ERP FUNCTIONAL MODULES

What is ERP?

- Enterprise Resource Planning
- Support business through optimizing, maintaining, and tracking business functions
- Broken down into business processes
  - HRM
  - Distribution
  - Financials
  - Manufacturing

What makes ERP different?

- ✓ Integrated modules
- ✓ Common definitions
- ✓ Common database
- ✓ Update one module, automatically updates others
- ✓ ERP systems reflect a specific way of doing business
- ✓ Must look at your value chains, rather than functions

Benefits of ERP

- ✓ Common set of data
- ✓ Help in integrating applications for decision making and planning
- ✓ Allow departments to talk to each other
- ✓ Easy to integrate by using processed built into ERP software
- ✓ A way to force BPR (reengineering)

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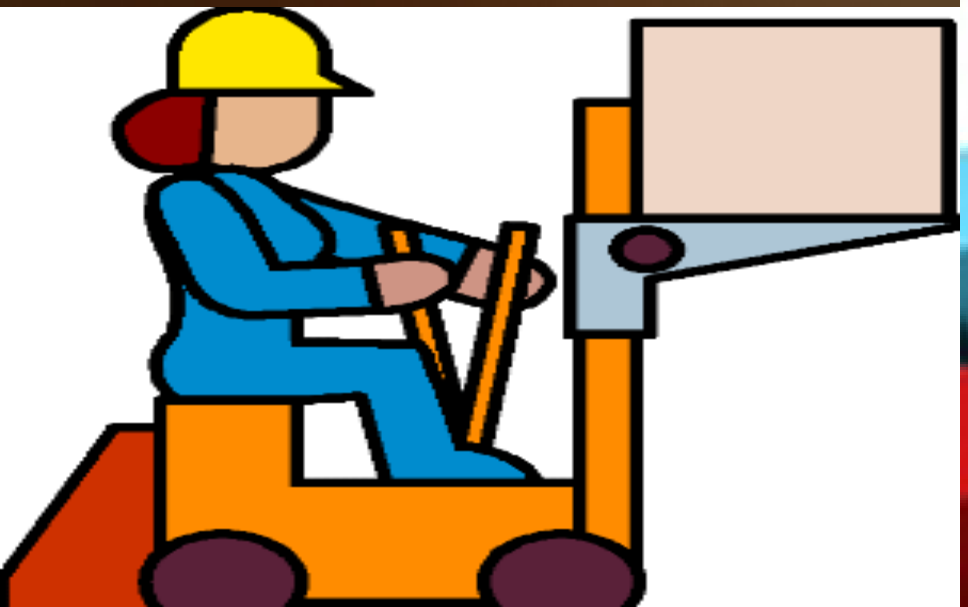
- FUNCTIONAL MODULES OF ERP SOFTWARE



ERP Modules

Common ERP modules include:-

- ✓ modules for product planning,
- ✓ parts and material purchasing,
- ✓ inventory control,
- ✓ product distribution,
- ✓ order tracking,
- ✓ finance,
- ✓ accounting,
- ✓ marketing, and
- ✓ HR.

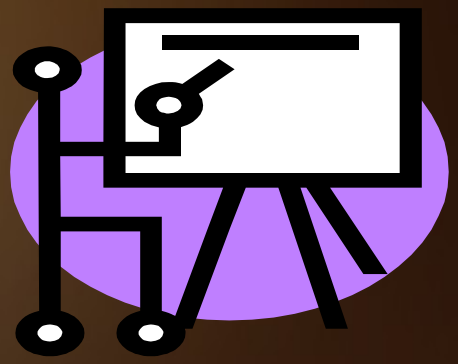
ERP Modules

- It is scalable.
- It is customizable.
- It works on the Web.
- It is efficient and easy to use.
- It works with CRM and more.

