

# ORACLE E-BUSINESS SUITE SPECIAL EDITION



- **Pre-configured Oracle Business Applications**—Financials, Order Management, Purchasing, Inventory
- **Tailored to the Mid-Market**—Leveraging Oracle's leading Mid-Market experience
- **Business control, decision support**—Process management; accurate, reliable information
- **Affordable, low risk**—priced within your means, implementation for success

*Business, markets and customer needs are constantly changing. In the competitive global economy, companies—especially those in the mid-market-- are finding it increasingly difficult to keep up. Oracle is responding to the mid-market by offering an even more affordable and low risk way to access the power of the Oracle E-Business Suite. Introducing Oracle E-Business Suite Special Edition.*

Topline revenue growth opportunities are being constrained by economic conditions. Margins are being squeezed, creating the need for cost savings to deliver profit commitments. Customer expectations continue to be more and more rigorous with demands for higher customer service levels, managed inventory ownership, and visibility to operations. Internet communication and enhanced global distribution pose the continuous threat of replacement or substitution in customer/supplier relationships. Technology requirements continue to advance with electronic communication replacing outmoded phone, fax and email. Is your company managing the pressure from all these angles?

Larger corporations—with their greater access to capital and human resources—have embraced the Internet as the platform for enterprise, customer, and supplier collaboration. To remain competitive and keep up with larger trading partners' advances, mid-market companies must progress their business practices and supporting systems to e-business standards-- now considered tablestakes by most channel masters-- in order to ensure enterprise viability.

To date, cost and complexity perceptions have presented significant barriers to change for mid-market companies. So how do these businesses overcome these hurdles and progress their business practices?

## **Get the Power of Oracle for Your Business**

Oracle E-Business Suite Special Edition brings knowledge and people together to manage your business. Special Edition consists of pre-configured Oracle business applications, tailored to the mid-market, that enable business control and decision support for companies at an affordable price with low risk.

With the strength of Oracle E-Business Suite applications, your company gets the power of enterprise software and leading business practices for your company. The complex is further simplified via partner implementation and rapid time to value.

## **Pre-configured Oracle Business Applications**

Oracle E-Business Suite Special Edition gives your company the power of advanced business management with real Oracle E-Business Suite applications. Unify your business with advanced financials, order management, inventory and purchasing. Oracle E-Business Suite Special Edition gives mid-market companies E-Business Suite applications pre-installed and pre-configured to customer requirements so that



the system arrives working at your site. This simplified delivery gives your company the immediate benefit of the simplest implementation on the market.

#### **Tailored to the Mid-Market**

Oracle is the leader in mid-market enterprise management with over a decade of experience in meeting the needs of this thriving segment. Globally, over 40% of Oracle's customers are in the mid-market. Oracle has leveraged this vast experience— and lessons learned—to bring the power of sophisticated business process management to the scale and scope required by mid-market companies.

Oracle supports your company's growth. Growth and change are continuous in the mid-market and your company can grow in breadth and depth of management on a single platform—the Oracle E-Business Suite. There's no need for re-implementation and data migration inherent in other mid-market offerings' growth scenarios. This extensibility and scalability gives you confidence that Oracle will be your partner now and in the future.

#### **Business Control, Decision Support**

To manage business effectively and efficiently, each of us needs to think of the people and organizations we depend on professionally to be our suppliers and customers. The difficulty we face with this mindset is the typical activity fragmentation that occurs among departments. Oracle E-Business Suite Special Edition, operating on an integrated platform, creates cross-department synchronization by managing by business process. Transaction management, once activity oriented, is made seamless through integrated process management ensuring faster process cycles, increased accuracy of information and ultimately greater efficiency and company productivity.

Management of information keeps business flowing. Creating access to accurate, reliable information for faster, more accurate decision making creates competitive advantage. Special Edition provides integrated, robust reporting that turns information into immediate knowledge. This gives you the confidence to control your business and instant visibility to accurate, reliable information.

