PeopleSoft

RECONNECT

A PeopleSoft Deep-dive Event

PeopleSoft Supply Chain Management SIG Meeting

Session ID: 100560

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Quest International Users Group

Agenda

- Introduction to the SCM SIG
- Tips for the Conference
- SCM Planning Solutions for PeopleSoft
- Wrap-up

Welcome to Rosemont

What is the SCM SIG?

The PeopleSoft Supply Chain Management Special Interest Group is a product-specific users' group comprised of all PeopleSoft Enterprise customers that have licensed PeopleSoft Supply Chain products.

Key SCM Business Processes

- Order to Invoice
  - Order Management
  - Enterprise Pricer
  - Billing
- Plan to Produce
  - Planning
  - Manufacturing
- Inventory Management
  - Fulfillment
  - Receiving/Putaway
  - Replenishment

SCM SIG Value Proposition

- Information specific to all users of PeopleSoft Supply Chain modules
- Networking
  - Other Enterprise customers & Oracle Strategy
  - Assist in leveraging current release
  - Upgrade planning
  - Integration of Non-PeopleSoft solutions
- Common voice to Oracle on current and future releases

Getting the Most From RECONNECT

- Review the Agenda – find those sessions of greatest interest to you
- Visit Partners in the Showcase – their support helps make this event possible
- Network with others – sharing ideas and experiences with your peers
- See if you can come up with 3 new things that you can try when you get back to your office

Key SCM Sessions at RECONNECT

Session ID	Title	Day	Time	Location
100650	PeopleSoft Global SCM Inventory Implementation at ACN Opportunity, LLC.	Wednesday	8:00am	Gatwick
102680	Configuring the Cost Balancing Work Center	Wednesday	1:30pm	Gatwick
101000	PeopleSoft Mobile Inventory Management - Not Just for Healthcare Anymore!	Wednesday	4:30pm	Paris
102830	Inventory Checklists, Work Centers, and Reports (Oh My)	Thursday	1:45pm	DaVinci AB
101440	PeopleSoft Supply Chain Management - Open Discussion	Thursday	9:15am	DaVinci AB

PeopleSoft
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Options for PeopleSoft SCM Planning

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SMART ERP Solutions™

Achieve Best-In-Class Performance

Our mission is to provide innovative, configurable, flexible, cost-effective solutions to common business challenges, enabling our clients to save time, increase productivity, minimize costs, and maximize their return on investment.

Solutions

Business applications that offer organizations an end-to-end solution providing the right design and implementation from start to finish.

Services

A 24/7 seasoned and experienced staff of experts to help you implement your business solutions efficiently and effectively at a cost-effective rate.

Cloud

Cloud applications provide solutions built on proven enterprise class architecture that enable high configurability and ease of monitoring.

About Smart ERP Solutions, Inc

Partnering with AVATA to provide Best-In-Class SCM solutions for PeopleSoft ERP Users.

AVATA

Overview of Peoplesoft SCM Planning

- Demand Planning: Tools for the forecasting of sales and use of products and items. Allows for the publishing of forecasts for use by PeopleSoft applications to balance inventory investment against customer service levels.
- Allows the establishment of a balance between investments in safety stock, customer service levels, and operational efficiency while taking into account factors such as order quantities, cost of processing an order, and inventory carrying costs.
- Allows optimization of procurement, distribution, and production resources to ensure that there is sufficient inventory available to fulfill demand.

PeopleSoft Planning Support

- Demand Planning – Not supported after release 9.0
- Inventory Policy Planning – Not supported after release 9.1
- Supply Planning – Premier Support available through March 2018. After that, normal policies on Extended and Sustaining Support apply
- What does this mean for users of these applications?

Option 1 – Continue as Always

- Existing applications can still be used although not fully supported.
- Known bugs can be remedied with existing fixes, but no new fixes will be created.
- Possibility that changes in related applications may “break” the planning modules. Oracle will not test or modify them for changes made in applications such as Inventory or Purchasing.
- No enhancements will ever be made – modules work as they currently exist
- These modules are likely not viable for those companies that do not already own them.

Option 2 – Other Applications

- Oracle provides other applications that can replace the retired PeopleSoft modules
- In some cases, these alternatives are more robust and have greater functionality than the PeopleSoft equivalents.
- There is limited out-of-the-box for Demantra Demand Planning to PeopleSoft starting with Release 9.1. Beyond that, custom integration is required.

Strategy Considerations

- Is your company satisfied with the functionality of the existing Planning modules?
- Are you looking to expand your Planning footprint?
- Is your Planning environment stable?
- What are you plans for staying current as new PeopleSoft Product Images are released?
- What is the level of comfort that your technical staff in supporting these applications?
- Do you have plans to try to move parts of your ERP environment to the cloud?
- Does your organization have IT policies regarding vendor support on key software applications that must be followed?

PeopleSoft

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A PeopleSoft Deep-dive Event

Oracle Alternatives to PeopleSoft Planning

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About AVATA

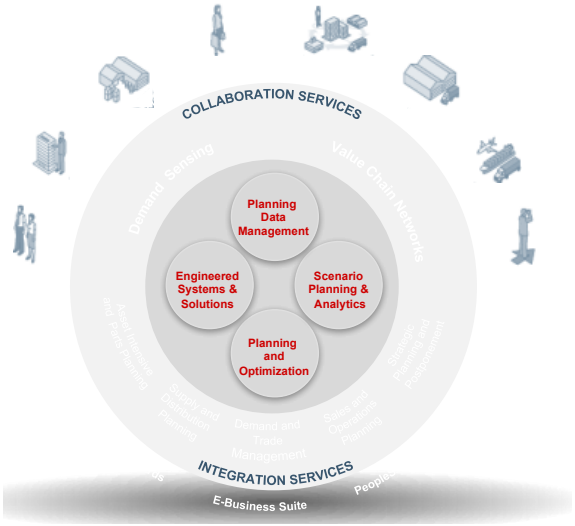
Supply Chain Practitioners

Coupled with Deep Oracle Expertise

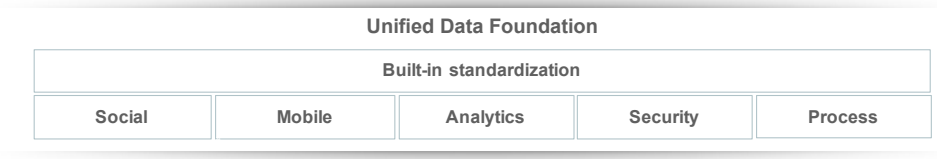
- Industry Recognized Expertise
- Business First Approach
- Global Reach
- 16 Year Track Record of Success
- Multiple Oracle Supply Chain Awards