Project
Production planning
Human Resource
Purchase
Functional Modules
Finance
Inventary control
Market
Sales

Production Planning Module

- Production planning optimizes the utilization of:-



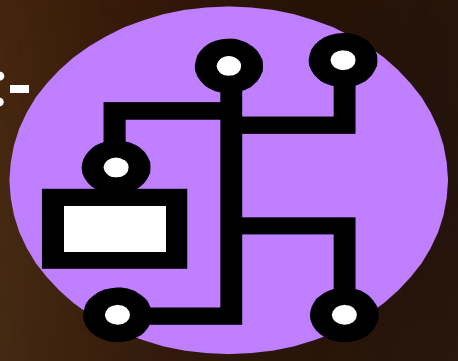
a)manufacturing capacity,

b)parts,

c)components and

d)material resources using historical production data and sales forecasting.

Purchasing Module



- It automates the processes of identifying:-

a) potential suppliers,

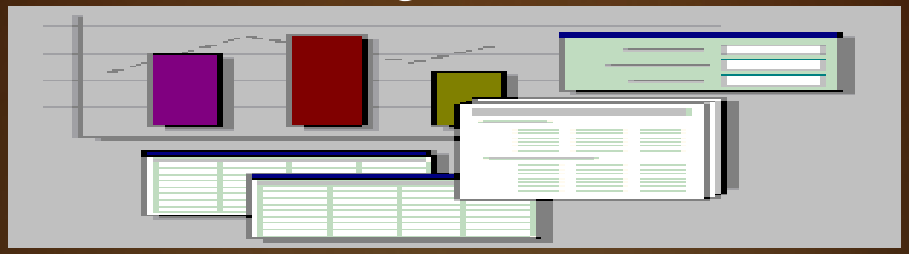
b) negotiating price,

c) billing processes , and

d) awarding purchase order to the supplier.

- Purchase module is tightly integrated with the inventory control and production planning modules.
- Purchasing module is often integrated with supply chain management software.

Inventory Control Module



- Inventory Control is a complete multi-location inventory management system that keeps track of stock levels and processes inventory receipts, shipments, returns, and adjustments.

- It includes functions to give us detailed, current information crucial for effective inventory management.

- Inventory module facilitates processes of maintaining the appropriate level of stock in a warehouse.
- The activities of inventory control involves in

a) identifying inventory requirements,

b) setting targets,

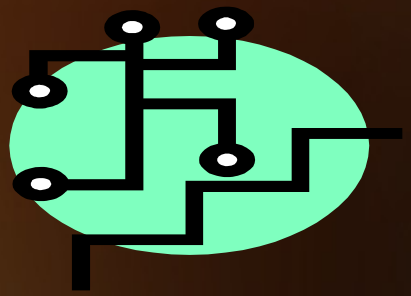
c) providing replenishment techniques and

d) options, monitoring item usages,

e) reconciling the inventory balances, and

f) reporting inventory status reports.

Sales Module



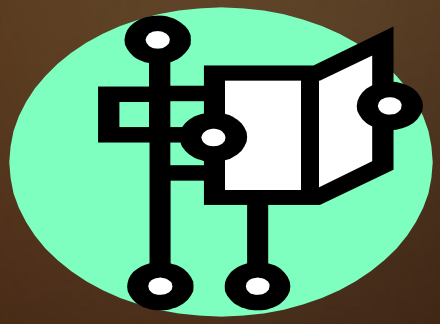
- Revenues from sales are live blood for commercial organizations.
- Sales module implements functions of order placement, order scheduling, shipping and invoicing.
- Sales module is closely integrated with organizations' ecommerce websites.
- Many ERP vendors offer online storefront as part of the sales module.

Marketing Module

- ERP marketing module supports

a) lead generation,

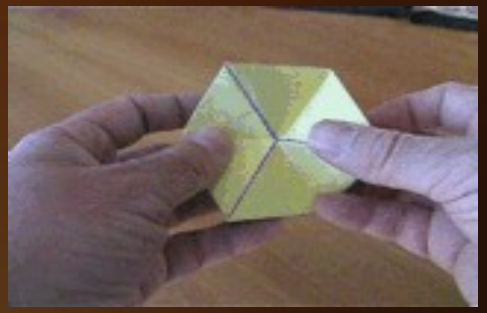
b)direct mailing campaign and more.



Financial Module

- Both for-profit organizations and non-profit organizations benefit from the implementation of ERP financial module.
- The financial module is the core of many ERP software systems.
- It can gather financial data from various functional departments, and generates valuable financial reports such balance sheet, general ledger, trail balance, and quarterly financial statements.

