

ORACLE®

# JD Edwards EnterpriseOne Food and Beverage Producers

## Executive Overview



## Safe Harbor Statement

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.

# Food and Beverage C-Suite Survey



## Food Safety Regulations

67% concerned about impact of new regulations



## Managing Growth

62% expect M&A activity within the next 2 years

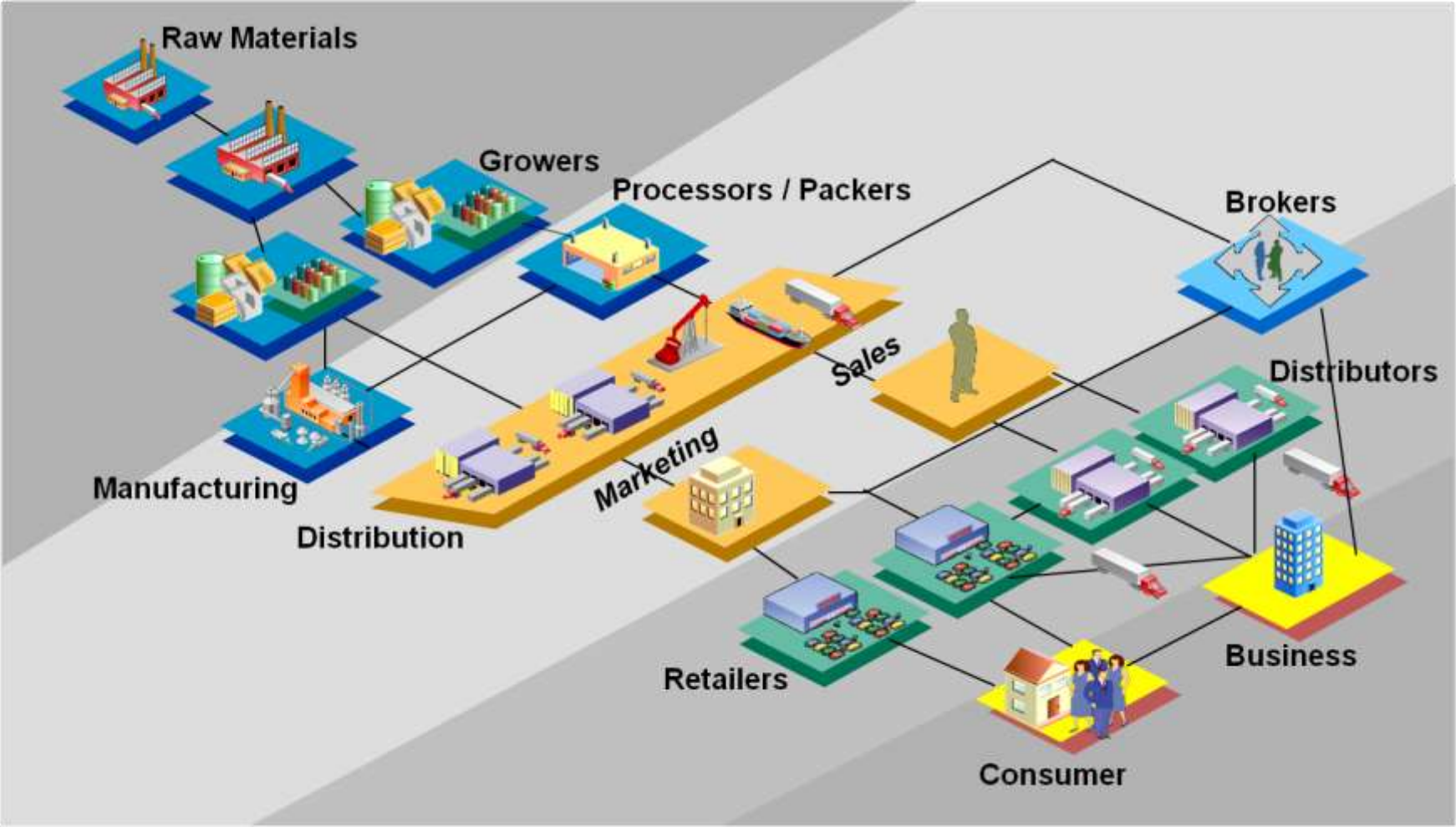


## Operational Efficiency

56% concerned about cost reductions and efficiency

*Source: KPMG Food and Beverage Industry Outlook Survey 2012*

# Food and Beverage Value Chain



# Supply Chain Integrity

## New Complexities Create Vulnerabilities and Financial Risk



The Centers for Disease Control estimates 48 million cases of food-borne illnesses a year resulting in 128,000 hospitalizations and 3,000 deaths.

Today imports account for 15% of the US food supply, including 80% of the seafood Americans consume and 50-60% of the fresh produce

The Salmonella outbreak linked to Peanut Corporation of America led to the recall of 3,900 foods that used its peanut products as ingredients.



