

INFOSYS - ORACLE Demand to Deliver (D2D) Solution

Over the last decade, the High - technology industry has witnessed the rise of profound challenges within the extended supply chain which include: demand volatility, changing supply dynamics, shrinking margins, shortening product lifecycles, increasing product complexity, lack of inventory visibility across supply chain nodes, lack of integration between Supply Chain Planning & Project Management, delays in project implementation and lack of end-to-end data visibility. Furthermore, enterprise's global expansion and acquisitions often creates a heterogeneous environment of IT applications, systems, and solutions, resulting in a lack of Process and IT integration.

The Demand to Deliver (D2D) solution, jointly developed by Infosys Technologies Ltd. and Oracle Corporation, addresses these challenges faced by high-tech enterprises and provides an open, standards based and integrated solution covering the entire demand and supply chain - from Sales and Operations Planning to Channel/Retail Execution and Installation Services for Projects environment. The solution uses best of breed Oracle products that are seamlessly integrated with one another to enable end-to-end supply chain business processes and help enterprises realize the benefits of an integrated value chain. The solution intends to transform the High Technology IT landscape footprint and architecture from an ERP centric approach to a Process centric framework focusing more towards business process and not the underlying technology. Through this, it promises to reduce the solution time to market and TCO for the enterprises.

Solution Description

The Demand to Deliver solution conceptualizes the High Technology manufacturing industry value chain in terms of eight seamlessly integrated business sub processes. These are (i) Sales & Operations Planning (ii) Demand Sensing & Shaping (iii) Strategic Sourcing (iv) Production & Operation Planning (v) Manufacturing (vi) Fulfillment/Warehouse Management (vii) Logistics (viii) Retail Execution, Installation Services & Project Management. The D2D solution toolkit provides:

- Detailed end-to-end, industry-specific, best of breed, standardized business process flows and requirements for each of the eight business sub processes
- Pre-built and integrated solution stack that maps best in class Oracle products to business flows and requirements
- Infosys pre-developed bolt-on functionalities on top of Oracle out of the box products that helps High Technology enterprises realize the value in a comprehensive manner
- A ready to use configuration kit that enterprises can use to configure their applications
- Project Management capability which enables two way visibility between Project Management and Operations i.e. supply & demand planning processes have real time visibility into project milestone dates and Project Management has real time visibility to changes in supply and demand
- Analytical Dashboard capability has inherent dashboard and reporting system providing analytical capability for users to slice and dice the supply chain planning data

Enterprise Benefits

The solution positively influences multiple operational levers towards Cost Reduction and Net Revenue Improvement dimensions:

Cost Benefits

- The solution allows organizations to manage sales with lesser inventory holding by providing greater inventory visibility, robust buffer stock functionality and better integration between manufacturing, warehousing and planning functions.
- Capital requirement are also expected to be reduced by optimizing warehouse space, labor and resource utilization

Revenue Benefits

- The usage of this solution allows for sophisticated and collaborative demand simulation and forecasting, comprehensive Inventory and POS management, holistic planning including all the partners and departments, Buffer Stock functionality based on Item Classification which will lead to fewer out of stock situations and ensure timely delivery



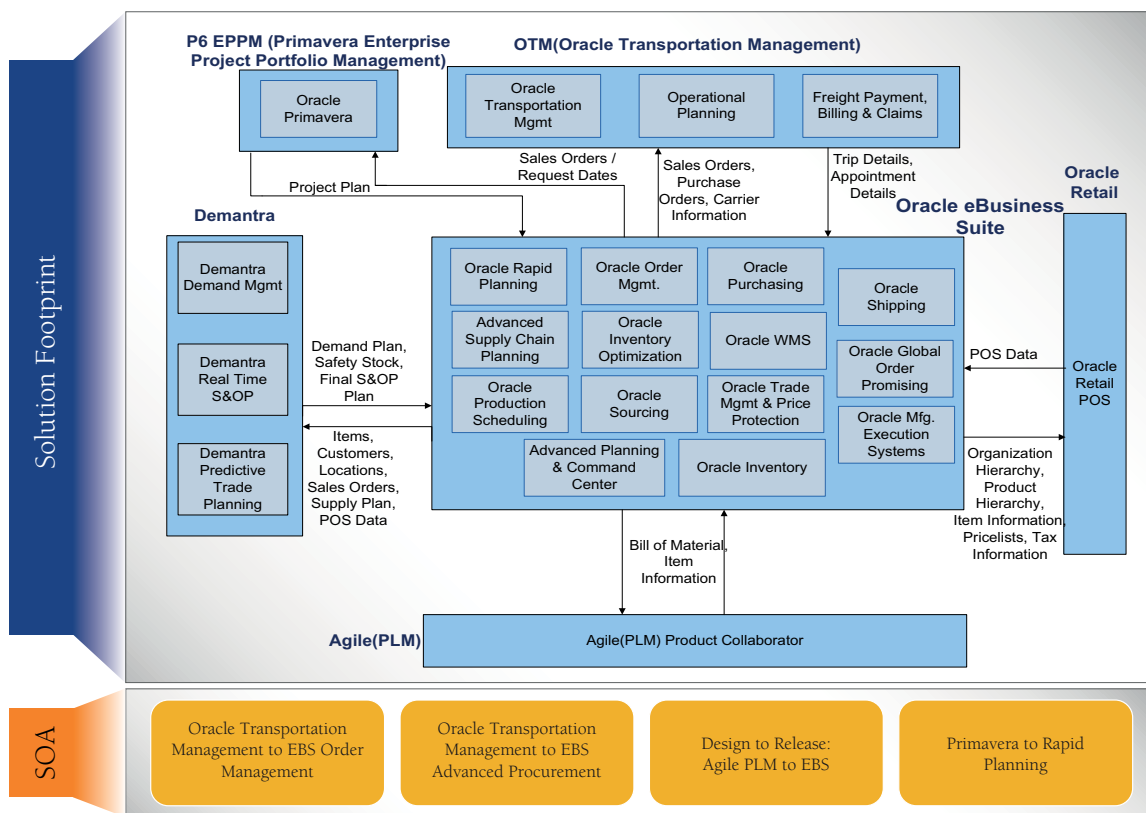
- Pre-built best of breed & Value driven Industry process
- Pre built analytics & reporting capabilities
- Accelerators for D2D Implementation
- Pre built hi-tech specific solutions
- Process Centric Framework
- Pre built SOA based integrations
- Industry Leading KPis
- Modular Structure



- Actionable Insight leading to Intelligent supply chain
- Highly flexible, scalable, best of breed IT system
- Highly integrated and efficient value chain
- Decreased total cost of ownership
- End to End Visibility & Control
- Lessened time to market
- Increased Revenues

Solution Footprint

The Demand to Deliver solution leverages the best in class Oracle products and provides an integrated platform which ensures seamless data flow among various applications. The solution stack is comprised of Oracle E-Business Suite, Demantra, Agile, Oracle Transportation Management, Oracle Retail (for consumer oriented channels), Oracle Primavera (for Project Management), Oracle Advanced Planning Command Center (to create Analytical Dashboards) and out-of-box application integrations built on Oracle SOA platform. However, companies may choose to implement D2D end to end for comprehensive Business Transformation or may instead choose to implement D2D in a piecemeal manner depending on the situation.



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DRIVEN BY VALUES

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Many of the world's most successful organizations rely on Infosys to deliver measurable business value. Infosys provides business consulting, technology, engineering and outsourcing services to help clients in over 30 countries build tomorrow's enterprise.

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