

JD EDWARDS ENTERPRISEONE DEMAND CONSENSUS



Enable web-based forecast collaboration to reconcile multiple forecasts to a single consensus forecast. This enables accurate enterprise demand plans to drive your supply chain.

KEY BENEFITS

- Share multiple forecasts among all stakeholders
- Produce a single, inter-enterprise consensus forecast
- Continually improve forecast accuracy
- Collaborative forecasting tools
- Rationalize multiple forecasts
- Focus on future information
- Incorporate quantitative and judgmental information
- Shared data models with inherent integration
- Statistical forecasting increases forecast accuracy by 5 to 10 percent
- Collaborative forecasting increase accuracy by 20 percent
- Improved forecasts ads to lower inventory levels, more predictable costs for production and distribution, and lower stock-outs
- Object-oriented database technology enables scalability, performance, and flexibility data hierarchy for changing business needs
- Flexible and graphical product lifecycle management

The Issue: Implementing Forecast Collaboration

You recognize the need for collaboration. Connecting buyers and sellers to achieve supply chain excellence is quickly becoming the rule rather than the exception. You also acknowledge that forecast improvements drive business benefits for you and for all stakeholders involved in your complex supply chain network — including sales, marketing, customers, finance, and production. Better forecasts lead to lower inventory and smarter production plans. They can also reduce stock outs and capture demand opportunities. The real question is not about the importance of collaborative forecasting. It's about how to make sense of the different forecasts among the stakeholders — in a reasonable time frame. How do you go beyond general collaboration discussions and get to collaborative results?

The Solution: Collaboration and Consensus Planning

Oracle's JD Edwards EnterpriseOne Demand Consensus gives you the power to widely and effectively deploy forecast collaboration — sharing multiple forecasts, reconciling differences, and focusing on forward-facing information to predict future demand.

By using the internet and a browser, your partners, customers, and internal users enter a secured site to view their portion of a base forecast. The base forecast could be a statistical forecast from JD Edwards EnterpriseOne Demand Forecasting, JD Edwards EnterpriseOne Forecast Management, or any type of time-series forecast. Stakeholders review the forecast and, based on their most up-to-date information, are able to send comments and questions, make changes to the forecast, or import their own forecast. Once you have received all input, you can reconcile the multiple forecasts by using a powerful algorithm that takes into account the historical accuracy of your different stakeholders. For example, if customer A's forecast is accurate 90 percent of the time, that information can be given more weight than supplier C's, who has only a 75 percent accuracy rate. At this point, you can easily identify any unusual items, send messages, and resolve exceptions to achieve consensus on a demand plan.

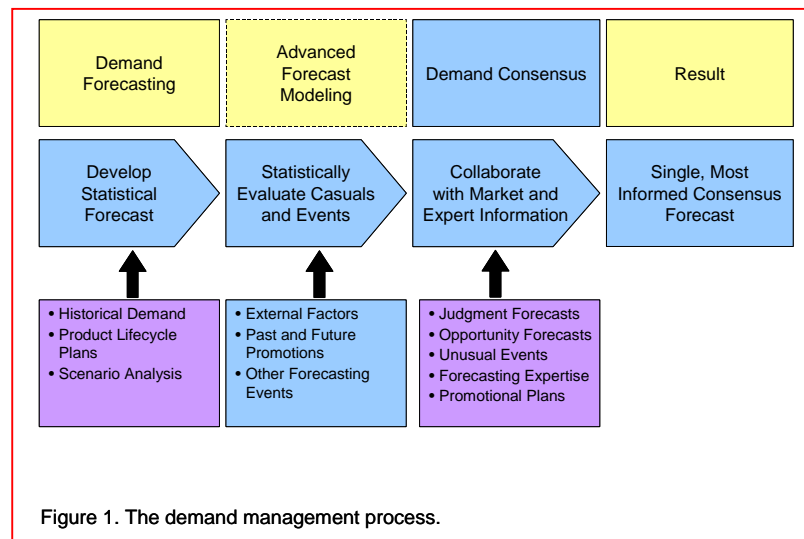
So how does JD Edwards EnterpriseOne Demand Consensus provide you with the tools to support your collaborative process? It uses a hierarchical data structure to organize and secure your data, which permits you to easily and quickly navigate through your demand information and secure views into the forecasts at all levels — product, customer, location, channels, geographic regions — however the data is organized. You can also import and export Microsoft Excel files, which allow reporting, data input, and data analysis within a familiar format. Exception analysis

lets you define the threshold values of an exception, enabling you to focus on the key issues specific to your business. And, with alert and messaging capabilities, you can manage collaboration among your many different stakeholders.

By sharing multiple inputs and collaborating with customers and suppliers, you develop better forecasts. You capture their expert knowledge and focus on the future of your business rather than just the past. What special event is coming up for your key customer? What happened today that impacts your channel partner? What is the latest demand information from your remote sales force? Each stakeholder becomes an integral part of the real-time process. The result is a single, inter-enterprise consensus forecast that is based on the most accurate and timely information available.

The benefits of JD Edwards EnterpriseOne Demand Consensus are both quantitative and qualitative. You are able to:

- Utilize constraint-based forecasting.
- Increase customer satisfaction.
- Avoid stock outs.
- Capture opportunities.
- Better prepare for new product introductions.
- Reduce inventories and capacity buffers.
- Gain insight into trends of your trading community.



Demand Management: What Are You Going to Sell and When?

Our complete demand management solution includes collaborative, constraint-based forecasting methodologies. You are able to optimize your supply chain planning with Demand Forecasting for statistical forecast generation and JD Edwards EnterpriseOne Demand Consensus for collaborative planning. Going far beyond just forecasting, JD Edwards EnterpriseOne demand management

applications increase visibility across your supply chain network, bring you closer to customer requirements, and enable you to satisfy customer demand and capture market opportunities while simultaneously reducing inventories and capacity buffers.

Feature/Function Highlights

- Constraint-based forecasting.
- Internet-based collaboration.
- Rationalized multiple forecasts for “one number” forecast.
- Secure inter-enterprise access.
- Template importing/exporting to Microsoft Excel files.
- Support for VICS, CPFR, and XML standard messaging.
- Graphical analysis and alerts.
- Management by exception.
- Hierarchical data structuring.
- Simulations and scenarios.
- Robust data exchange.
- Interface to a wide range of time-series forecasts.

Solution Integration

- JD Edwards EnterpriseOne Asset Lifecycle Management
- JD Edwards EnterpriseOne Customer Relationship Management
- JD Edwards EnterpriseOne Financial Management
- JD Edwards EnterpriseOne Human Capital Management
- JD Edwards EnterpriseOne Supply Chain Management
 - Customer Order Management Suite
 - Logistics Suite (including Warehouse Management and Transportation Management modules)
 - Manufacturing Suite
 - Supply Chain Planning Suite
- JD Edwards EnterpriseOne Supply Management
 - Procurement and Subcontract Management module
- JD Edwards EnterpriseOne Supply Chain Analytics

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