

# IBM Cognitive Enterprise Business Platform for Oracle Cloud

## **Oracle ERP Cloud for Telecommunications**

The telecommunications industry continues to face many competitive pressures, from meeting increasingly complex and sophisticated customer demands, to delivering operational efficiencies or the cost of investment and developing new products and services. Ensuring the business delivers on these strategic objectives is critical to helping it achieve its ambitions.

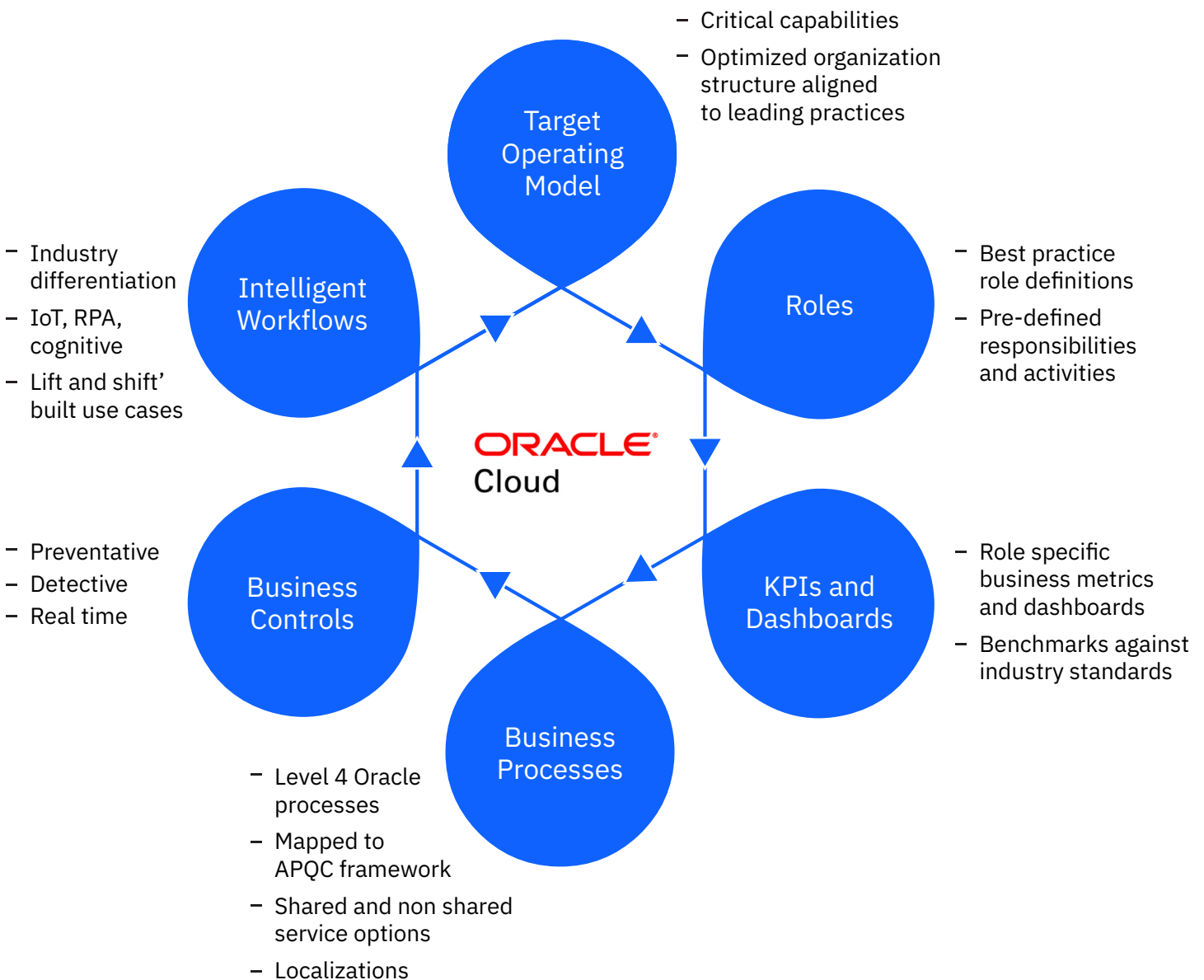
CXOs and finance and operations teams play a critical role in helping the business rise to the challenge.

To help telecommunications 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.

