

Peloton Consulting Group's Manufacturing-Specific Oracle Cloud EPM Planning Solution

ManufacturingXcelerate is an industry-specific planning solution designed to bring best practices for financial and operational integration to Manufacturing organizations in a way that maximizes time-to-value and return-on-investment. Built on Oracle Cloud EPM technology and enhanced with AI and machine learning capabilities, this accelerator solution addresses common planning complexities faced by most manufacturers, from sales and production planning to cost and price-volume-mix variance analysis.

Unlike generic planning tools, ManufacturingXcelerate speaks the language of manufacturing – understanding common product structures, cost components, production schedules, and the intricate relationships between operational drivers and financial outcomes. Our solution integrates seamlessly with existing MRP, ERP, and MES systems to create a unified planning environment that enables data-driven decision-making across your manufacturing organization.



Manufacturing Planning Challenges

Manufacturing organizations face unique planning complexities that generic solutions cannot adequately address:

Operational Complexity

- Disconnected planning processes between sales, production, and financial planning
- Difficulty modeling multi-facility operations with varying production capabilities
- Limited visibility into profitability at the product and/or customer level
- Challenges in incorporating operational drivers like production and inventory volumes into financial plans

Cost Management Challenges

- Inability to perform comprehensive gross margin analysis, inclusive of sales and cost detail, as well as impacts of rate and volume variances
- Lack of visibility into detailed manufacturing standard costs across direct materials, direct labor, and overhead
- Difficulty analyzing variances between planned and actual costs at operational dimensions
- Limited capability to model the financial impact of capacity investments and process improvements

Planning Integration Issues

- Fragmented planning processes that don't leverage manufacturing best practices
- Time-intensive requirements gathering and implementation phases for generic solutions
- Lack of industry-specific templates and business logic for manufacturing scenarios
- Insufficient predictive capabilities for demand forecasting and capacity planning

Our Approach

Rapid-Deploy Manufacturing Solution

Pre-Built Manufacturing Content

- Industry-specific templates covering all aspects of manufacturing planning
- Pre-configured business logic for revenue, gross-to-net, cost of goods sold, and price-volume-mix variances
- Standardized delivery methodology that reduces implementation risk and accelerates time-to-value
- Flexible architecture that can be deployed as-is or customized as a foundation for tailored solutions

Comprehensive Planning Integration

- Integrated Production and Cost Planning: Multi-facility, product-based modeling incorporating operational drivers and real manufacturing constraints
- Predictive Modeling: AI and ML-powered scenario modeling for capacity investments, supply chain disruptions, and new product introductions
- Advanced Reporting and Analysis: Pre-configured dashboards, reports, and analyses for commonly used manufacturing analytics
- Financial Statement Integration: Delivered integration between sales, production, and financial

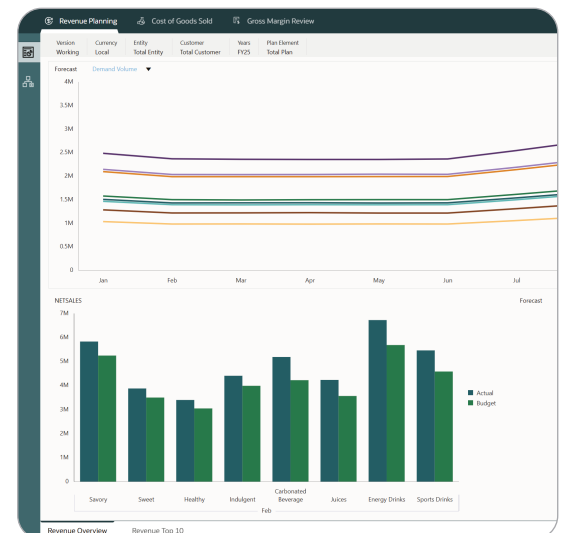
Expert Manufacturing Implementation

- Gap-fit analysis of pre-built logic to manufacturing requirements
- Model integration with existing systems and reporting design
- Business logic configurations tailored to operational needs
- Comprehensive user and admin training with ongoing support
- Go-live support with production deployment assistance

Technology Foundation

ManufacturingXcelerate is built on Oracle's robust EPM Cloud platform, providing integrated operational planning, budgeting, and forecasting capabilities that drive accurate, data-driven decision-making across your manufacturing organization. The solution leverages Oracle's Intelligent Performance Management capabilities to deliver AI-powered predictive analytics, enabling proactive equipment failure anticipation and production schedule optimization.

Our comprehensive integration capabilities ensure seamless connectivity with your existing MRP, ERP, and MES systems, creating unified data flow across the entire manufacturing value chain. This integrated approach eliminates data silos and provides a single source of truth for all manufacturing planning activities.



Benefits

Accelerated Implementation

- **Reduced Cost:** Manufacturing-specific logic is pre-built, allowing skilled resources to focus on adapting the model to organization-specific nuances rather than building from scratch
- **Faster Requirements Phase:** Industry methodologies drive out requirements more efficiently, reducing capital costs and implementation timeline
- **Rapid Deployment Option:** Teams can quickly adopt the accelerator as built to start planning immediately while exploring platform capabilities

Enhanced Manufacturing Visibility

- **Operational Connectivity:** Production planning, capacity management, and financial planning work in integrated concert for improved decision-making and operational efficiency
- **Manufacturing Clarity:** Complete visibility into core operational assumptions that drive production and cost plans, enabling better insights as market conditions evolve
- **Scenario Modeling:** Ability to quickly model different capacity scenarios and drive team consensus on capital investment and operational strategies

Manufacturing Best Practices

- **Industry Expertise:** Introduction of proven manufacturing and Oracle planning methodologies unlocks new operational efficiencies
- **Comprehensive Coverage:** Integrated platform approach covering all key planning areas from field demand to production costing to core financial statements
- **Continuous Evolution:** Framework allows manufacturing finance and operations teams to continuously evolve into increased value-add roles

Proven Manufacturing Results

- **Tailored Solutions:** Pre-configured solutions specifically designed for manufacturing industry nuances and complexities
- **Proven Deployment:** Standardized delivery methodology with reduced implementation risk and increased time-to-value
- **Expert Support:** Ongoing guidance from Peloton's manufacturing industry experts with deep technical and operational expertise

Key Capabilities

Flexible Manufacturing Planning

- Product, Customer/Channel, Facility & Corporate Planning
- Multi-dimensional profitability analysis with price-volume-mix reporting
- Driver-based planning for Revenue, COGS, and OpEx optimization

Gross Margin Planning and Analysis

- Sales and production volume planning and analysis
- Average selling price, cost per unit, and standard cost variance planning
- Comprehensive what-if scenario modeling capabilities



Pre-Built Analytics

- Manufacturing-specific reports and dashboards
- Operational performance monitoring and KPI tracking
- Equipment ROI calculations and capacity utilization analysis

About Peloton Consulting Group

Peloton Consulting Group has the vision and connected global capabilities to help organizations envision, implement, and realize the benefits of digital transformation. Our team combines best practices, industry expertise, and technical know-how to make digital transformation a reality through EPM, ERP, SCM, HCM, CX, Analytics, and Data Management for the cloud.

Through our connected capabilities, we bring people, processes, and technology together to help organizations go further, faster. That is the Peloton way.

Ready to accelerate your manufacturing excellence?

Contact us at: pelotongroup.com/contact-us