

Industrial
Manufacturing



*Industrial
Products*



15-Mar-24

Agenda

01

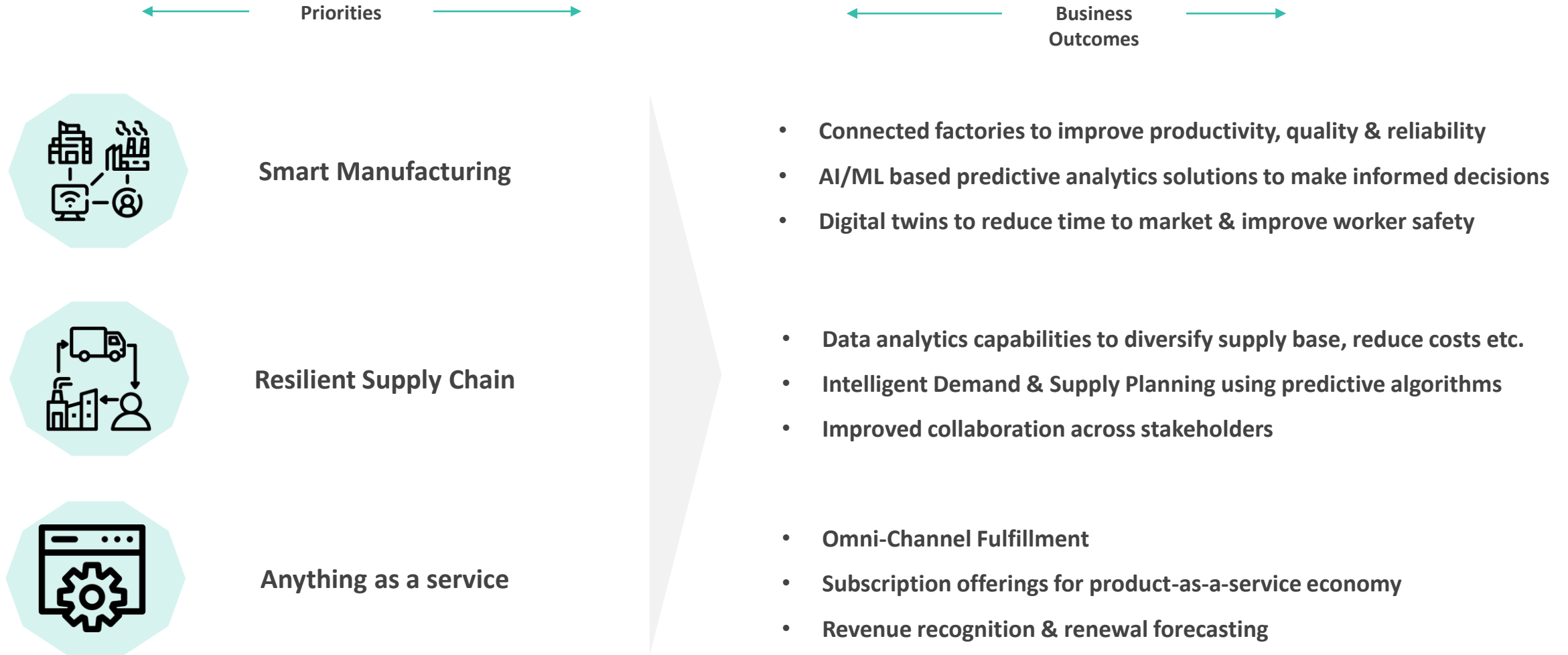
Digital transformation in Industrial
Manufacturing

02

Calfus' Industrial Products offering

**Digital transformation in
Industrial Manufacturing**

Technology plays pivotal role in Industrial Manufacturing **Calfus**



Digital transformation for a manufacturer using Oracle Cloud

Calfus helped Oracle win against Microsoft & Aptean ERP

Yamaichi Electronics, USA (YEU) is a leading manufacturer and supplier of sockets, connectors, and interconnect systems. These components feature in demanding applications in telecom, automotive, industrial automation and other consumer, industrial and electronic devices. YEU is a subsidiary of a Yamaichi Electronics Co Ltd, Japan.

