




## **Consumer Products – Consumables: Health & Beauty, Homecare**

**Oracle** Business Accelerator for **Oracle** E-Business Suite Release 12



# What is an **Oracle** Business Accelerator?

- Next generation tools for rapid, precise implementing
- Automatically configures EBS using business flows defining leading industry practices
- Optimized for ease of use with self-service education
- Goal is rapidly configured baseline
- Transaction testing can begin in hours
- Highly structured, prescribed method minimizes impact due to varying implementation skills



# Basic Facts

- 27 Flows, 36 Modules
- 100% Oracle E-Business Suite Release 12 code line installed via Rapid Install utility
- No JDE, PeopleSoft or third party connectors
- Linux certified
- Not a pre-configured clone, but a true setup wizard
- One tool with market, industry, country variations
- Works only for net-new Oracle license situations
- No restrictions on adding more modules



# New in R12 Accelerators

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### Financials

- **Assets:** Automatic Depreciation Rollback
- **GL:** Account Analysis & Drilldown; Improved Legal Entity support
- **Web Applications Desktop Integrator:** for Assets & General Ledger
- **Internet Expenses:** Enhanced UI for Expense Report Audit
- Enhanced Transaction Tax aligned with Legal structure
- **Receivables:** AR Refunds via seamless Payables integration
- **Payables:** Invoice Lines model improvements; Automated AP/AR Netting
- Integration with E-Business Tax

### Sales

- **Territory Management :** Improved Territory Administration Support

### Process Manufacturing

- **Product Development:** Least Cost Formulation and Stability Studies
- **Process Execution:** Reservations/Detailed Allocations, Picking, Move Orders
- **Process Manufacturing Operations:** Pre-Weigh/Dispensing
- **Advanced Supply Chain Planning:** Support for comprehensive Planning Detail Report

### Supply Chain Management

- **Purchasing:** Buyer's Work Centre; Usage of Requisition Template
- **Inventory:** Converged Inventory, Picking Rules, Material Status

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# Industry Features

- End-to-end Design-To-Produce manufacturing processes using Process Manufacturing
- Compliance for important EU and US FDA regulations demonstrating Traceability, E-Signatures, Stability Studies and Quality Management
- Channel Management using Trade Management to manage promotions, deductions and claims from retailers, distributors and partners
- Collaborative Supply Chain Management featuring Collaborative Planning, ASCP, Demand Planning and Inventory Optimization
- Supports UK specific country requirements such as VAT, Movement Statistics and BACS Payment Format



# Key Features

- Available in 3 Options:
  - Training for CRPs, Proof of Concepts and Demonstrations
- Basic (Default) Mode or Advanced (Flexible) Mode for Production
  - Basic supports simple organization structures, use Advanced for complex organization structures
- Complete Personalization of Chart Of Accounts & Accounting Calendar
- Standard or Average Costing Available
- Mass data upload for Accounting Calendars, Periods, Fiscal Years and Pro-rate conventions, Customers, Suppliers, Items, etc
- Plus in Advanced only:
  - Multiple Ledgers & Sub-Ledgers, Charts of Account and Accounting Calendars



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Availability: United Kingdom

