Optimizing your value chain with IBM and Oracle Value Chain Execution (VCE)

Challenges and opportunities

Highlights:

- Accelerates supply chain and increases working capital utilization

- Enables collaboration with trading partners

- Mitigates supply chain and compliance risk worldwide by centrally managing trade compliance

- Helps maintain oversight, visibility and control of cross-border transactions

Volatile. That's perhaps the best word to describe today's global marketplace. Like economies and financial markets, as supply chains have grown more global and interconnected, they've also increased their exposure to shocks and disruptions. Supply chain speed only exacerbates the problem. Even minor missteps and miscalculations can have major consequences as their impact spreads like viruses throughout complex supply chain networks. As compliance mandates, suppliers and information flows multiply, supply chains are becoming more complex, costly and vulnerable.

Businesses can find themselves reacting to whatever the cost issue of the day happens to be. Escalating fuel prices, for example, send executives scrambling to reevaluate distribution strategies, engage third-party logistics providers more extensively or even share loads with competitors. When fuel prices fall, distribution and transportation methods become more lax as companies emphasize service over cost – reverting back to smaller, more frequent shipments and faster modes.

The issues impacting trade go beyond the supply chain:

- *Cost containment* – Rapid, constant change is rocking this traditional area of strength and outstripping a businesses' ability to adapt.
- *Visibility* – Flooded with more information than ever, businesses still struggle to "see" and act on the right information.
- *Regulatory compliance* – Proliferation of government regulations and requirements for cross border trade require constant attention and management.
- *Supply Chain flexibility* – Growth of operation, access into new markets and increasing demands of customers make a static supply chain untenable.
- *Risk* – CFOs are not the only senior executives urgently concerned about risk; risk management ranks remarkably high on the supply chain agenda as well.

Despite these challenges, some clients are moving quickly to embrace change and create a competitive advantage. They are unlocking new potential through capabilities that are just now becoming available applying the right knowledge, technology and experience to seek out new possibilities.

With the right partner, you can too.

IBM's VCE practice has experience helping companies manage trade and transportation activities across a global network of suppliers, plants, distribution centers and customer locations. Our consultants bring experience from working in various industries and operations, with a focus across all modes of transportation, third party carriers, private fleet, trade compliance and customs management.

Our leading Oracle practice – leveraging the power of IBM

Our process and software knowledge ensures that the combination delivers the value that you are expecting in the most efficient and effective manner. This experience minimizes the risk of the project while speeding the benefits. Utilizing onshore resources during the design phase rather than offshore resources means that we can accurately capture the true requirements and challenge the business process to ensure that you create a solution that is more than an automated status quo.

Oracle Transportation Management (OTM) and Global Trade Management (GTM) are highly flexible tools which enable new and dynamic business processes. IBM's experienced consultants utilize these tools and combine our knowledge with your requirements to deliver a solution that multiplies the value of the project. Our deep trade and transportation process expertise offers the ability to review, enhance or establish a business process that effectively utilizes the technology and leverages leading industry practices. This process optimization approach, coupled with the inherent benefits of the software provides an overall stronger value to the business than a typical software implementation process where the business process must be conformed to the tool.

We offer comprehensive services to help you throughout the solution process:

- *Business process reengineering and governance:* Define the strategy and the art of the possible
- *Value studies:* Process review, benchmarking, and identifying and defining the opportunity areas
- *Implementation services:* Project management and implementation resources
- Business Process Outsourcing (BPO): Hosting services and application management services
- *Health checks:* Reviewing the current implementation – recommending improvements, evolving the process and implementing it

Why IBM?

Our trade and transportation practitioners have a unique blend of industry, business, application and process expertise. Our senior experienced resources have designed and delivered cutting edge supply chain programs, and our focus is on transformation, value, and strategy, not just 'installation.' IBM Global Business Services has been an Oracle Certified Advantage Partner since 1986. As an Oracle Diamond Level Partner, IBM has more than 10,000 consultants worldwide engaged in successful Oracle implementations; we can enable you to more effectively evaluate, pursue and capitalize on opportunities for growth.