Calfus leads implementation of a complete suite of **Oracle Cloud Supply Chain, Financials, Manufacturing and Oracle Integration Cloud (OIC)** to streamline business processes, eliminate manual activities and optimize the entire value Chain



Objectives

- Implement a cloud-based ERP solution to replace obsolete, unscalable non-supported legacy application.
- Enable comprehensive coverage of business process, automation & digitization to bring in efficiency
- Eliminate manual activities, paperwork, spreadsheet-based processes & make ERP as single source of truth



Solution

- Partnership with Yamaichi Electronics for ERP Selection based on various criteria like process mapping, coverage and scalability
- Implement complete suite of Oracle Cloud Applications of Oracle Supply Chain, Supply Chain Planning, Manufacturing and Finance
- Integration between ERP cloud & third-party applications like PDM, Avalara and Banks using Oracle Integration Cloud
- Deployment of tailored solution for lean quotations, contract manufacturing and complex pricing scenarios



Impact

- System driven planning to improve inventory turns & increase productivity.
- Real time visibility in In-house & contract manufacturing operations & costing.
- Real time reporting & enhanced SOX compliance
- Elimination of multiple manual activities and off-system reconciliations

Calfus

Calfus' Industrial Products offering

Oracle's solution for Industrial Products

Design to Build Flow



Key Activities

- Ideation & Innovation
- Engineering & Pilot
- Finalize product drawings Specifications, BOM
- Engineering Change orders

- Sourcing components
- Work definitions, SOP & SOC
- In-House & Contract manufacturing
- Supply chain planning
- Quality Management
- Maintenance
- IoT
- Health and Safety

- Product pricing
- Order promising
- Product Delivery
- Warranty Management & service
- Omni Channel Engagement
- Track & Renew warranty
- Upsell/Cross Sell Strategies

- Revenue Recognition
- Delivery Cost
- Procurements & Payments
- Budgeting & Reporting
- Asset management
- Hire to Retire

Oracle Footprint



Calfus' solutions complete Oracle offerings...

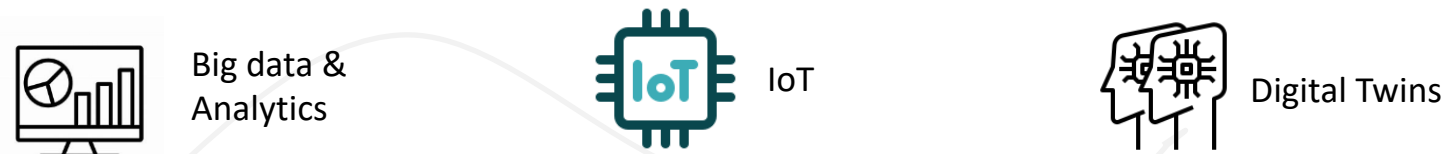
Design to Build Flow



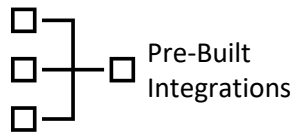
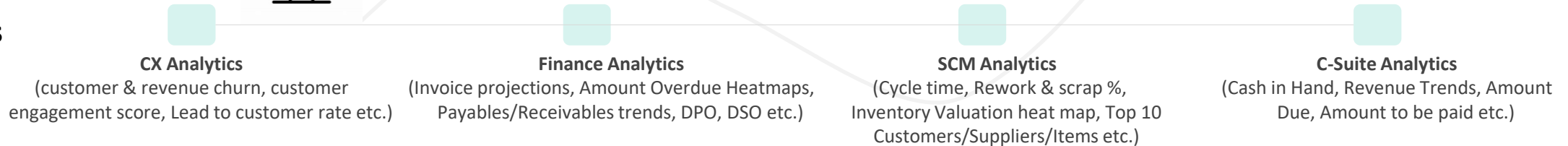
Solutions for White Spaces