Validated against your requirements, IBM can deliver your optimal target state from day one via a ready off-the-shelf module that is fully working and optimized 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.

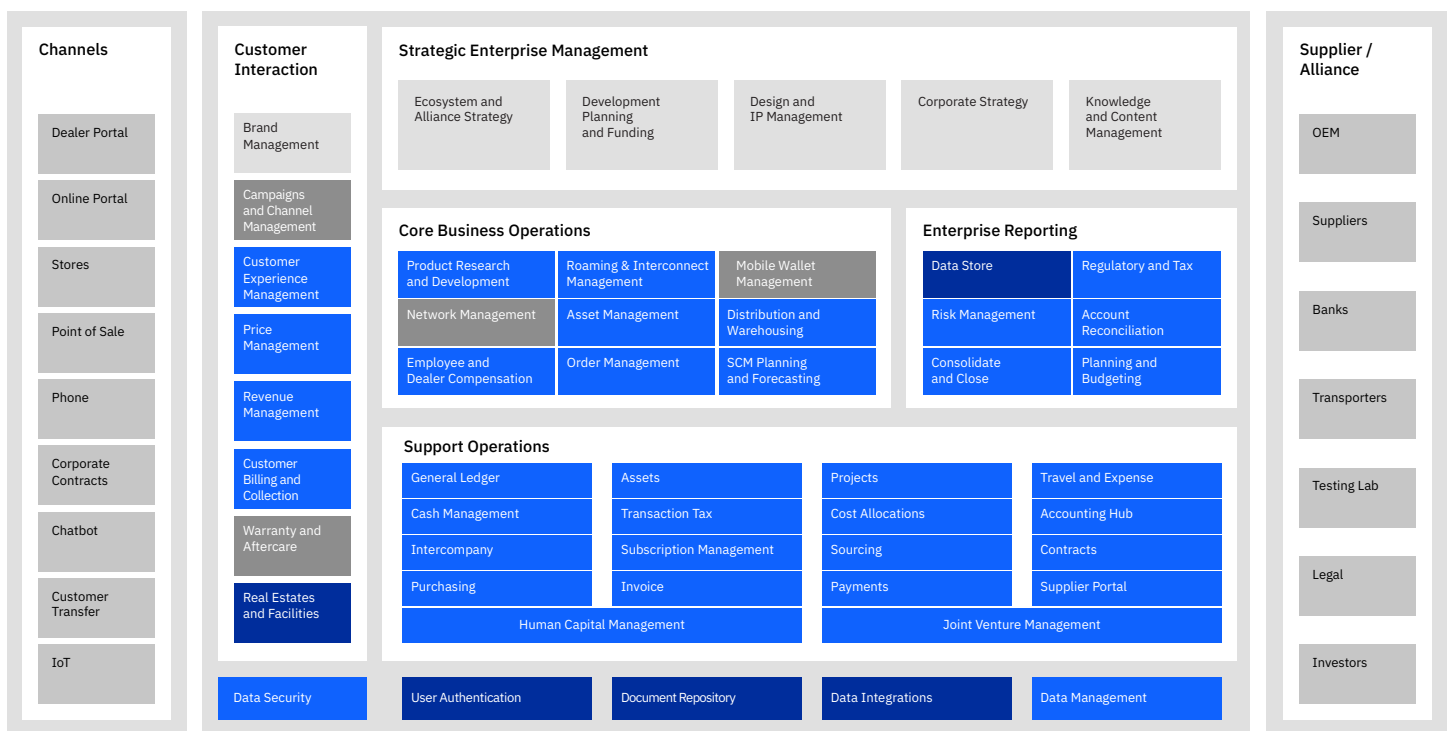


# Delivered through a telecommunications-optimized architecture.

The business platform is pre-configured and aligned to telecommunications industry specific architectures. For telecommunications organizations, the solution and processes incorporate key industry specific considerations such as the critical need to maintain and monitor infrastructure along side the launch of new products and services.

Validated against your requirements, IBM can deliver your optimal target state from day one via a “lift and shift” model that is fully working and optimized for Oracle Cloud Applications.

The platform also addresses how broader telecommunications flows, such as the sales and receipts from end customers, move from front to back-office systems in Oracle Cloud Applications.











