

Oracle SCM Cloud: Order-to-Cash



Increase Revenue and Margin, Ensure Customer Satisfaction, Reduce Fulfillment Errors and Cash-to-Cash Cycle Time

With order channels multiplying, supply chains growing more complex, and customer expectations increasing, fulfilling orders consistently and efficiently—while meeting customer demands—is harder than ever. Using modern technology and applications, it's time to reimagine your order-to-cash process.

THE PRESSURE IS ON

The Peerless Group surveyed senior supply chain executives in manufacturing organizations worldwide. Their top priorities:



Increasing per-order profit



Fulfilling more orders more quickly at lower cost



Improving customer service

THE DILEMMA

... yet some companies hesitate to invest in either:



on-premise order management or fulfillment systems thanks to high upfront costs and lengthy deployment times

Or



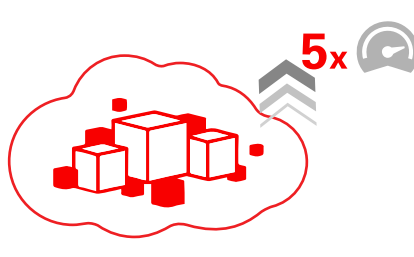
cloud solutions due to security or performance concerns



THE FACTS



87% of organizations are using a public cloud in some form



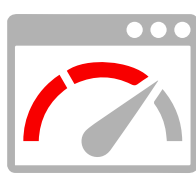
The global cloud computing industry is growing **5 times** faster than the global IT industry



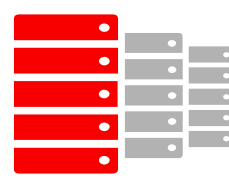
1/3 of all data will exist in or pass through the Cloud by 2020

HOW ORACLE CAN HELP

Choose a practical path to the cloud. Oracle provides a fully secure cloud alternative for manufacturing functionality and more so you can focus on your growing business and get the most out of your innovation:



Deploy fast



Save your IT resources



Protect your IP

...without IT complexity

Leave the daily IT management to Oracle and gain:



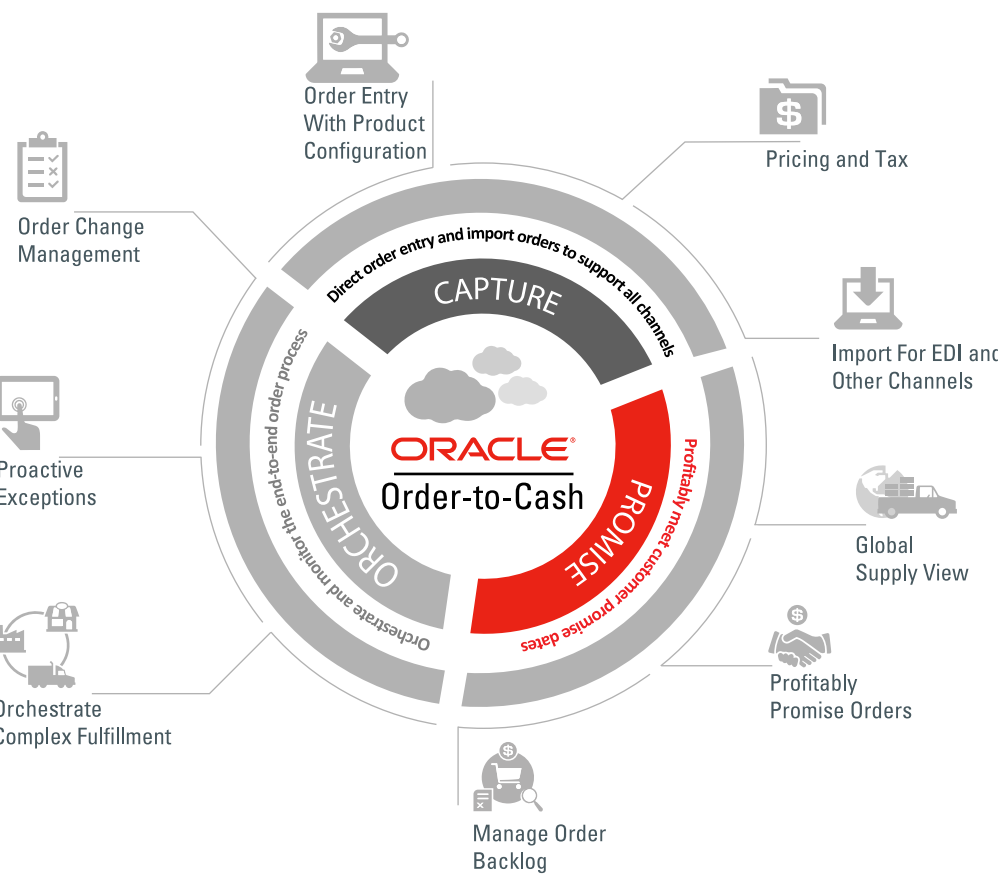
Time and cost savings with the Oracle Cloud



Security backed by world-class Oracle technology

ORACLE SCM CLOUD: ORDER-TO-CASH

Oracle's order-to-cash solution offers comprehensive integrated inventory, manufacturing, procurement, finance, CPQ and commerce to simplify and improve order-to-cash business processes.



Capture

Create and price new or return orders including those with services and complex configured items. Enforce rules when revising or cancelling them. Import orders from other channels

Promise

Identify the best source of supply, schedule complex fulfillment activities and manage backlog. Look into global inventory as well as planned availability and pick the most profitable option

Orchestrate

Manage fulfillment processes across partners and systems. Pre-seeded process to get you started with easy tools to modify them and add more. Proactively monitor and resolve exceptions

ORACLE CUSTOMERS

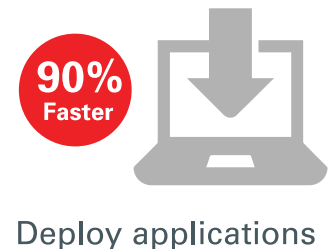
Oracle has been offering applications in the Cloud for over a decade and is committed to being the world leader in Cloud solutions. Our customers' results speak for themselves:



25 million Users rely on Oracle Cloud every day



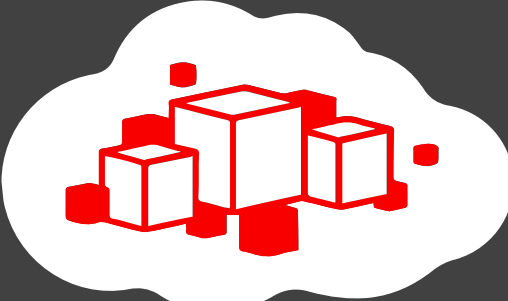
50% Cost reduction



90% Faster Deploy applications

BUSINESS IS MOVING FAST. WILL YOURS KEEP UP?

Oracle Order-to-Cash



Secure. Flexible. Modern.

Learn more: <https://cloud.oracle.com/home>



Increase Revenue and Margin



Ensure Customer Satisfaction



Decrease Fulfillment Errors and Time to Market

Sources: From Customer Orders Through Fulfillment: Challenges and Opportunities in Manufacturing, Hi-Tech and Retail, Peerless Research Group, a study on behalf of Supply Chain Management Review and Logistics Management, sponsored by Oracle and Capgemini