IBM Consulting

IBM Cognitive Enterprise Business Platform for Oracle Cloud

Oracle Fusion Cloud Enterprise Resource Planning (ERP) for Mining and Metals

The mining and metals industry continues to face business challenges, from fluctuation of demand, responding to higher input cost and delivering improved margins. Ensuring the business delivers on these strategic objectives is critical to helping it achieve its ambitions.
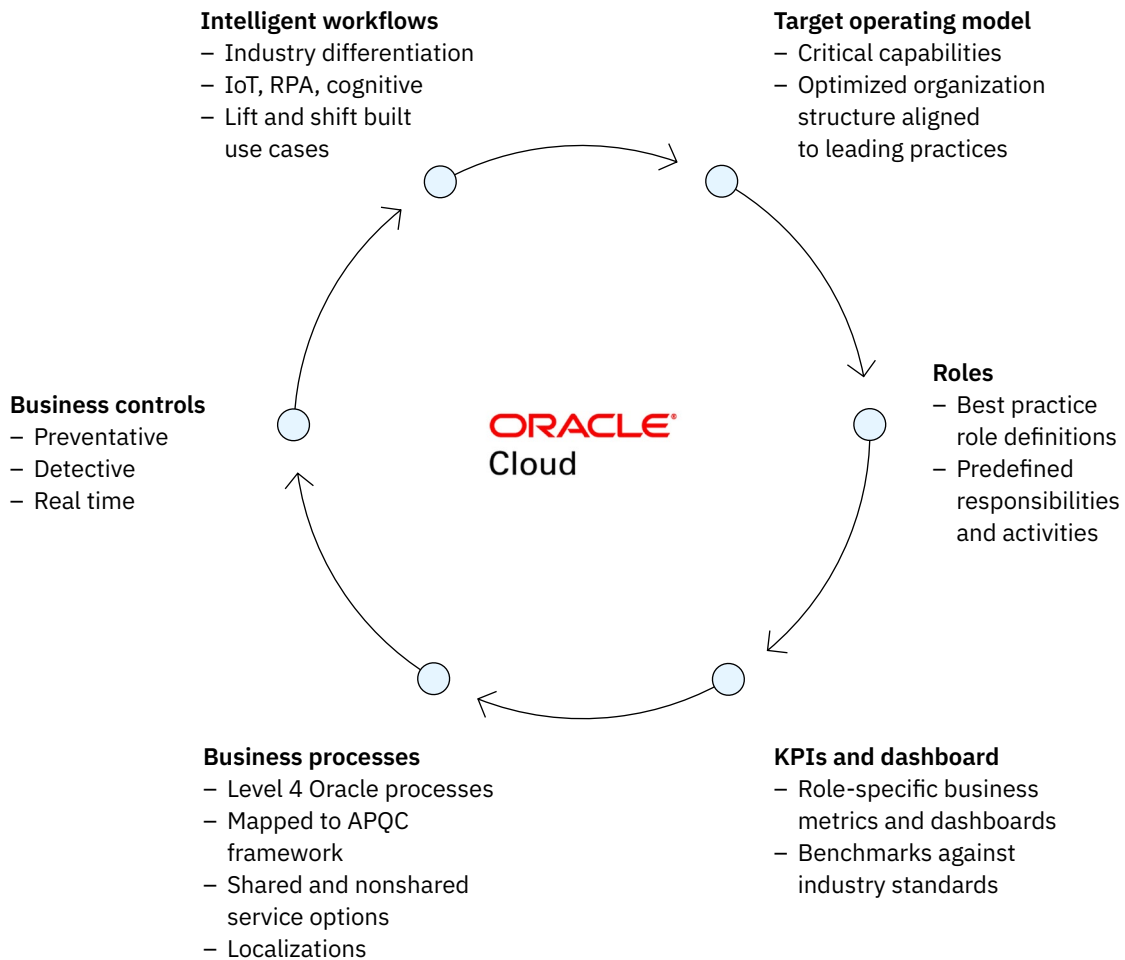
CXOs, alongside their finance and operations teams, play a critical role in helping the business counter these challenges.

To help mining and metals businesses with their finance and operational goals, IBM has developed a next-generation business model.

IBM offers a business platform, centered around Oracle Cloud Applications, configured to maximize business performance.