- Oracle Cloud Applications (SaaS)
- Oracle Platform as a Service (PaaS)
- Industry Applications









# Enhanced to align with industry specific opportunities and challenges.

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

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

## Telecommunications Industry Strategic Aims and Drivers

Strategic Aims		
Reduce Transactional Processing to Enable Focus on Insight	Reducing Cost and Improve Margin Identification	Maintaining Regulatory and Financial Compliance
<p><b>Business Drivers</b></p> <ul style="list-style-type: none"> <li> Transactional Finance Productivity</li> <li> Close and Reporting Cycle</li> </ul>	<p><b>Business Drivers</b></p> <ul style="list-style-type: none"> <li> Promotion Management in Product Launch</li> <li> Margin and Profitability Accuracy</li> <li> Accuracy in Forecasting and Planning</li> </ul>	<p><b>Business Drivers</b></p> <ul style="list-style-type: none"> <li> Intercompany and Tax Trading Efficiency</li> <li> Emerging IFRS15/ASC606 Compliance</li> <li> Control Financial Risks</li> </ul>

Strategic Aims		
Robust Reliability in Supply and Maintenance	Optimising Supply Chain Orchestration to Deliver Customer Satisfaction	Enabling Agile Procurement to Drive Market Capture
<p><b>Business Drivers</b></p> <ul style="list-style-type: none"> <li> Predictive Maintenance of Critical Assets</li> <li> Manage Lead Times for Infrastructure Provisioning</li> <li> Asset Leasing and Cost Management</li> </ul>	<p><b>Business Drivers</b></p> <ul style="list-style-type: none"> <li> Route to Market Traceability</li> <li> Transportation Tracking and Optimisation</li> </ul>	<p><b>Business Drivers</b></p> <ul style="list-style-type: none"> <li> Time to Contract</li> <li> Enabling Procurement</li> <li> Supplier Performance and Payment</li> </ul>

# 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 Oracle standard Cloud Applications along side IBM’s industry differentiating Oracle PAAS 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. Helping deliver greater efficiency, improving employee experience and achieving greater compliance and business insight.



**Robust Reliability in Supply and Maintenance**

**Optimising Supply Chain Orchestration to Deliver Customer Satisfaction**

**Enabling Agile Procurement to Drive Market Capture**



**Predictive Maintenance of Critical Assets**

- Intelligent Asset Manager
- Pre-Emptive Maintenance Manager
- Pre-Built Maximo Integration

>10% reduction in breakdowns



**Manage Lead Times for Infrastructure Provisioning**

- Auto Stock Monitor and Update
- Auto Min Max Manager
- Supply Chain Control Tower

>10% reduction in critical item stock outs



**Asset Leasing and Cost Management**

- Auto Asset Lease Manager
- Intelligent Asset Definition
- IFRS16 Dashboard
- Integrated Property Manager

>20% reduction in time to administer assets



**Route to Market Traceability**

- AI Product Insights
- Blockchain Product Distribution Manager

Improve visibility of product from inception to delivery



**Transportation Tracking and Optimisation**

- Smart Fleet Management Service
- Order Fulfilment 360
- O2C Chatbot

>10% improvement in on time delivery



**Time to Contract**

- Auto-Contract Creation
- PO Automation Optimizer
- Intelligent Document Reader

>20% reduction in time to administer contract



**Enabling Procurement**

- P2P Digital Assistant
- Image Based Auto-Request
- Cognitive PO Status Check
- Smart Directed Procurement

>30% improvement in requisition-approval cycle



**Supplier Performance and Payment**

- Trust Your Supplier
- Intelligent Payment Discount
- Tail Spend Analytics
- Supplier Insights Dashboard

>30% reduction in time to on-board suppliers

■ IBM Cognitive Enterprise

■ Standard Oracle

Delivered and enhanced by more than 1,000 best-in-class assets.

The platform offers a deep and broad solution delivered through telecommunications-specific level 4 processes, monitored through pre-built role-based dashboards and supported by business controls and localizations to meet legislative and governance requirements.