Industry 4.0 Capabilities



Data Analytics



CAD/CAM & PDM Systems

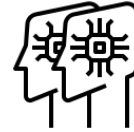
WMS & MES systems

Engineered solutions including Industry 4.0 capabilities



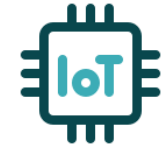
Data & Analytics

Data Analytics using Oracle Fusion Reports, Fusion Analytics Warehouse, Snowflake and other BI Applications for Industrial Products Manufacturing specific KPI's & reports



Digital Twins

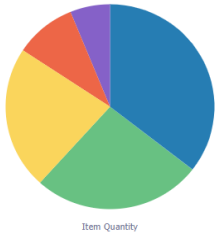
Digital twin capabilities to determine capacity, scheduling, efficient warehouse operations, shipping details to increase through put and higher OTD (on time delivery)



IoT

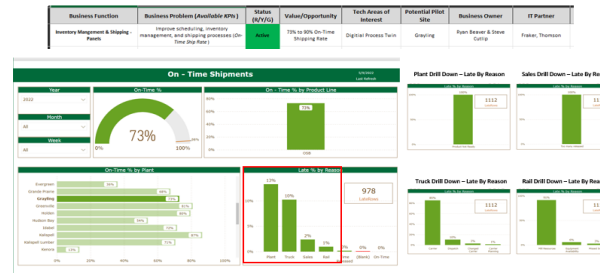
IOT Solutions with Oracle IoT intelligent application to monitor WIP jobs in real-time, do comparative analysis and monitor equipments to prevent un-planned downtime

Top 10 Items by Qty.

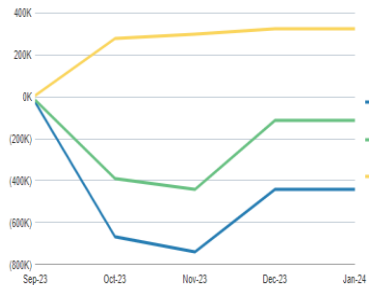


Top Revenue Contribution Products

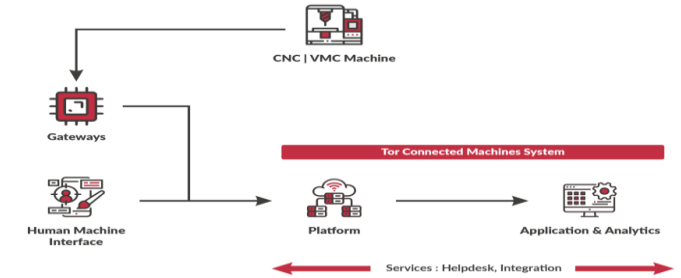
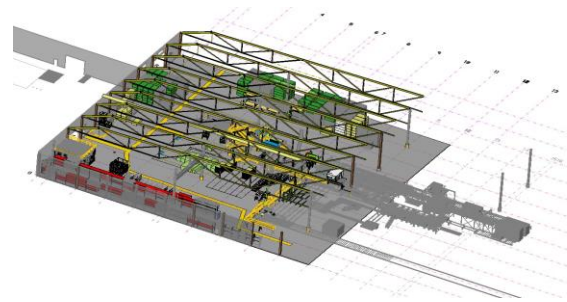
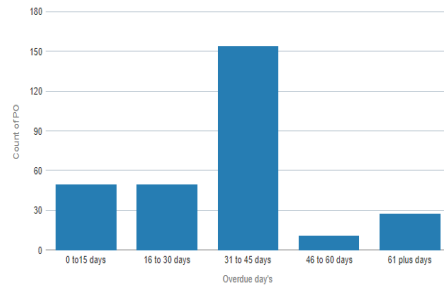
Item Name	Item Description	Item Price
07-00154	YPN: HF301S-106-1800-4021-VE / APTIV PN 28564936	403K
HST Scissor Lift Cart	HST Scissor Lift Cart	182K
CN121P-104-0002	CFP2 Plug Connector	149K
IC561-594-A4605	499, BGA, 0.35MM, CT4859-3 2A W/ HTR, HS, SHIM, RTD, ME FOR MCC HPB5, CV90-38020-F1, (PINNACLES HYB)	43K
IC398-0325-402-R2	325, BGA, 0.50MM	12K



