

# IBM Cognitive Enterprise Business Platform for Oracle Cloud

Oracle Fusion Cloud Enterprise Resource  
Planning (ERP) 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.

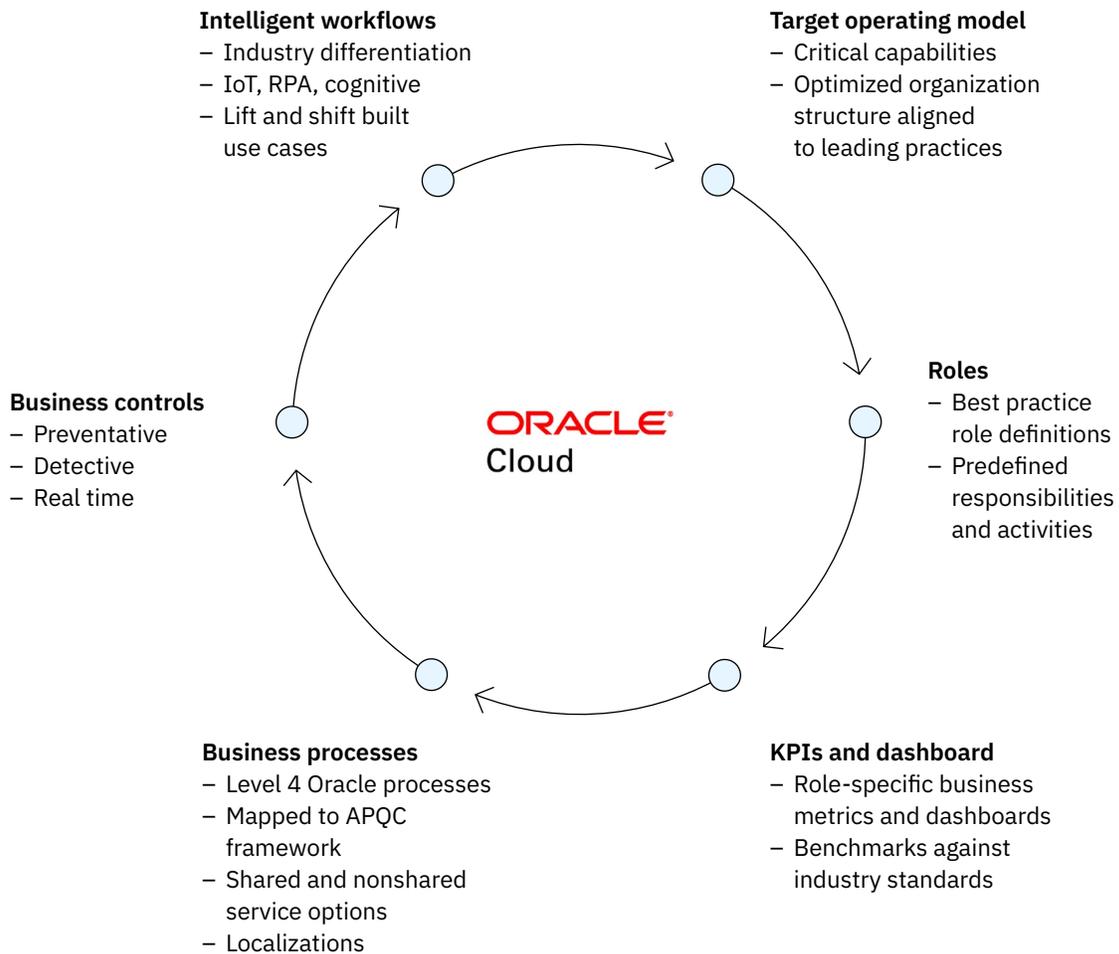
CXOs and finance and operations teams play a critical role in helping the business rise to the challenge.

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.

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.

