

# IBM Cognitive Enterprise Business Platform for Oracle Cloud

Oracle Fusion Cloud Enterprise  
Resource Planning (ERP) for Retail

The retail industry continues to face many competitive pressures, from adapting to new and evolving business models and delivering operational efficiencies, to reducing costs and improving margins. Ensuring the business delivers on these strategic objectives is critical to helping it achieve its ambitions.

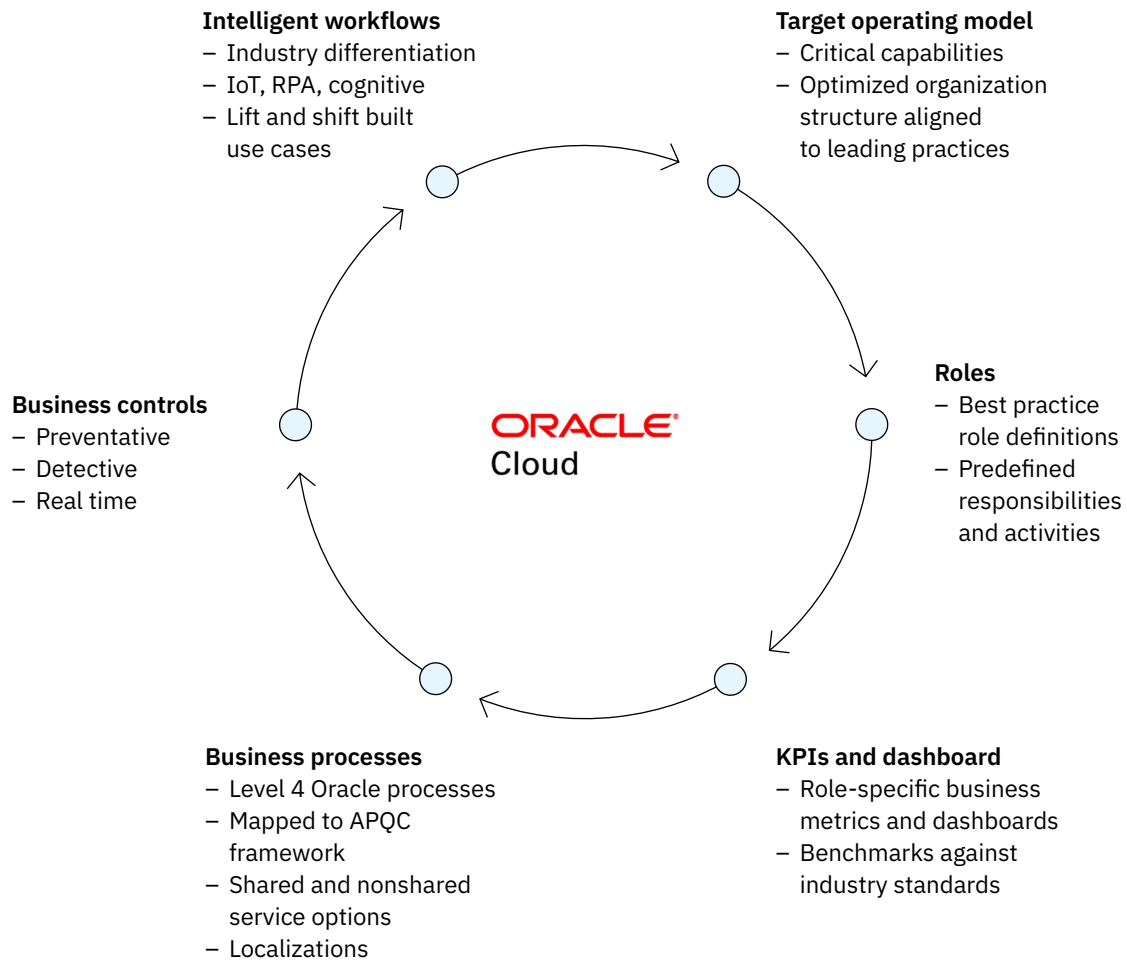
CFOs, along with finance teams, play a critical role in helping the business rise to the challenge.

To help retail businesses with their finance goals, IBM developed a next-generation business model.

IBM offers a business platform that's centered around Oracle Cloud Applications and configured to maximize business performance.

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

The business platform provides a solution tailored to your industry and based on a blueprint focused on delivering a best-in-class target operating model (TOM) with critical business capabilities optimized to deliver the most value.