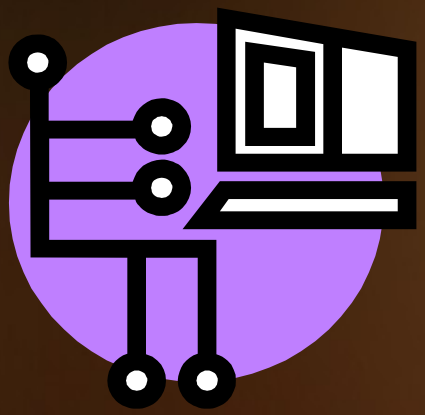
HR Module



- HR (Human Resources) is another widely implemented ERP module.
- HR module streamlines the management of human resources and human capitals.
- HR modules routinely maintain a complete employee database including contact information, salary details, attendance, performance evaluation and promotion of all employees.

Project Module

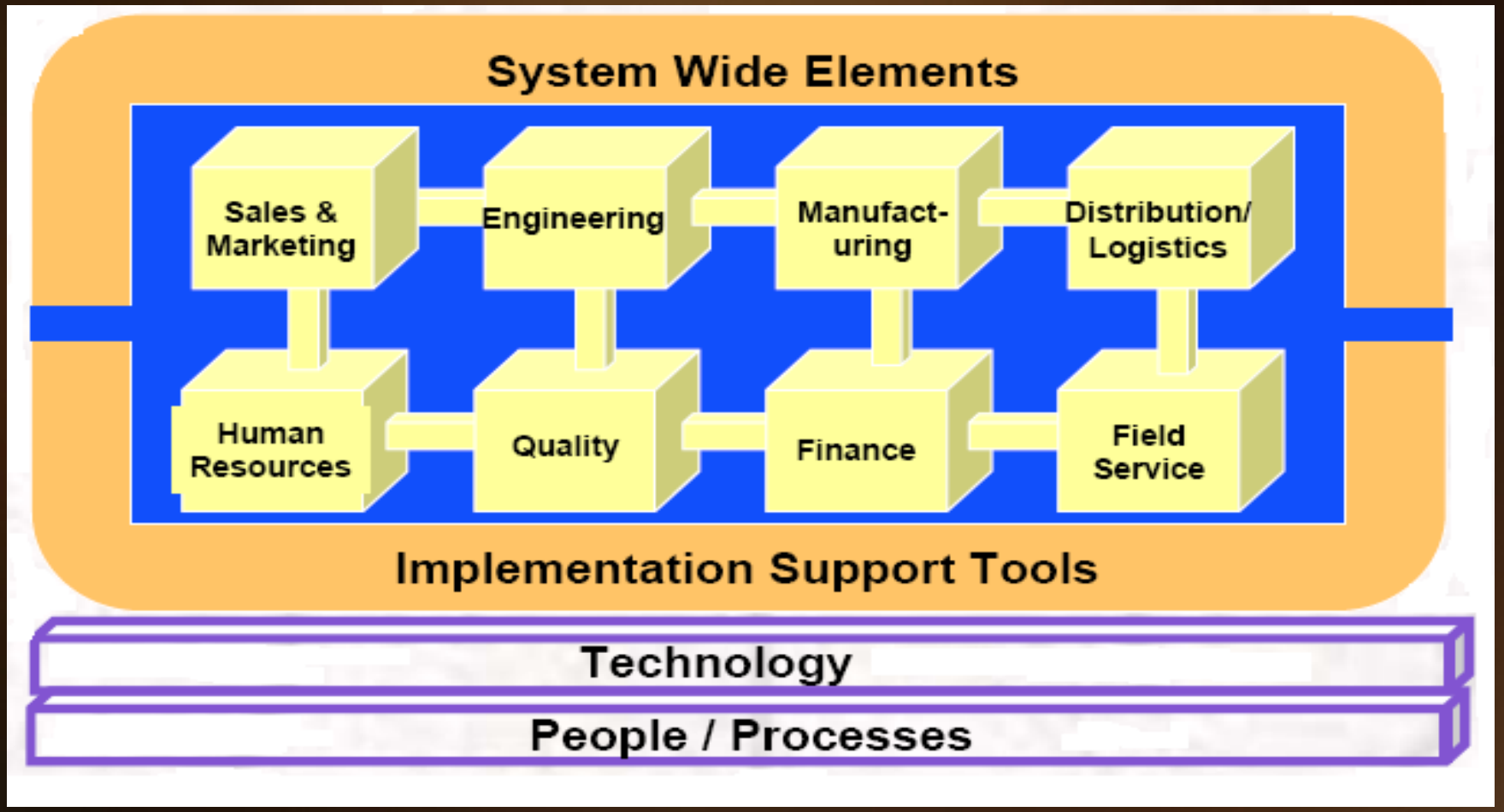
- This module provides an effective solution for project managers in construction, job service, and other professional industries who require a time-and-material system.
- It delivers the tools necessary to manage the simplest to most complex contract or job.
- It makes the estimating, tracking, costing, and billing of projects easy and manageable-simplifying cost control and planning.