Oracle Supply Chain Planning

Value Chain Planning



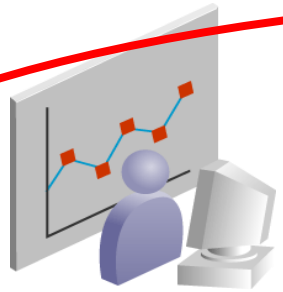
SCM Cloud



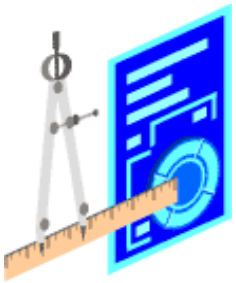
Value Chain Planning

- Demantra (DM, AFDM, RT-S&OP)
- Advanced Supply Chain Planning (ASCP)
- Inventory Optimization (IO)
- Production Scheduling (PS)
- Strategic Network Optimization (SNO)
- Advanced Planning Command Center (APCC)
- Collaborative Planning (CP)
- Rapid Planning (RP)
- Service Parts Planning (SPP)

Demantra



Demand Management



Advanced Forecasting and Demand Modeling

Real-time Sales and Operations Planning

Predictive Trade Planning

Deduction and Settlement Management

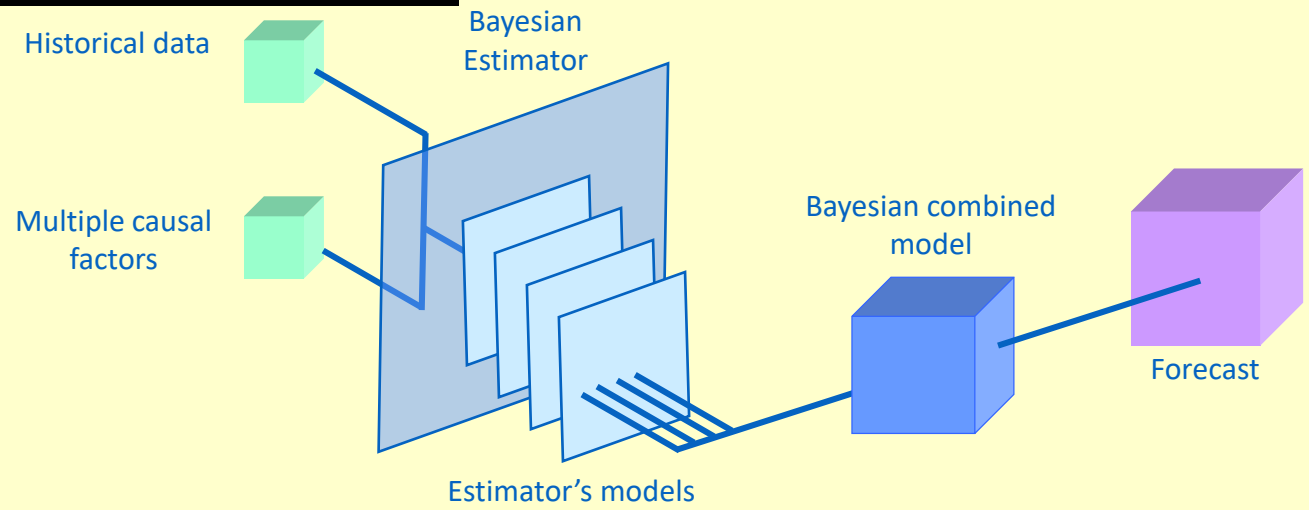
Trade Promotion Optimization

Demantra

- “Best in class” sales forecasting, demand planning and sales & operations planning solution
  - Scalable, and integrates to PeopleSoft, CRM, Hyperion, ASCP….anything
- Highly configurable solution – personalize without customize
  - Self-service worksheets, analysis and graphing capabilities
  - Collaboration platform (Consensus Forecast): workbench, tasks, approvals, notes, workflows
  - Exception-driven management: filters, attributes, exceptions, alerts
  - “Slice and Dice” flexibility
- Web-based tool accessible remotely and offline mode
- Built in forecast metrics
- Excel integration
- Role based security
- Advanced statistical engine
  - NPI-Chaining, attribute-based forecasting, and shape modeling

Best in class statistical forecasting

Self-Tuning Forecasting Engine



- **Bayesian mix modeling – superior to best fit**
- **15 model library**
  - Auto-regressive moving average (ARMA)
  - Regression integrated winters
  - Logistic and logarithmic models
  - Ridge regression, Markov chain regression
  - Intermittent regression
- **Unlimited causal factors**
  - Seasonality, weather, market indicators
  - Base + price + multi-event lift decomposition

- Promotion effects
  - Cross-product and cross-location effects
  - Pre and post event
- Automatic outlier detection
- Trend long, short, dampening
- Missing data interpolation
- Shape modeling and auto-correction
- Regime change
- Fit and forecast validation

Demand Management	Advanced Forecasting Demand Modeling	Real Time Sales & Operations Planning
• **Generate independent forecasts for all items** • Aggregate the forecast within the product, geography and time hierarchy • New product introductions – history model • Calculate the planning percentages for dependent items • Manually enter a new forecast quantity at the Product Family/World Wide/quarterly level and allocate that forecast down through the product, geography and time • **Standard plan exceptions and alerts** • View standard reports • Standard collaboration capabilities to share plan information **between planners** • Forecast Methods – Auto and Linear Regression (ARX) – Integrated Causal Exponential Model (BWINT) – Multiplicative Monte Carlo Regression (CMREG) – Combined Transformation Model (ELOG) – Croston for Intermittent (FCROST) – Holt (HOLT) – Regression for Intermittent (IREGR) – Transformation Model (LOG) – Regression (REGR)	• Nodal tuning of forecast parameters • Different forecast method based on part type • Attribute based forecasting • **New product introductions** – statistical model • End of Life modeling • Cannibalization/Substitution • Unlimited casual factors • Six additional forecast algorithms – Integrated Auto and Linear Regression – Auto Regressive Logistic – Dual Multiplicative Linear Regression – Monte Carlo Regression for Intermittent – Logistic – Modified Ridge Regression	• **Cross functional** collaboration – Sales, Marketing, Finance, Operations – Workflow, Alerts, Exceptions • Integrating **additional data** from external systems – Customer forecasts – Capacity – Supply – Cost – Price – Budgeting • Supply side integration to ASCP • Budgeting integration - Hyperion • Customer collaboration

