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

**Roles**
- Best practice role definitions
- Predefined responsibilities and activities

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

**Business controls**
- Preventative
- Detective
- Real time

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

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IBM Cognitive Enterprise Business Platform for Oracle Cloud: Oracle Fusion Cloud Enterprise Resource Planning (ERP) for Mining and Metals
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 implications 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

<table>
<thead>
<tr>
<th>B2B marketplace</th>
<th>B2C</th>
<th>Leasing</th>
<th>Bidding and auction</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phone</td>
<td>Chatbot</td>
<td>Social</td>
<td>IoT</td>
</tr>
<tr>
<td>Internet and email</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Strategic enterprise management

- Business planning
- Corporate performance management
- 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 bidding
- Sales support

### Supplier and alliance

- OEM
- Suppliers
- Banks
- Transports
- Testing lab
- Investors
- Legal
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.

<table>
<thead>
<tr>
<th>Strategic aims</th>
<th>Business Drivers</th>
<th>IBM Cognitive Enterprise</th>
<th>Outcomes</th>
</tr>
</thead>
</table>
| 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 manager  
- Preemptive maintenance manager  
- Prebuild IBM® Maximo® integration | >10% reduction in breakdowns |

IBM Cognitive Enterprise Business Platform for Oracle Cloud: Oracle Fusion Cloud Enterprise Resource Planning (ERP) for Mining and Metals
<table>
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<th>IBM Cognitive Enterprise</th>
<th>Outcomes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Managing risk in mine exploration and downstream processes</td>
<td>Inventory visibility and management</td>
<td>– Auto-stock monitor and update</td>
<td>&gt;20% reduction in inventory costs</td>
</tr>
<tr>
<td></td>
<td></td>
<td>– Affiliate min max manager</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>– Smart cycle count approval</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Product planning</td>
<td>– Smart Product sensing</td>
<td>&gt;10% improvement in accuracy of product availability</td>
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<tr>
<td></td>
<td></td>
<td>– Predictive customer demand manager</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Product traceability and lifecycle management</td>
<td>– AI product insights</td>
<td>&gt;10% improvement in preemptive warranty claim identification</td>
</tr>
<tr>
<td></td>
<td></td>
<td>– Blockchain warranty manager</td>
<td></td>
</tr>
<tr>
<td>Responding to export and import policy and input cost</td>
<td>Quality management</td>
<td>– Auto-quality issue manager</td>
<td>&gt;50% reduction in time to isolate quality issues in supply chain</td>
</tr>
<tr>
<td></td>
<td></td>
<td>– Blockchain quality manager</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Manufacturing costs</td>
<td>– Manufacturing yield monitor</td>
<td>&gt;5% reduction in cost of manufacturing</td>
</tr>
<tr>
<td></td>
<td></td>
<td>– Smart production analyzer</td>
<td></td>
</tr>
<tr>
<td>Reducing cost and improving margin</td>
<td>Improving plant productivity</td>
<td>– Smart IoT plant monitor</td>
<td>&gt;20% improvement in identification of preemptive plant repairs</td>
</tr>
<tr>
<td></td>
<td></td>
<td>– Automatic maintenance, repair and operations manager</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Supplier performance and collaborative planning</td>
<td>– Supplier query chatbot</td>
<td>&gt;30% reduction in time to onboard suppliers</td>
</tr>
<tr>
<td></td>
<td></td>
<td>– Trust your supplier</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>– Contract compliance monitor</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>– Automatic supplier expiry monitor</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Accurate product profitability and margin analysis</td>
<td>– Interconnected planning</td>
<td>&gt;30% improvement in accuracy of cost allocations</td>
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<tr>
<td></td>
<td></td>
<td>– Smart budget load</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>– Integrated allocation and profitability manager</td>
<td></td>
</tr>
</tbody>
</table>

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

- IBM Cognitive Enterprise
- Standard Oracle
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.

<table>
<thead>
<tr>
<th>Operational KPIs</th>
<th>Prebuilt dashboard</th>
</tr>
</thead>
<tbody>
<tr>
<td>150</td>
<td>24</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Level 4 processes</th>
<th>Business controls</th>
</tr>
</thead>
<tbody>
<tr>
<td>195</td>
<td>161</td>
</tr>
</tbody>
</table>
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.
Are you ready to become a Cognitive Enterprise? Start your journey to Oracle Fusion Cloud Enterprise Resource Planning (ERP) for Mining and Metals today.

Learn more
ibm.biz/IBMOracle
oracle.com/partner/ibm