

IBM Cognitive Enterprise Business Platform for Oracle Cloud

Oracle ERP, SCM and Manufacturing Cloud for Life Sciences

The Life Sciences industry continues to face many competitive pressures from delivering business growth, to responding to rigid regulatory requirements or reducing cost and improving margin as well as optimizing the product lifecycle. Ensuring the business delivers on these strategic objectives is critical to helping it achieve its ambitions.

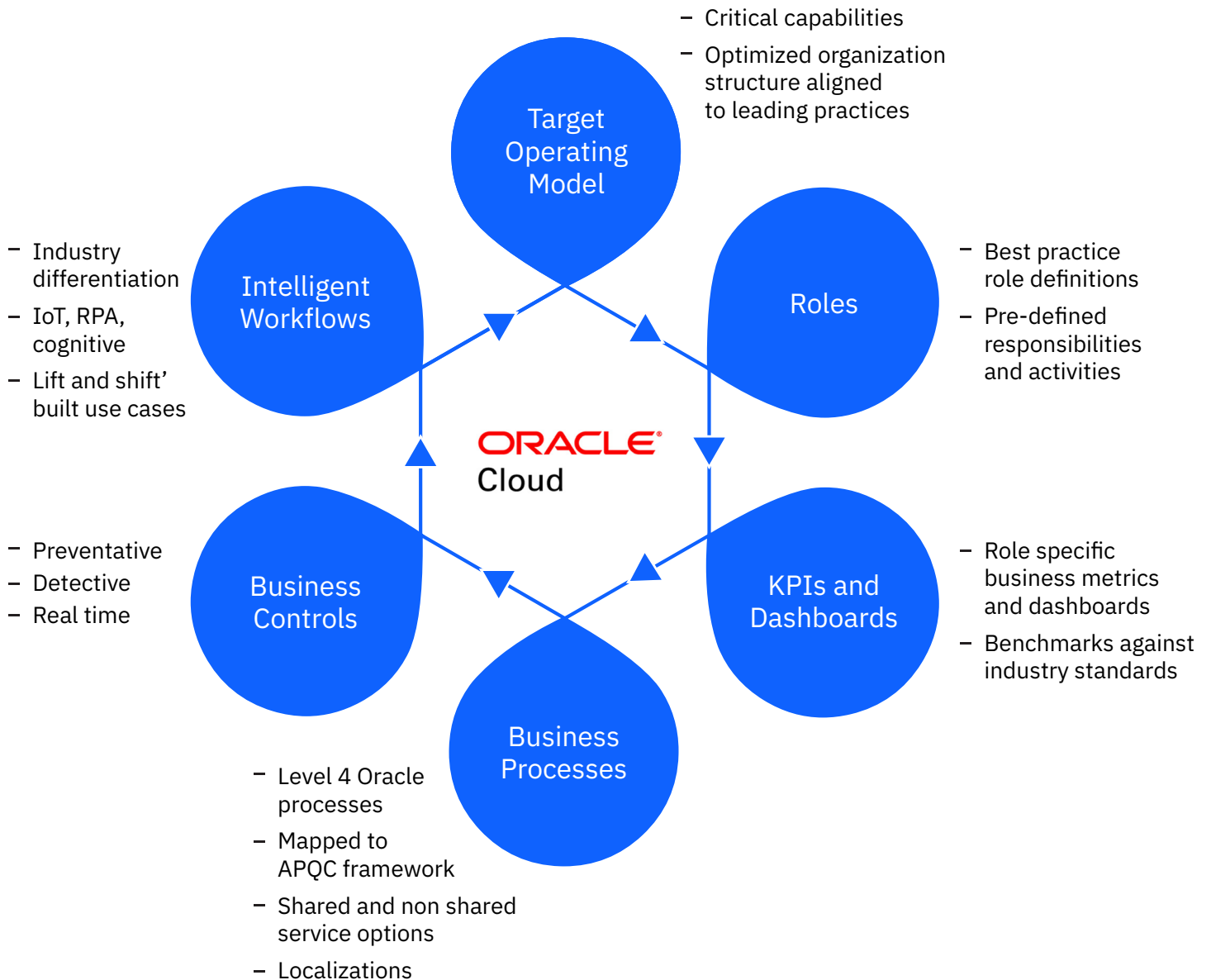
CXOs along with their Finance and Operation teams play a critical role in helping the business rise to the challenge.

To help life sciences businesses with their finance and 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.