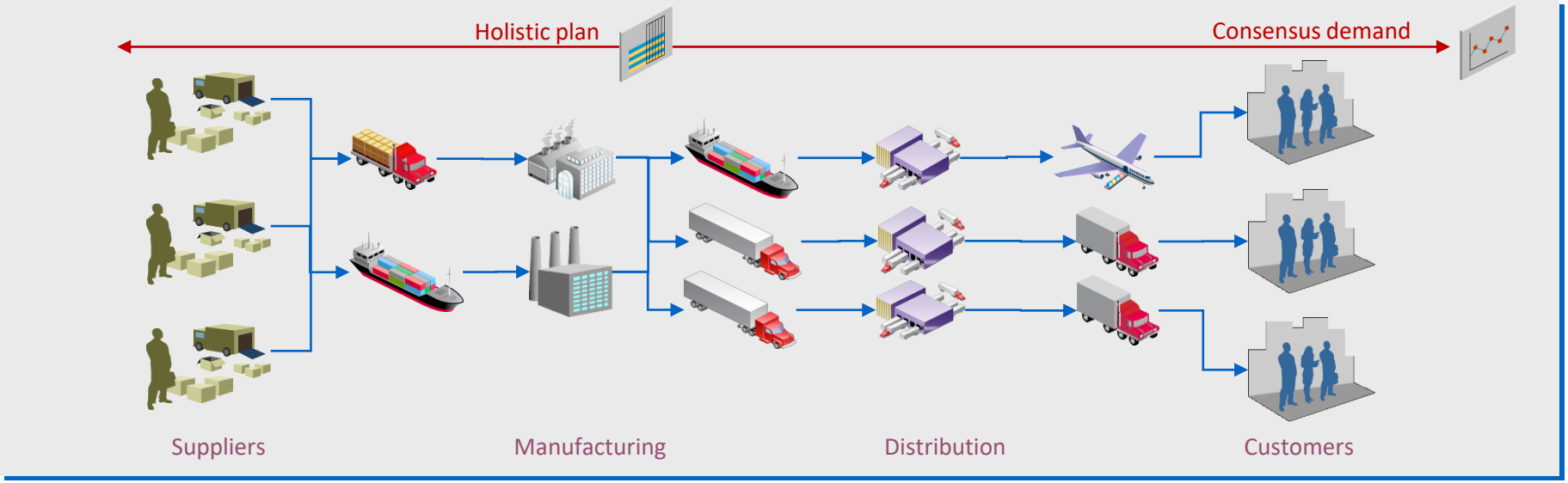
Advanced Supply Chain Planning

ASCP is a single, multi-purpose supply planning solution:

- Distribution & Manufacturing Sourcing
- Capacity Plan
- Master Schedule
- Procurement Plan
- Supplier Sourcing Strategy
- Mfg., Supplier, In-transit Lead-times

Synchronize fewer plans across the enterprise

One solution for supply chain, distribution, and manufacturing planning



- Reduce planning cycle time by reducing the number of plans required
- Plan all distribution, manufacturing, and supply chain activities in one plan
- Drive the plan directly from your approved sales and operations plan
- Drive decisions directly into execution
- Reduce the time from a change in market demand to executing

Flexible plan granularity

A single plan for long-term, tactical, and short-term planning

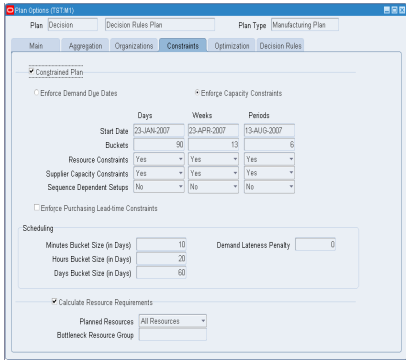
Single plan

- Scheduling complexities
- Minute/Hour level
- Resource instances
- Constrained

- Products
- Day level
- Resources
- Supplier capacity
- Constrained

- Product families and Products
- Period level
- Aggregate resources, Critical components
- Unconstrained

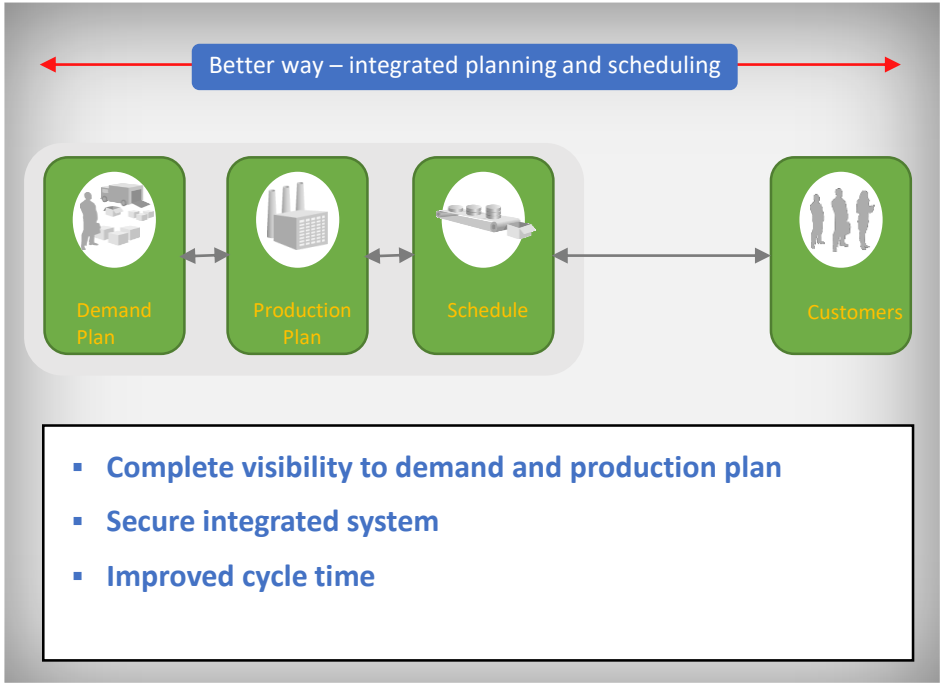
- Plan more rapidly
  - All time horizons
  - Flexible granularity: Time, Product, Resource
- Selectively apply constraints across time
  - Resource, supplier capacity, sequence dependent setups
- Plan all or only critical components and resources



Oracle Production Scheduling

Feasible on-time schedules with improved throughput and utilization

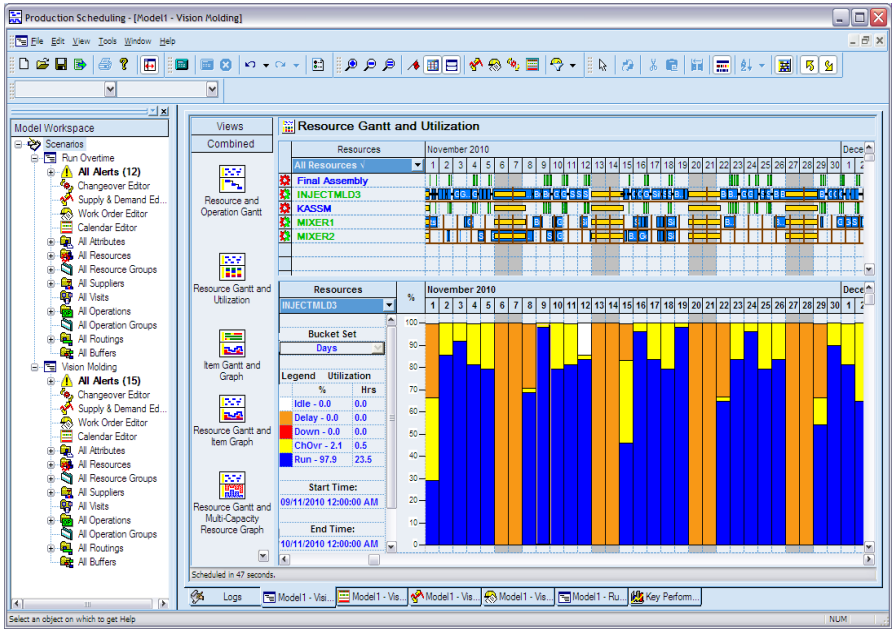
- Feasible schedules that respect manufacturing constraints
- Improved throughput and minimized sequence dependent setups
- Fast planning cycle times and ability to run what-if scenarios
- Improved schedule adherence and delivery performance
- Reduced work in process inventories
- Secure and integrated system