	Financials	Sales and Channel Management	Process Manufacturing	Distribution and Logistics
<b>FLows</b>	<ul style="list-style-type: none"> <li>•Bank Statement to Cash Reconciliation</li> <li>•Receipt to Assets</li> <li>•Assets to Depreciation</li> <li>•Supplier Invoice to Payment</li> <li>•Customer Invoice to Receipt</li> <li>•Expense Report to Invoice</li> <li>•Subledger Journals to Post</li> <li>•Period End Close to Financial Reports</li> </ul>	<ul style="list-style-type: none"> <li>•Prospect to Opportunity for Telesales</li> <li>•Opportunity to Order for TeleSales</li> <li>•Opportunity to Forecast to Management Rollup</li> <li>•Execute Trade Promotion to Analysis</li> <li>•Deduction to Claim Resolution</li> </ul>	<ul style="list-style-type: none"> <li>•Concept to Release</li> <li>•Schedule to Produce</li> <li>•Customer Collaboration to Consensus Forecast</li> <li>•Forecast to Plan Advanced (Process)</li> <li>•Quality Issue to Resolution</li> <li>•Sampling to Acceptance</li> <li>•Stability Study Development to Evaluation</li> </ul>	<ul style="list-style-type: none"> <li>•Plan to Replenish</li> <li>•Order to Shipment</li> <li>•Order to Drop Shipment</li> <li>•Customer Return to Settlement</li> <li>•Sourcing Requirement to Agreement</li> <li>•Requisition to Receipt</li> <li>•Supplier Return to Settlement</li> </ul>
<b>FUNCTIONS</b>	<ul style="list-style-type: none"> <li>•Accounting &amp; Reports</li> <li>•Cash Management</li> <li>•Asset Management</li> <li>•Payables &amp; Receivables</li> <li>•Payment</li> <li>•Period End Close</li> <li>•Expenses Management</li> <li>•Movement Statistics</li> <li>•BACS Support</li> <li>•VAT Reporting</li> </ul>	<ul style="list-style-type: none"> <li>•Inbound TeleSales</li> <li>•Opportunity &amp; Pipeline Management</li> <li>•Lead Capture &amp; Qualification</li> <li>•Global Sales Forecasting</li> <li>•Trade Promotions</li> <li>•Deductions and Claims Management</li> </ul>	<ul style="list-style-type: none"> <li>•Collaborative Planning</li> <li>•Planning,Scheduling and Forecasting</li> <li>•Formula Management using Least Cost Formulation</li> <li>•Lot Genealogy Tracking</li> <li>•Sub Inventory transfers, Material Picking and Dispensing Process</li> <li>•Quality Management</li> <li>•Sampling and Testing</li> <li>•Electronic Records and Signatures (ERES)</li> <li>•Stability Studies</li> </ul>	<ul style="list-style-type: none"> <li>•Direct &amp; Indirect Requisitions</li> <li>•Self Service Requisitions</li> <li>•Catalog Management</li> <li>•Replenishment (Min-Max and Re-Order point planning)</li> <li>•Order Promising, Processing and Scheduling</li> <li>•Item Availability</li> <li>•Shipping &amp; Returns</li> <li>•Receiving &amp; Returns</li> <li>•Sourcing</li> <li>•Purchasing &amp; Vendor Management</li> </ul>
<b>PRODUCTS INCLUDED</b>	<ul style="list-style-type: none"> <li>Internet Expenses</li> <li>Financials :</li> <li>• Assets</li> <li>• General Ledger</li> <li>• Web ADI</li> <li>• Payables</li> <li>• Receivables</li> <li>• Cash Management</li> <li>• Payments</li> <li>• E-Business Tax</li> <li>• Subledger Accounting</li> <li>• Legal Entity Configurator</li> <li>E-Business Intelligence :</li> <li>• Purchasing Intelligence</li> <li>• Financials Intelligence</li> </ul>	<ul style="list-style-type: none"> <li>•TeleSales</li> <li>•Field Sales</li> <li>•Scripting</li> <li>•Quoting</li> <li>•Trade Management</li> <li>•Advanced Pricing</li> <li>•Universal Work Queue</li> <li>•Interaction Center Technology</li> </ul>	<ul style="list-style-type: none"> <li>Process Manufacturing :</li> <li>• Process Manufacturing Product Development</li> <li>• Process Manufacturing Process Execution</li> <li>• Process Manufacturing Financials</li> <li>• Manufacturing Execution System for Process Manufacturing</li> <li>• E-Records</li> <li>Advanced Supply Chain Planning</li> <li>Collaborative Planning</li> <li>Inventory Optimization</li> <li>Demand Planning</li> </ul>	<ul style="list-style-type: none"> <li>•Order Management</li> <li>•Purchasing</li> <li>•Inventory</li> <li>•Oracle iProcurement</li> <li>•Sourcing</li> <li>•Master Scheduling/MRP</li> </ul>

# So What? How can this answer the business challenge?

The Spearhead	The Industry Challenge	The Oracle Business Accelerator Answer
<b>Drive Efficient Product Safety &amp; Compliance</b>	Manufacturers are ill-prepared to respond to heightened requirements from the government and leading retailers to insure manufacturing accountability and traceability of source	<b>Leading-practice manufacturing and purchasing processes with sampling and quality issue management nonconformance and corrective action management delivered through Process Manufacturing, Purchasing, ERecords, Quality Management</b>
<b>Drive Effective and Efficient Trade Processes</b>	Trade Promotion is a grossly inefficient process. Industry experts agree that a very conservative estimate of 20% of expenditures are wasted and add nothing to the bottom line	<b>Best-in-class sales and channel management with global forecasting and promotions, deductions and claims management using Field Sales and Trade Management</b>
<b>Enable The Adaptive Collaborative Supply Chain</b>	Out-of-stock conditions are a major inhibitor to top line revenue growth. Failure to align demand with production results in excess inventory or shortages at the retail shelf	<b>World-beating advanced forecasting, planning and supply chain management through Collaborative Planning, Advanced Supply Chain Management, Demand Planning, Cost Management, Inventory Optimization</b>
<b>PLUS! Oracle's World Class Financials products. Including General Ledger, Payables, Receivables, Cash Management, Assets, Internet Expenses</b>		



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