Validated against your requirements, IBM is able to deliver your optimal target state from day one via a ready off-the-shelf model that is fully working and augmented 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 optimized to deliver the most value.



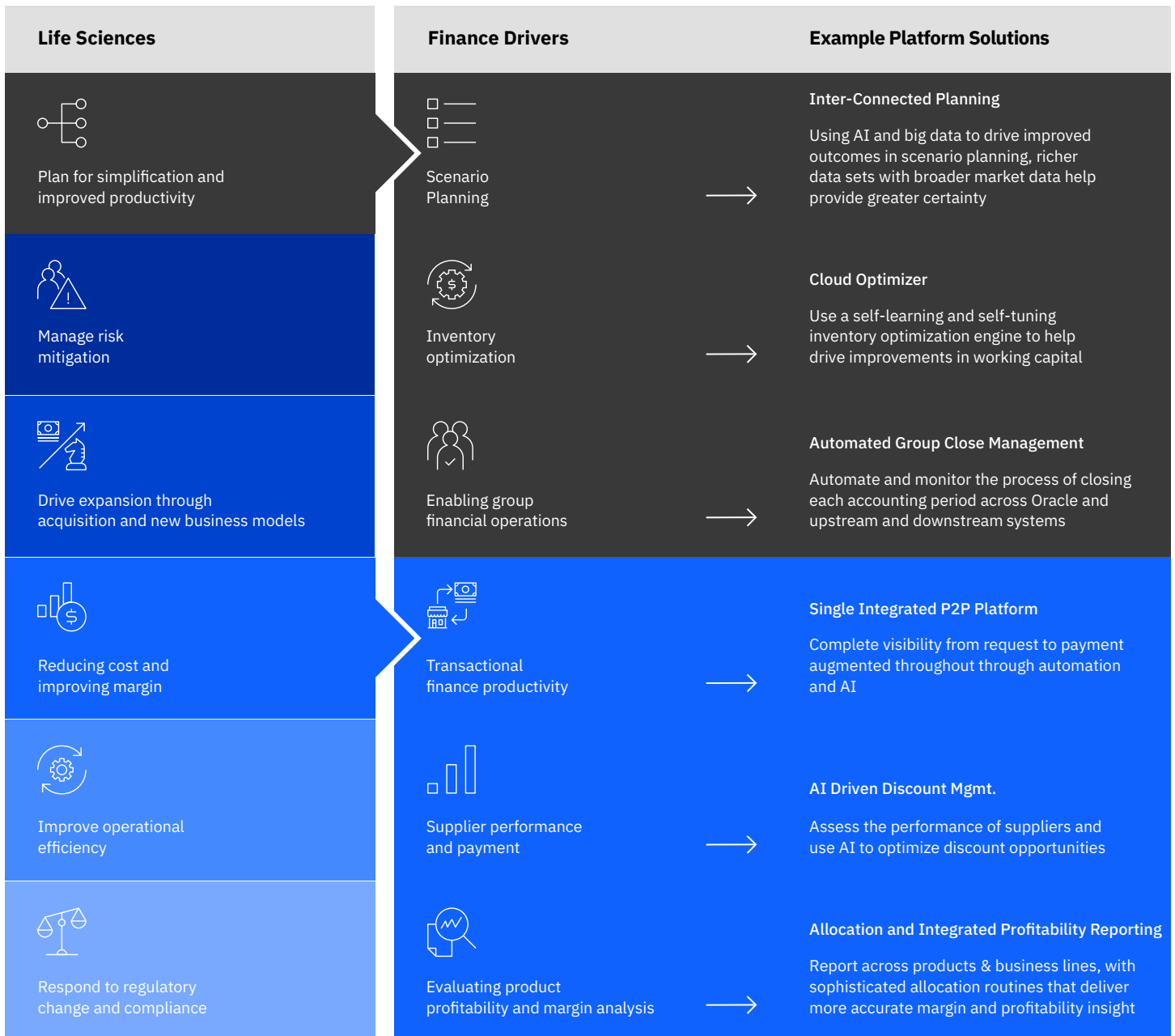
Delivered through a pre-configured, best-in-class life sciences platform.

The platform recognizes that each industry faces its own distinct challenges and strategic objectives. Each CXO and their team's have multiple "levers" they can pull to help the business deliver against its aims.

The platform is aligned to ensure these drivers of change and competitiveness are embedded within the solution.

Industry specific solutions have been developed to help business users take advantage of the deep features available in Oracle Cloud augmented by pre-built AI, RPA, IoT or PaaS extensions.