PS: improve factory throughput

Easily create feasible schedules

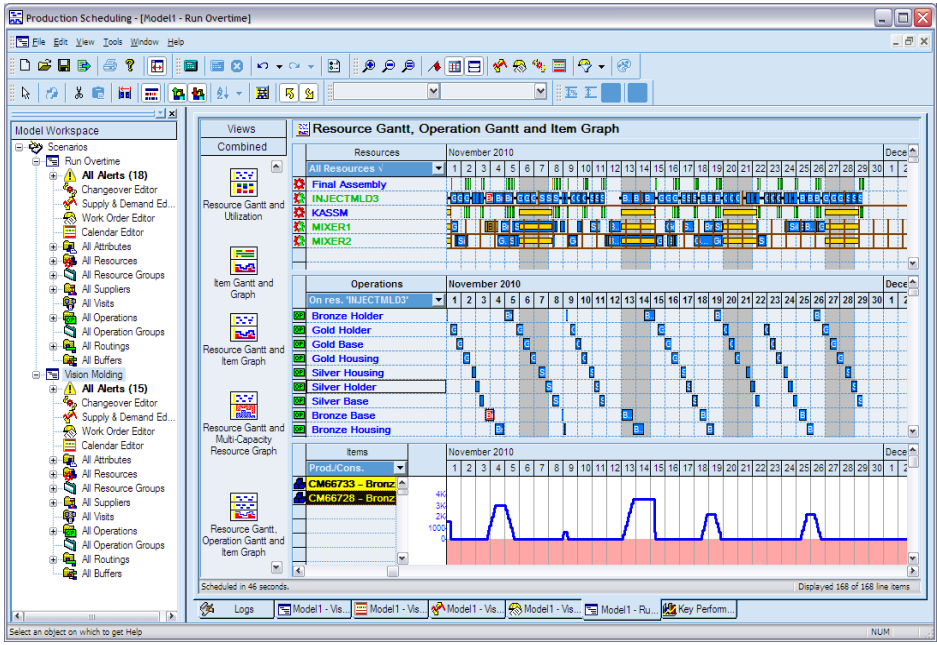
- Determine a feasible schedule considering all your constraints
  - Schedule and synchronize multiple stages of production
  - Automatically detect floating bottlenecks
  - Consider all material and resource constraints
  - Consider make-pack synchronization
- Easily identify issues
  - Exceptions highlight constraints
  - Drilldown directly to root causes



PS: maximize resource utilization

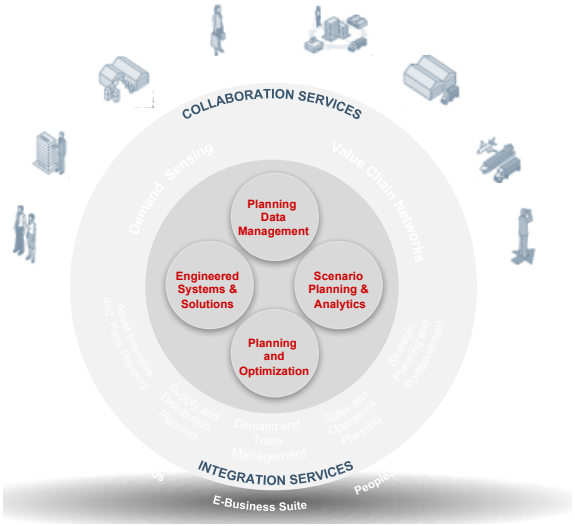
Minimize lost utilization due to setup time

- Minimize setup time
  - Intelligent sequencing to minimize major and minor setups
  - User defined ideal sequence can be specified
  - Create and review schedules by manufacturing stage
- Run optimization
  - Plan for campaigns to optimize setup while respecting minimum run constraints
  - Weigh on-time performance versus setup costs versus carrying costs

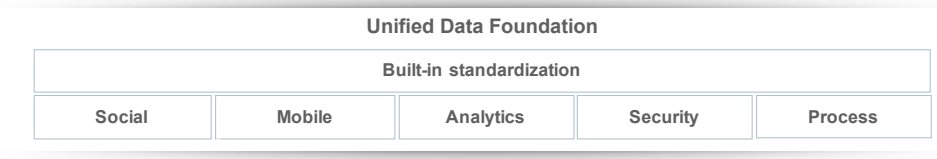


Oracle Supply Chain Planning

Value Chain Planning



SCM Cloud



SCM Cloud

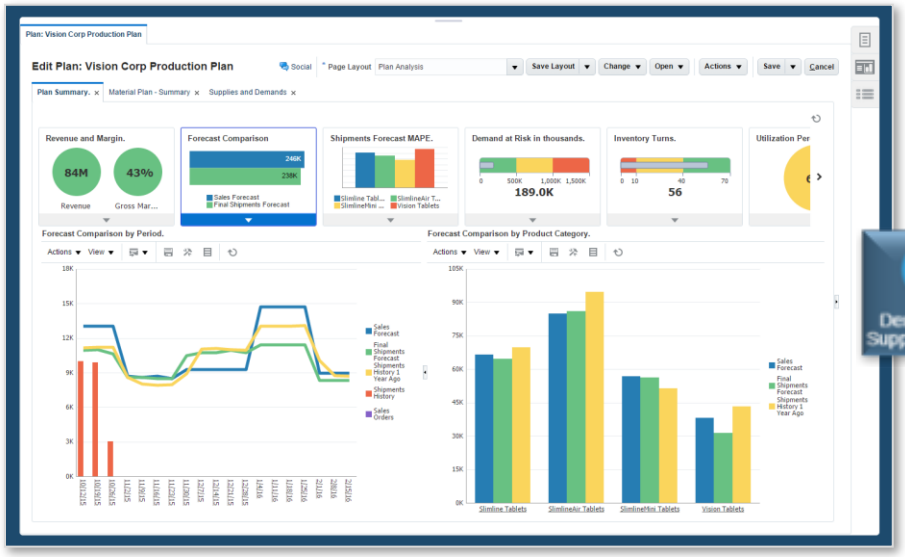
The fastest way to a unified connected business

