

# ANNOUNCING JD EDWARDS ENTERPRISEONE ADVANCED JOB FORECASTING

Align Forecasts to the Ever-Changing Cost of Project Completion

BY MAT HERRON



*Advanced Job Forecasting helps the forecast stay in line with the ever-changing cost of the remaining work.*

Bringing a project to fruition is like cultivating a plant. It takes time, attention to detail, discipline, and a goal-oriented mindset. The last thing you want is to have your plant compromised by neglect.

## What is Challenging about Project Job Forecasting?

In project-centric industries, many factors, such as costs, timelines, and vendors, tend to change over time, leaving project managers hard-pressed to maintain forecasts that are accurate enough so that a project yields a healthy profit margin.

David Scott, senior principal project manager at Oracle, said that one challenge in forecasting is managing the fluctuation of costs

over an extended period of time. "What ends up happening is that the cost of labor and material, and other costs, tend to change over the duration of a project," Scott said. "As the original timeline of a project is extended, in some of the more volatile situations – for example, where the price of gas drops drastically – the remaining work can change because of those dynamically changing costs. Advanced Job Forecasting helps the forecast stay in line with the ever-changing cost of the remaining work."

## What Makes the JD Edwards Approach Special?

To generate an accurate forecast, many businesses do not have a centralized place where they store forecasts. Advanced Job Forecasting creates that place where forecasts

can be updated and completed. Management has a clear idea which forecasts are completed and can receive updates on the stages of completion of other forecasts. "Companies can also view historical data on each forecast, which gives them an easy audit trail for every project," Scott said.

Advanced Job Forecasting gives project managers a head start in navigating those obstacles. Its capabilities enables project managers to build and even change cost projections mid-stream.

Advanced Job Forecasting is an ideal project management solution for several types of companies, especially in the construction and oil and gas industries. In these industries, projects can last a year or more, resulting in several

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GSI, Inc. is pleased to welcome the new release of Oracle JD Edwards EnterpriseOne 9.2 to the Oracle family. The new release includes a vast array of indispensable new features including a streamlined upgrade process, numerous industry specific enhancements, simplified and modern application interface, user defined objects, enhanced security authentication and much more. Let GSI assist you with your upgrade questions today!  
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### Concept 1: REMAINING WORK

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### Concept 2: USER-DEFINED METHODS OF COMPUTATION

business challenges that are addressed by Advanced Job Forecasting.

#### How Does JD Edwards Advanced Job Forecasting Help?

Advanced Job Forecasting offers an array of solutions to common forecasting challenges. Advanced Job Forecasting has set ways in which a project manager can enter an estimate-to-complete or an estimate at completion of the forecast. Customers can delineate specific types of labor, labor rates, union codes, and other information to build out cost estimates. Advanced Job Forecasting also allows customers to create their own user-defined calculations. This function works in conjunction with the existing JD Edwards EnterpriseOne Project Costing module. "Customers can forecast using multiple methods for what makes sense to them in their business," Scott said.

Advanced Job Forecasting supports a number of capabilities, but two in particular stand out. One feature involves the concept of *remaining work*. For example, a construction company may need to know how much it will cost to complete a new foundation for a building. The company will need to determine how many remaining cubic yards of concrete, how much remaining labor, what

additional materials and which specific permits for the foundation are needed. The forecast can include all this detail and using the remaining work function, Scott said, "You have the ability, at a level below the task on a job, to specify all of that detailed forecast information. Then, that detailed information is carried forward from month to month into the next forecast." Project managers can update their forecasts, including remaining work, along the way.

The second key feature involves *user-defined methods of computation*. These methods allow customers to create formulas from scratch that are specific to their company. "Maybe you need to add two pieces of financial information together in order to calculate the forecast for a task on a job. Or you need to create other formulas based on other pieces of financial information," Scott said. "Sitting on top of the formulas are tools that allow the customer to use these calculations based on certain conditions. You don't have to know syntax, because the application guides you through building that out."

