

# Oracle Process Manufacturing

## Oracle R12

### Overview

Issues of safety, traceability, conscious consumers, growing retailer power, newer regulations, and corporate social responsibility are increasingly creating a more difficult and volatile environment for process companies. Fierce competition and industry consolidation further add to the pressure to cut costs, improve margins, increase asset efficiency, and grow revenues, while staying competitive.

Oracle Process Manufacturing (OPM) helps process companies by automating their entire product lifecycle for manufacturing – from new product development, management and production, to cost, quality, and regulatory management. Oracle E-Business Suite Release 12 further provides an integrated and global view of customers, suppliers, and operations, facilitating speedy decision making in the global market.

### Key Requirements in OPM Implementations – Customer’s Perspective

With an ever increasing need for constant product and service innovation, process manufacturing companies operate under continuous pressure to increase efficiency, while maintaining consistent quality levels. As a result, process manufacturers expect the following from their OPM implementation:

- A system that responds rapidly to availability / changes in materials
- A feature that allows scaling of formulas and recipes based on inventory levels
- Accurate and timely forecasts of customer demands
- A feature that enables forward and backward traceability
- Visibility to real-time, enterprise-wide data throughout the supply chain
- A system that supports creative & promotional pricing tailored to customers / products
- An efficient way to streamline operations – minimizing costs and maximizing yields

### Sierra Atlantic’s OPM Competency – An Overview

With over 14 years of experience in the Process Manufacturing vertical, Sierra Atlantic understands the unique requirements of process industry customers. Our dedicated OPM competency is powered by a core team of senior functional experts with vast industry experiences ranging from 5 to 15 years. With a diversified client base across North America, Europe, Asia-Pacific, and the Middle East, our engagements include 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 our clients, quality solutions at lower costs.

### Sierra Atlantic’s Methodologies

Sierra Atlantic practices a facilitative and process-oriented approach for all its engagements in order to optimize implementation time and cost. We do this by 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

We offer the following delivery models depending on individual customer requirements:

- 100% Onsite Model
- Offshore-Onsite Model

### Oracle Process Manufacturing R12 Key Features

- New Manufacturing Execution System (MES) module – facilitates manufacturing processes without the need for third party systems & complex integrations
- Enhanced distribution planning (DRP) capability – efficiently distributes supply from the Advanced Supply Chain Planning (ASCP) module plans
- New Oracle Sub Ledger Accounting (SLA) module – enables configuration of entries for specialized accounting
- Process-specific Production Scheduling linked to ASCP and Manufacturing – improves customer service and increases product yield
- New features in ASCP – optimized production and logistics planning
- Enhanced Enterprise Asset Management
- Enhanced Warehouse Management System
- Additional Product Lifecycle Management (PLM) features – Idea Management, New Item Introduction Workflow, and Lifecycle Management
- Improved Information Management Data Hub

Sierra Atlantic endorsed at Collaborate 2007

Charles E. Phillips Jr.  
President,  
Oracle Corporation

**ORACLE** Platinum Partner

## Our Differentiators

Building on our commitment to creating immediate and measurable results, our OPM competency has developed a value-fortified approach that allows us to work with our customers as partners, rather than as one-time vendors. It combines:

- Our knowledge of process industry practices and extensive OPM implementation experience with several leading process companies
- Proven implementation tools and methodologies
- Phenomenal success in the Oracle space, especially in the process industry vertical
- Optional support components to maximize flexibility
- A core team of consultants with excellent Oracle consulting and project management experience and high-end, project-specific Oracle skills
- Proven experience in delivering several ERP projects through our innovative onsite-offshore delivery model
- Strong focus on international quality standards
- Complete process transparency



### 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, 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](http://www.SierraAtlantic.com).

### North America: USA (Head Office)

67979 Gateway Blvd. #220  
Newark, CA 94560  
Tel: (510) 742-4100  
Fax: (510) 742-4101

### Canada

3601 Highway 7, Suite 400  
Markham, Ontario L3R 0M3  
Tel: +1 905 943 4258  
Fax: +1 905 943 4256

### India:

Plot # 9, Survey # 15,  
Nanakramguda,  
Hyderabad – 500 019  
Phone : +91 40 3023 3000 / 4034 3000  
Fax : +91 40 4034 3777

### Europe: UK

116 College Road, Harrow  
Middlesex, HA1 1BQ  
Phone : +44 0 208 515 8044  
Fax : +44 0 208 515 6199

### Middle East: Dubai

PO Box 500117, Dubai Internet City  
Room 208 ETA Star Building Dubai Internet City  
Dubai, UAE  
Phone : +971 4 3616259  
Fax : +971 4 3636780

### Asia Pacific: Singapore

7 Temasek Boulevard  
#06-02A Suntec Tower One  
Singapore 038987  
Phone : +65 63349356  
Fax : +65 63335290

### Guangzhou, China

4th Floor, No. 1021, 1023 GaoPu Road,  
GaoTang New Zone, Guangzhou,  
PRC 510663, China  
Phone : +86 20 87072002  
Fax : +86 20 87072061

### Other offices – Worldwide

Needham, MA • Lisle, IL • France • Switzerland  
• Malaysia