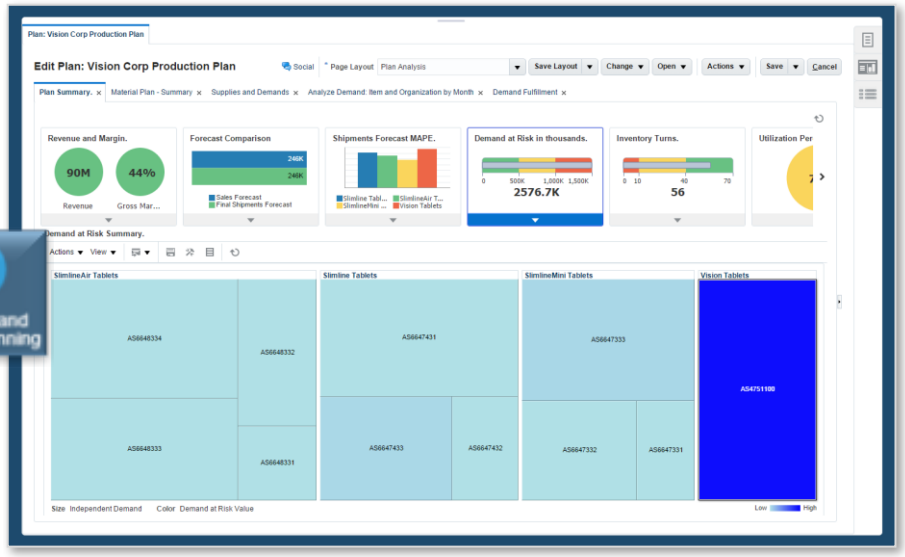
Unified Data Foundation

Built-in standardization				
Social	Mobile	Analytics	Security	Process

Unified Demand and Supply Planning

Interactively balance demand and supply to achieve superior business performance





Accurately sense, predict and shape customer demand

and align supply to demand in a single unified application

Customers DC Factories Contract Mfg Suppliers

Demand Management Cloud

Improve Demand Visibility

- Assimilate multiple demand signals as needed
- Detect market condition changes
- Capture both qualitative & quantitative demand insights

Sense

Manage Demand Variability

- Diagnose statistical forecast and constituents visually
- Resolve chronic issues via error and variability analysis
- Simulate forecast scenarios to make confident decisions

Predict

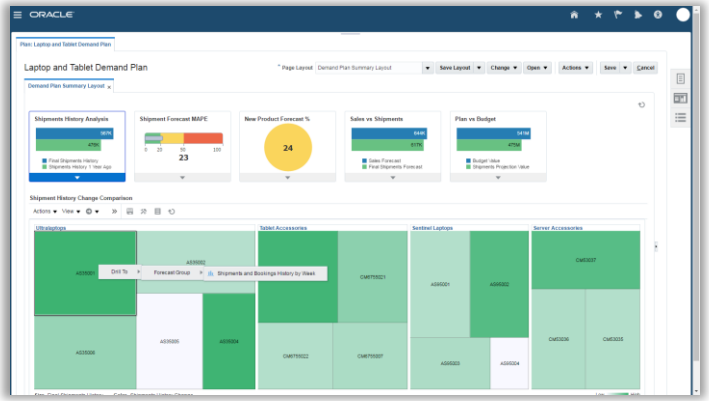
Achieve Business Objectives

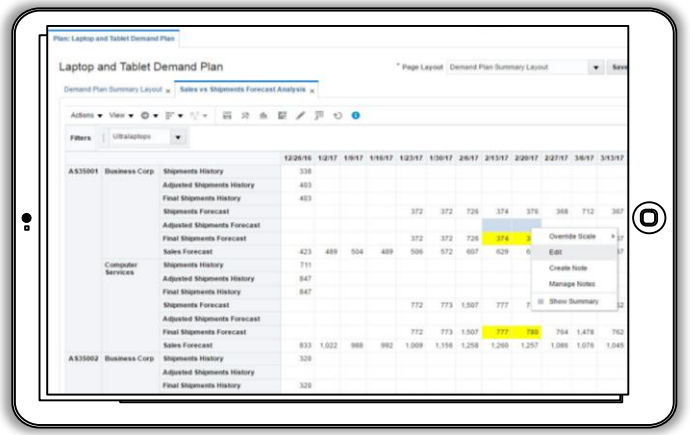
- Anticipate changes with multi-dimensional analysis
- Enhance plans using business insights and social collaboration
- Unify Demand-Supply process

Shape

Demand Management Cloud

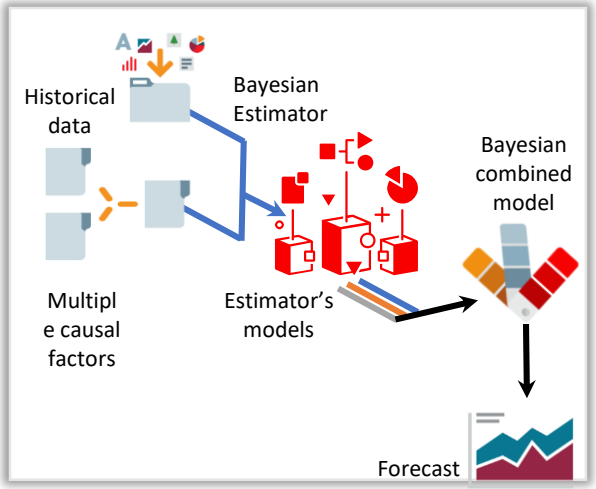
- Improve demand visibility
- Manage multiple demand signals
- Analyze demand
- Leverage Microsoft Excel
- Capture Business Insights
- Oracle Social Networking





Demand Management Cloud

- Uses advanced machine learning algorithms
- Multiple statistical models and Bayesian information theory
- Robustness of models tested using Markov Chain methods
- Model mixing using Bayesian information Criteria
- Automatically tuned



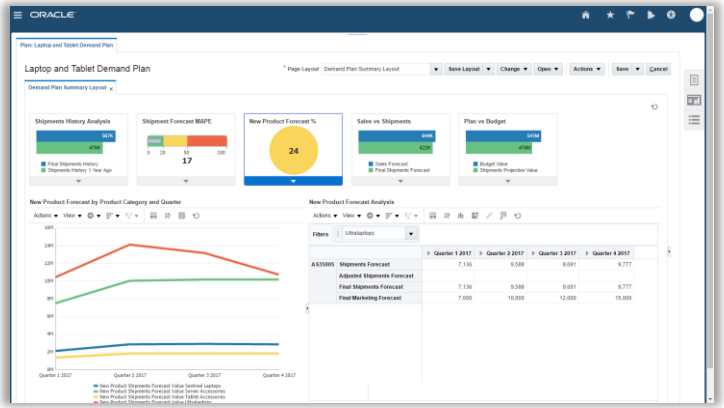
- Multiple models analyzing for linear, non-linear, auto-regressive factors
- Addresses intermittency, co-linearity, outliers, level shifts, short and long trend components
- Captures seasonality, trend, holidays, events, price effects
- Incorporates new data streams as possible inputs