Advanced Job Forecasting was made available with the release of JD Edwards EnterpriseOne version 9.2. Customers interested in purchasing the product will need to have that version already running, as well as



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*JD Edwards recognizes that industry is a differentiator: Industry matters, and our customers' industries matter.*

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EnterpriseOne's Project Costing Module. Optionally, if customers want to use billing information in their forecasts, they would also need to license EnterpriseOne's Contract & Service Billing.

"There are a few key actions enterprises need to take to incorporate Advanced Job Forecasting into their technical environment and business processes," Scott said. Businesses would need to set up user-defined ledgers to be able to store information including the summary of their remaining work, estimate-to-complete and estimate-at-completion forecasts. They would also need to set up any user-defined formulas as well as the rules that use those formulas. Those are really the only key things that customers need to do. "There's a lot of power in this product, but much of it leverages the existing system of project costing."

JD Edwards recognizes that industry is a differentiator: Industry matters, and our customers' industries matter. Lower-level business processes are necessary to sustain any company. The solutions customers need and that makes their organizations competitive should embody industry best practices. What makes a company a leader is industry depth, both functional and technical, that can be leveraged, uniquely

configured, and extended to provide the company with a unique competitive advantage. So while JD Edwards is an ERP platform, it is one that is informed by the specific industries that we focus on.

JD Edwards EnterpriseOne 9.2 and Advanced Job Forecasting illustrate the unique industry capabilities and platform features that have been added to EnterpriseOne. For each new solution, JD Edwards has worked with a focus group of related industry customers to help validate our strategic direction and shape the new product.

**Learn More**

Why should customers look into buying Advanced Job Forecasting? The main take-away Scott wants them to remember is that Advanced Job Forecasting "gives customers the flexibility in forecasting capabilities that they need to forecast in ways that make sense for their business."

For more information, please visit [oracle.com](http://oracle.com), specifically the EnterpriseOne Project Management page for Advanced Job Forecasting. Additionally, [LearnJDE.com](http://LearnJDE.com) provides access to documentation, training, and other useful content. Learn more at the COLLABORATE, INFOCUS, and OpenWorld conferences.

# ANNOUNCING JD EDWARDS ENTERPRISEONE OUTBOUND INVENTORY MANAGEMENT

## Empowering Suppliers and Streamlining the Order-to-Cash Process

BY MAT HERRON

Managing inventory at customer locations is a time-consuming activity for any business that deals with consigned inventory or vendor-managed inventory (VMI). Tracking what item should ship when, and where, demands a well-constructed framework of logistical planning and execution. VMI is a complex web of moving inventory: If not managed correctly, any issues can cause the system to spiral out of control, leaving customers dissatisfied and profits unrealized.

### Why is Outbound Inventory Management Difficult?

Creating a well-functioning system to manage consigned or vendor-managed inventory is easier said than done, however, due to several operational challenges:

- Tracking ownership of inventory, increased stock-outs, need for buffer stock, inventory holding/handling costs
- Inefficient tracking of inventory
- Replenishment at the right time and proper levels
- Inefficient planning (demand/availability and consumption)
- Lack of automation and lack of agility with systems/processes

Joseph E. Joseph, principal product manager at Oracle JD Edwards EnterpriseOne, says that these challenges occur because “suppliers who are using consigned or vendor-managed inventory business processes do not

know enough about the inventory at their customers’ locations. They need this knowledge to keep optimal stock levels at customers’ locations, thus reducing stock-outs or the need to keep buffer stock.”

### What Makes the JD Edwards Approach Special?

Until recently, JD Edwards EnterpriseOne did not have a solution to support consigned or vendor-managed inventory business processes. Now, Outbound Inventory Management is the ideal tool to solve the business challenges that companies face when managing physical inventory.

As this product was being developed, customers who were going to use the product helped JD Edwards by providing input and validation. “A customer focus group was formed during the initial phase of product development with customers from the life sciences, medical device, manufacturing, and wholesale and distribution industries,” according to Joseph. “A thorough demonstration of the product was provided to the customer focus group at every stage of development, and the feedback received was incorporated in the software.”