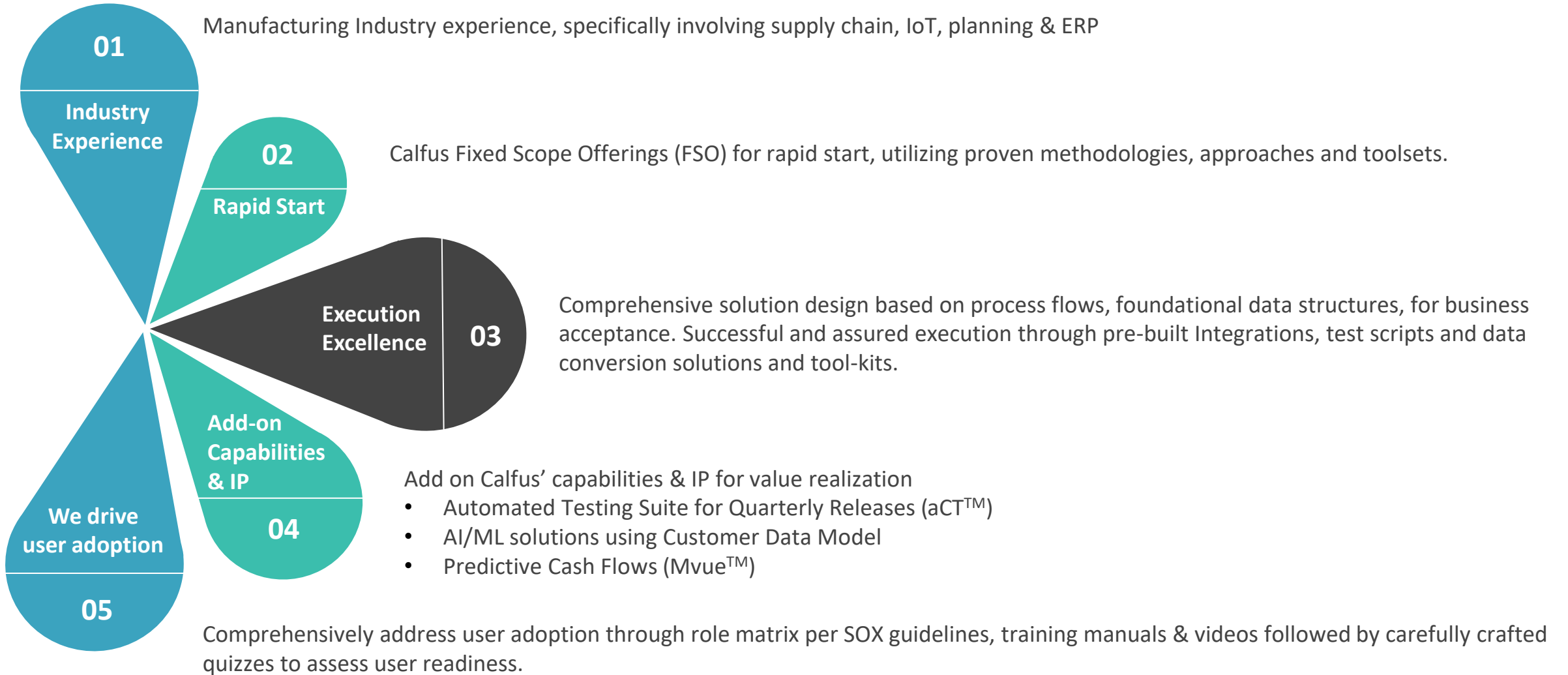
COGS & Revenue Trend



Delayed PO's



Why Calfus



Thank You

Calfus

<https://www.calfus.com/enterprise-applications>

ORACLE | Partner

