

KEY FEATURES AND BENEFITS

- Provide actionable information to conduct intelligent analysis of orders related to regions, products, periods
- Correlate order information with sales revenues, fulfillment performance and customer loyalty.
- Measure how effectively the organization is managing raw materials and finished goods inventories across multiple locations
- Maximize revenues by ensuring that enough goods are available to fill customer orders while keeping inventory levels and costs as low as possible

Oracle

My Dashboard
Controlling Security
Contact Center Security
Data Usage
Security
Analytics
Performance
Product
Sales
Service
Supply Chain
Usage Analytics

Order Management and Fulfillment

Revenue
Forecast
Revenue
Effectiveness
Fulfillment
Backlog
A/R
Customer
Customer Report
Sales Cycle
Exception

Welcome, Adam Adams

Dashboards
Answers
More Products
V
Settings
V
Log Out
V
Page Options

Quarter
Product Hierarchy
Go

Opportunity Revenue (000)
\$17,878

Recognized Revenue (000)
\$761

% Order Discount
14.6%

Orders to Booking Close Rate
46.3%

Expected Revenue (000)
\$7574

% Revenue Lag
36.7%

Ordered Order Size (000)
\$5,523

Average Order Size (000)
\$46.3%

Total Ordered Amount (000)
\$1,426

Total Return Amount (000)
\$26

Recognized Revenue is trailing Order Revenue by a significant amount. Check your revenue page to investigate this issue.

Revenue

Cumulative Order Revenue versus Last Quarter

Select View
Chart
Table

Line
Quarter Age Cumulative Order Amount

Year is equal to 2003

Monthly
Daily
Daily
Download

If this quarter's order revenue is significantly below last quarter's, click here to identify which products are contributing most to the gap.

Changes in Order Revenue from Last Quarter

Order Revenue Growth Over Previous Year

Select View
Chart
Table

Bar
Quarter

Monthly
Daily
Daily
Download

Top 10 Orders

Select Order Number
Customer Name
Source Order
Status
Description
Total Ordered Amount

15155	Business World	Booked		\$130,269
15155	OmniTel Suppliers	Booked		\$130,269
15155	Business World	Booked		\$143,310
15163	OmniTel Suppliers	Booked		\$143,310
15163	Business World	Awaiting Shipping		\$114,000
15163	OmniTel Suppliers	Awaiting Shipping		\$114,000
15176	Business World	Closed		\$60,500
15176	OmniTel Suppliers	Closed		\$60,500
15180	Agatha Jewellers	Closed		\$46,100
15180	First International Sales Corp	Closed		\$46,100
15189	Agatha Jewellers	Awaiting Shipping		\$46,100
15189	First International Sales Corp	Awaiting Shipping		\$46,100
15194	Agatha Jewellers	Closed		\$46,100
15194	First International Sales Corp	Closed		\$46,100

Quarter is equal to CURRENT_03M

and Total Ordered Amount is \$130.27

Monthly
Daily
Daily
Download

Order and Invoice Revenue by Product

Select a Dimension
Product Hierarchy
Name

Total Customer Amount
Total Supplier Amount

Year is equal to 2006

Monthly
Daily
Daily
Download

If Order Revenue is not increasing to projected Revenue level enough, click here to identify the reasons.

Customer

- Accelerate deployment of Supply Chain and Order Management data warehouse
- Integrate data from multiple sources to provide business users with a complete view of the customer and Supply Chain & Order Management processes
- Adapt to changing external and internal needs by leveraging, not replacing, existing investments
- Comprehensive self-service capabilities reduce the burden on IT resources
- Oracle Supply Chain and Order Management Analytics dashboards provide key order and inventory information.

Integrated and Actionable Supply Chain and Order Management Insight

Companies are facing increasing pressure to grow revenues and increase profitability with added cost concerns to be handled. To be able to achieve those objectives enterprises depend on information that is complete, current and adequate for answering critical business questions. However, organizations often struggle to deliver the right information to the right person at the right time. The reasons are twofold. First, there is the explosion in both the volume and the complexity of enterprise data, which is often fragmented across many disparate systems and departments. Second, the traditional BI systems used by many organizations can't provide timely, cross-value chain insight nor deliver it to large numbers of front-line users where it has the greatest impact.