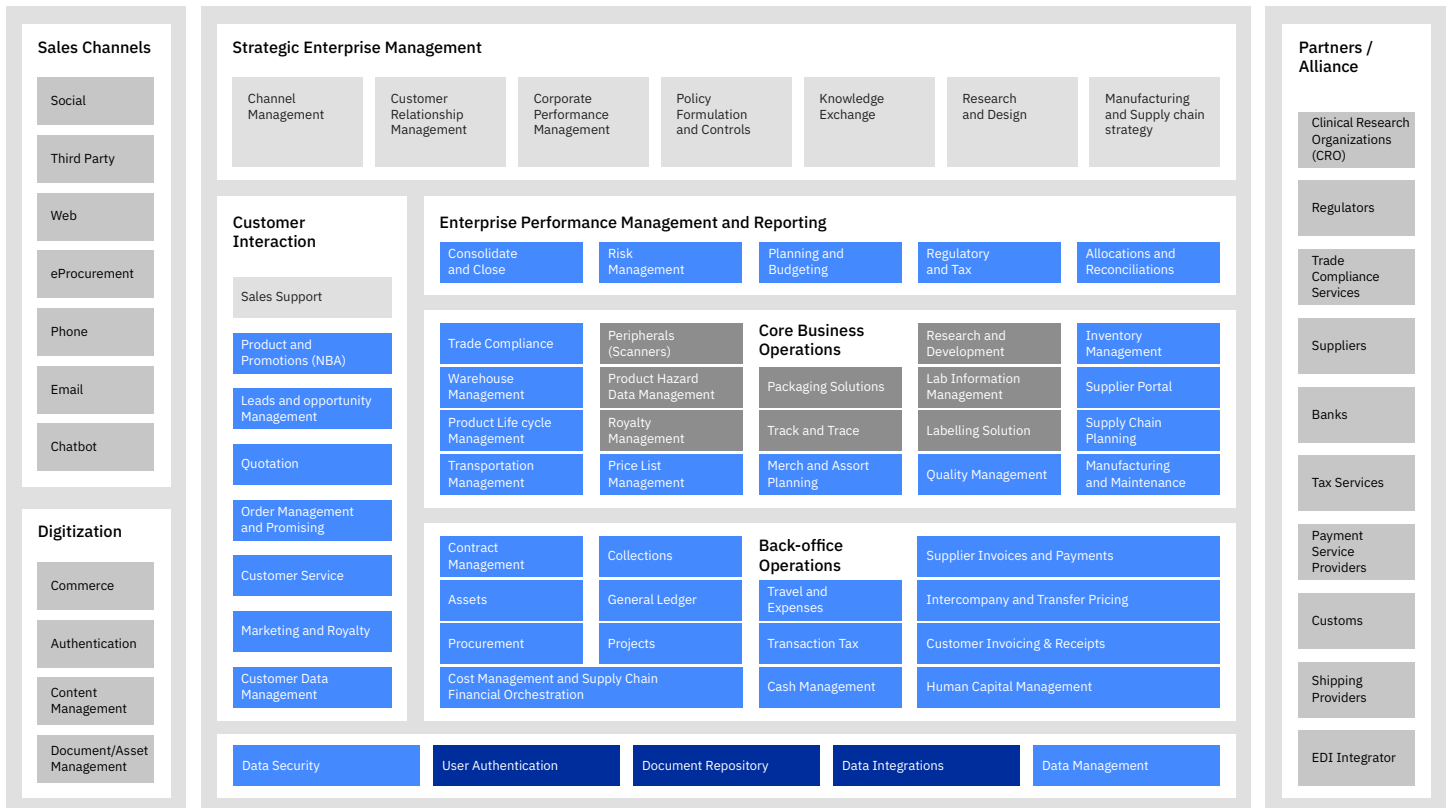
Life Sciences Industry Strategic Aims & Challenges



Delivered through life sciences-optimized architecture.

The business platform is pre-configured and aligned to life sciences industry specific architectures. Therefore, in life sciences our solution and processes incorporate key industry specific considerations such as research & development, trade compliance, packaging, labelling and royalty management and how the implications of those might feed from front office to back-office systems in Oracle Cloud.

Validated against your requirements, IBM can deliver your optimal target state from day one via a “lift and shift” model that is fully working and optimized for Oracle Cloud Applications.



