

The Supply Chain of the Past













Customer

Store

Transportation

Warehouse

Shipper

Manufacturer



Today's supply chain and logistics challenges

Expanding Demand and Fulfillment Channels

Customers want to buy anywhere, fulfill anywhere, return anywhere

Time to Market Pressure & Mass Customization

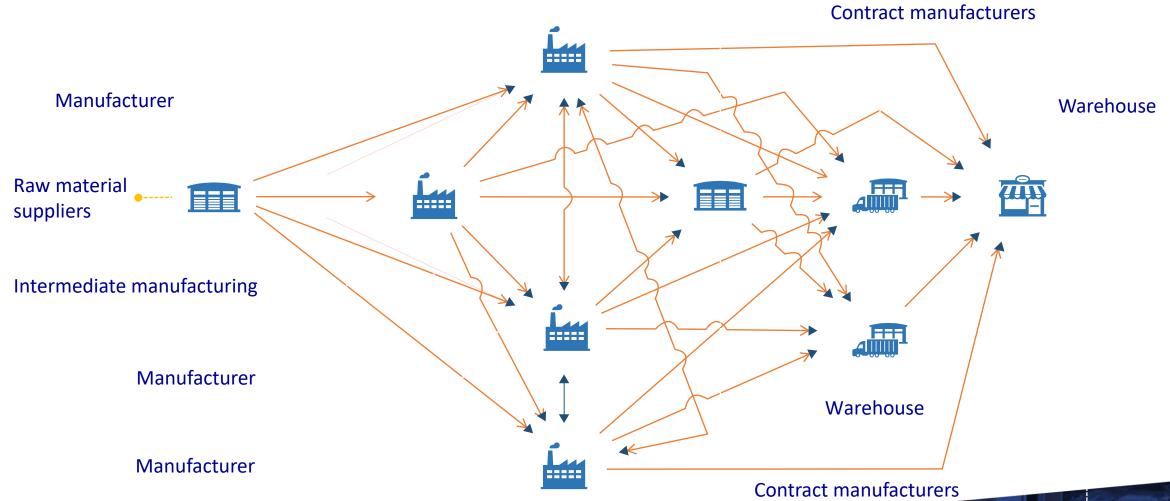
Customers want customized products and services

Customer Experience Expectations

Customers want to know exactly what products are available and when they will receive them