In addition, Wipro formed a partnership with Oracle to co-develop JD Edwards EnterpriseOne Outbound Inventory Management. This partnership underscores Oracle’s vision of investing in next-generation solutions that help provide better service and unmatched expertise to our customers globally. This strategic investment reflects Wipro’s commitment to be the Outbound Inventory Management partner of choice among JD Edwards’s service provider partners.

## How Does JD Edwards Outbound Inventory Management Help?

Outbound Inventory Management supports the order-to-cash process and accommodates both consigned inventory – inventory owned by the supplier that is in the customer’s possession – and vendor-managed inventory – inventory owned either by the supplier or by the customer. The new Outbound Inventory Management product is ideal for companies that want to increase their profit margin through inventory automation in manufacturing, consumer goods, life sciences, wholesale distribution, food and beverages, and the paper and pulp products industries.

JD Edwards Outbound Inventory Management achieves this outcome through several methods:

- **Consigned or VMI Agreements:** Specify agreement conditions and replenishment methods, revise agreements and track all changes, set up target inventory levels to be maintained at customers’ locations, track historical agreement information, and monitor and measure agreement terms against actual activity.
- **Order Entry:** Enter outbound inventory shipment orders that contain consigned, vendor-managed inventory and other order detail lines, automatically associate outbound inventory agreements with order lines, and select outbound inventory agreement upon sales order entry.
- **Acknowledgement:** Acknowledge receipt of outbound inventory shipment orders, track in-transit

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*Generate invoices for consumed items that were originally shipped on consignment and for replenishment orders for non-consignment shipments.*

inventory, acknowledge the receipt of orders after they arrive at a customer's location, acknowledge outbound orders in batch, and hold damaged goods in a designated location.

- **Damaged Goods/Returns:** Maintain damaged or repairable inventory in a held location, move repaired inventory to a customer's location, return inventory directly from a held location, return damaged inventory through credit orders, and automatically update agreement and inventory balances.
- **Invoicing:** Generate invoices for consumed items that were originally shipped on consignment and for replenishment orders for non-consignment shipments.
- **Inventory Consumption:** Update inventory balances when customers consume items, generate invoices or replenishment orders, report lot-level consumption, and prevent non-consumable inventory from being consumed.
- **Replenishment:** Re-stock product at a customer's location using one-to-one replenishment (where the supplier replaces the exact quantity consumed) or reorder point replenishment (where replenishment occurs only when a defined reorder point is reached).
- **One View Reporting:** Make informed, timely business decisions and take action with real-time visibility into outbound inventory data and negotiate better agreement terms based on data analytics. According to Joseph, the intuitive interface of One View Reporting, "empowers business users to access and personalize outbound inventory transaction data into lists, charts, graphs and tables without any

support from IT department. This enables them to make informed business decisions."

JD Edwards EnterpriseOne Outbound Inventory Management has a number of real-world applications. For example, a supplier in the Life Sciences industry wants to store and manage goods on consignment at various customer sites, in this case, hospitals. The supplier starts this process by creating an outbound inventory agreement with hospitals to ship goods as consigned inventory. Once sales orders are created in the system, goods are sent to the hospitals without transferring ownership. Using the Outbound Order Acknowledgement application, the hospitals can acknowledge the receipt of goods at their locations. Hospitals can consume the items from their warehouse and report the consumption details back to the supplier. Once consumption quantities are updated in the system, an invoice is generated and sent back to the hospitals. The system also generates a replenishment order to refill the consumed inventory at the hospital sites based on agreement terms and conditions. The solution can be used to solve similar business problems that exist in food and beverage, and wholesale and distribution industries.

Suppliers who are using consigned or vendor-managed inventory business processes and are currently on releases 9.1 or 9.2 of JD Edwards EnterpriseOne can take advantage of the new module, Joseph said. JD Edwards EnterpriseOne Sales Order Management is a prerequisite for Outbound Inventory Management.

#### Learn More

JD Edwards EnterpriseOne Outbound Inventory Management empowers suppliers and streamlines the Order-to-Cash process. Learn more at the COLLABORATE, INFOCUS, and OpenWorld conferences, as well as at [learnjde.com](http://learnjde.com).