Demand Management Cloud

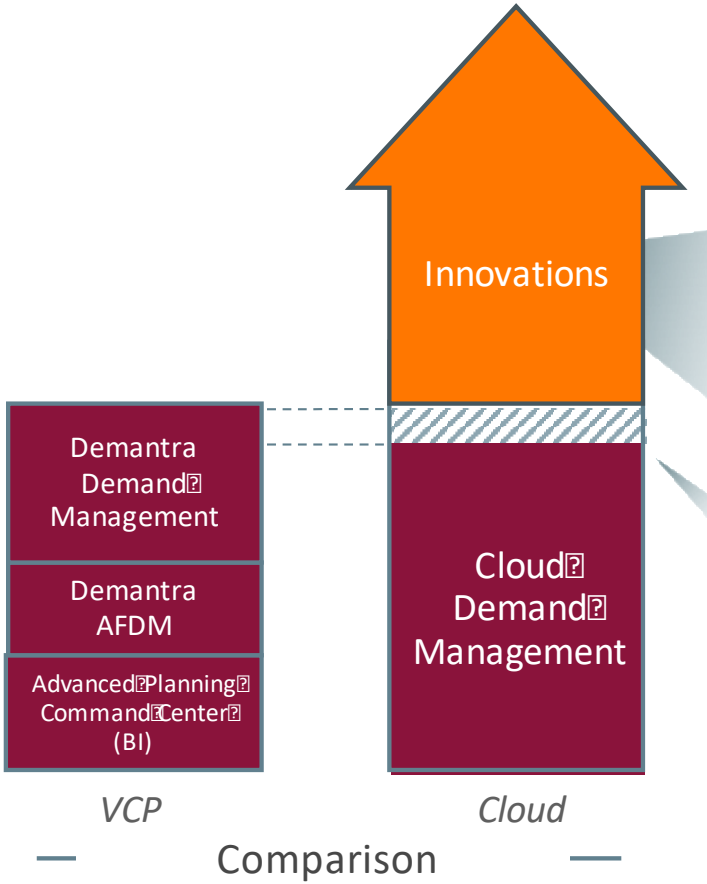
- Forecast Configure-to-Order Products
  - Incorporate customer preferences into product-mix by using attach rates to derive options forecast for models
  - Analyze and visualize forecast of both models and options simultaneously using out-of-the-box reports
  - Improve customer service levels by simulating impact of changes to attach rates or forecast of model and options

	June 2016						
	Shipments Forecast	Adjusted Shipments Forecast	Final Shipments Forecast	Adjusted Planning Percentage	Final Planning Percentage	Final Option Demand Forecast	Option Demand Forecast
Tablet X	4,356.978	6,500	6,500.0				
Color					0.912	5,928.488	5,928.488
Blue					0.25	1,482.122	1,482.122
White					0.922	5,467.318	5,467.318
Storage					0.916	5,957.042	5,957.042
256GB					0.774	4,608.113	4,608.113
64GB					0.771	4,593.764	4,593.764

- Forecast New Products
  - Forecast new products by learning behavior from similar products and making volume adjustments
  - Manage new product launches by introducing them to new channels, customers and geographies
  - Improve new product forecast accuracy by reconciling marketing forecasts, and incorporating executive feedback



Demand Planning Comparison



Net New Capabilities in the Cloud
Unified demand and supply planning
Enterprise social collaboration
Unified technical architecture
Embedded, Visual Planning Analytics

Future Cloud
Predictive Trade Planning (CPG focused)
Audit Trail

Oracle Supply Planning Cloud

Improve Service Levels

- Balance demand and supply across multiple levels of supply chain
- Plan safety stock
- Plan for multiple fulfillment strategies

Plan

Prioritize Problem Areas

- Get an "At a Glance" Summary of Plan Health
- Diagnose root cause for exceptions
- Analyze plan using metrics most meaningful for your business

Monitor

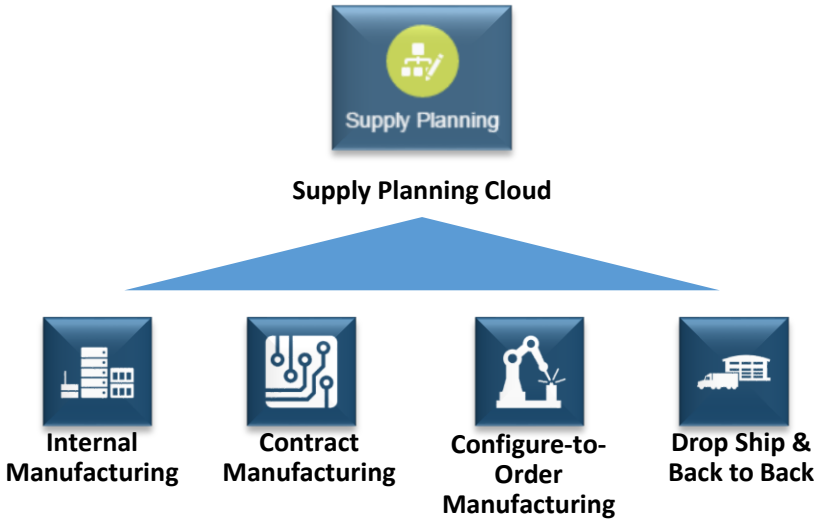
Make Better Decisions

- Make what-if changes to supply chain and evaluate effectiveness
- Implement changes that have the greatest impact and release for execution

Respond

Improve Supply Chain Flexibility

- Implement a flexible supply chain: Plan for multiple manufacturing and fulfillment strategies
  - Configure to Order: Plan for ATO model, Automate planning for configured sales orders and options
  - Contract Manufacturing & Outside Processing: Plan external manufacturing with configurable degree of visibility & control
  - Drop Ship: Reduce lead-times, Plan for drop ship of products