#### **Affordable, Low Risk**

Oracle E-Business Suite Special Edition brings affordability and lowers risk for mid-market applications implementation and management. Focused on your company's needs, Special Edition is priced within your means. With Special Edition you get not only software and technology platform from Oracle, you also get the security of fixed price, fixed implementation ensuring rapid time to value. Oracle is partnering with mid-market experts in your region to provide localization, specialization and rapid implementation. We are working hard to ensure your success. That's why we provide online learning through Oracle's award winning Online Learning Network (OLN). Through OLN, your employees can get access to training according to their schedule, from any location.

#### **Get the Power Of Oracle E-Business Suite Applications**

Special Edition leverages Oracle E-Business Suite applications to create a foundation for effective and efficient business management. The first focus is on financial management—the lifeblood of the corporation. By managing with one integrated

**"With China's entry into the WTO there are huge opportunities in our domestic market, but now – with Oracle's E-Business Suite -- we feel we can fully capitalize on global opportunities as well."**

**Galston Hu  
ERP Office Vice Director  
SUNTEN**

**ORACLE®**

system, your company will now have accurate, complete information for greater confidence in cash, margin and profit. You'll also have transparency across your company to capture information in real time for business knowledge for smarter, timelier decision-making. With robust, automated procurement and order management, your company will greatly enhance collaboration internally and with customers and suppliers to solidify your continued position of importance in the networked value chain.

### **Control Financials and Create Visibility**

Mid-market financial managers are in many cases dependent on multiple—and in many cases outdated—sources and systems of financial management. Fragmentation of systems, with inherent re-keying or uploading/downloading data between systems, makes it challenging to transact daily financial activities with accuracy and efficiency. Housing data in disparate systems makes it impossible to monitor the daily financial position of the entity. It becomes time consuming and manually laborious to create periodic reports. The periodic close cycle is subsequently long and, unfortunately because of the lack of visibility, prone to disappointing surprises. E-Business Suite Special Edition provides consolidation of financial management onto a single system with real time information management and on-demand reporting. This combination of rigorous financial management and precise reporting gives you the confidence of business control and ongoing viability.

At the core of Special Edition are the Oracle E-Business Suite financial applications.

- General Ledger
- Cash Management
- Receivables
- Payables

The integrated financials architecture guarantees control and visibility of your core business. It simultaneously maintains all financial balances—including actual, budget, and summary—in a single balanced ledger. Special Edition's feature-rich graphical user interface is easy to learn and packed with accelerators for power users. Intuitive windowing, mouse actions, icons, and built-in drill-down capability allow transactions and inquiries to flow easily and quickly. Users can leverage the Special Edition financial management tools for processing transactions, managing the close process, and eliminating many previously manual administrative tasks.

### **Control Your Inventory**

Holding inventory has both advantages and disadvantages. On the positive side, elevated inventory supports higher customer service levels. On the negative side, it locks up cash in carrying costs and increases the risk of write-offs due to defects, degradation, and ultimately obsolescence. Creating the right balance is a never ending game that planners play, a game that is rarely won and punishing to lose.

Inventory promotes efficient material movement while maintaining a controlled environment for tracking inventory across demand requirements. With integration to Purchasing and Order Management, process transaction management and decision-making are performed based on fact, not projections based on probability. This integration reduces working capital by helping you increase inventory turns and

**"At the beginning of company's operation, we have decided to implement an extendable ERP system that can systematically organize and accumulate data generated by each business segment. Oracle e-Business Suite can sufficiently support us the needed energy in enterprise development."**

**Ou Hong Yi  
Manager of IT Department  
Kinsus Interconnect  
Technology**

reduce inventory levels while maintaining customer service levels. With real-time updates, you get accurate inventory visibility and the ability to manage exceptions quickly and proactively.

Today, mid-market companies need the sophistication of business collaboration to properly play their role in their internal and extended supply networks. Inside the company, what once was viewed as departmental interaction is now being managed as collaborative business process flows—each participant now thinks and acts as both a supplier and customer within the process. In the external marketplace, channel masters expect your company to be easy to do business with—trading according to their ever more demanding standards. Your company must, therefore, comply with this new business model-- or risk being left behind.