Globalization And Technology



Extension of KPIs

TOTAL STOCK (DAYS),PROD, DIST, POS

COST PER UNIT

OTIF

STOCK POSITION AVAILABILITY STORAGE COST

STOCK SECURITY

ON-TIME DELIVERY

DIRECT SALES

eCOMMERCE SALES

PICK UP IN STORE

SHIP FROM STORE

DIRECT FROM SUPPLIER

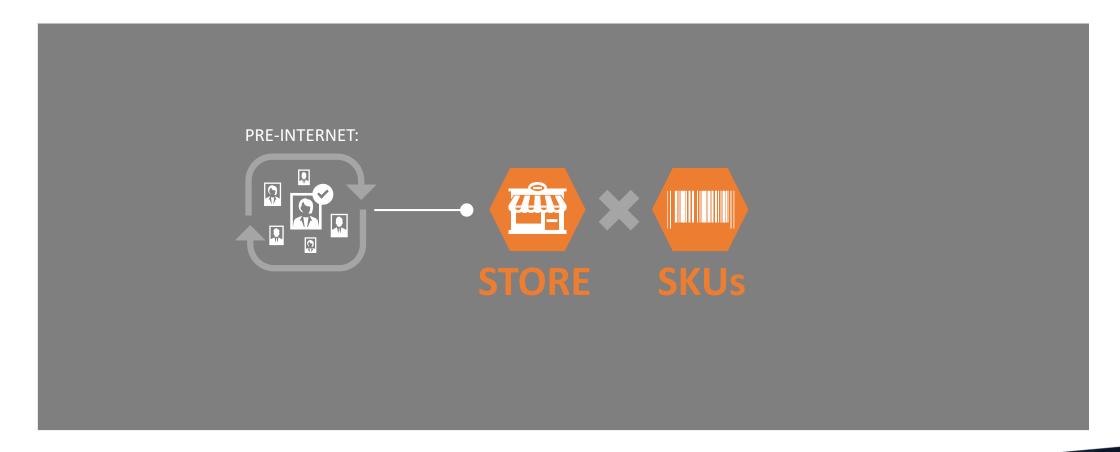
LAST MILE DELIVERY

NET PROMOTER SCORE

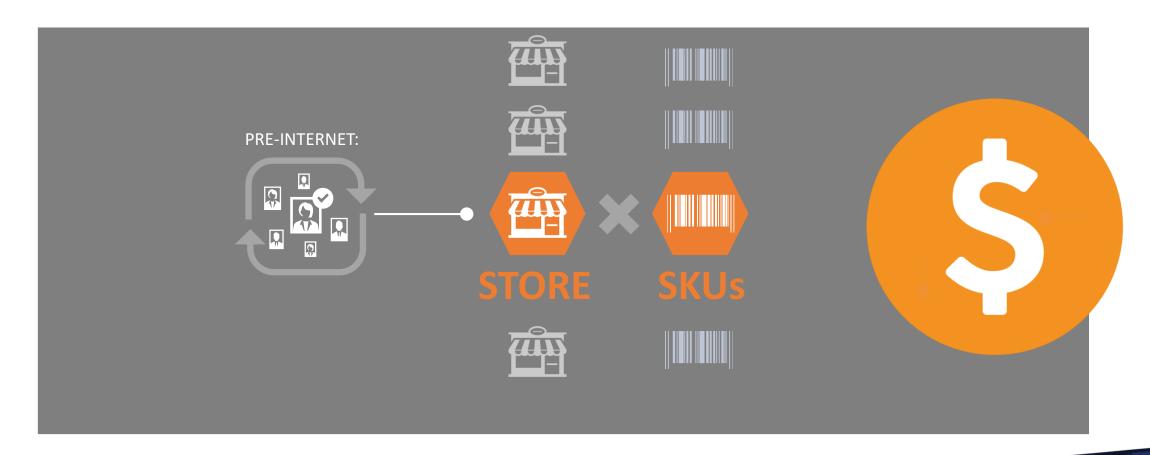
CONVERSION RATE

CUSTOMER LIFETIME VALUE

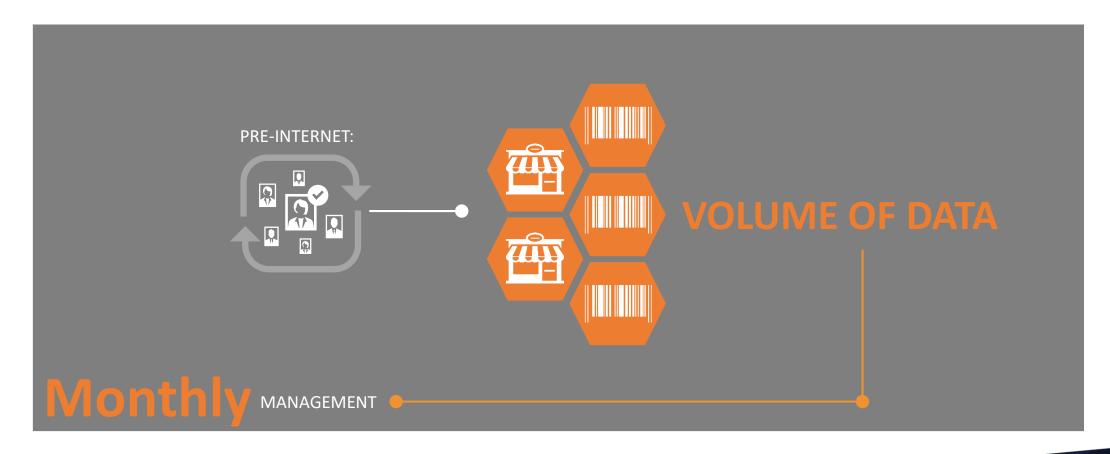








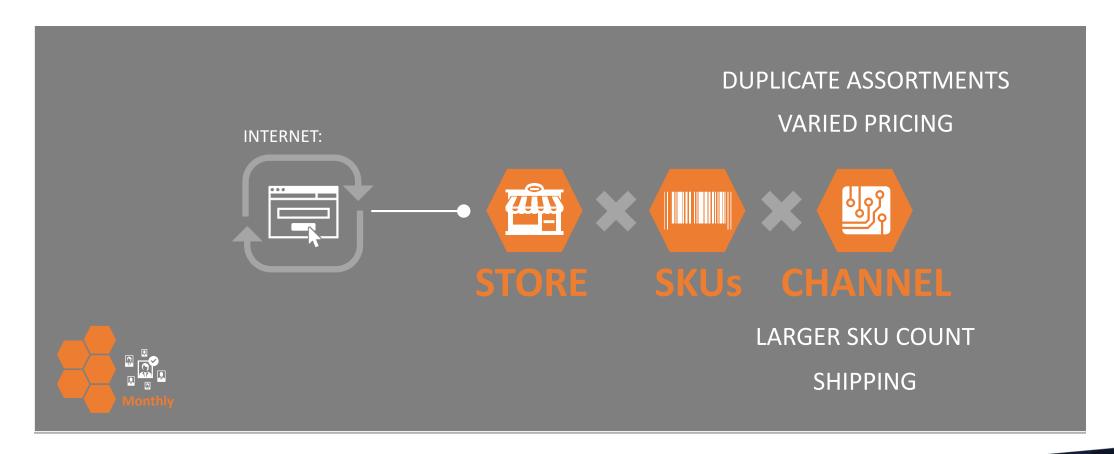




