Fact Sheet
Demand Management in the Cloud
Powered by Oracle Solutions

Increase forecast accuracy and collaborative planning to reduce operational costs and increase revenue within your supply chain.

Business Challenge:
Avoid forecast errors and resulting costs while creating an optimal supply chain

Forecast accuracy errors lead to increased costs and potential supply chain disruptions. With constant cost pressure and meeting just-in-time delivery requirements, forecast accuracy is a fundamental requirement to supplier excellence. With production demands at an all-time high, being able to meet customer requirements and still maintain and grow profit margins can be a challenge. Suppliers today are trying to address these challenges by improving their planning and forecast accuracy.

Regardless of the enterprise resource planning (ERP) solution deployed, an inaccurate forecast can negatively impact the bottom line as well as threaten your ability to meet stringent customer requirements. The negative effects of forecast errors include:
- Order Expediting Costs
- Lost Revenue
- Higher Raw Material Costs
- Increased Production/Inventory Carrying Costs
- Price Erosion

Fujitsu Automotive Capabilities
Fujitsu is uniquely positioned to deliver automotive-specific solutions leveraging Oracle technology. As a Tier 1 supplier, Fujitsu delivers advanced technologies supporting connected vehicle platforms globally. As the only Oracle Diamond Partner delivering automotive-centric solutions, Fujitsu brings world-class industry best practices and lean principles to our customers worldwide. Our approach and defined solutions ensure a faster time to value aligned with automotive industry-specific needs. Combining our experience and industry knowledge, we start with a pre-defined configuration of the Demantra solutions including IHS and EDI data feeds that reduces the time to value.

Fujitsu Local Cloud Platform
The Fujitsu private hosted infrastructure as a service (IaaS) platform provides an agile offering that is part of the full Fujitsu cloud portfolio. The solution provides servers, storage, and network capacity as a service delivered from our North American data centers. Bridging the gap between the needs of your business and the limitations of traditional IT infrastructures, our cost-effective IaaS cloud offerings enable your IT environment to grow and contract, rapidly and on demand. You pay only for the resources you use, as you go and as you grow.

Our trusted system environment assures you of highly secure and highly reliable services, over the internet or private intranet. Firewalls are provided as a standard function and automatic failover functions are in place to help ensure continued use of your system should any failure occur. The infrastructure is standardized for efficiency and can be customized to meet specific technology, security, and reliability requirements.

Fujitsu Delivers
Fujitsu is changing the game by combining Oracle’s best-in-class demand management solution on our Local Cloud Platform combined with pre-defined automotive-specific configurations.

With the Fujitsu cloud platform, we take the technology burden out of your hands, to deliver an ERP-agnostic demand management solution in the cloud, including:
- Best in class demand management and S&OP capabilities
- Elimination of technology concerns such as system requirements/skillsets
- Reduced implementation time/Faster time to value
- ERP/Technology agnostic

Fujitsu Solution: Demantra Demand Management in the Cloud
Oracle Demantra is a best-in-class provider of demand management, sales and operations planning, and trade promotions management solutions. Demantra Demand Management solution lets you sense, plan for, and proactively respond to demand by sharing a one-number plan that aligns your organization across departments and users. It also allows you to model new products based on the lifecycle of existing products, or model new products or versions that supersede existing products.

Demantra Real-time Sales & Operations Planning (S&OP) gives planners and managers the information and planning tools they need to take command of day-to-day planning processes while providing the foundation for a responsive sales and operation planning process that enables the current and emerging best practices in adaptive demand-driven planning.
About Fujitsu America

Fujitsu America, Inc., is a leading ICT solutions provider for organizations in the U.S., Canada and the Caribbean. Fujitsu enables clients to meet their business objectives through integrated offerings and solutions, including consulting, systems integration, managed services, outsourcing and cloud services for infrastructure, platforms and applications; data center and field services; and server, storage, software and mobile/tablet technologies.

For more information, please visit: http://solutions.us.fujitsu.com/ and http://twitter.com/fujitsuamerica

Fujitsu platform solutions
In addition to Demand Management in the Cloud, Fujitsu provides a range of platform solutions. They combine reliable Fujitsu products with the best in services, know-how and worldwide partnerships.

http://solutions.us.fujitsu.com/www/content/services/dynamic_infrastructures/

More information
To learn more about Demand Management in the Cloud, please contact your Fujitsu sales representative, Fujitsu business partner, or visit our website.

http://solutions.us.fujitsu.com/oracle

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Fujitsu green policy innovation
Fujitsu Green Policy Innovation is our worldwide project for reducing burdens on the environment. Using our global know-how, we aim to resolve issues of environmental energy efficiency through IT. Please find further information at: www.fujitsu.com/global/about/environment/

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Contact
FUJITSU AMERICA, INC.
Address: 1250 East Arques Avenue Sunnyvale, CA 94085-3470, U.S.A.
Telephone: 800 831 3183 or 408 746 6000
Website: http://solutions.us.fujitsu.com
Contact Form: http://solutions.us.fujitsu.com/contact
Have a question? Email us at: AskFujitsu@us.fujitsu.com