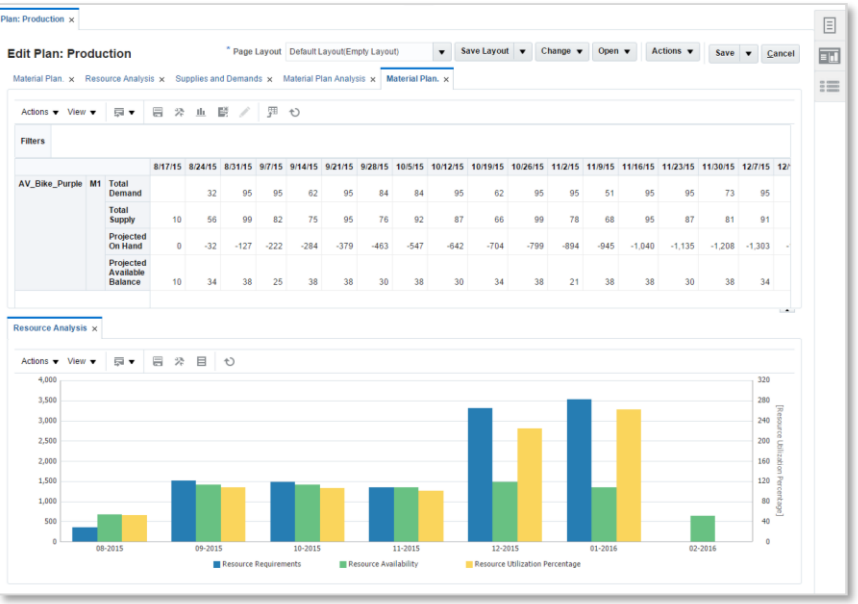


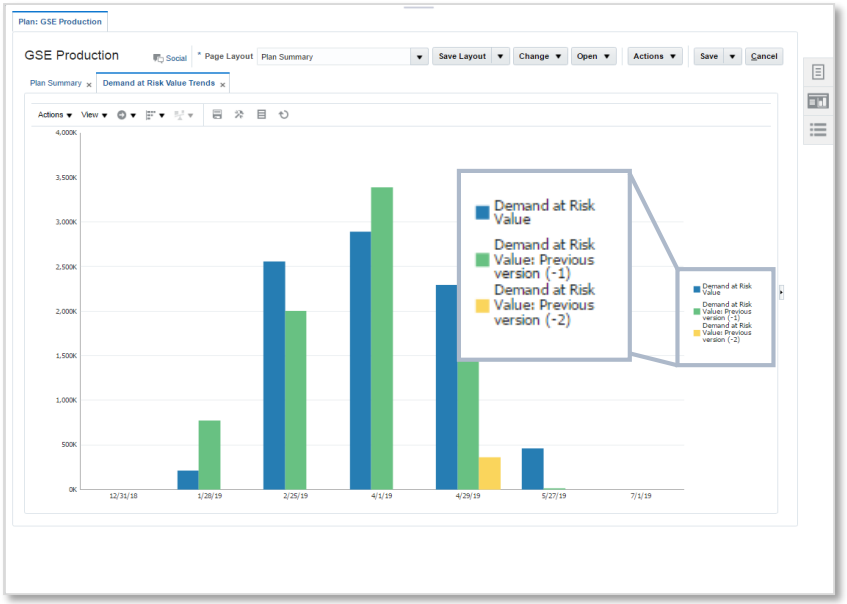
Manufacturing and Fulfillment Strategies

Plan across a Multi-tier Supply Chain in Real Time

Balance Demand and Supply

Plan Material and Capacity across a multi-level supply chain

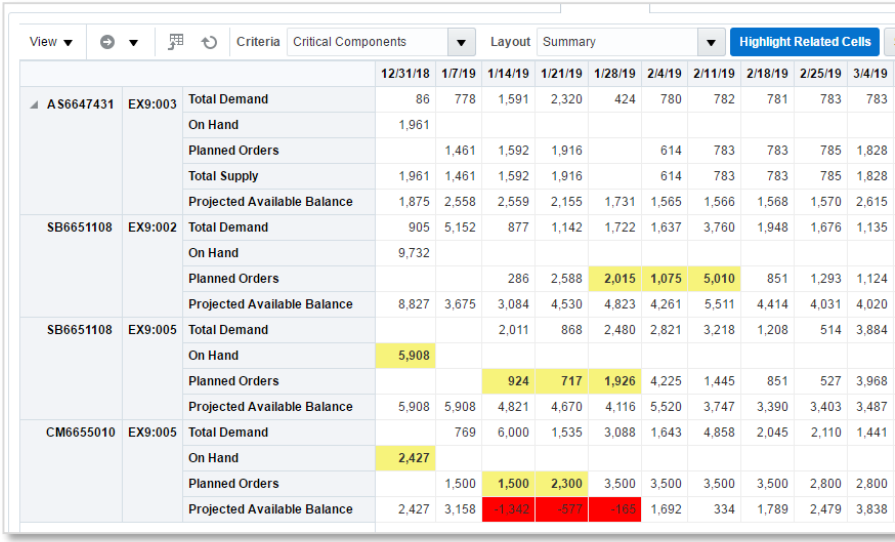




Understand trends in demand and supply

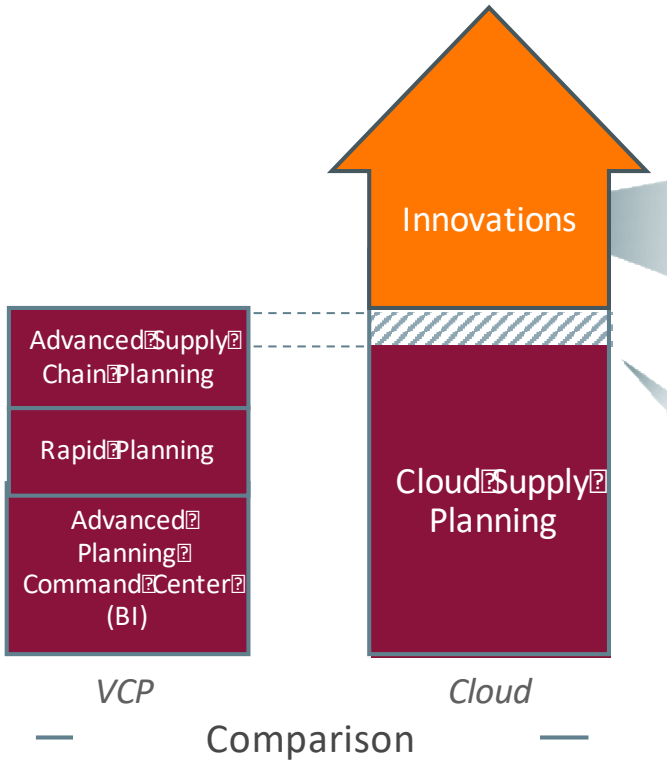
Identify and Prioritize Issues

- Improve planner productivity by providing the information needed to make better decisions
  - Identify and be alerted to issues most important to your business
- Quickly access the most critical data
- Shorten decision making time through collaboration and track accountability
  - Collaborate using Oracle Social Network and Planner notes



			12/31/18	1/7/19	1/14/19	1/21/19	1/28/19	2/4/19	2/11/19	2/18/19	2/25/19	3/4/19
AS6647431	EX9:003	Total Demand	86	778	1,591	2,320	424	780	782	781	783	783
		On Hand	1,961									
		Planned Orders		1,461	1,592	1,916		614	783	783	785	1,828
		Total Supply	1,961	1,461	1,592	1,916		614	783	783	785	1,828
		Projected Available Balance	1,875	2,558	2,559	2,155	1,731	1,565	1,566	1,568	1,570	2,615
SB6651108	EX9:002	Total Demand	905	5,152	877	1,142	1,722	1,637	3,760	1,948	1,676	1,135
		On Hand	9,732									
		Planned Orders			286	2,588	2,015	1,075	5,010	851	1,293	1,124
		Projected Available Balance	8,827	3,675	3,084	4,530	4,823	4,261	5,511	4,414	4,031	4,020
SB6651108	EX9:005	Total Demand			2,011	868	2,480	2,821	3,218	1,208	514	3,884
		On Hand	5,908									
		Planned Orders			924	717	1,926	4,225	1,445	851	527	3,968
		Projected Available Balance	5,908	5,908	4,821	4,670	4,116	5,520	3,747	3,390	3,403	3,487
CM6655010	EX9:005	Total Demand		769	6,000	1,535	3,088	1,643	4,858	2,045	2,110	1,441
		On Hand	2,427									
		Planned Orders		1,500	1,500	2,300	3,500	3,500	3,500	3,500	2,800	2,800
		Projected Available Balance	2,427	3,158	-1,342	-577	-165	1,692	334	1,789	2,479	3,838

