IBM Consulting

IBM Cognitive Enterprise Business Platform for Oracle Cloud

Oracle Fusion Cloud Enterprise Resource Planning (ERP) and Oracle Fusion Cloud Supply Chain and Manufacturing (SCM) for Life Sciences

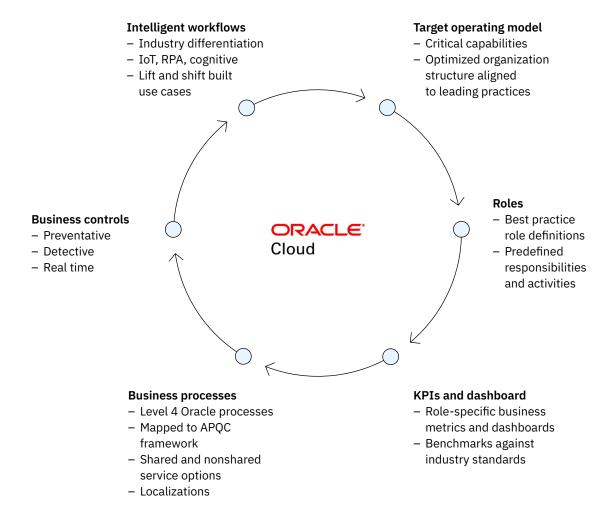
The life sciences industry continues to face many competitive pressures, from delivering business growth to responding to rigid regulatory requirements, reducing costs, improving margins and optimizing the product lifecycle. Ensuring the business delivers on these strategic objectives is critical to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



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.

Sales channels				Digitization			Oracle Cloud Applications (Sa		
Social	Third-party	1	Website		Data store		Regulatory and tax	Oracle Platform as a ServiceIndustry applications	
eProcurement	Phone	one Email			Consolidate a	Consolidate and close			
Chatbot			Account reconciliation						
Strategic enterprise m	anagement								
Corporate performance management Manufacturing and supply chain strategy			ain strategy	Data security Document repository		Document repository			
Customer relationship management Policy formulation and controls				User authentic	ation	Data integrations			
Channel management		Research and design Knowledge ex			Data management				
Customer interaction					Enterprise p	erforman	ce		
Sales support		Quotation			managemer	t and rep	orting		
Customer service Marketing and royalty			Consolidate a	nd close	Risk management				
Product and promotions (NE	3A)	Customer	data management	:	Planning and	oudgeting	Regulatory and tax		
Order management and pro	omising	Leads and	opportunity mana	gement	Allocations ar	Allocations and reconciliations			
Core business operation	ons								
Trade compliance									
	Pe	eripherals (scanne	ers)	Research and	development	Inventory	/ managment		
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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.

Strategic aims	Business Drivers	IBM Conitive Enterprise	Outcomes
Growth through new business models and acquistions (M&A)	Uniting accounting systems to enable M&A	Auto account transformationCOA mapperM&A playbook	>40% reduction in time consolidate accounting
	Improving accuracy in forecasting and planning	Interconnected planningSmart budget load	>30% improvement in time to complete planning cycle
	Enabling finance group operations	Balance sheet-driven productivityBalance and journal insightsWorkload balancing analyzer	>40% improvement in time to close period
Early market capture	Product planning	Smart product sensingPredictive customer demand manager	>10% improvement in accuracy of product availability
	Procurement enablement	Cycle time optimizerContract leakage managerIntelligent contract creation	>20% reduction in contract leakage
	■ IBM Cognitive Enterprise ■ Standard Oracle		

Strategic aims	Business Drivers	IBM Cognitive Enterprise	Outcomes
Compliance with stringent regulations from regulators	Quality management	 Auto-quality issue manager Blockchain quality manager Preventitive monitoring and maintenance of assets 	>50% reduction in time to isolate quality issues in supply chain
	Price transparency	Price publishing managerAuto-price compliance checker	>10% reduction in administration price management
	GDPR data management	– Data masking platform	
Reducing cost and improving margin	Optimization of production and stock management	Demand sensing and purchase predicitonAuto-consumption and billing manager	>10% reduction in stockouts
and p	Supplier performance and payment	Trust your supplierSupplier query chatbotIntelligent discountSupplier performance scorecard	>30% reduction in time to onboard suppliers
	Accurate product profitability and margin analysis	 Allocation and integrated profitability reporting Smart channel analyzer Cognitive variance analyzer 	Stronger opportunities to identify profitable products and channels

■ IBM Cognitive Enterprise ■ Standard Oracle

Strategic aims	Business Drivers	IBM Cognitive Enterprise	Outcomes
Global view of inventory to meet customer demand faster	Inventory visibility and management	Auto-stock monitorand updateAuto min-max managerSmart 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 insightsBlockchain product distribution manager	>10% reduction in product development lifecycle
	Efficient and transparent order capture	Smart order updateOrder fulfillment 36002C 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

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

369

Level 4 processes

529

Localizations

148

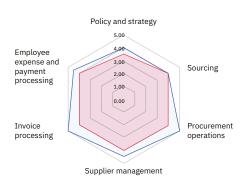
Business controls

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.

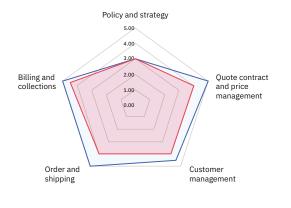
Procurement



Finance

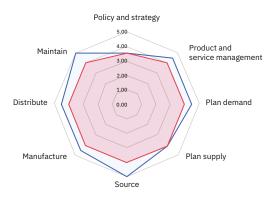


Order to cash



Oracle Cloud Applications IBM Cognitive Enterprise Business Platform for Oracle Cloud

Supply chain and manufacturing



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

<u>ibm.biz/IBMOracle</u> <u>oracle.com/partner/ibm</u>

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Produced in the United States of America June 2022

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