

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.

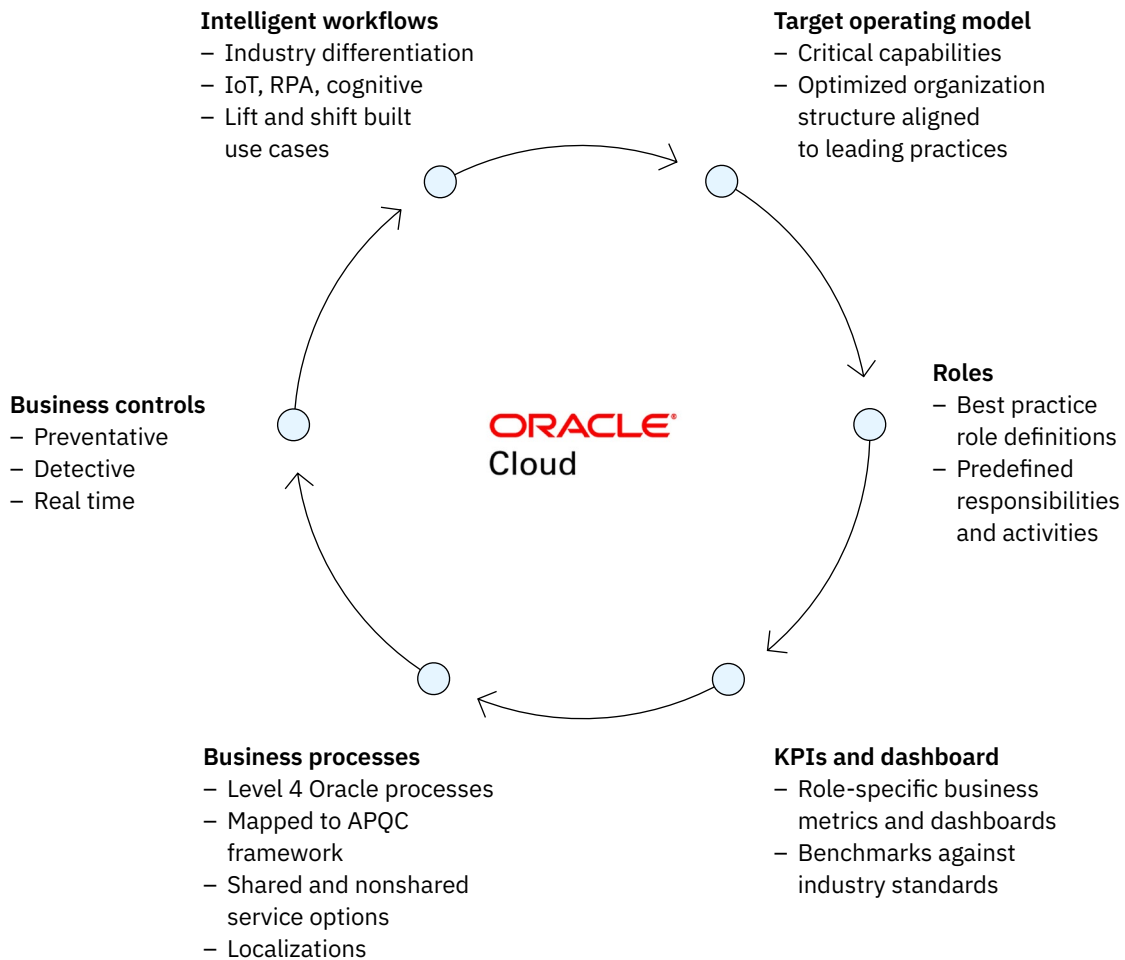
Chief experience officers (CXOs), along with their finance and operation teams, play a critical role in helping the business rise to the challenge.

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.