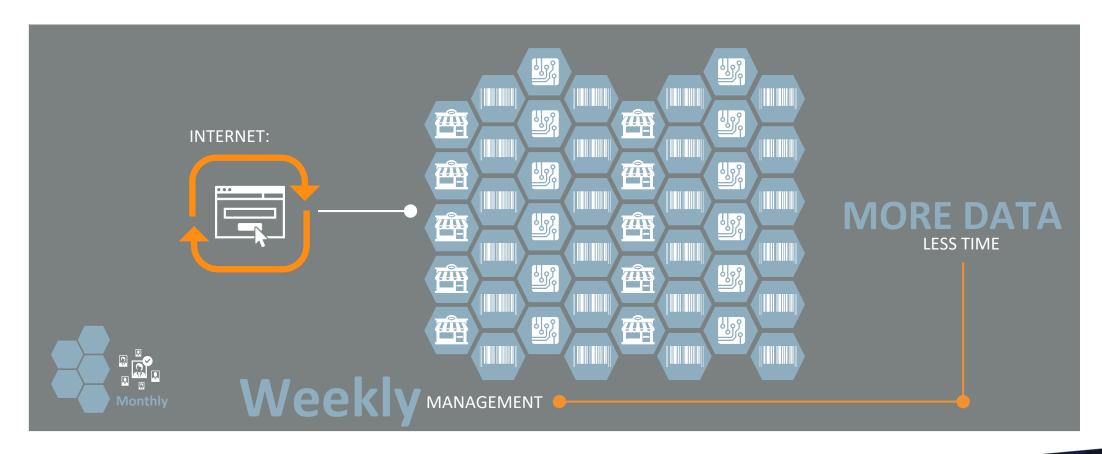




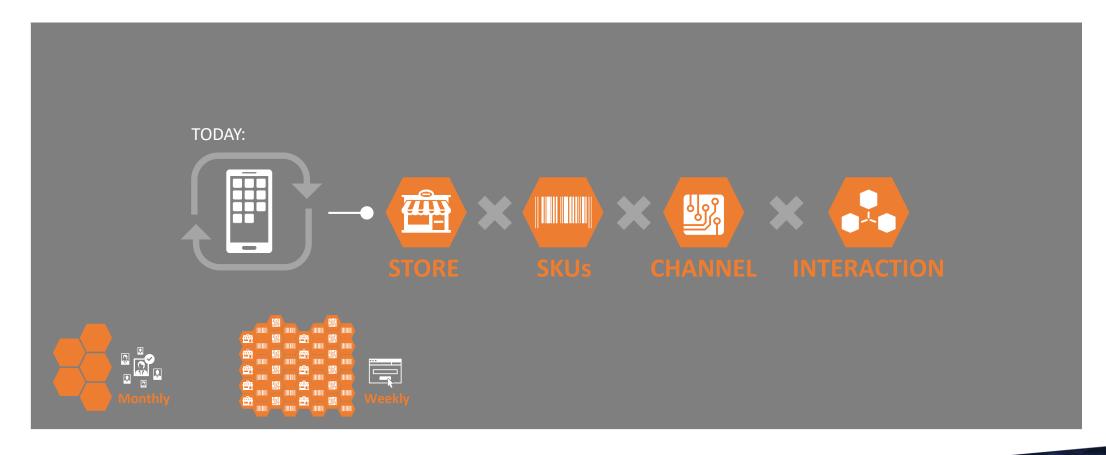




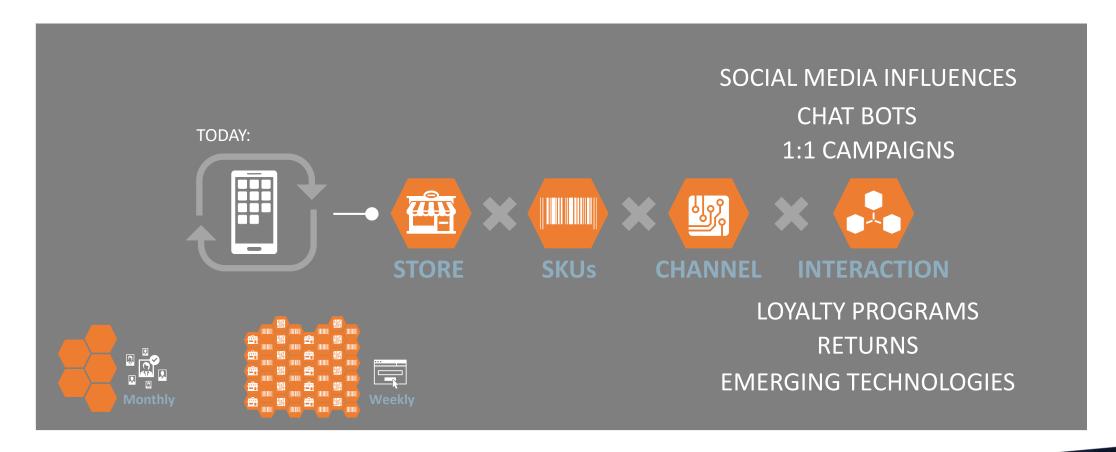




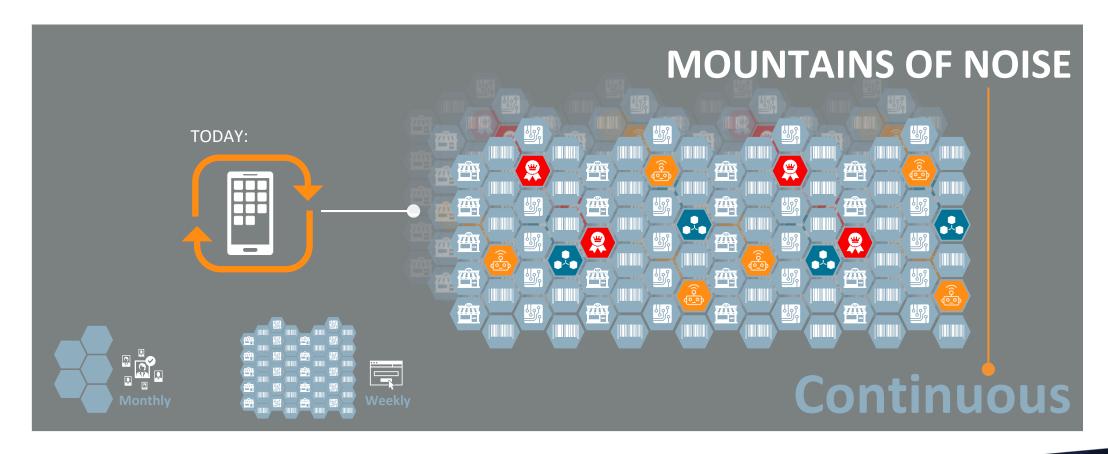




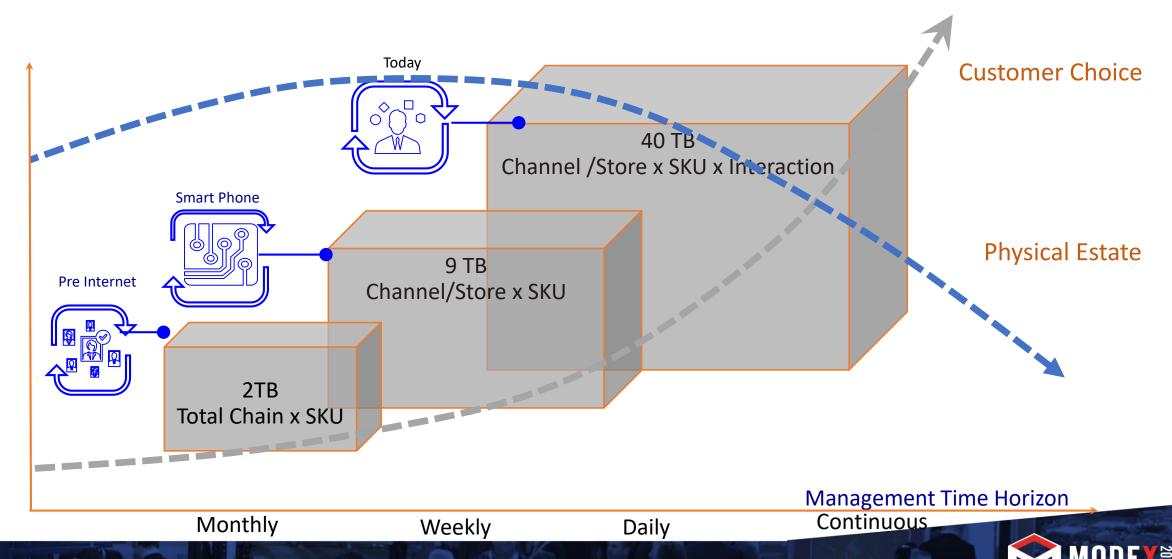










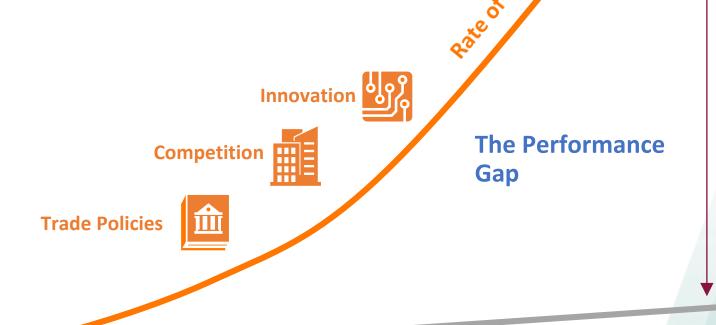




PO

Business Capability Does Not Match Requirements

Succeeding requires adaptability



CONSTRAINTS







Ability to Respond





Improved Adaptability

Supply Chain systems must be adaptable and agile to effectively respond to unexpected events



