

Overview

In order to achieve and sustain profitable growth in today's competitive business environment, enterprises rely on integrated supply chains to help meet customer requirements most efficiently. Oracle's Supply Chain Management (SCM) family of applications is the only complete solution that powers information-driven value chains. SCM integrates and automates all key supply chain activities, from design, planning, and procurement to manufacturing and fulfillment.

Oracle's Release 12 will further enable businesses to be more competitive. With a new user experience and hundreds of cross-industry capabilities spanning enterprise resource planning, customer relationship management, and supply chain management, this release will help manage the complexities of global business environments.

Key Requirements in Supply Chain Implementations – Customer's Perspective

Manufacturing companies across all industries today are facing an ever intensifying set of competitive pressures in response to changing customer requirements and market conditions. In order to face these pressures, most customers expect the following features in their Supply Chain implementations:

- ➔ Better Order-to-Cash processing through usability, productivity, and accuracy
- ➔ Sophisticated planning tools allowing precise mapping of supply and demand
- ➔ Cost reductions for logistics, warehousing and manufacturing through better planning
- ➔ Improved customer service through effective order processing & tracking
- ➔ Optimized supply planning, collaboration with partners, and better execution across enterprise boundaries

Key Objectives of Oracle E-Business Suite R12 Supply Chain applications

- ➔ Optimize a complex global supply chain network
- ➔ Expand supplier management and support
- ➔ Create a flexible architecture to meet the needs of dynamic and global businesses
- ➔ Achieve end-to-end business intelligence and reporting

Sierra Atlantic's Oracle Manufacturing & Distribution Competency – An Overview

Sierra Atlantic's Oracle Manufacturing & Distribution competency is powered by a core team of senior functional experts with over 15 years of industry experience. With a diversified client base across North America, Europe, Asia-Pacific, and the Middle East, they understand the complexities of each industry, helping customers build and manage highly effective SCM solutions meeting their individual business needs - implementations, global roll outs, upgrades, development, and support.

Given our in-depth experience, we possess rich knowledge repositories of previous executions allowing us to offer quality solutions at lower costs to our clients. Our host of services includes:

Sierra Atlantic's Industry Experience	
Automotive	Hospitality
Chemicals	Industrial Machinery
Communications	ITES
Construction	Life Sciences
Education	Metals
Electricals & Electronics	Online Gaming
Food & Beverages	Real Estate
Healthcare	Software Services
Hi-Tech	Transportation

- ➔ Business Process Reengineering
- ➔ Product Implementation
- ➔ System Integration
- ➔ Migration / Upgrade
- ➔ Post Implementation Support
- ➔ Custom Development & Support
- ➔ Training / Knowledge Transfer

Sierra Atlantic's Methodologies

Sierra Atlantic practices a facilitative and process-oriented approach in order to optimize the implementation time and cost. We do this using a combination of extensive user training, well-researched templates, and the wealth of our experience gathered while handling other projects of a similar nature.

Delivery Models

Sierra Atlantic offers the following delivery models depending on individual customer requirements:

- ➔ 100% Onsite Model
- ➔ Offshore-Onsite Model

Sierra Atlantic endorsed at *Collaborate 2007*

by Charles E. Phillips, Jr.
President, Oracle Corporation

Sierra Atlantic's Key Oracle SCM Solutions

Supply Chain Management Business Process	Oracle Products
Concept to Release	Oracle Engineering Bills of Material
Forecast to Plan	Material Planning Advanced Supply Chain Planning Collaborative Planning
Procure to Pay	Oracle Purchasing iProcurement iSupplier Portal Payables Advanced Procurement Purchasing Intelligence
Demand to Build	Demand Planning Bills of Material Work in Process Cost Management Flow Manufacturing
Order to Cash	Oracle Order Management Oracle Inventory Shipping Execution Advanced Pricing Oracle Configurator Warehouse Management Receivables
Lead to Service	CRM Foundation Sales Online Marketing Online Customer Care Install Base Depot Repair Service Contracts iStore iSupport Field Service

Sierra Atlantic's Differentiators

Sierra Atlantic's Manufacturing and Distribution Competency helps customers manage their entire product lifecycle, from initial design and engineering through work-in-process to cost and quality management. Certain factors that set Sierra Atlantic apart from its competitors include:

- ➔ In-depth experience in end-to-end implementations of various versions of Oracle Applications
- ➔ Vast industry experience
- ➔ Strong partnership with Oracle Corporation
- ➔ Strong focus on international quality standards
- ➔ Efficient transition methodologies
- ➔ Effective knowledge management techniques
- ➔ Strong project management skills
- ➔ Complete process transparency
- ➔ Flexible delivery models



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About Sierra Atlantic

Sierra Atlantic is the leader in offshoring enterprise applications and outsourced product development. With expertise derived from deep R&D relationships with enterprise software leaders such as Oracle and Microsoft, we provide full lifecycle product development and IT services including implementation, integration, development, testing and support. Sierra Atlantic is amongst the largest IT services companies, offering services in the "New Oracle Economy", Outsourced Product Development and Microsoft competencies, with global delivery from both India and China. Over 200 active customers currently address their business needs leveraging our Nshore™ methodology and best-in-class Global delivery capabilities. A recognized leader in quality, Sierra Atlantic has been the recipient of many distinguished awards including Oracle Partner of the Year (3 years consecutively), Microsoft Gold Certified and NXT Delivery Partner, IDC DQ Top 20, and Great Places to Work. Sierra Atlantic is headquartered in Fremont, California and maintains operations in 16 countries across North America, Europe and Asia Pacific. For more information, please visit www.SierraAtlantic.com.