Oracle Supply Chain and Order Management Analytics, part of the Oracle BI Applications family, is designed to help leverage the power of timely, actionable information to improve the quality of decisions and ultimately optimize performance.

More effectively managing Supply Chain and Order Management requires unlocking data hidden in systems across the enterprise – including financial management, order management and supply chain systems – to provide comprehensive insight that enables action.

Product Overview

Oracle Supply Chain and Order Management Analytics provides organizations with comprehensive visibility into the key factors within the order to cash process and company's supply chain, including inventory management and finished goods. The solution is also suitably integrated with other applications in the Oracle BI Applications family to deliver robust Supply Chain and Order Management information across the company value chain. For example, Oracle Supply Chain and Order Management Analytics enables better understanding of problem areas in fulfilling certain products, unrealistic inventory levels, specific regions being not receptive to a new product, or a set of customers submitting cancellations in a regular fashion.

Through intelligence dashboards, Oracle Supply Chain and Order Management Analytics provides hundreds of powerful best practice metrics, alerts, reports, and dashboards to Supply Chain and Order Management professionals and line of business managers, enabling them to gain insight and take appropriate actions. Moreover, Oracle Supply Chain and Order Management Analytics helps reduce the time it takes to generate reports for empowering any level of employee in the organization. Oracle Supply Chain and Order Management Analytics provides more detailed reporting at a greater frequency and to a broader range of users. Managers and front-line professionals also receive timely information at levels of detail such as by product, geography, region, and customer that allows them to fine-tune strategy and improve performance. Traditional solutions require managers to wait days or even weeks for specific reports. Supply Chain and Order Management

professionals and managers across the organization can monitor performance, analyze specific metrics, and compare them to targets or performance benchmarks. They can quickly spot deviations and take action to correct them before they become problems. Oracle Supply Chain and Order Management Analytics enable analysts to perform drill down analyses on a near-real-time basis to determine how the business is performing. They can also more effectively manage orders that are pending fulfillment, inventory, invoicing, and influencing the concerned department to expedite the appropriate stage in the order to cash cycle.

Business Performance Benefits

Oracle Supply Chain and Order Management Analytics provides source-specific business adapters that dramatically reduce the time and effort required to extract and transform data from disparate enterprise systems, including most legacy and leading commercial systems such as Oracle and SAP into integrated, easy-to-use, and actionable insight. The solution enables companies to more effectively manage their customers and improve business performance by:

- Providing timely order, margin, cancellations, discounts and returns related data to operations departments; reducing the time spent compiling, reconciling, and consolidating data from fragmented systems; and spending more time analyzing, making proactive decisions, and taking action
- Improving inventory management for products that consistently get into backlog due to lack of appropriate stock level
- Enabling companies to more effectively manage their order booking, billing and backlog
- Improving cash collections by identifying slow-paying customers or billing issues and reducing days sales outstanding (DSO)
- Analyzing discounts, order cancellation and returns, inventory levels

Next-Generation Business Intelligence Platform

Oracle Supply Chain and Order Management Analytics is built on the Oracle BI Enterprise Edition Plus Platform, a next-generation analytics platform that fully leverages existing data warehouse and business intelligence investments. Using a metadata-centric architecture, it is designed to support the growing needs of the business user while minimizing IT maintenance and administration. It is built using standards-based technology enabling easy integration with existing IT environments and supports all leading RDBMS products. Moreover, Oracle Supply Chain and Order Management Analytics provides support for large numbers of concurrent users, multi-terabyte data sets, and the largest enterprise implementations.

Proactive Intelligence

To compete effectively in today's marketplace, companies need to deliver timely information to all roles—ranging from executives and managers to front-line employees. Urgent business circumstances demand immediate attention. Oracle BI Applications provide event-based, and scheduled alerts that automatically detect problems and are delivered directly to users via email, handheld, and other portable devices—or to their personalized dashboard. Oracle Supply Chain and Order Management Analytics proactively delivers insight ensuring all analytics users always have the latest information they need to make informed decisions.