■ Oracle Cloud Applications (SaaS)
 ■ Oracle Platform as a Service (PaaS)
 ■ Industry Applications

Delivered and enhanced by more than 1,000 best-in-class assets.

The platform offers a deep and broad solution delivered through life sciences-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

Maximizing the use of emerging technologies.

The platform is a unique solution — it delivers more through IBM's proprietary intelligent workflows. Across your business' processes, emerging technologies like Artificial Intelligence (AI) and Robotic Process Automation (RPA) are fully integrated into the platform.

The following diagrams depict, by each business function, how much of the process is delivered through these emerging technologies to attain greater efficiency, improve employee experience and achieve greater compliance and business insight.



Financial Planning & Analysis

- Smart Budget Load & Autocorrect
- Planning Insights
- Predictive Project Insights
- Predictive Leakage Management
- Automated Stock Reconciliation
- Smart Tax Preparation

General Ledger & Asset Mgt

- Enterprise Structure Maintenance
- Smart Journal Load & Autocorrect
- Automated Asset Management
- Intelligent Asset Definition
- Integrated Property Manager

Payables & Expense Reimbursement

- Smart Invoice Load & Autocorrect
- Intelligent Invoice Recognition
- P2P Blockchain
- Cognitive AP Invoice & Payment Chatbot
- Automated Payment Approval Mgmt.
- Supplier Discount Recommendations
- Cognitive Expense Policy Monitoring
- AI Payment Optimization

Accounting Close & Consolidation

- Touchless I/C Reconciliation
- Smart I/C Load & Autocorrect
- Touchless Close
- Touchless Account Reconciliation
- Touchless SubLedger Reconciliation
- Balance and Journal Insights

Treasury & Investments

- Smart Bank Transfer Load & Autocorrect
- Borrowing and Investment Insights
- Cash Insights
- Forex Insights
- Auto Daily Cash

Risk of cost overruns or breaches in billing cycle reduced by 20%

Planning Efficiency and accuracy > 20%

Stock reconciliations efficiency > 30%

Tax return Preparation effort reduced by 50%

Efficiency and accuracy > 20%

Application of Payment Discs. > 50%

Exception Mgt reduced > 80%

Improve Policy Compliance > 30%

Invoicing Efficiency and accuracy > 30%

Reduce the effort associated with analysing balances and journal entries by 30%

Efficiency and accuracy > 20%

Cash Forecasting accuracy improved > 30%

Reduction in risk of currency exposure > 30%

■ Automation (RPA) — Automating tasks, typically improving productivity and compliance

■ Augmented RPA — Using AI, IoT and Machine Learning



Plan Demand

- Pre-emptive Maintenance
- Demand Sensing



Sourcing & Supplier Management

- Intelligent Contract Creation
- Contract Leakage Manager
- Supplier Performance Monitor
- Smart Procurement
- Trust Your Supplier Blockchain
- Automated Supplier Tax Data Mgmt.
- Touchless Supplier Data Mgmt.



Procurement Operations

- Auto Approval Status Check and Expedition
- Automated PO Buyer Assignment
- Vacation Rule Seal Heal
- Optical Recognition Procurement
- Cognitive PO Mgmt. Chat Bot



Manufacture & Maintenance

- Smart Production Monitoring
- Product Insights
- Customer Predictive Demand
- Smart Warranty Management
- Smart Counterfeit Detection
- Preventive Monitoring & Maintenance of Assets
- Consumption based smart machine



Order to Cash

- Smart Order Creation
- Cognitive Order Scheduling
- Smart Order Update
- Auto Track & Bill Manager
- Virtual Packing Agent
- Cognitive Order Scheduling
- Smart Invoice Load and Autocorrect
- Cognitive Customer Collections
- Smart Receipt Load and Autocorrect
- Smart Cash Allocations



Distribute

- Smart Pack Simulation
- Cross Docking 360
- Smart Order Creation
- AI Driven Reverse Logistics
- Cognitive Trade Promotion
- Virtual Packing Agent

Improved Forecast Accuracy

> 70% Reduction in time to contract
 > 30% reduction in contract leakage
 Reduce effort in data collation by > 80%
 Reduce effort to on board by > 60%

Improved time to approval > 20%
 Efficiency and accuracy > 40%

> 20% Reduction in production in production down time
 Efficiency in Production by up to 30%
 Reduction in risk of Product defect in new lines

Improve touch In Order Pack Mgmt. > 20%
 Improved Billing Accuracy. > 20%
 Improve Cash Flow > 50%
 Efficiency and accuracy > 30%

