




Life Sciences – Pharmaceuticals, Biotech

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 EU Directive 2001/83/EC and US FDA 21 CFR 11 demonstrating Traceability, E-Signatures, Stability Studies and Quality Management
- Collaborative Supply Chain Management featuring Collaborative Planning, ASCP, Demand Planning and Inventory Optimization
- Channel Management using Trade Management to manage promotions, deductions and claims from retailers, distributors and partners
- 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
FLows	<ul style="list-style-type: none"> •Bank Statement to Cash Reconciliation •Receipt to Assets •Assets to Depreciation •Supplier Invoice to Payment •Customer Invoice to Receipt •Expense Report to Invoice •Subledger Journals to Post •Period End Close to Financial Reports 	<ul style="list-style-type: none"> •Prospect to Opportunity for Telesales •Opportunity to Order for TeleSales •Opportunity to Forecast to Management Rollup •Execute Trade Promotion to Analysis •Deduction to Claim Resolution 	<ul style="list-style-type: none"> •Concept to Release •Schedule to Produce •Customer Collaboration to Consensus Forecast •Forecast to Plan Advanced (Process) •Quality Issue to Resolution •Sampling to Acceptance •Stability Study Development to Evaluation 	<ul style="list-style-type: none"> •Plan to Replenish •Order to Shipment •Order to Drop Shipment •Customer Return to Settlement •Sourcing Requirement to Agreement •Requisition to Receipt •Supplier Return to Settlement
FUNCTIONS	<ul style="list-style-type: none"> •Accounting & Reports •Cash Management •Asset Management •Payables & Receivables •Payment •Period End Close •Expenses Management •Movement Statistics •BACS Support •VAT Reporting 	<ul style="list-style-type: none"> •Inbound TeleSales •Opportunity & Pipeline Management •Lead Capture & Qualification •Global Sales Forecasting •Trade Promotions •Deductions and Claims Management 	<ul style="list-style-type: none"> •Collaborative Planning •Planning,Scheduling and Forecasting •Formula Management using Least Cost Formulation •Lot Genealogy Tracking •Sub Inventory transfers, Material Picking and Dispensing Process •Quality Management •Sampling and Testing •Electronic Records and Signatures (ERES) •Stability Studies 	<ul style="list-style-type: none"> •Direct & Indirect Requisitions •Self Service Requisitions •Catalog Management •Replenishment (Min-Max and Re-Order point planning) •Order Promising, Processing and Scheduling •Item Availability •Shipping & Returns •Receiving & Returns •Sourcing •Purchasing & Vendor Management
PRODUCTS INCLUDED	<ul style="list-style-type: none"> Internet Expenses Financials : • Assets • General Ledger • Web ADI • Payables • Receivables • Cash Management • Payments • E-Business Tax • Subledger Accounting • Legal Entity Configurator E-Business Intelligence : • Purchasing Intelligence • Financials Intelligence 	<ul style="list-style-type: none"> •TeleSales •Field Sales •Scripting •Quoting •Trade Management •Advanced Pricing •Universal Work Queue •Interaction Center Technology 	<ul style="list-style-type: none"> Process Manufacturing : • Process Manufacturing Product Development • Process Manufacturing Process Execution • Process Manufacturing Financials • Manufacturing Execution System for Process Manufacturing • E-Records Advanced Supply Chain Planning Collaborative Planning Inventory Optimization Demand Planning 	<ul style="list-style-type: none"> •Order Management •Purchasing •Inventory •Oracle iProcurement •Sourcing •Master Scheduling/MRP

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So What? How can this answer the business challenge?

The Spearhead	The Industry Challenge	The Oracle Business Accelerator Answer
Drive Efficient Product Safety & Compliance	Process manufacturers are ill-prepared to respond to heightened requirements from the government and leading retailers to insure manufacturing accountability and traceability of source materials. Safety concerns can cause major erosion of consumer confidence	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
Enable The Adaptive Collaborative Supply Chain	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	World-beating advanced forecasting, planning and supply chain management through Collaborative Planning, Advanced Supply Chain Management, Demand Planning, Cost Management, Inventory Optimization
PLUS! Oracle's World Class Financials products. Including General Ledger, Payables, Receivables Cash Management, Assets, Internet Expenses		



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