

ORACLE GLOBAL ORDER PROMISING

KEY FEATURES

- Promise orders based on material availability, manufacturing capacity, transportation capacity, and supplier capacity - Available to Promise (ATP), Capable to Promise (CTP), Capable to Deliver (CTD)
- Multi-level ATP - Control the number of levels to check, and what critical resources and components are checked
- Control the types of supply and demand information included in promising
- User-definable allocation rules
- Capable to promise in multiple manufacturing environments: discrete, process, flow, semiconductor
- Supports shipping, receiving, manufacturing, and carrier calendars
- Allocated ATP with percent allocation and stealing rules
- Product family ATP
- Combined product family and item level ATP
- ATP for complex multi-level configure-to-order models
- Ship set and arrival set support
- Product and component substitution
- Graphical pegging tree
- New demand simulation
- Zero downtime database-centric architecture – scalable and reliable, multi-threading for high performance

Do you need to increase your on-time delivery? Do you need to improve the reliability and accuracy of your promises to customers? Do you need to manage commitments to key customers? Do you need visibility to manufacturing, supplier, and transportation capacity while promising orders? Do you know what orders are affected when you accept a new order? Oracle® Global Order Promising provides you with sophisticated, fast, accurate, and flexible order promising, 24 hours a day.

Overview

Fast, accurate order promising is the key to retaining existing customers and attracting new customers. Oracle® Global Order Promising allows you to make quick delivery promises your customers can rely on. Oracle's order promising capabilities include robust support for distributed global order promising and multi-level supply-chain Available to Promise (ATP), Capable to Promise (CTP), and Capable to Deliver (CTD). You can consolidate supply and demand information from multiple transaction systems to provide a consolidated global picture of demand and supply. Order promising is accessible from multiple order entry systems or order capture systems such as web stores and call centers. A patented architecture enables you to accurately promise 24 hours a day 7 days a week with 'zero downtime'.

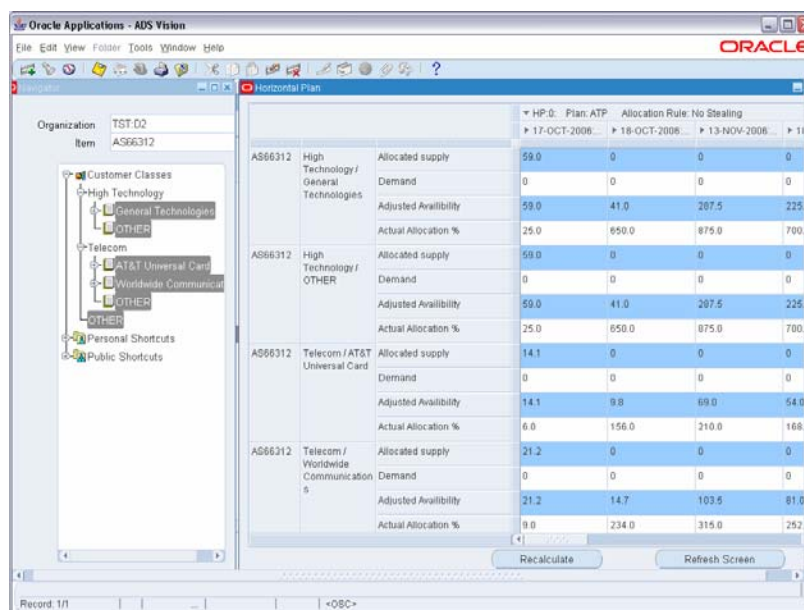


Figure 1. ATP Inquiry Workbench

Improve On-Time Delivery via Multi-Level Supply Chain ATP, CTP, and CTD

Large global companies have many different manufacturing and distribution locations that can ship the same product to customers. In this environment, you must be able to easily and quickly identify which location has the appropriate product and select the best location. Oracle® Global Order Promising helps you determine the best location based on the product and order request date. Comprehensive sourcing rules determine the acceptable choices, enabling you to maintain control over what orders get routed to which fulfillment locations. You can perform a multi-level component and resource availability check across your entire supply chain for the products requested. This means, for example, that you can effectively promise against your key component suppliers' capacity. You can control the organizations and suppliers to be included in the availability inquiry, and you can control the number of levels in your supply chain bill to be considered in your check. At each level in the supply chain, you can specify the key components and bottleneck resources for which to check availability. In addition, multi-level ATP also considers transit lead-times including the specific shipping, receiving, manufacturing, and carrier calendars of each node of your supply chain, enabling you to consider your trading partner's calendar restrictions in moving, receiving, or delivering goods.

