Enabling Collaboration and Visibility across the Value Chain

2014 OAGi Plenary and Working Group

November 2014
The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions.

The development, release, and timing of any features or functionality described for Oracle’s products remains at the sole discretion of Oracle.
Today’s outsourced supply chains increase demands on B2B.
Example: Delivering Oracle SuperClusters to our customers.
Today’s outsourced supply chains increase demands on B2B Collaboration and visibility crosses multiple supply chain tiers

- **Design** (Schematics / BOMs / Item Specifications / ECOs)
- **Planning** (Forecasts / Commitments / Production Schedules)
- **Manufacturing** (Work Orders / WIP / Resource Status)
- **Procurement** (RFQs / Quotes / Purchase Orders / Invoices / Payments)
- **Logistics** (Ship Notice / Shipping Instructions / Receipts / Proof of Delivery)
Barriers to Progress

B2B messaging standards and marketplaces held back by legacy integration

Typical Enterprise

Legacy Application

Flat files
Proprietary APIs
Database updates

EDI
RosettaNet
OAGIS

Flat files
Proprietary APIs
Database updates

Legacy Application

Typical Enterprise
## Pent-up Demand for Visibility Solutions

### Key SCM Initiatives Next Twelve Months

<table>
<thead>
<tr>
<th>Initiative</th>
<th>Not Important (1-3 rating)</th>
<th>Middle (4 rating)</th>
<th>Important (5-7 rating)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Visibility</td>
<td>7%</td>
<td>9%</td>
<td>84%</td>
</tr>
<tr>
<td>Enhanced business intelligence</td>
<td>9%</td>
<td>10%</td>
<td>81%</td>
</tr>
<tr>
<td>Integrated business planning</td>
<td>13%</td>
<td>13%</td>
<td>74%</td>
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<tr>
<td>Government mandate compliance</td>
<td>20%</td>
<td>14%</td>
<td>66%</td>
</tr>
<tr>
<td>SC/Network redesign</td>
<td>19%</td>
<td>18%</td>
<td>63%</td>
</tr>
<tr>
<td>Globalization initiatives</td>
<td>28%</td>
<td>13%</td>
<td>59%</td>
</tr>
<tr>
<td>SKU rationalization</td>
<td>30%</td>
<td>18%</td>
<td>52%</td>
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<tr>
<td>Supplier rationalization</td>
<td>30%</td>
<td>21%</td>
<td>49%</td>
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<tr>
<td>Segmentation programs</td>
<td>30%</td>
<td>19%</td>
<td>51%</td>
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<tr>
<td>Outsourcing</td>
<td>38%</td>
<td>16%</td>
<td>46%</td>
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</tbody>
</table>

Source: Gartner Presentation *Revelations From Gartner’s 6th Annual Supply Chain User Wants and Needs Study*, Dwight Klappich / Chad Eschinger, May 2014
The Challenge
Enable Turn-Key Enterprise and B2B Visibility in the Cloud

Expectation

Reality

- Process Variations
- Diverse Transport Protocols
- Multiple Messaging Standards
- Interoperability Issues
- Proprietary Metadata

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The Opportunity

Unify Enterprise and B2B Processes in a Cloud Solution

- Design next-generation applications around B2B best practices
- Coordinate B2B transactions with a common process framework
- Streamline supplier onboarding and communication with B2B service providers
- Offer a world-class user experience to external partners
Oracle’s Strategy
Cloud-based Collaboration and Visibility

Value Chain Collaboration and Visibility

B2B-Enabled Applications
B2B Process Orchestration
B2B Interfaces

Portal
Messaging
Web Services

Oracle Cloud
(E2open)
(Other Service Provider)
Oracle’s Strategy
Cloud-based Collaboration and Visibility

Planning and Manufacturing Cloud Applications*
out-of-the-box contract manufacturing

B2B-Enabled Applications
B2B Process Orchestration
B2B Interfaces

Portal
Messaging
Web Services

Oracle Cloud
E2open
(Other Service Provider)

*0-12 month planning cycle
Oracle’s Strategy
Cloud-based Collaboration and Visibility

Supply Chain Orchestration*
drop-ship and back-to-back order process coordination


*0-12 month planning cycle
Oracle’s Strategy
Cloud-based Collaboration and Visibility

Supplier Portal
procurement, logistics and product management interactions

B2B-Enabled Applications

B2B Process Orchestration

B2B Interfaces
Oracle’s Strategy
Cloud-based Collaboration and Visibility

Collaboration Messaging Framework*
messaging via B2B networks

B2B-Enabled Applications
B2B Process Orchestration
B2B Interfaces

*0-12 month planning cycle
Oracle’s Strategy
Cloud-based Collaboration and Visibility

Fusion Application Web Services
service-based access for partners

B2B-Enabled Applications
B2B Process Orchestration
B2B Interfaces

Oracle Cloud
E2open
(Other Service Provider)
OAGIS is the Foundation for the Next Generation

1) **A template** for the design of cloud applications and services

2) **A standard** for collaboration among B2B service providers

3) **A blueprint** for B2B process choreographies (OAGIS scenarios)
1) A Template for the Design of Cloud Applications
Example: Oracle Fusion Distributed Order Orchestration

Oracle Fusion
Distributed Order Orchestration

Order Decomposition
Orchestration Process
Task Layer Services

OAGIS ProcessSalesOrder
OAGIS NotifyShipment
OAGIS CancelSalesOrder
OAGIS NotifyInvoice
2) A Standard for Collaboration with B2B Service Providers

- OAGIS payloads for all business transactions
- Proposed new messages to automate partner client on-boarding and management being developed by the B2B Network Collaboration WG
3) A Blueprint for B2B Process Choreographies

OAGIS Scenarios

- Potential to expand BPMN examples into standard template processes for the industry
- The Smart Manufacturing Working Group may elaborate scenarios (buy-sell collaboration, WIP tracking, etc.)
Collaboration and visibility: what’s your strategy?