JD Edwards EnterpriseOne

Automotive Industry Overview
The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, and timing of any features or functionality described for Oracle’s products remains at the sole discretion of Oracle.
Today’s Agenda

- Industry Experience
- Why JD Edwards EnterpriseOne?
- JD Edwards EnterpriseOne & Oracle
- JD Edwards EnterpriseOne in the market
Industry Experience Around the Globe

Manufacturing and Distribution
- Automotive
- Consumer Goods
- Industrial Manufacturing
- Life Sciences
- Wholesale Distribution
55%

Asset Intensive
- Natural Resources
- Pulp and Paper
- Chemicals & Lubricants
12%

Project Oriented
- Construction
- Homebuilding
- Commercial Real Estate
- Government Contracting
18%

General Business
- Hospitality
- Media & Entertainment
- Public Sector, Etc.
15%
Oracle JD Edwards EnterpriseOne in the Automotive Industry

More than 200 automotive companies run Oracle JD Edwards EnterpriseOne applications

9 of the top 10 automotive manufacturers on Industry Week's 2004 mfg companies run Oracle applications

15 of the top 15 companies on Fortune’s “Most Admired Auto Parts Companies” run Oracle apps

9 of the top 10 largest auto parts manufacturers on Reuters run Oracle applications

21 of the top 40 top Global Suppliers from Automotive News run Oracle applications
JD Edwards EnterpriseOne
Automotive Customers
JD Edwards EnterpriseOne – Automotive Customers
Why JD Edwards EnterpriseOne?
Why JD Edwards EnterpriseOne?

✓ An enterprise solution for managing business processes and solving business challenges with a 30 year heritage.

✓ A business application that grows and evolves with your business.

✓ A software package that works with a broad range of technical infrastructure choices.

✓ A solution backed by one of the largest software firms in the world

✓ Experience and in-depth knowledge of industrial manufacturing, engineering and construction, oil and gas, natural resources, chemicals, consumer products and wholesale distribution
Oracle JD Edwards Key Differentiators

- Speed of implementation
- Lower cost of ownership
- Single Transaction Context
- EnterpriseOne flexibility means many customers can configure their solution without having to write custom code.

- Lean solutions for the entire Automotive Enterprise (e.g., Finance, HR, Supply Chain, Service & Plant Floor).

- All manufacturing modes are supported within one product – this allows you to share inventories, customer demands and provides enhanced purchasing visibility.
A Product Footprint for Key Business Functions

- Financials
- Analytics
- Human Capital
- Customer Relationship
- Capital Assets
- Tools and Technology
- Manufacturing
- Supply Chain Planning
- Supply (Procurement)
- Supply Chain Execution
- Projects
- Real Estate/Home Construction
Manufacturing & Distribution companies use JDE E1 for:

- Strategic Supply Management
  - Optimize supplier relationships, for direct and indirect goods and services
- Integrated Mixed Mode Manufacturing
  - Lean, Discrete, Process, Repetitive
- Streamlined Supply Chain Execution
  - Position inventory in the supply chain to maximize profits
- Adaptive, multi-channel Order to Cash
  - Streamline order processing
  - Maintain visibility and control of order tracking throughout the order lifecycle
An Enterprise Solution Built for Choice and Growth

Integrate to other Oracle or other Company Products if Desired

Common, Integrated Technology Platform

Modules (Business Applications)

Database

Operating System

Hardware

+ Oracle ★ IBM DB2 ★ SQL Server ★ IBM System i ★ IBM AIX
  ★ Microsoft Windows ★
  ★ Sun Solaris ★ HP Unix
  ★ Red Hat & Oracle Linux
  ★ IBM System i ★ HP Integra ★ HP Intel ★ Sun ★ Wintel

ORACLE

JD EDWARDS ENTERPRISEONE
Case Study in Scalability -

- Spider designs and distributes high-end ski apparel and accessories through retailers around the world

Growth:
- $101 M. to $500 M
- Over 18,000 new SKUs each year
- 90% merchandise refresh for each ski season
Flexibility: Personalization, Configuration, and Integration

**Personalization**
End user can make changes without code modifications

- User-defined Codes
  - Pick lists
  - Valid values

- Interface Personalization:
  - Change terminology
  - Add or delete fields
  - Create new forms

- Application Customization:
  - Change logic
  - Create custom applications
  - Interactive and batch apps

- System Configuration:
  - Workflow processes
  - Security and roles
  - Server management
  - System architecture

**Configuration**
A full set of tools allows for system-wide configuration and custom development

- Processing Options
  - Paths through logic
  - Conditional processing

- Application Versions
  - User chooses minor variations of apps

**Integration**
A range of integration options for open cooperation with other systems

- Data Exchange
  - Structured input/output
  - File-based data exchange
  - EDI

- APIs and Connectors
  - Point-to-point integration with other systems
  - Event-based triggers
  - Messaging queues

- Web Services
  - Standards-based
  - Inbound and outbound

Flexibility: Personalization, Configuration, and Integration
Reduce the time and cost of implementation
Easy to Install and Configure

- Your choice for hardware
  - Leverage current hardware investment
  - Leverage low cost providers
  - Scalable

- Rapid installation methodology
  - Complete stack of pre-tested technology and applications
  - Single database

- Oracle Accelerates the configuration
  - Business Accelerators
  - Application architecture facilitates easy configuration
  - Seed data
EnterpriseOne & Oracle Accelerate

