The life sciences industry continues to face many competitive pressures, from delivering business growth to responding to rigid regulatory requirements, reducing costs, improving margins and optimizing the product lifecycle. Ensuring the business delivers on these strategic objectives is critical to helping it achieve its ambitions.

Chief experience officers (CXOs), along with their finance and operation teams, play a critical role in helping the business rise to the challenge.
To help life sciences businesses with their finance and operations 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.

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**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

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

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

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

**KPIs and dashboard**
- Role-specific business metrics and dashboards
- Benchmarks against industry standards
Delivered through life sciences–optimized architecture

The business platform is preconfigured and aligned to life sciences industry–specific architectures. For life sciences organizations, the solution and processes incorporate key industry-specific considerations such as research and development, trade compliance, packaging, labeling and royalty management, and how the implications of those 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 is fully working and optimized for Oracle Cloud Applications.
Enhanced to align with industry-specific opportunities and challenges

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

Whether they are associated with improving business performance or addressing key pain points, those levers or drivers of change can be aligned with the critical imperatives of that organization and industry.

Industry solutions delivered through emerging technologies

The platform is a unique solution, delivering more through IBM’s proprietary intelligent workflows and industry-built solutions. Across your business processes, emerging technologies such as AI and robotic process automation (RPA) are seamlessly integrated into the Oracle standard cloud applications alongside IBM’s industry-differentiating Oracle Platform as a Service (PaaS) and Software as a Service (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>
<tbody>
<tr>
<td>Growth through new business models and acquisitions (M&amp;A)</td>
<td>Auto account transformation – COA mapper – M&amp;A playbook – Interconnected planning – Smart budget load</td>
<td>&gt;40% reduction in time consolidate accounting</td>
<td></td>
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<td></td>
<td>Uniting accounting systems to enable M&amp;A – Improving accuracy in forecasting and planning</td>
<td></td>
<td>&gt;30% improvement in time to complete planning cycle</td>
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<td></td>
<td>Enabling finance group operations – Balance sheet-driven productivity – Balance and journal insights – Workload balancing analyzer</td>
<td></td>
<td>&gt;40% improvement in time to close period</td>
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<tr>
<td>Early market capture</td>
<td>Smart product sensing – Predictive customer demand manager – Cycle time optimizer – Contract leakage manager – Intelligent contract creation</td>
<td>&gt;10% improvement in accuracy of product availability</td>
<td></td>
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<tr>
<td></td>
<td>Product planning – Procurement enablement</td>
<td></td>
<td>&gt;20% reduction in contract leakage</td>
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</tbody>
</table>

[IBM Cognitive Enterprise] [Standard Oracle]
<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>Compliance with stringent regulations from regulators</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>
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<tr>
<td></td>
<td></td>
<td>Blockchain quality manager</td>
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<td></td>
<td>Price transparency</td>
<td>Preventive monitoring and maintenance of assets</td>
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<td></td>
<td>GDPR data management</td>
<td>Data masking platform</td>
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<tr>
<td>Reducing cost and improving margin</td>
<td>Optimization of production and stock management</td>
<td>Demand sensing and purchase prediction</td>
<td>&gt;10% reduction in stockouts</td>
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<tr>
<td></td>
<td></td>
<td>Auto-consumption</td>
<td></td>
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<tr>
<td></td>
<td>Supplier performance and payment</td>
<td>Trust your supplier</td>
<td>&gt;30% reduction in time to onboard suppliers</td>
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<tr>
<td></td>
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<td>Supplier query chatbot</td>
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<td></td>
<td></td>
<td>Intelligent discount</td>
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<tr>
<td></td>
<td></td>
<td>Supplier performance scorecard</td>
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<td></td>
<td>Accurate product profitability and margin analysis</td>
<td>Allocation and integrated profitability reporting</td>
<td>Stronger opportunities to identify profitable products and channels</td>
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<tr>
<td></td>
<td></td>
<td>Smart channel analyzer</td>
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<td>Cognitive variance analyzer</td>
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</tr>
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</tbody>
</table>
| Global view of inventory to meet customer demand faster | Inventory visibility and management | - Auto-stock monitor and update  
- Auto min-max manager  
- Smart cycle count approval | >20% reduction in inventory data maintenance |
| | Collaborative supply chain planning | - Smart supply chain dashboard  
- Cognitive direct spend optimizer  
- Supply chain control tower | Greater visibility of optimization opportunities for stock and production |
| Responding to healthcare challenges and growing demand | Product traceability and lifecycle management | - AI product insights  
- Blockchain product distribution manager | >10% reduction in product development lifecycle |
| | Efficient and transparent order capture | - Smart order update  
- Order fulfillment 360  
- 02C Customer chatbot | >40% reduction in order cycle |
| | Customer data accuracy | - Customer segmentation manager  
- Customer onboarding manager  
- Smart customer receipt load and allocate | >25% in time spent onboarding customers |

IBM Cognitive Enterprise Business Platform for Oracle Cloud: Oracle Fusion Cloud ERP and Oracle Fusion Cloud SCM for Life Sciences

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 banking and financial markets-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
- **529** Localizations
- **369** Level 4 processes
- **148** Business controls
A greater process maturity solution for the financial needs of your life sciences 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.

**Procurement**

- Policy and strategy
- Sourcing
- Procurement operations
- Supplier management
- Invoice processing
- Employee expense and payment processing

**Finance**

- Policy and strategy
- Tax management
- Treasury and investment
- Accounting close and consolidation
- Financial operations
- General ledger and asset management

**Order to cash**

- Policy and strategy
- Quote contract and price management
- Customer management
- Order and shipping
- Billing and collections

**Supply chain and manufacturing**

- Policy and strategy
- Maintain
- Distribute
- Manufacture
- Source
- Plan supply
- Plan demand
- Product and service management
- General ledger and asset management
- General ledger and asset management

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**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) and Oracle Fusion Cloud Supply Chain and Manufacturing in Life Sciences today.

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