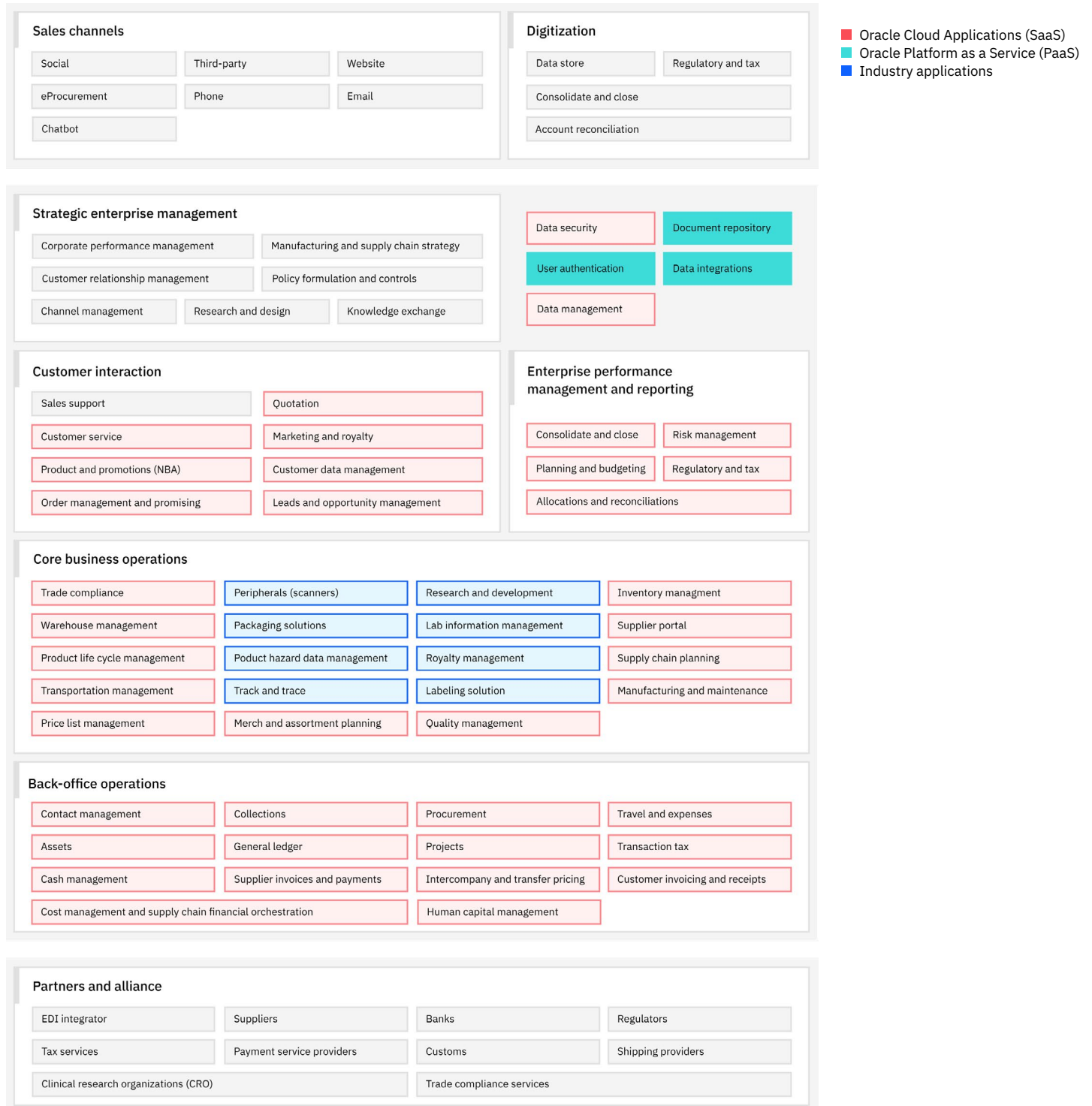


Delivered through life sciences–optimized architecture

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.



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.

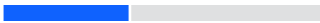
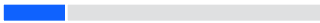

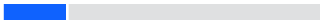
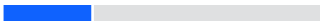
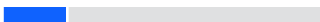
Industry solutions delivered through emerging technologies



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.


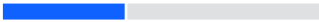



The following diagrams depict, by each business driver, the percentage of the related processes that are delivered through and then improved on by these capabilities. They help deliver greater efficiency, improving employee experience and achieving greater compliance and business insight.



Strategic aims	Business Drivers	IBM Cognitive Enterprise	Outcomes
Growth through new business models and acquisitions (M&A)	 Uniting accounting systems to enable M&A	<ul style="list-style-type: none"> – Auto account transformation – COA mapper – M&A playbook 	>40% reduction in time consolidate accounting
	 Improving accuracy in forecasting and planning	<ul style="list-style-type: none"> – Interconnected planning – Smart budget load 	>30% improvement in time to complete planning cycle
	 Enabling finance group operations	<ul style="list-style-type: none"> – Balance sheet-driven productivity – Balance and journal insights – Workload balancing analyzer 	>40% improvement in time to close period
Early market capture	 Product planning	<ul style="list-style-type: none"> – Smart product sensing – Predictive customer demand manager 	>10% improvement in accuracy of product availability
	 Procurement enablement	<ul style="list-style-type: none"> – Cycle time optimizer – Contract leakage manager – Intelligent contract creation 	>20% reduction in contract leakage