This places powerful information in the hands of those who have to make daily decisions—not just at the end of the quarter. For example, if orders will be cancelled unless they are fulfilled by a certain date, this will trigger an alert that notifies key stakeholders of the event. In another case, Oracle Supply Chain and Order Management Analytics can send an alert to the plant manager or other operations executives, enabling them to quickly make adjustments to purchase orders or production levels to ensure that inventories do not exceed necessary levels. Traditional business intelligence solutions require users to discover problems manually, and thus the problem may go undetected for days or weeks—too late to react.

Oracle Supply Chain and Order Management Analytics Applications

Oracle Supply Chain and Order Management Analytics provide complete insight into order transactions, inventory and fulfillment analysis across channel type, customer category, product divisions, sales organization, shipping location, inventory locations and business units. They enable informed and intelligent decisions by providing visibility into Orders not Fulfilled, Products with Highest Fulfillment Lag, Shipping Performance Trend, Backlog Trends, Blocked, Unscheduled and Delinquent Orders, Sales and AR Performance, Order to Booking Close Rate. They help improve customer satisfaction and profitability with additional insights on Order Margin, Returns, Cancellations and % Order Discount.

Oracle Supply Chain and Order Management Analytics additionally incorporates analysis of inventory held by an organization; bill of materials; and inventory movements in, out, and through manufacturing plants, distribution centers, or storage locations. This enables companies to monitor inventory levels trend to Sales performance to improve cost exposure, increase turnover through inventory level reduction and increased velocity, properly deploy inventory at the right place / right time and better understand Customer and Supplier Returns to maintain quality.

ABOUT ORACLE BI APPLICATIONS

Oracle BI Applications provide complete, real-time, and enterprisewide insight for all users, enabling fact-based actions and intelligent interaction. Tailored for more than 20 different industries and designed for rapid deployment at a low cost of ownership, Oracle BI Applications are prebuilt solutions that start with the customer, embrace any existing corporate data source, and are seamlessly integrated with Oracle's transactional solutions to increase effectiveness across the entire customer life cycle. All Oracle BI Applications are powered by Oracle BI Enterprise Edition, a high-performance, highly scalable, and highly reliable next generation business intelligence platform that can be used to extend existing analytic solutions to meet any enterprise business intelligence need. Additional information about Oracle BI Applications is available at <http://www.oracle.com/goto/obia>

Oracle BI Applications include:

Oracle Financial Analytics
 Oracle HR Analytics
 Oracle Procurement and Spend Analytics
 Oracle Supply Chain and Order Management Analytics
 Oracle Sales Analytics
 Oracle Marketing Analytics
 Oracle Service Analytics
 Oracle Contact Center Analytics

Summary

Across industries, companies are facing increased pressure to grow revenues while holding costs in check. This means ensuring that money spent on efforts to market, acquire, sell to, and service customers is returning the best possible results. It also means that companies need to manage their business operations as cost-effectively as possible so they meet their revenue and profitability targets. Oracle Supply Chain and Order Management Analytics creates powerful synergies with other Oracle BI Applications products by ensuring that rich insight helps drive all customer, supplier, and workforce decisions, resulting in lower costs, increased revenue, and greater profitability.

Copyright 2008, Oracle. All Rights Reserved.

This document is provided for information purposes only, and the contents hereof are subject to change without notice. This document is not warranted to be error-free, nor is it subject to any other warranties or conditions, whether expressed orally or implied in law, including implied warranties and conditions of merchantability or fitness for a particular purpose. We specifically disclaim any liability with respect to this document, and no contractual obligations are formed either directly or indirectly by this document. This document may not be reproduced or transmitted in any form or by any means, electronic or mechanical, for any purpose, without our prior written permission.

Oracle is a registered trademark of Oracle Corporation and/or its affiliates. Other names may be trademarks of their respective owners.