- Pre-configuration based on best practices
- Covering Business Processes, Technical Setup, Security & Roles
- Financial, Distribution, Manufacturing, HCM, Sales & Service
- Configuration Development Kit (CDK) for VARs to create OBAs
Oracle Accelerate Solutions Business Value

**Fast**
- Recommended solution means validation is quicker
- Fast time to value
- Less definition

**Predictable**
- Cost
- Scope
- Risk

**Long Term Value**
- Build upon foundation for growth & change
- Flexible & adaptable
- Low cost of ownership

Best Practices
Reduce the effort and risk of ongoing operation

Easy to Use

- Consistent User Interface across the application suite
  - Lower end user training
  - High end user productivity

- Easy access to critical information
  - Access decision support information in context

- User-driven personalization
  - Configure look and feel

- Highly interactive client interface

- Desktop integration
Reduce the effort and risk of ongoing operation
Easy to Monitor, Support, Maintain & Upgrade

- Integrated tooling for system monitoring
- Integrated tooling for performance monitoring
- Powerful administration tools

Powerful Change Management Tooling
- Simplified patching with Change Assistant
- Integrated methodology for change management

Powerful upgrade process & tooling
- Preserve configurations through upgrades
- Visual tooling for merge custom changes with base product
- Pre-delivered table conversions
Oracle & JD Edwards EnterpriseOne
Oracle and the JD Edwards Strategy

1) Applications Unlimited

2) Oracle Solution Footprint

3) The Next Generation (Fusion Infusion)
Applications Unlimited. Driving the Future of JD Edwards EnterpriseOne

(1) Continued Product Releases

(2) Customer Driven Roadmaps

(3) Dedicated Product Teams

(4) No Forced Upgrades
More Oracle Business Solutions.

Roadmap subject to change without notice. The above is intended for information purposes and may not be incorporated into a contract.
(A) The Context

Oracle’s Next Generation of Business Apps is Called **Fusion Applications**

An Integral Part of Oracle’s **Fusion** Trilogy:

* Architecture * Middleware * Applications
The Result: You Leverage the Future Today

**Insight provided within the context of operational systems**

**Increase IT insight and reduce resolution times with integrated management**

**Reduced TCO through sustainable integrations**

**Role Based Analytics**

**Enterprise Manager**

**Integration**

**Search**

**Master Data Mgmt**

**XML Reporting**
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JD Edwards EnterpriseOne & the Market
<table>
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<tr>
<th>Customers</th>
<th>Reporters</th>
<th>Analysts</th>
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<td>“We are a fast growing manufacturing company that needed an ERP software implementation that was both flexible and scaleable. We've found that ERP solution with JD Edwards EnterpriseOne 8.12. Oracle's Application Unlimited program gives us the confidence that Oracle will continue to invest in its JD Edwards products.” (Jan 2007)</td>
<td>“Oracle is making good on another Applications Unlimited promise with the general release of an updated JD Edwards application.” (April 2007)</td>
<td>“Delighted to see how far the product (JD Edwards EnterpriseOne) has come... good to see the uptake/interest in the base” ... hearing about the interest in Demantra and G-Log from the customers.” (April 2007)</td>
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JD Edwards EnterpriseOne Ecosystem Growing

Solutions

Customers

Partners
Customer Growth in Canada Continues

Migrating from JD Edwards World to JD Edwards EnterpriseOne 8.12


“JD Edwards EnterpriseOne enables us to be very lean. We feel like Captain Kirk on the Enterprise, where we have these wonderful applications and systems that can handle whatever anybody’s going to throw at us.”
Twin Disc Manufacturing Makes Growth Plans with JD Edwards EnterpriseOne for USA and Europe

The Company
- A $250M designer and manufacturer of mechanical components and systems for specialty vehicles and marine vessels
- Headquartered in Wisconsin with plants in US and Europe

The Deal
- New Account with Oracle services, applications and technology
- Beat SAP with JDE Strength in Manufacturing and lower risk to implement
Toyota Division BT Industries Selects JD Edwards EnterpriseOne for Industrial Manufacturing

- BT Industries (Toyota)
  Wiklund, Sweden

- Design and manufacture warehouse trucks with seven production plants: Sweden, USA, Canada, Italy

- $2B+ (US) annual sales; acquisition by Toyota Industrial Products in 2005; 9,000 employees

- Largest supplier of warehouse trucks, equipment, services in world
RIS Paper Prints Future Growth Moving from JD Edwards World to JD Edwards EnterpriseOne

The Company

- Founded in 1915, one of the largest distributors of fine papers and related products.
- World customer since 1990 – on A7.3 – no upgrades for over 5 years. Not current on support; returned to move
- Recently acquired by Domtar Distribution Group – an established SAP customer with extra SAP seats

The Deal

- Full JD Edwards EnterpriseOne Solution Footprint (Financials, Inventory, Order Management, Manufacturing, Purchasing)
- Planning to add Demantra Demand Management

- **Broad, integrated footprint** built over the last ten years for core business operations plus basic and advanced manufacturing and supply chain activities

- **Choices** for databases, operating systems, and hardware scalable across small, medium and large businesses locally and globally. As you grow you can stay with your selected infrastructure.

- **Well-defined roadmap** backed with lifetime support and an unlimited future

- **Dedicated product team** leveraging Oracle’s worldwide resources for next generation technology today, including Fusion Architecture, Fusion Middleware and Fusion Applications.