### **Streamline, Automate Procurement**

Procurement professionals have found that by automating and streamlining their purchasing systems they are not only better partners to their internal customers and external suppliers, then can also achieve savings of up to 20% of corporate spend. Procurement professionals are pursuing greater cost savings by moving beyond manual, often paper-based systems to automated, streamlined procurement systems and practices. Special Edition comes prepackaged with the complete functionality of Oracle Purchasing, including next-generation supply base management, requisitions, receiving, purchase orders, document approvals, security as well as invoice matching and payment.

At the core of Special Edition are the Oracle E-Business Suite Procurement applications.

- Purchasing
- Payables
- Inventory

With a single purchasing system and integrated workflow managing business process routing and rules based approvals, your procurement management will be not only more cost efficient, it will be in tight control. With greater sophistication, interaction with suppliers will be more efficient, accurate and timely—factors that can be quantitatively presented when establishing and maintaining contractual pricing and delivery agreements. With greater internal and supplier efficiencies, significant cost savings are achieved and stronger—and lasting-- relationships are built.

### **Accurate, Efficient Order Management**

Order Fulfillment professionals are under considerable pressure to keep promises to customers. Led by the major retailers in the early 90s, elevated customer service level expectations have now been embraced globally, as the standard to doing business with suppliers. Confident order promising, followed by on-time, accurate fulfillment is the customer expectation. This makes the order fulfillment professional dependent on accurate, real-time visibility into not only orders, but also the inventory that will support those orders. Without this visibility, order management is a game of guesswork based on probability models and plug numbers that ultimately lead to failure to meet customer requirements.

At the core of Special Edition are the Oracle E-Business Suite Order Management



applications.

- Order Management
- Receivables
- Inventory

E-Business Suite Special Edition ties together Order Management and Inventory to provide a robust, dynamic foundation for reliable order fulfillment. From inventory visibility in order promising to scheduling orders and ultimately shipping execution, inventory management provides e-business agility to keep promises you make.

Because business is dynamic, Special Edition Order Fulfillment provides the agility to manage drop shipments, order holds, credit checking, pricing and discounting as well as returns.

Order Management is part of the order fulfillment cycle. With Oracle Receivables, Special Edition enables you to manage the complete order to cash cycle without manual integration of the two activities. Oracle Receivables enables customer management, invoicing, cash application, reporting and collections all within the same system that is managing orders. That's complete order to cash.

Holistic management of customer orders and the cash cycle provides accuracy and reliability in order fulfillment—characteristics that strengthen trading partner relationships preferred supplier measurement.

#### **Partners Deliver Lower Cost, Rapid Implementation**

E-Business Suite Special Edition is a simple, collaborative, low-cost global solution for all companies. Local partners deliver Special Edition pre-installed and pre-configured thus reducing implementation time and complexity. Partners' local and functional expertise ensures successful implementation and ongoing operation. Pre-configuration is based on a robust assessment of your company's organization and practices. This solution supports your company's business rules and enhances workflow of business processes.

Special Edition supports your company now and in the future with flexible workflow that is managed by your line of business professionals—not IT programmers.

Because Special Edition directly leverages the complete Oracle E-Business Suite of applications, your company can grow in size and sophistication along a single platform—not a third party system requiring re-implementation. Scalability and expansion are therefore seamless giving you the power of Oracle now and in the future. Special Edition indeed gives you the power of big business for your business with consideration and support to your corporate resources.

## Oracle E-Business Suite Special Edition

There are four key components of Oracle E-Business Suite Special Edition: Sales Order, Purchasing, Financial, and Materials Management to provide the integrated business management foundation sought by today's mid-market businesses. Find out how Oracle can help your company gain control and visibility, reduce costs of operations, and improve customer service levels for greater profitability and competitiveness in your market.