- With the powerful features of Project and Job Costing we can identify potential issues and determine success factors for any project.
- The automated billing features in this software streamline customer invoicing, reducing the time spent managing this process.

ERP INTEGRATION

Typical ERP Integration



Typical ERP Integration

- Multi-Currency
- Multi-Lingual
- Multi-Mode
- EDI / Electronic Commerce
- Web Enabled / Internet Communications
- Imaging & Multi Media

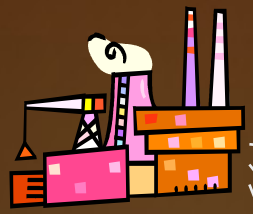
Supply Chain Management

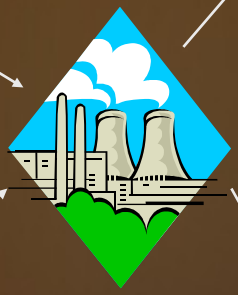
Suppliers

Manufacturers

Warehouses & Distribution Centers

Customers





Material Costs

Transportation Costs

Manufacturing Costs

Transportation Costs

Inventory Costs

Transportation Costs

What Is Supply Chain Management?

Plan → Source → Make → Deliver → Buy

- A set of approaches used to efficiently integrate
  - Suppliers
  - Manufacturers
  - Warehouses
  - Distribution centers
- So that the product is produced and distributed
  - In the right quantities
  - To the right locations
  - And at the right time
- System-wide costs are minimized and
- Service level requirements are satisfied

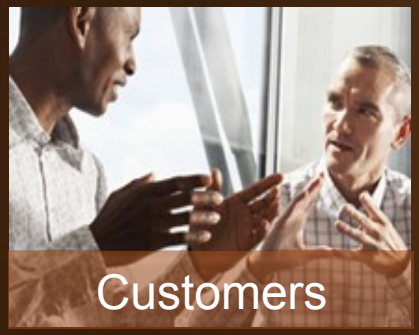
ORACLE®

Mobile Supply Chain Applications

Answering Supply Chain Managerial Challenges

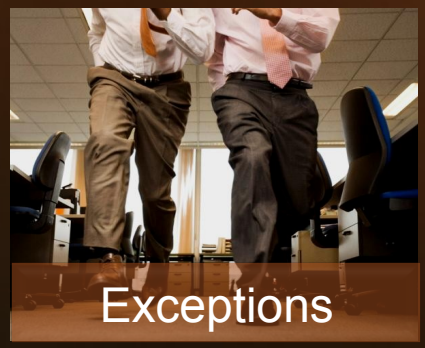
Reducing Execution Costs

- Reduce the cost to train and onboard new hires
- Reduce inventory handling costs
- Reduce overtime required
- Reduce resource idle downtime



Improving Customer Service

- Provide real time order status visibility
- Provide real time service request status visibility
- Respond to last minute order changes
- Expedite urgent service requests



Managing Exceptions

- Get orders out the door faster to avoid expediting costs
- Respond to last minute order changes without disruption
- Scale to meet spikes in demand
- Reduce equipment downtime

Mobile Supply Chain Applications

Why MSCA?