> 40% improvement in customer satisfaction
 Efficiency and accuracy > 20%

■ Automation (RPA) — Automating tasks, typically improving productivity and compliance

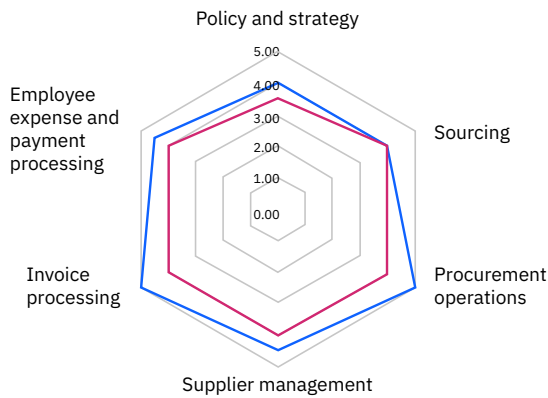
■ Augmented RPA — Using AI, IoT and Machine Learning

Resulting in a greater process maturity solution for your life sciences business' financial needs.

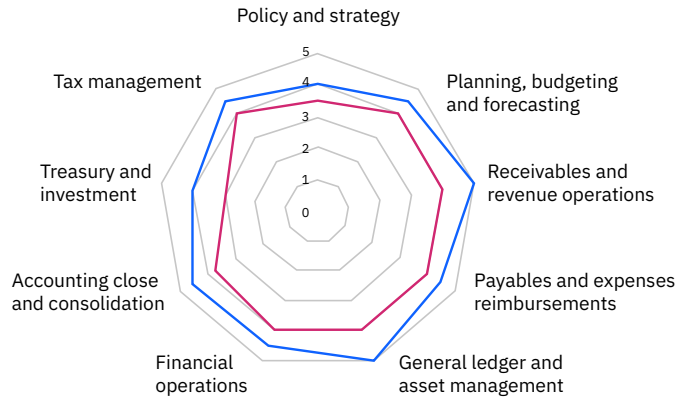
This best-in-class industry-aligned Oracle Cloud solution is augmented through intelligent workflows which come together to deliver even greater process maturity resulting in greater business value. The following diagrams depict how that process improvement is measured by business function.

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.

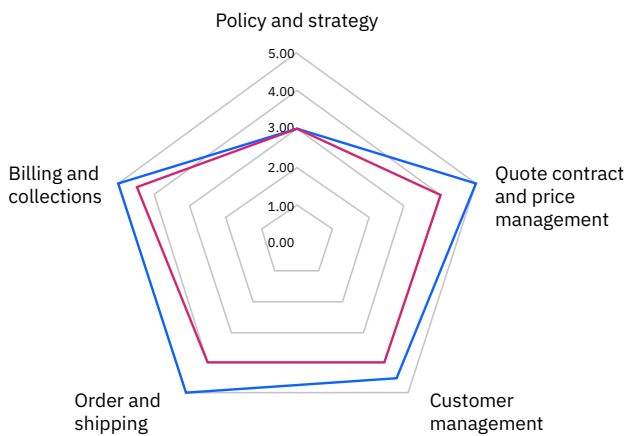
Procurement



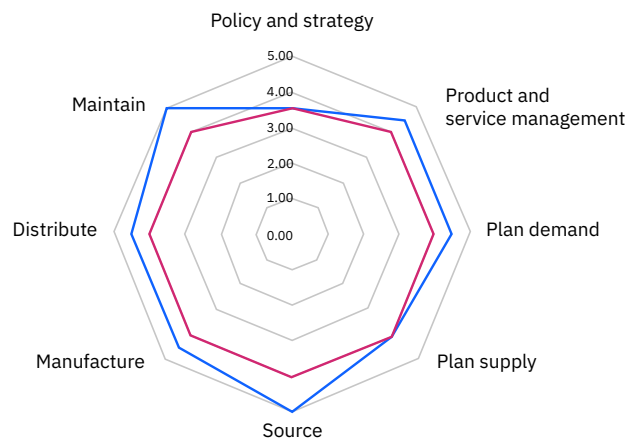
Finance



Order to Cash



Supply Chain and Manufacturing



■ Oracle Cloud Applications (SaaS)

■ IBM Cognitive Enterprise Business Platform for Oracle Cloud

Are you ready to become a Cognitive Enterprise?

Start your journey to Oracle ERP, SCM and Manufacturing Cloud for Life Sciences today.

Learn more:

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