IBM can deliver your optimal target state, validated against your requirements, from day one through a ready off-the-shelf model that's fully working and enhanced for Oracle Cloud Applications.
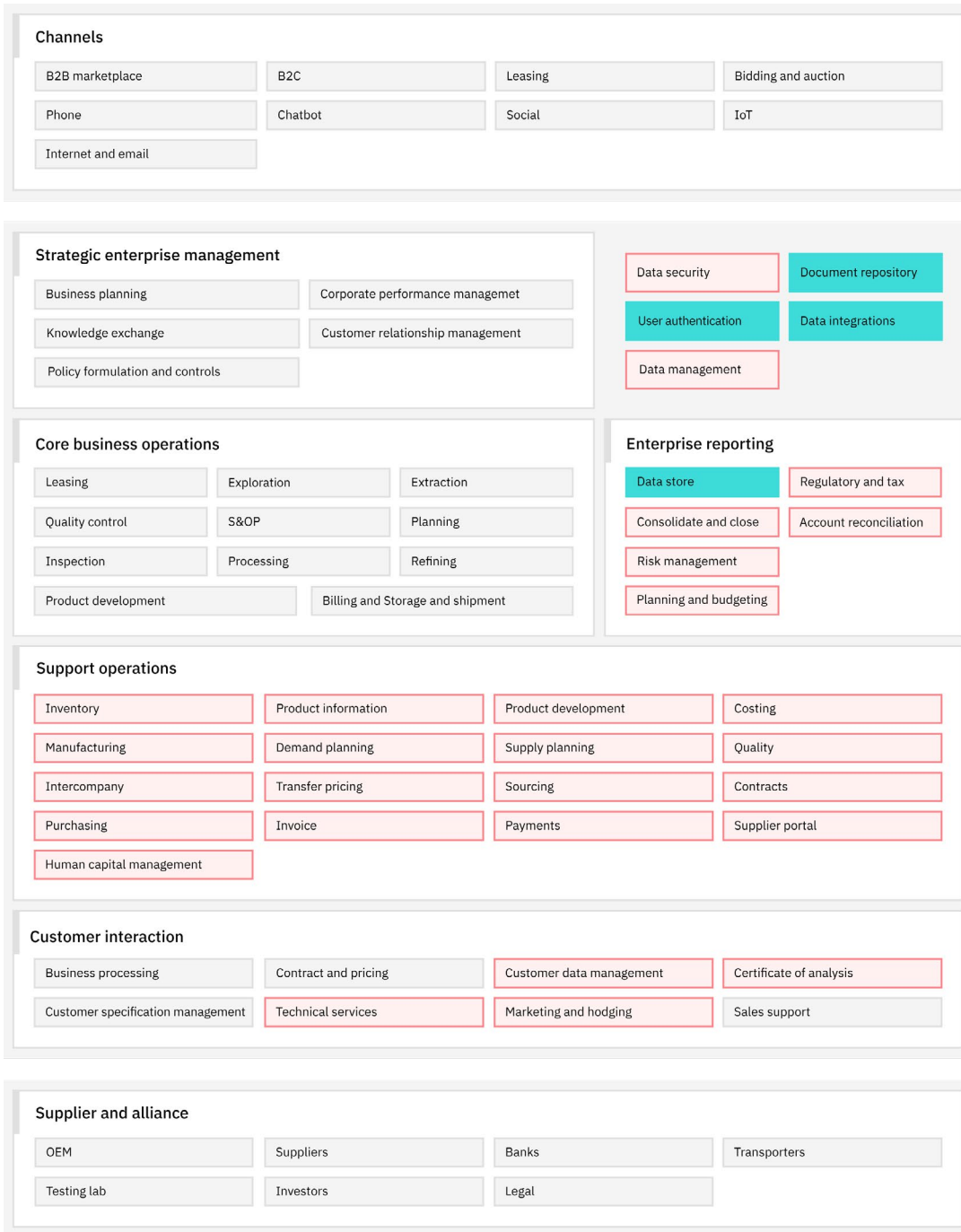
The business platform provides a solution tailored to your industry based around a blueprint focused on delivering a best-in-class target operating model (TOM) with critical business capabilities honed to deliver the most value.

Intelligent workflows
– Industry differentiation
– IoT, RPA, cognitive
– Lift and shift built
  use cases

Target operating model
– Critical capabilities
– Optimized organization
  structure aligned
  to leading practices

Business controls
– Preventative
– Detective
– Real time

ORACLE®
Cloud

Roles
– Best practice
  role definitions
– Predefined
  responsibilities
  and activities

Business processes
– Level 4 Oracle processes
– Mapped to APQC
  framework
– Shared and nonshared
  service options
– Localizations

KPIs and dashboard
– Role-specific business
  metrics and dashboards
– Benchmarks against
  industry standards

Delivered through a mining-and-metals-optimized architecture

The business platform is preconfigured and aligned to mining and metals industry-specific architectures. For mining and metals organizations, the solution and processes incorporate key industry-specific considerations, such as quality management, extraction, exploration, and how the implifications of these processes might feed from front-office to back-office systems in Oracle Cloud Applications.