Supporting technologies

- Internet of Things
- Connect Digital Thread



Chatbots



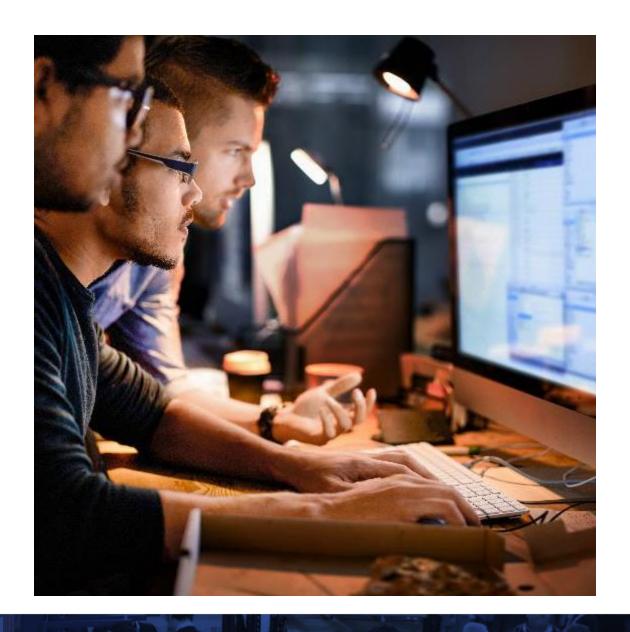


Artificial Intelligence



Augmented Reality

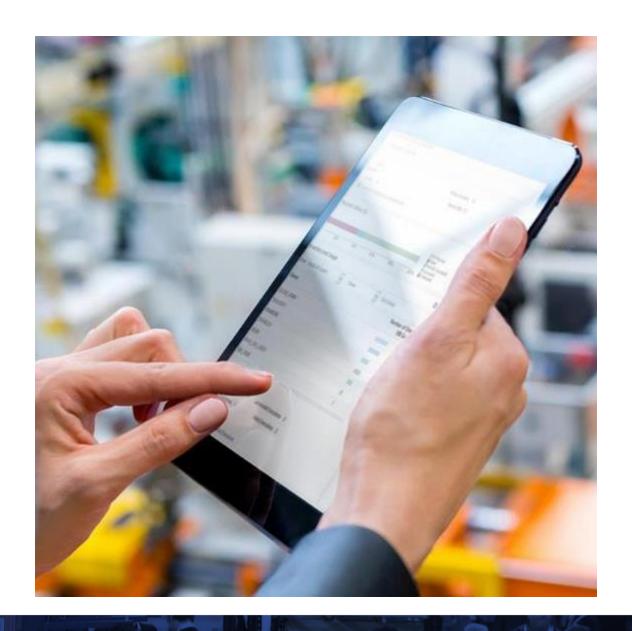




High Availability

Always on cloud systems ensure supply chain resiliency





Flexibility and Configuration





Increase Visibility and Control

 Integrated supply chains provide a single view of inventory across the entire network





DATA TURNED INTO SHOES



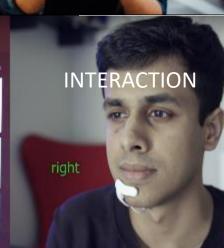


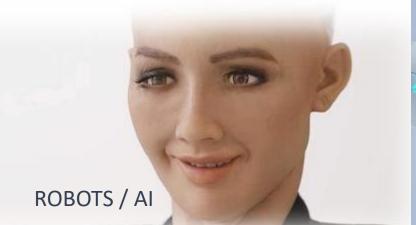














Our priorities are

Drive new revenue growth and earnings

Reduce costs and improve efficiency

Improve overall customer experience

Increase Innovation and product lifecycles

3.2%

Additional earnings growth attributed to digitizing supply chains

20%

Reduction in inventory attributed to better planning and improved customer demand sensing

65%

Reduction in lost sales through improved customer experiences

51%

See product innovation as their biggest challenge



For more information:

Speaker email: diego.pantoja-navajas@oracle.com

Website: www.oracle.com

Or visit MODEX Booth # 7697