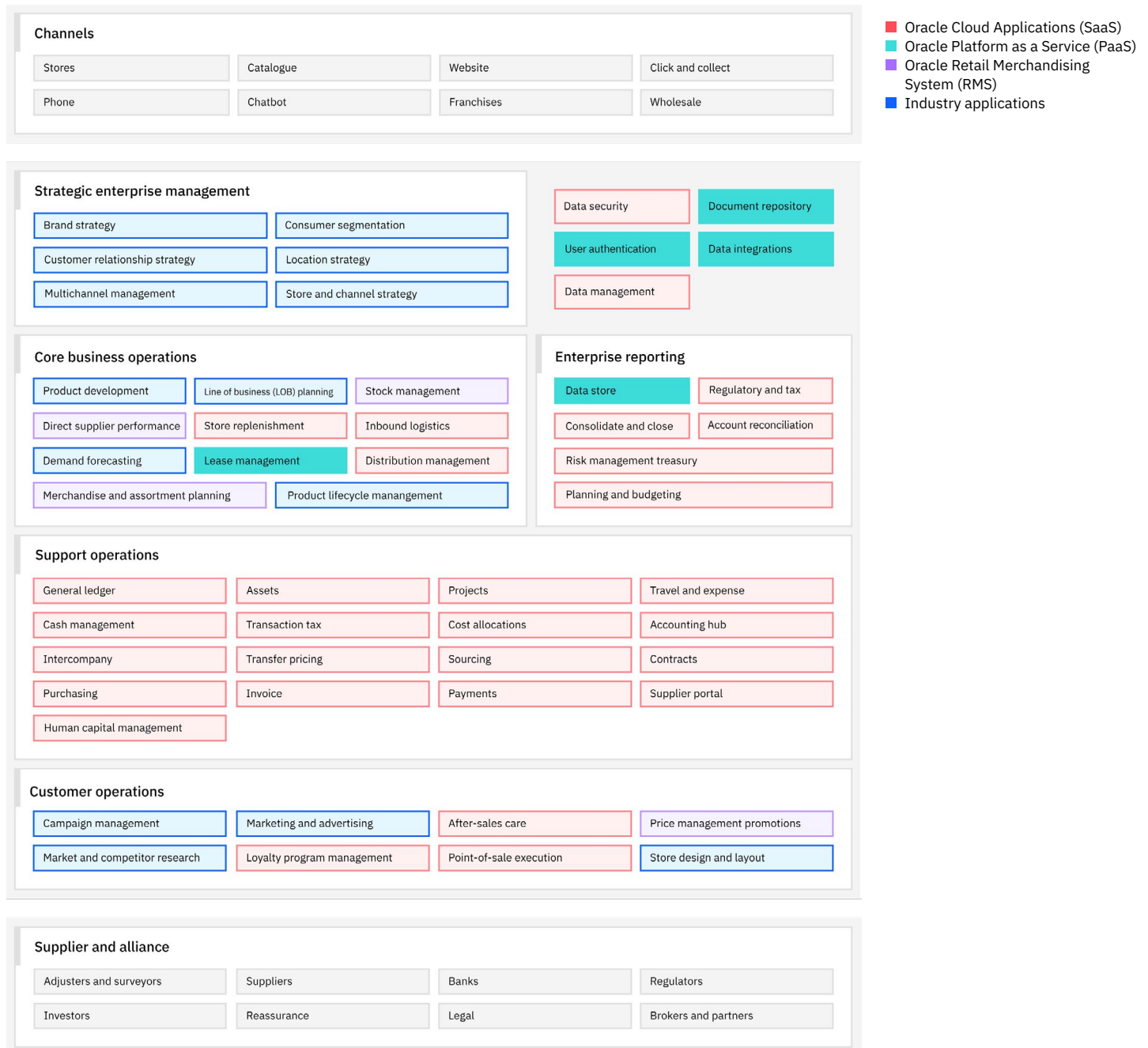


## Delivered through a retail-optimized architecture

The business platform is preconfigured and aligned to retail-industry-specific architectures. For retail organizations, the solution and processes incorporate key industry-specific considerations, such as such as property and lease management, delivered through our fully integrated property management solution.

The platform also details how broader retail data flows, such as goods for resale (GFR) procurement and planning, might feed from front-office to back-office systems in Oracle Cloud Applications.

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

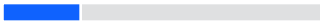
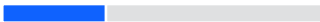
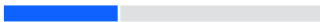
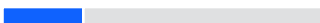
The platform is not only designed to align with common industry applications, but also recognizes that each industry faces its own distinct challenges and its own strategic objectives. The CFO and finance teams have multiple “levers” they can pull to help the business deliver against its aims.

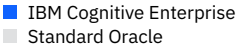
Those “levers” or drivers of change—whether they be aligned with improving business performance or addressing key pain points—can be aligned with the critical imperatives of that organization and industry.



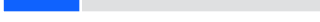



## Industry solutions delivered through emerging technologies



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 application alongside IBM’s industry-differentiating Oracle PaaS-enabled and SaaS-enabled solutions.



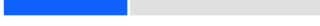


The following diagrams depict, by each business driver, the percentage of the related processes that are delivered through and then improved on by these capabilities. They help deliver greater efficiency, improving employee experience and achieving greater compliance and business insight.