IBM can deliver your optimal target state, validated against your requirements, from day one with a lift-and-shift model that's fully working and optimized for Oracle Cloud Applications.

Channels

B2B marketplace	B2C	Leasing	Bidding and auction
Phone	Chatbot	Social	IoT
Internet and email			

Legend:
- ■ Oracle Cloud Applications (SaaS)
- ■ Oracle Platform as a Service (PaaS)
- ■ Industry applications

Strategic enterprise management

Business planning	Corporate performance managemet
Knowledge exchange	Customer relationship management
Policy formulation and controls	

Data security	Document repository
User authentication	Data integrations
Data management	

Core business operations

Leasing	Exploration	Extraction
Quality control	S&OP	Planning
Inspection	Processing	Refining
Product development		Billing and Storage and shipment

Enterprise reporting

Data store	Regulatory and tax
Consolidate and close	Account reconciliation
Risk management	
Planning and budgeting	

Support operations

Inventory	Product information	Product development	Costing
Manufacturing	Demand planning	Supply planning	Quality
Intercompany	Transfer pricing	Sourcing	Contracts
Purchasing	Invoice	Payments	Supplier portal
Human capital management			

Customer interaction

Business processing	Contract and pricing	Customer data management	Certificate of analysis
Customer specification management	Technical services	Marketing and hodging	Sales support

Supplier and alliance

OEM	Suppliers	Banks	Transporters
Testing lab	Investors	Legal	

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Enhanced to align with industry-specific opportunities and challenges

The platform is not only designed to align with common industry applications, but also recognizes that each industry faces its own distinct challenges and its own strategic objectives. CXOs, alongside finance and operational teams, have multiple "levers" they can pull to help the business deliver against its aims.

Those "levers" or drivers of change—whether they be aligned with improving business performance or addressing key pain points—can be aligned with the critical imperatives of that organization and industry.

Industry solutions delivered through emerging technologies
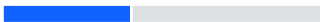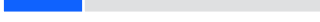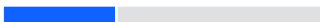
The platform is a unique solution—it delivers more through IBM's proprietary intelligent workflows and industry-built solutions. Across your business processes, emerging technologies like artificial intelligence (AI) and robotic process automation (RPA) are seamlessly integrated into the standard Oracle Cloud Applications alongside IBM's industry-differentiating Oracle PaaS-enabled and SaaS-enabled solutions.

The following diagrams depict, by each business driver, the percentage of the related processes that are delivered through and then improved on by these capabilities. They help deliver greater efficiency, improving employee experience and achieving greater compliance and business insight.
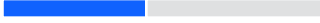
Strategic aims	Business Drivers	IBM Cognitive Enterprise	Outcomes
Optimize supply chain orchestration to deliver growth	Collaborative supply chain planning	– Smart supply chain dashboard – Automate-consumption and billing manager	>10% reduction in time to complete planning cycle
	Real-time transportation visibility	– Customer shipping insights – IoT smart transport manager – AI reverse logistics	>20% reduction in transport costs
	Enabling reliability and asset maintenance	– Intelligent asset maintenance – Preemptive maintenance manager – Prebuild IBM® Maximo® integration	>10% reduction in breakdowns

■ IBM Cognitive Enterprise
▪ Standard Oracle

Strategic aims	Business Drivers	IBM Cognitive Enterprise	Outcomes
Managing risk in mine exploration and downstram processes	Inventory visibility and management	– Auto-stock monitor and update – Affiliate min max manager – Smart cycle count approval	>20% reduction in inventory costs
	Product planning	– Smart Product sensing – Predictive customer demand manager	>10% improvement in accuracy of product availability
	Product traceability and lifecycle management	– AI product insights – Blockchain warranty manager	>10% improvement in preempltive warranty claim identification
Responding to export and import policy and input cost	Quality management	– Auto-quality issue manager – Blockchain quality manager	>50% reduction in time to isolate quality issues in supply chain
	Manufacturing costs	– Manufacturing yield monitor – Smart production analyzer	>5% reduction in cost of manufacturing
Reducing cost and improving margin	Improving plant productivity	– Smart IoT plant monitor – Automatic maintenance, repair and operations manager	>20% improvement in identification of preemptive plant repairs
	Supplier performance and collaborative planning	– Supplier query chatbot – Trust your supplier – Contract compliance monitor – Automatic supplier expiry monitor	>30% reduction in time to onboard suppliers
	Accurate product profitability and margin analysis	– Interconnected planning – Smart budget load – Integrated allocation and profitability manager	>30% improvement in accuracy of cost allocations