Supply Planning Comparison



Net New Capabilities in the Cloud
Enhanced Manage by Exception
Enterprise Social Collaboration
Enhanced In-memory Simulations, Ready to Build
Embedded Analytics
Build Plan with dynamic pegging analysis

Future Cloud
Capacity Constraint based Planning (1)
Supply Planning for Projects, Process Manufacturing

(1) Approx 20-30% of VCP customers use this capability

Rogers Corporation
United States

Revenue
USD 650 M (2014)

Deployment Location
North America, EMEA, Asia

Industry
High Tech

Products and Services
Advanced Connectivity Solutions, Elastomeric Material Solutions, Power Electronics Solutions

Supply Chain
Global distribution (air, rail, freight), multiple & diverse business units, manufacturing facilities around the world, 2800 employees worldwide

Implementation Partner
AVATA, Inc.

Top Objectives and Challenges

- Manually disconnected Supply Chain planning processes
- Inefficient processes impacting inventory levels and customer service levels
- Continuous company growth with demand exceeding supply
- Long planning cycles because of complex supply planning constraints
- Standardized Supply Chain planning process across all business units
- Improve Demand Planning and Constraint Supply Planning
- Global Sales & Operations Planning

Solution and Products

- Demantra Demand Management (DM), Demantra S&OP (RTS&OP), Advanced Supply Chain Planning (ASCP), Constraint Based Optimization (CBO), Advanced Planning Command Center (APCC)
- Integrated with Oracle PeopleSoft

Results

- Standardized and integrated cross functional Supply Chain processes
- Worldwide Sales & Operations Planning processes
- Global software platform for demand and supply
- Monthly/weekly/daily planning cycles (previously only monthly)
- Ability to react to demand fluctuations
- Constraint based supply planning
- What-if scenarios for different planning cycles
- Exception management to improve planners efficiencies

ROGERS CORPORATION

- **Global Standardized Supply Chain Planning Processes**
- **Reduced Planning Cycle Times**
- **Increased Forecast Accuracy**
- **Constraint Based Supply Planning**

“With our global planning platform and standard business process, Rogers is now set up for future growth.”

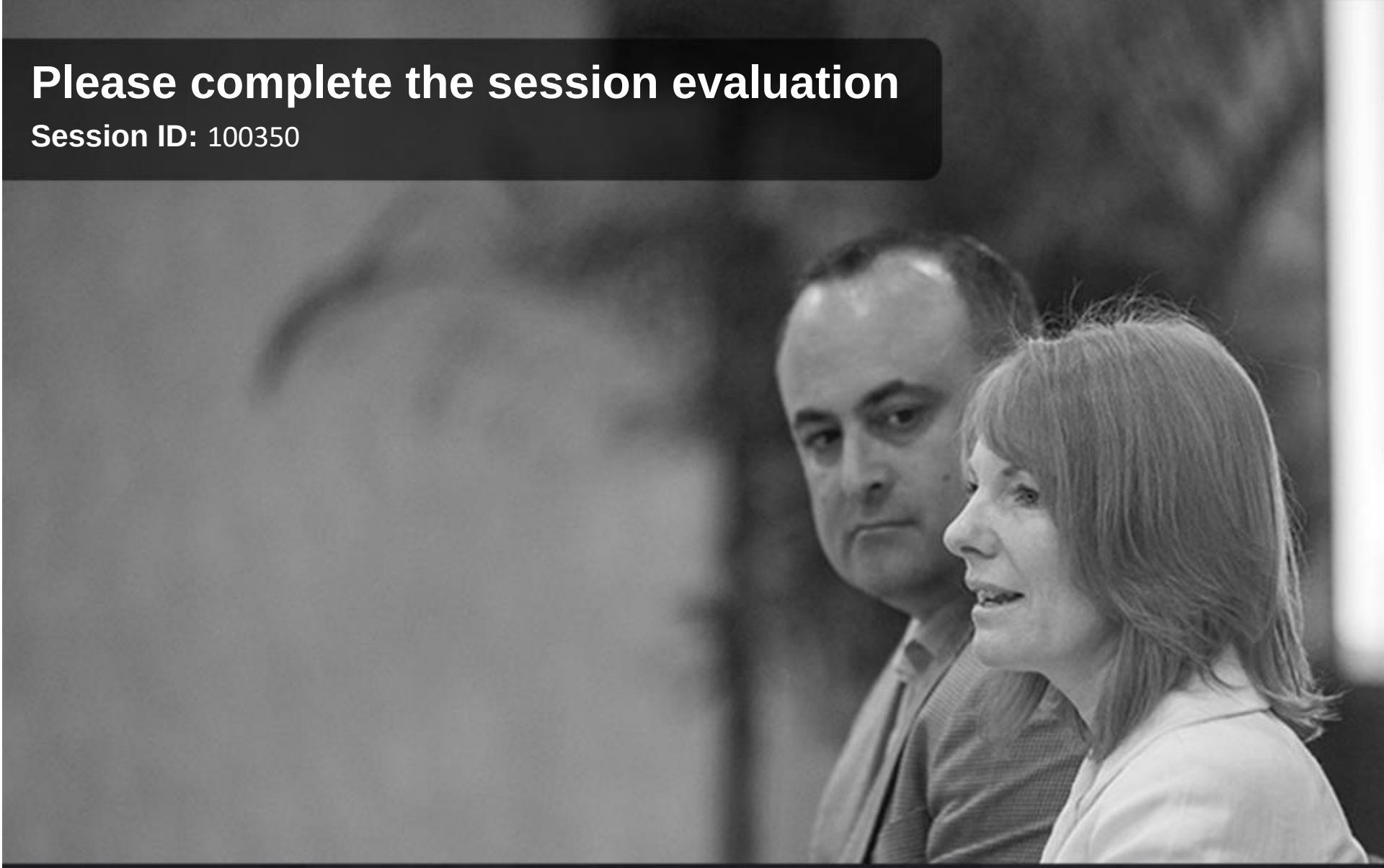
Michael Jenkins, Dir. Supply Chain Planning and Processes

ORACLE

AVATA

Please complete the session evaluation

Session ID: 100350



PeopleSoft

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