Maximize Profitability through Allocated ATP

Not all customers or demands are completely equal. You have commitments to key customers. You also have new markets you are trying to enter or grow, and new sales channels you are trying to develop. When the total supply is not adequate to meet total demand, intelligent allocation needs to be done to ensure you meet your strategic objectives. Allocated ATP allows you to allocate or ration your scarce materials and resources among multiple sales channels or customers based on your business strategy, which is typically determined as part of your sales and operations planning process. You can base the allocations on forecast or constrained demand and time phase the allocation to reflect changes in your monthly or quarterly objectives. During order promising, Oracle® Global Order Promising honors the allocation rules, including priorities and 'stealing', and calculates order fulfillment dates, considering the allocated material and capacity at each level of the supply chain. At any point, you can compare demand to the sales channel allocation and adjust the allocation to maximize fulfillment and profitability.

Operate Your Business 24x7 with Real-time Updates to Your Plan

In today's complex environment you cannot afford downtime in your order promising process. You may have complex global operations that are interdependent, and you may have orders being captured via multiple sources including self-service web stores or portals. Oracle® Global Order Promising provides a unique patented process that enables you to guarantee accurate availability information with virtually no downtime. It also provides real-time updates to your plan, as each order promise is instantly visible in your plan for downstream execution. The plan is also kept updated with any necessary incremental supplies identified during capable to promise calculations, allowing timely execution and supporting your progress towards lean execution.

Promising for Complex Configure to Order Products

Oracle® Global Order Promising provides unique capabilities to support complex configure to order products. You can promise accurate availability for the most complex configured products, including multi-level configurations that are produced across multiple levels of your supply chain. This includes products where you have outsourced manufacturing to contract manufacturers and need to communicate configuration information to suppliers and calculate sourcing and availability based on specific unique options.

Effectively Reduce Your Order Backlog Through Backlog Management

Oracle® Global Order Promising supports both the initial promising of availability as orders are captured, and the repromising of orders when changes to supply or demand cause you to manage your backlog. When changing conditions cause you to re-allocate supply to your order backlog, you can use the Backlog Scheduling Workbench to flexibly prioritize and schedule your backlog based on your business rules.

Zero Downtime through Database-Centric Architecture

Oracle® Global Order Promising runs completely inside the Oracle database and as such as only one very reliable and proven moving part without the need to run anything 'in memory'. In addition, no sales order is lost as the engine automatically repromises sales orders against the new plan. This unique underlying architecture avoids order promising downtime when your supply chain plan is refreshed as a basis for new order promises, a common problem for all order promising systems. The database-centric architecture automatically delivers high performance by leveraging core technologies such as multi-threading and hot backup and recovery.

Integrated Planning Solution

Oracle® Global Order Promising is part of the Oracle® Advanced Planning solution and provides synergy when used with other Oracle® Advanced Planning products. For example, you can use a constrained distribution or supply plan from Oracle® Advanced Supply Chain Planning as a starting point for order promising. This provides increased accuracy and reliability of your order promises, as the starting point is a feasible supply chain plan that has determined the most profitable selection of facilities, resources, and sources of supply to meet your expected demand. Another example is the ability to allocate supply either by user-defined rules for allocating to classes of customers or types of demand, or to use the demand prioritization directly from your planning process, enabling you to directly translate sales and operations planning decisions into allocated order promising.

KEY BENEFITS

KEY BENEFITS:

- Improve on-time delivery via multi-level supply chain ATP, CTP, and CTD
- Maximize profitability through allocated ATP
- Operate your business 24x7 with real-time updates to your plan
- Promising for complex configure to order products
- Effectively reduce your order backlog through Backlog Management
- Zero downtime through database-Centric architecture
- Incremental deployment – get benefits quickly without the loss of integration

RELATED PRODUCTS:

- Use feasible distribution and supply plans from Oracle® Advanced Supply Chain Planning when promising orders
- Translate sales and operations planning decisions into allocation rules for order promising
- Integrated with Oracle E-Business Suite applications: Order Management, iStore, Call Center, Configurator, Spares Management

Proven, Secure, Scalable, and Reliable Component Architecture

Oracle® Advanced Planning's unique database-centric architecture enables companies to operate business operations, 24 x 7. First, by storing all planning information in the database, Oracle® Advanced Planning leverages the built-in capabilities for locking, hot backup and recovery, multi-threading, and materialized views, for the most secure, reliable, and fastest response. Second, by supporting a distributed architecture, you can deploy Advanced Planning as a component against multiple ERP source systems or in a single instance when deploying with Oracle's E-Business Suite.

Incremental Deployment – Get Benefits Quickly

You can deploy all Oracle® Advanced Planning products incrementally, enabling you to start with a smaller planning footprint quickly, while still leveraging the tight integration once all components are operational. Each additional module requires limited incremental effort to implement since all the components share a common foundation and work together seamlessly. If on-time delivery poses the biggest challenge to your business, you can decide to implement Global Order Promising first. Alternatively, you can enable it later as an add-on to your existing implementation of Oracle® Advanced Planning, leveraging all of your existing setup.

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