecasts with suppliers and collaborates on their supply commitments.
- **Oracle Order Management Cloud** centralizes and standardizes your order fulfillment across multiple sales channels.
- **Oracle Global Order Promising Cloud** makes optimal product availability commitments.
- **Oracle Inventory Management Cloud** handles shipping, receiving, transfers and other stock management operations across facilities.
- **Oracle Manufacturing Cloud** defines and executes production for both in-house and contract-manufactured goods.
- **Oracle Procurement Cloud** integrates sourcing, contracts and purchasing of goods and services.

Make Better Decisions Using Embedded Analytics

With comprehensive analytics, S&OP Cloud gives you the information you need to monitor performance, understand shortfalls, and analyze new plans.

Gain Better Insights with Best Practices Layouts and KPIs

A set of summary dashboards, layouts, and detailed tables are provided for each of the five stages of S&OP, Product Review through Executive Review. Each summary dashboard has a ribbon of graphical KPIs across the top for monitoring performance versus targets. Exception management capabilities pinpoint problem areas. Users can drill into details to understand the root causes of problems and take corrective action.

Tailor Analyses to Your Unique Needs

While Oracle S&OP Cloud comes with numerous best practices dashboards, layouts, and metrics, you can modify these elements or create your own to meet your unique needs. In addition, other elements can be modified, including dimensions, hierarchies, measures, goals, exception thresholds, and guided contextual navigations.

Achieve Business Goals by Acting on New Plans

Oracle S&OP Cloud provides simulation capabilities so you can evaluate alternative what-if plans. Once you select a plan, seamless integration between S&OP Cloud and tactical planning systems ensures that you can act on decisions you make during the S&OP process.

Quickly Simulate and Compare Alternative Plans

During the Supply Review stage, you will want to run alternative supply plans within the S&OP application to reconcile demand, supply, and financial plans. With Oracle S&OP Cloud in-memory processing, you can quickly run supply simulations to accommodate changes such as an increase in demand or see the impact of changes to a wide range of supply parameters such as capacity and lead times. If you also subscribe to Planning Central Cloud or Demand Management Cloud, you can generate new demand forecasts from within the S&OP application. Finally, when it's time to select a plan, you can evaluate plans side by side and compare key metrics.

Meet Long-Term Capacity Needs with Aggregate Planning Capability

To make long-term strategic decisions relating to issues such as production capacity and raw materials supply, S&OP Cloud provides rough-cut capacity planning using its aggregate planning capability. You can plan at the product category and month level, for example, and focus on just critical components and resources using a flat bill of resources. This way you can quickly run alternative scenarios over strategic time frames without getting bogged down in the details.

Link S&OP Decisions with Overall Business Planning

Once you've made decisions during the S&OP process and approved a new operating plan, S&OP Cloud helps move plans into execution using the close integration between S&OP Cloud and tactical planning systems. If you subscribe to Planning Central Cloud or Supply Planning Cloud, S&OP Cloud can send the consensus forecast to these applications to use as a demand schedule. And with visibility of execution data from these applications, S&OP Cloud can help you stay on track by continuously monitoring plan execution, a process known as Sales and Operations Execution.

Extend Your Planning Process as You See Fit

Most cloud planning solutions only offer simplistic "one-size-fits-all" capabilities. Oracle S&OP Cloud changes the game with comprehensive capabilities that are not only easy to use, but can evolve with your business. It's tightly integrated with the rest of Oracle Supply Chain Planning Cloud, so you can seamlessly share demand and supply information while using a single user interface. It's also integrated with other Oracle SCM Cloud services, so you can spend less time on implementation. Since Oracle S&OP Cloud can be used for businesses that are still running on-premise ERP solutions, you don't have to move everything to the cloud at once. You can start with S&OP Cloud, and transition the rest of your applications later.

Take advantage of Oracle S&OP Cloud's world-class simulation, collaboration, ease of use, and ease of deployment to take your planning to the next level. It's simpler, faster and better: Cloud without compromise.

CONTACT US

For more information about Oracle Sales and Operations Planning Cloud, visit oracle.com or call +1.800.ORACLE1 to speak to an Oracle representative.



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