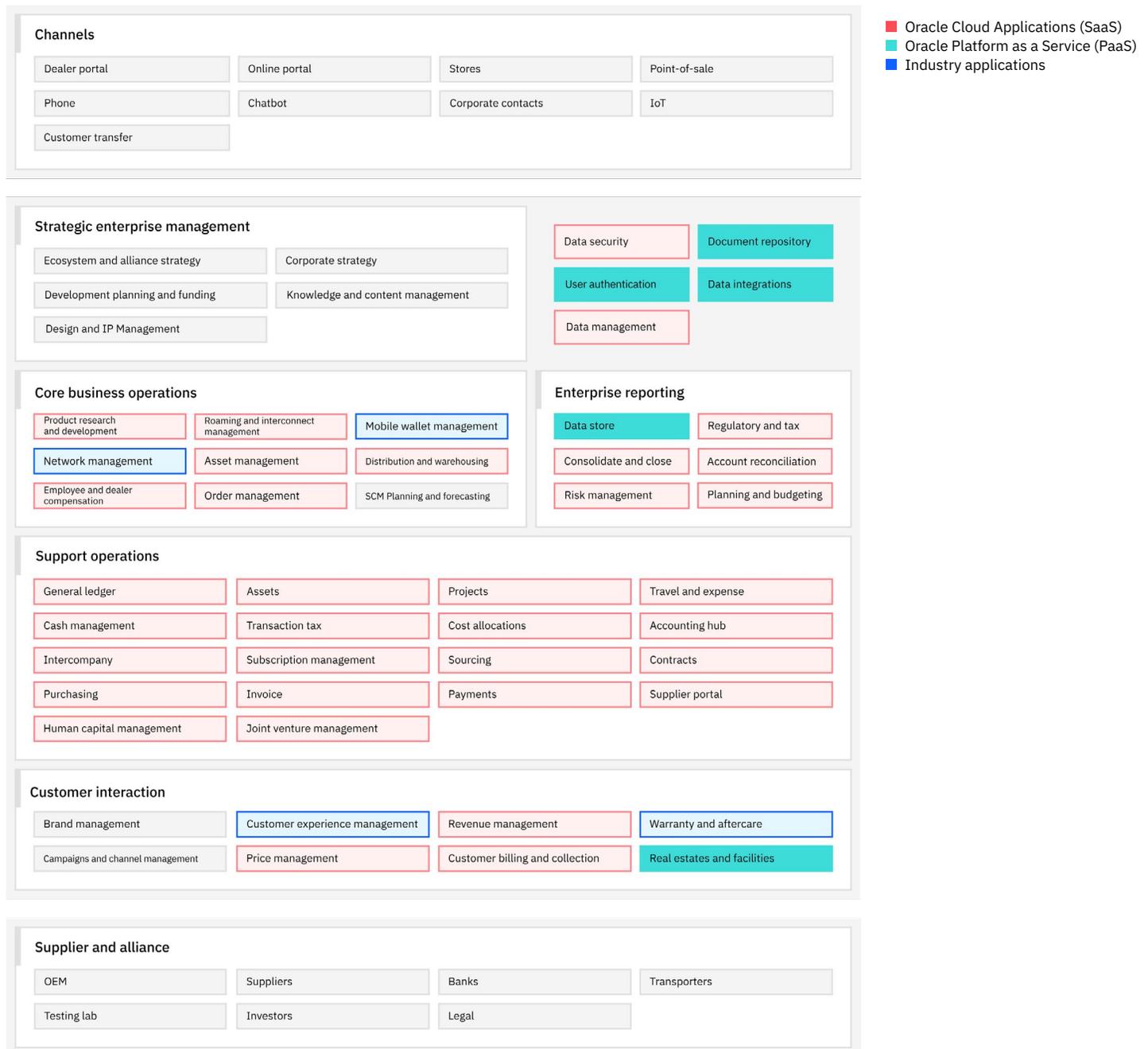


## Delivered through a telecommunications-optimized architecture

The business platform is preconfigured 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 alongside the launch of new products and services.

The platform also addresses how broader telecommunications flows, such as the sales and receipts from end customers, move 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.