105

Operational KPIs

369

Level 4 Processes

529

Localizations

148

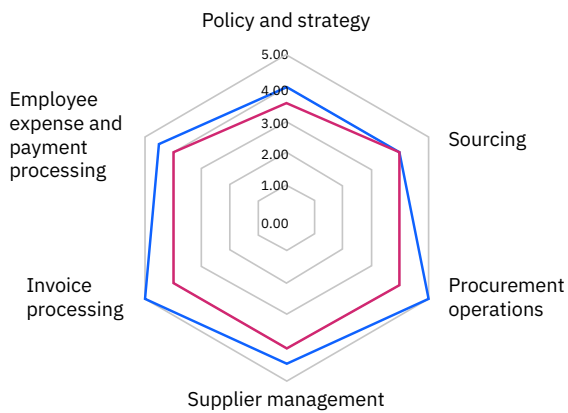
Business Controls

# Resulting in a greater process maturity solution for your telecommunications business' financial and operational needs.

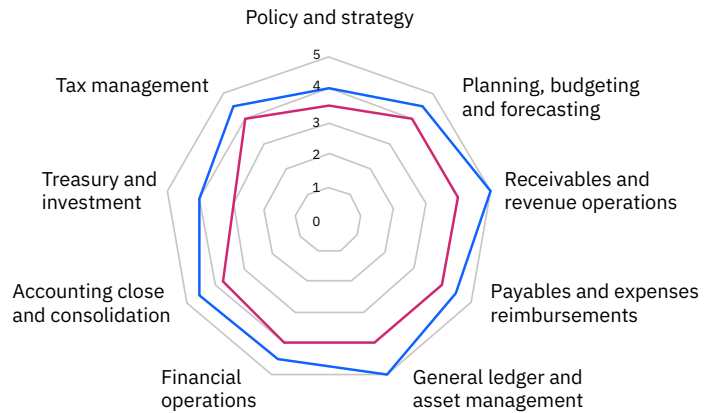
This best-in-class industry-aligned Oracle Cloud solution is augmented through intelligent workflows which come together to deliver even greater process maturity resulting in greater business value. The following diagrams depict how that process improvement is measured by business function.

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.

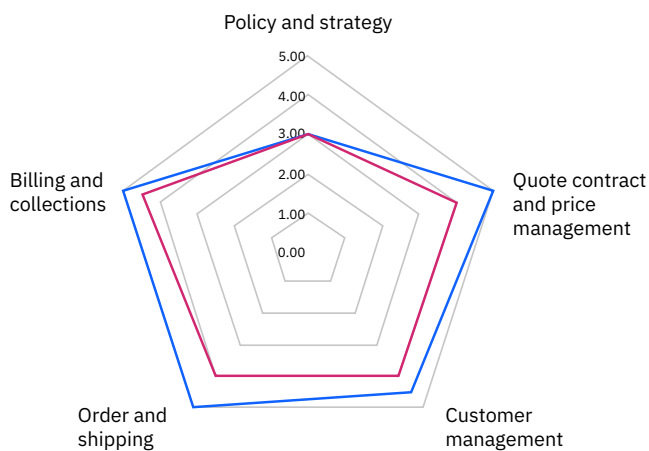
## Procurement



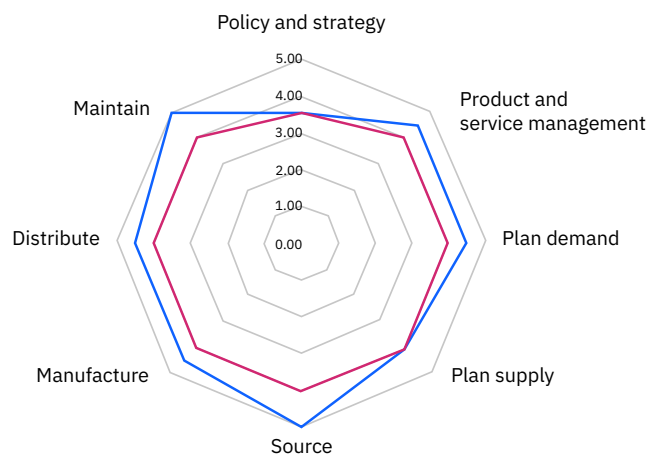
## Finance



## Order to Cash



## Supply Chain and Manufacturing





# Are you ready to become a Cognitive Enterprise?

# Start your journey to Oracle ERP Cloud for Telecommunications today.

**Learn more:**

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[ibm.biz/IBMoraclecloudmarketplace](https://ibm.biz/IBMoraclecloudmarketplace)

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Partner