■ IBM Cognitive Enterprise
■ Standard Oracle

Strategic aims	Business Drivers	IBM Cognitive Enterprise	Outcomes
Increasing business simplification	Close and reporting cycle	– Touchless close – Touchless subledger reconciliation – Unclaimed general ledger balance alert	>40% improvement in time-to-close period
	Real-time data visibility	– Natural language processing document manager – Industry KPI dashboard	Industry-specific KPIs identifying business improvement opportunities
Improving capital and liquidity	Managing IT and physical assets	– Automatic asset management – Intelligent asset definition	>40% reduction in time to onboard new assets
	Liquidity and hedging	– Working capital optimizer – Cash requirements monitor – Forex insights dashboard	>20% improvement in Forex requirements accuracy
	Project and intiative cost management	– Predictive project insight – Auto-budget alert exception	>30% reduction in project cost overruns

■ IBM Cognitive Enterprise
▢ Standard Oracle

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Our platform delivers more through our best-in-class assets. The platform offers a deep and broad solution delivered through mining-and-metals-specific Level 4 processes, monitored through prebuilt, role-based dashboards and supported by business controls and localizations to meet legislative and governance requirements.

150
Operational KPIs

24
Prebuilt dashboard

195
Level 4 processes

161
Business controls

Resulting in a greater process maturity solution for your mining and metals financial and operational needs

This best-in-class, industry-aligned Oracle Cloud solution is augmented through intelligent workflows that come together to deliver even greater process maturity, resulting in greater business value. The following diagrams depict how that process improvement is measured by business function.

The red line shows how moving to Oracle Cloud can deliver significant improvements for most clients. The blue line shows how the IBM Cognitive Enterprise Business Platform for Oracle Cloud can deliver even greater process maturity.

Procurement
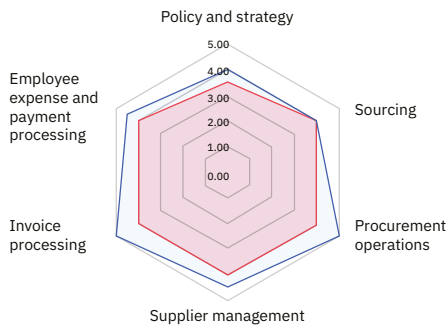
Finance
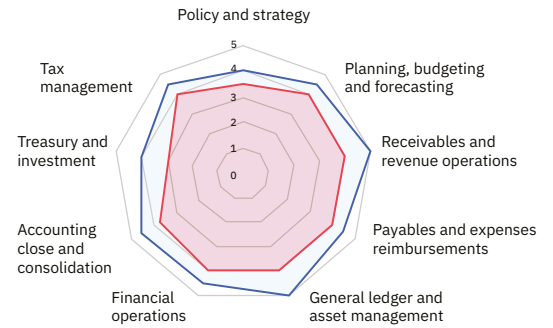
Order to cash
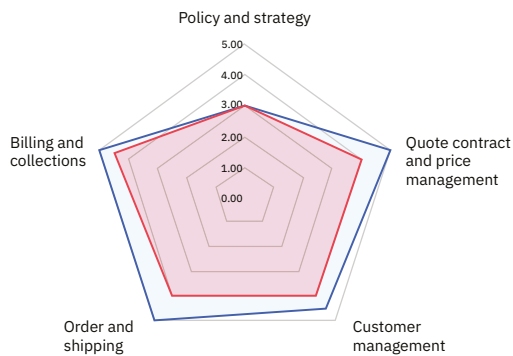
Supply chain and manufacturing
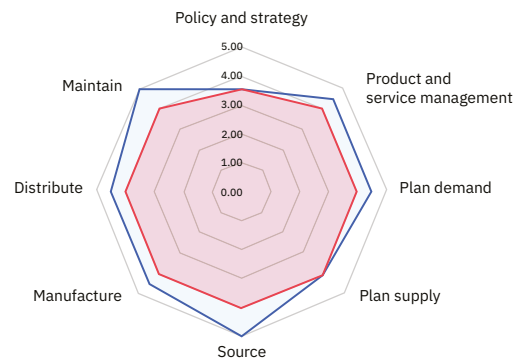
■ Oracle Cloud Applications
■ IBM Cognitive Enterprise Business Platform for Oracle Cloud

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Are you ready to become a
Cognitive Enterprise? Start your
journey to Oracle Fusion Cloud
Enterprise Resource Planning
(ERP) for Mining and Metals today.

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