## Enhanced to align with industry-specific opportunities and challenges

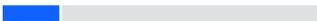
The platform isn't only designed to align with common industry applications, but also recognizes that each industry faces its own distinct challenges and its own strategic objectives. CXOs, alongside finance and operational teams have multiple "levers" they can pull to help the business deliver against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

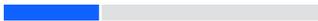
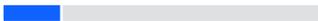
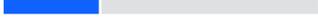
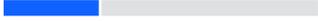
## Industry solutions delivered through emerging technologies

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.

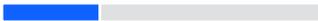
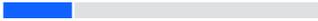
The following diagrams depict, by each business driver, the percentage of the related processes that are delivered through and then improved on by these capabilities. They help deliver greater efficiency, improving employee experience and achieving greater compliance and business insight.

Strategic aims	Business Drivers	IBM Cognitive Enterprise	Outcomes
Reduce transactional processing to enable focus on insight	 <p>Transactional finance productivity</p>	<ul style="list-style-type: none"> <li>– Smart invoice load and autocorrect</li> <li>– Automative daily cash reconciliation</li> <li>– Cognitive collections monitor</li> <li>– Auto-sales reconciliation</li> <li>– Invoice validity check</li> </ul>	>20% reduction in staff time spent processing
	 <p>Close and reporting cycle</p>	<ul style="list-style-type: none"> <li>– Touchless close</li> <li>– Touchless control account reconciliation</li> <li>– Touchless subledger reconciliation</li> </ul>	>40% reduction in time to close period

■ IBM Cognitive Enterprise  
■ Standard Oracle

Strategic aims	Business Drivers	IBM Cognitive Enterprise	Outcomes
Reducing cost and improve margin identification	 Promotion management in product launch	<ul style="list-style-type: none"> <li>– Smart channel analyzer</li> <li>– Cognitive trade promotion</li> </ul>	Identify strongest approaches to new product launches
	 Margin and profitability accuracy	<ul style="list-style-type: none"> <li>– Interconnected profitability</li> <li>– Cognitive variance analyzer</li> </ul>	Stronger opportunities to identify profitable products and channels
	 Accuracy in forecasting and planning	<ul style="list-style-type: none"> <li>– Smart budget load and autocorrect</li> <li>– Predictive service forecasting engine</li> <li>– Automatic finance and product planning template</li> </ul>	>30% improvement in time to complete planning cycle
Maintaining regulatory and financial compliance	 Intercompany and tax trading efficiency	<ul style="list-style-type: none"> <li>– Digital tax compliance checker</li> <li>– Touchless intercompany reconciliation</li> </ul>	>10% reduction in time spent on reconciling intercompany
	 Emerging IFRS 15 and ASC 606 compliance	<ul style="list-style-type: none"> <li>– Automatic IFRS manager</li> </ul>	Reduction in time required to develop IFRS-compliant reporting
	 Control financial risks	<ul style="list-style-type: none"> <li>– Predictive leakage management</li> <li>– Loan and credit risk monitor manager</li> <li>– Risk insights dashboard</li> </ul>	>20% improvement in speed to identify risks
Robust reliability in supply and maintenance	 Predictive maintenance of critical assets	<ul style="list-style-type: none"> <li>– Intelligent asset manager</li> <li>– Prebuilt IBM® Maximo® integration</li> <li>– Preemptive maintenance manager</li> </ul>	>10% reduction in breakdowns
	 Manage lead times for infrastructure provisioning	<ul style="list-style-type: none"> <li>– Automatic stock monitor and update</li> <li>– Auto min max manager</li> <li>– Supply chain control tower</li> </ul>	>10% reduction in critical item stock outs
	 Asset leasing and cost management	<ul style="list-style-type: none"> <li>– Automatic asset lease manager</li> <li>– Intelligent asset definition</li> <li>– IFRS 16 dashboard</li> <li>– Integrated property manager</li> </ul>	>20% reduction in time to administer assets