Strategic aims	Business Drivers	IBM Cognitive Enterprise	Outcomes
Plan for simplification and improved productivity	 Scenario planning	<ul style="list-style-type: none"> <li>– Planning and marketing insights</li> <li>– Interconnected planning</li> </ul>	>20% improved planning accuracy
	 Inventory optimization	<ul style="list-style-type: none"> <li>– Inventory optimizer</li> <li>– Automated stock reconciliation</li> </ul>	>10% reduction in inventory management costs
Managing risk mitigation	 Forex risk management	<ul style="list-style-type: none"> <li>– Cash insights</li> <li>– Forex risk management</li> </ul>	>20% improvement in cost of cash
	 Control financial risks	<ul style="list-style-type: none"> <li>– Predictive leakage management</li> <li>– Loan and credit risk monitor manager</li> </ul>	>40% gain in time to identify audit risks



Strategic aims	Business Drivers	IBM Cognitive Enterprise	Outcomes
Drive expansion through acquisition and new business models	 Uniting and enabling systems for growth	<ul style="list-style-type: none"> <li>– Enterprise structure maintenance</li> <li>– COA consolidation mapper</li> </ul>	>60% reduction in time to integrate and onboard new acquisitions
	 Accuracy in forecasting and planning	<ul style="list-style-type: none"> <li>– Smart budget load and autocorrect</li> <li>– Auto-finance and merchandise</li> <li>– Predictive store forecasting engine</li> </ul>	>49% quicker in time to complete forecasting cycle
	 Cost of investment and financing	<ul style="list-style-type: none"> <li>– Borrowing and investment insights</li> </ul>	>30% reduction in time to assess loan costs
Reducing cost and improving margin	 Supplier performance and payment	<ul style="list-style-type: none"> <li>– Smart invoice load and correct</li> <li>– Invoice validity check</li> <li>– Trust your supplier</li> <li>– Touchless supplier data management</li> <li>– Supplier performance monitor</li> </ul>	>30% reduction in time to onboard suppliers
	 Accuracy in forecasting and planning	<ul style="list-style-type: none"> <li>– Cognitive invoice status check</li> <li>– Supplier query chatbot</li> <li>– Smart invoice load and autocorrect</li> <li>– Auto-sales reconciliation</li> <li>– Intelligent discount</li> </ul>	>49% improvement in efficiency of core finance teams
	 Evaluating product profitability and margin analysis	<ul style="list-style-type: none"> <li>– Stock pooling aging and analysis</li> </ul>	>5% reduction in stock costs

 IBM Cognitive Enterprise  
 Standard Oracle

Strategic aims	Business Drivers	IBM Cognitive Enterprise	Outcomes
Improve operational efficiency	 Managing IT and physical assets	<ul style="list-style-type: none"> <li>– Auto-asset management</li> <li>– Intelligent asset definition</li> </ul>	>40% reduction in time to onboard new assets
	 Cash reconciliation	<ul style="list-style-type: none"> <li>– Auto-daily cash</li> <li>– Auto-cash exceptions analysis</li> </ul>	>30% improvement in time to reconcile daily cash
	 Close and reporting cycle	<ul style="list-style-type: none"> <li>– Touchless close</li> <li>– Touchless control account reconciliation</li> <li>– Touchless subledger reconciliation</li> <li>– Smart store and entity consolidation</li> </ul>	>40% improvement time-to-close period
Respond to regulatory change and compliance	 Emerging IFRS 16 and ASC 842 compliance	<ul style="list-style-type: none"> <li>– Integrated property manager</li> <li>– IFRS 16 dashboard</li> </ul>	>30% improvement in property cost management
	 Multicountry tax compliance	<ul style="list-style-type: none"> <li>– Smart tax preparation</li> <li>– Auto-IncoDoc manager</li> </ul>	>25% reduction in cost of administering tax compliance

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Delivered and enhanced by more than 1,000 best-in-class assets. The platform offers a deep and broad solution delivered through retail 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

529  
Localizations

369  
Level 4 processes

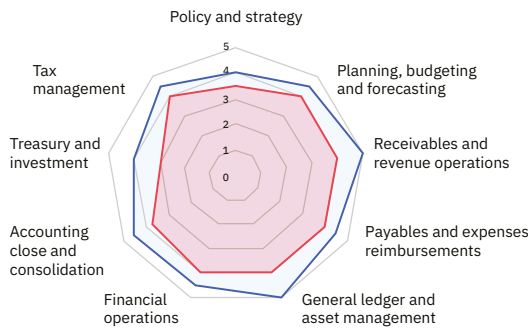
148  
Business controls

Resulting in a greater process maturity solution for the financial needs of your retail business

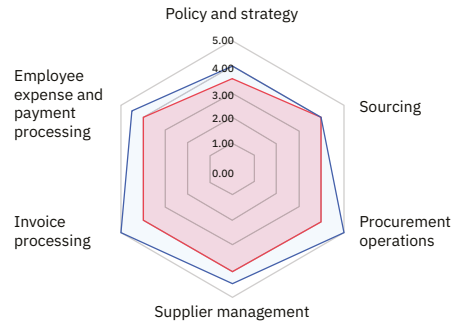
This best-in-class, industry-aligned Oracle Cloud solution is augmented through intelligent workflows and industry-built solutions that come together to deliver even greater process maturity, resulting in greater business value. The following diagrams depict how that process improvement is measured by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

**Core finance**



**Procure to pay**



- 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 Retail today.

**Learn more**

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Produced in the  
United States of America  
June 2022

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