Source: pwc Point of View FDA Food Safety Modernization Act January 2011

# Complete, Componentized Solution

## Key Solutions for the Entire Food and Beverage Value Chain

### Growing

Land, Crop and Harvest Attributes  
Integrated Cost Management  
Harvest Operations  
Grower Contract Term Tracking  
Settlements & Payments



### Logistics

Inventory Management  
Warehouse Management  
Transportation

### Order Management and Pricing

Advanced Pricing  
Fulfillment Management  
Sales Order Management



### Manufacturing

Discrete Manufacturing  
Process Manufacturing  
Demand Flow Manufacturing  
Repetitive Manufacturing  
Blend Management

Operations - Quality - Lot Traceability

# Visibility Across the Value Chain

Quick, Accurate, Management by Exception Decision Making



Plan and develop strategies



Real-time, tactical problem solving



Get notified, take action



Make end users happy and productive



**DAIRY**

AGRICULTURAL PRODUCTS

**PRODUCE**

CARBONATED WATER

FATS

CHOCOLATE & COCOA

COFFEE

CANDY

PASTA

**ORACLE<sup>®</sup>**

OILS

GRAINS

**JD EDWARDS**

ANIMAL FEED

GRAIN MILL

BAKERY

SEAFOOD

COOKIES

CANNED GOODS

**BEVERAGES**

FLOUR

SUGAR

SOFT DRINKS

SPIRITS

MEAT

# JD Edwards EnterpriseOne Global Food and Beverage

## References

### Industry Segments

- Growers
- Processors / Refiners
- Producers / Manufacturers
- Distributors



# Did You Know?



**91 of the top 100** Consumer Goods Companies run Oracle Applications



**77 of the top 100** Consumer Goods Companies run Oracle Middleware



**92 of the top 100** Consumer Goods Companies run Oracle Database



**100 of the top 100** Consumer Goods Companies use Oracle Solutions

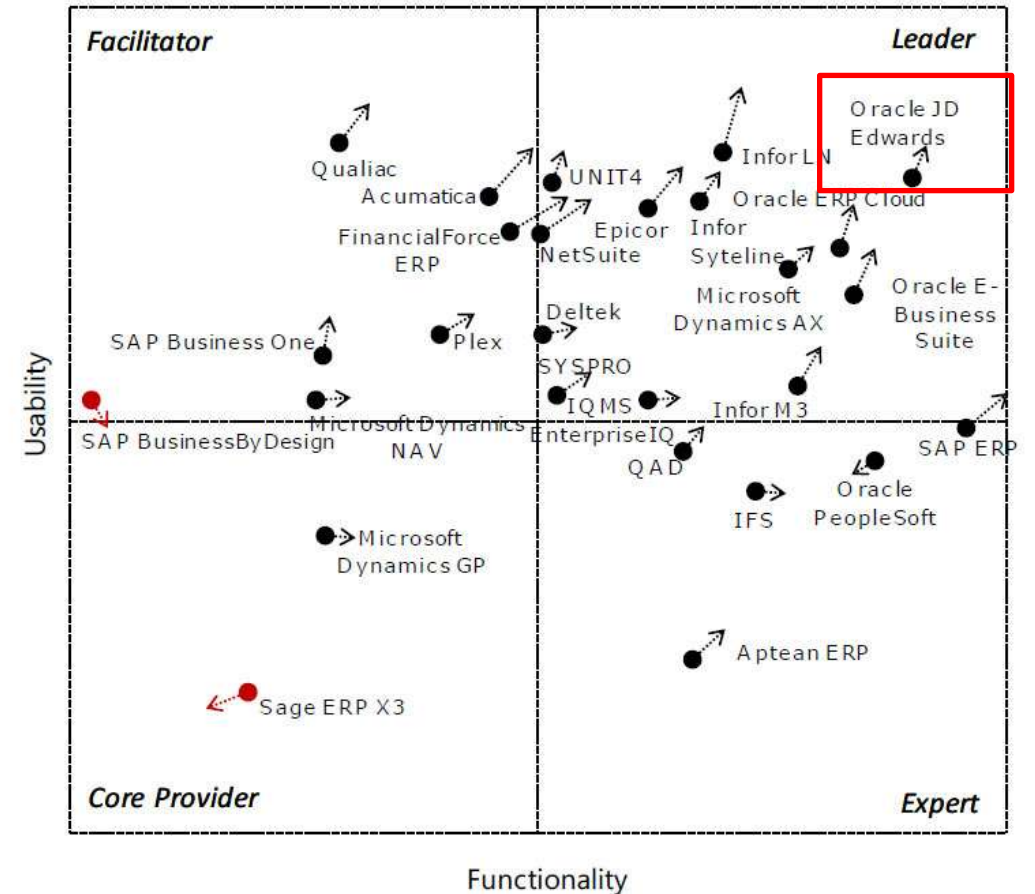


# JD Edwards Leads!

## Nucleus Research Value Matrix 2H2014: ERP



### ERP VALUE MATRIX 2H2014



Ongoing vendor investments in usability as well as extension of industry-specific functionality are driving leadership positions in the Matrix. Innovators in the space are also investing in helping customers implement Internet of things (IoT) projects, particularly in asset-intensive industries, to bring richer more complete data into decision making.

Solutions noted with a red dot are so labeled because of decreasing investment or other indicators that suggest a diminishing presence and questionable potential to deliver competitive value compared to other vendors in the Matrix.

# Summary

- Oracle has a strong presence in Food and Beverage.
- JD Edwards EnterpriseOne provides the power to grow your business while responding to customer demands, globalization, and mitigating risk.
- Oracle and JD Edwards EnterpriseOne provides visibility across the enterprise for quick, accurate decision making.
- Customers confirm the JD Edwards EnterpriseOne Solution.



# **Hardware and Software Engineered to Work Together**

ORACLE®