 IBM Cognitive Enterprise  
 Standard Oracle

Strategic aims	Business Drivers	IBM Cognitive Enterprise	Outcomes
Optimizing supply chain orchestration to deliver customer satisfaction	 Route to market traceability	<ul style="list-style-type: none"> <li>– AI product insights</li> <li>– Blockchain product distribution manager</li> </ul>	Improve visibility of product from inception to delivery
	 Transportation tracking and optimization	<ul style="list-style-type: none"> <li>– Smart fleet management service</li> <li>– Order fulfillment 360</li> <li>– O2C chatbot</li> </ul>	>10% improvement in on-time delivery
Enabling agile procurement to drivemarket capture	 Time to contract	<ul style="list-style-type: none"> <li>– Contract creation</li> <li>– PO automation optimizer</li> <li>– Intelligent document reader</li> </ul>	>20% reduction in time to administer contract
	 Enabling procurement	<ul style="list-style-type: none"> <li>– Procure to pay (P2P) digital assistant</li> <li>– Image-based auto-request</li> <li>– Cognitive PO status check</li> <li>– Smart-directed procurement</li> </ul>	>30% improvement in requisition approval cycle
	 Supplier performance and payment	<ul style="list-style-type: none"> <li>– Trust your supplier</li> <li>– Intelligent payment discount</li> <li>– Tail spend analytics</li> <li>– Supplier insights dashboard</li> </ul>	>30% reduction in time to onboard suppliers

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

105  
Operational KPIs

369  
Level 4 processs

529  
Localizations

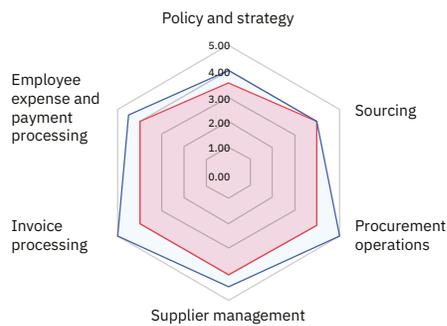
369  
Level 4 processs

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

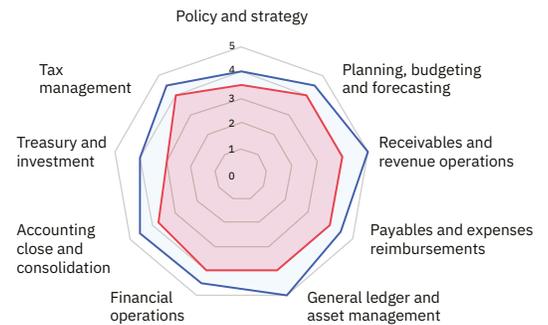
This best-in-class, industry-aligned Oracle Cloud solution is augmented through intelligent workflows that come together to deliver even greater process maturity, resulting in greater business value. The following diagrams depict how that process improvement is measured by business function.

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.

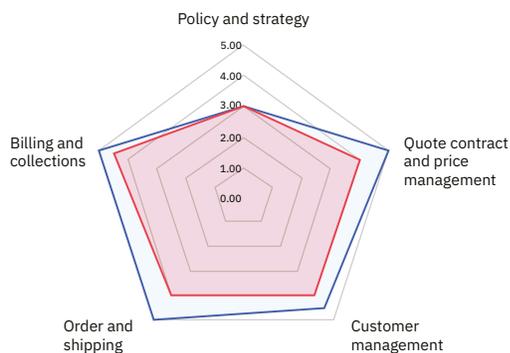
### Procurement



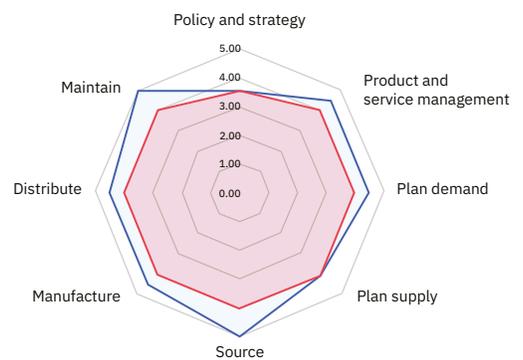
### Finance



### Order to cash



### Supply chain and manufacturing



- Oracle Cloud Applications
- IBM Cognitive Enterprise Business Platform for Oracle Cloud

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

**Learn more**

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