Strategic aims	Business Drivers	IBM Cognitive Enterprise	Outcomes
Compliance with stringent regulations from regulators	 Quality management	<ul style="list-style-type: none"> – 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	<ul style="list-style-type: none"> – Price publishing manager – Auto-price compliance checker 	>10% reduction in administration price management
	 GDPR data management	<ul style="list-style-type: none"> – Data masking platform 	
Reducing cost and improving margin	 Optimization of production and stock management	<ul style="list-style-type: none"> – Demand sensing and purchase prediction – Auto-consumption and billing manager 	>10% reduction in stockouts
	 Supplier performance and payment	<ul style="list-style-type: none"> – Trust your supplier – Supplier query chatbot – Intelligent discount – Supplier performance scorecard 	>30% reduction in time to onboard suppliers
	 Accurate product profitability and margin analysis	<ul style="list-style-type: none"> – 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	<ul style="list-style-type: none"> – Auto-stock monitor and update – Auto min-max manager – Smart cycle count approval 	>20% reduction in inventory data maintenance
	 Collaborative supply chain planning	<ul style="list-style-type: none"> – 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	<ul style="list-style-type: none"> – AI product insights – Blockchain product distribution manager 	>10% reduction in product development lifecycle
	 Efficient and transparent order capture	<ul style="list-style-type: none"> – Smart order update – Order fulfillment 360 – O2C Customer chatbot 	>40% reduction in order cycle
	 Customer data accuracy	<ul style="list-style-type: none"> – Customer segmentation manager – Customer onboarding manager – Smart customer receipt load and allocate 	>25% in time spent onboarding customers

 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

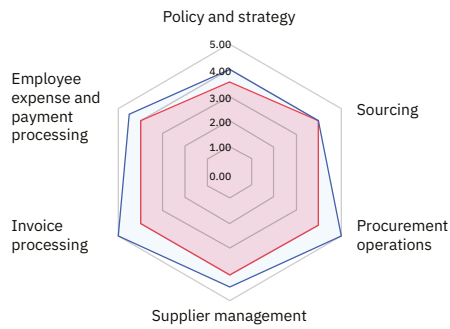
148
Business controls

A greater process maturity solution for the financial needs of your life sciences business

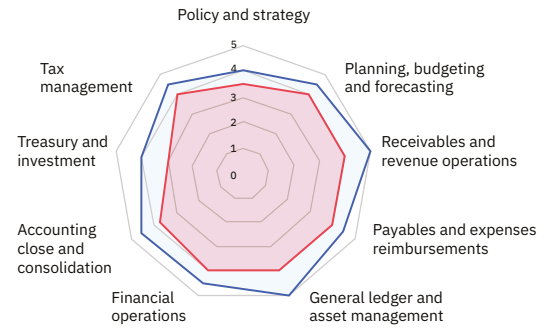
This best-in-class, industry-aligned Oracle Cloud solution is augmented through intelligent workflows and industry-built solutions that come together to deliver even greater process maturity, resulting in greater business value. The following diagrams depict how that process improvement is measured by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

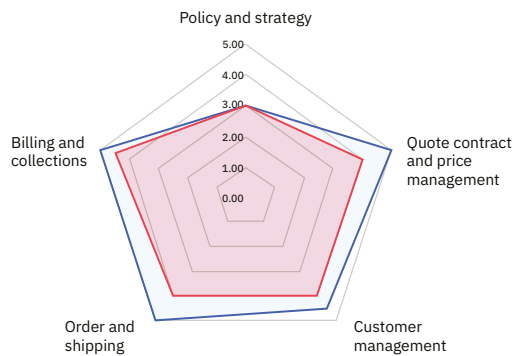
Procurement



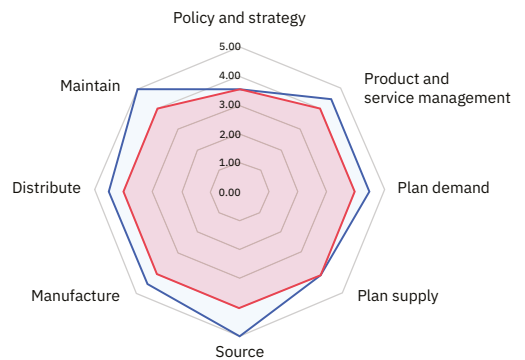
Finance



Order to cash



Supply chain and manufacturing



- 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

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