

FACT SHEET

ORACLE VALUE CHAIN EXECUTION: YOUR COMPANY'S SUPPLY CHAIN AND LOGISTICS INITIATIVE

BUSINESS-FOCUSED DIFFERENTIATION TO LEAD A GREAT COMPANY

ARE YOU MEETING THE CHALLENGE OF YOUR COMPANY'S SUPPLY CHAIN AND LOGISTICS INITIATIVE?

It is simple – your company's Supply Chain Initiative calls for reduced transportation costs, improved customer and trade compliance, and eliminated cross-functional waste... **in the very near term.** We combine our industry strength and Fujitsu Kaizen practice to deploy Oracle's Value Chain Execution (VCE) products to enable best-practices for transportation, warehouse, and global trade management. This solution provides global shippers and 3PL/LSP's the dynamic functionality to manage an extended logistics lifecycle that reaches across transport modes, regions, processes, and enterprise and all boundaries. The **Fujitsu Business – First Approach** comes directly from the logistics industry and is anchored with the deepest OTM-GTM roots and eye-popping WMS solutions. We will challenge each decision and direction along your journey to implement a best-in-class logistics value chain that is collaborative, agile, and fully optimized to deliver results that matter for your company.

IMMEDIATE FOCUS ON BUSINESS RESULTS

- Bigger and quicker outcomes that impact your bottom line
- Best-in-class processes that differentiate your company

WITH THE FUJITSU BUSINESS-FIRST APPROACH TO DEPLOY A VCE SOLUTION AS YOUR LOGISTICS BACKBONE, YOU WILL HAVE THE FOLLOWING ADVANTAGES:

- Best-in-class Logistics and Trade Management capabilities across full logistics lifecycles
- Embedded Lean supply chain principles and industry best practices
- Full power to capture, manage, and leverage logistics demand and capacity
- End-to-end process collaboration across your supply chain network



- Real-time order-cash data synchronization and workflow orchestration
- Critical business intelligence based on operational and financial metrics

WITH A BEST-IN-CLASS LOGISTICS VALUE CHAIN, YOUR COMPANY WILL ACHIEVE:

- Reduced costs by leveraging advanced logistics planning and execution
- Reduced cross-functional waste through game changing business process improvements
- Infinite agility to respond, change, and seize opportunities
- Exceeded customer compliance by delivering promises to your customers
- Improved asset and workforce utilization
- Un-interrupted Logistics and Trade business flows

THE MOST COMPLETE VCE IMPLEMENTATION PROGRAM TO COVER YOUR LOGISTICS AND TRADE MANAGEMENT PROCESSES

- Transportation Procurement
- Inbound and Outbound Logistics
- Order-cash for Transportation and Warehouse Management
- LSP/3PL Order-Cash
- Fleet and Asset Management
- Cartonization at Order Entry
- Slotting and re-slotting for warehouse and inventory management
- Global Trade Management
- Freight Payment and Freight Audit
- Inventory Control
- Freight and Parcel
- Transportation Procurement

OUR SERVICE AND SOLUTION OFFERINGS

- Consumer Product Goods
- 3PL and Logistics Service Provider (LSP)
- High Technology
- Industrial Manufacturing
- Automotive
- Wholesale Distribution
- Retail

OUR SERVICE AND SOLUTION OFFERINGS

Fujitsu specializes in providing end-to-end solution capabilities and value-added services across the logistics value chain and enterprise platform.

- ROI driven implementation programs for new and existing customers
- Integrated Value Chain Execution (VCE) solutions and platform
- Business Process Mapping
- Custom Landed Cost Integration between Oracle Process Manufacturing, Accounts Payables and OTM

- VCE hosting services
- Multi-platform integration
- Organizational Change Management
- Business and Technology Architecture
- OTM and WMS Upgrades and Migrations
- Post production support
- Vast VCE Customizations and Enhancements

OUR DEPLOYMENT EXPERIENCE WITH ORACLE VCE SOLUTIONS

Our practice is made up of a unique blend of individuals with strong logistics industry and VCE user experience coupled with deep VCE functional and technical skills to produce business results and value for our clients.

- Core Transportation Management and Freight Payment
- Core Warehouse Management
- Transportation Procurement
- Global Deployment
- Visibility and Supply Chain Event Management (SCEM)
- Business Intelligence (Analytics & Reporting)
- Replenishment Planning and Optimization
- Freight and Parcel Platform Solution
- Integration with Oracle®, SAP® and legacy applications and infrastructure

FUJITSU AMERICA HIGHLIGHTS

- Oracle Global Diamond Partner
- Oracle CRM On Demand Partner
- Recognized as a 'LEADER' in the "The Forrester Wave™: Oracle Service Providers, Q2 2011 (May 20, 2011)
- Received 'Honorable Mention' for the solution in the Consumer & Retail Industry category at the Oracle Titan Award Ceremony (2011)
- Received 'Honorable Mention' for the solution in the Supply Chain Management category at the Oracle Titan Award Ceremony (2010)
- Received 'Honorable Mention' for the solution in the Manufacturing and Distribution category at the Oracle Titan Award Ceremony (2010)

- Extensive experience in Oracle applications and integration with upcoming technologies
- Proven expertise in OracleFusion Middleware suite of Products
- Oracle edge products distinction
- Industry specific solution repository
- Thought Leadership – Results driven innovation; domain and vertical centers of excellence
- Industry-leading project management methodology – MacroScope®
- Experienced hire model and excellent resource pool
- Global delivery model with Oracle expertise in several countries
- Indian operations that utilize a comprehensive Quality Management System (QMS) based on ISO 9001:2008, ISO 27001:2005, SAS 70, CMMI V1.1 and PMBOK®

For more information about Fujitsu Oracle solutions, please contact: solutions_oracle@us.fujitsu.com.

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 including consulting, systems integration, managed services and outsourcing for enterprise applications, data center and field services operations, based on server, software, storage and mobile technologies. Fujitsu provides industry-oriented solutions for manufacturing, retail, healthcare, government, education, financial services and communications sectors

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