Quick

- No additional functionality to setup beyond basic labeling
- Leverage EBS setup already in place

Cheap

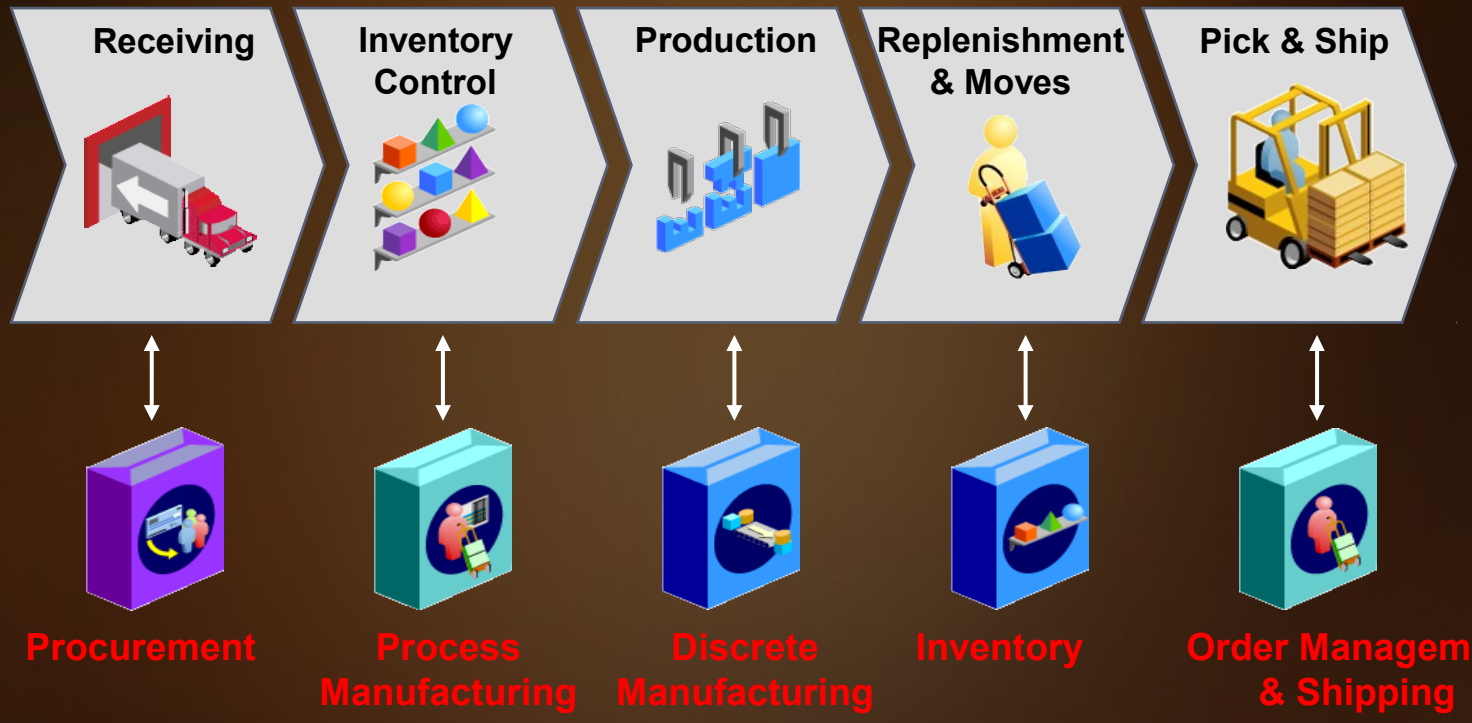
- Built into EBS, no integration work required
- Lean UI requires less training

Easy

- No unnecessary fields
- Use interchangeably with desktop user interfaces

Supply Chain Execution

Match the User Interface to Your Desired Form Factor



- ✓ **Out-of-the-Box Integration with E-Business Suite**
- ✓ **Leverage Mobility Where You Need It**
  - Interchangeable with desktop functionality

Oracle Mobile Supply Chain Applications

Comprehensive Support for Basic Execution Functions

Warehouse Logistics

- Receiving, Inspection & Delivery
  - Purchase Orders, Internal Requisitions, Transfers
- Counting
  - Cycle, Physical & PAR
- Replenishment & Moves
- Pick & Ship
- Label Printing & Inquiries

Discrete Manufacturing

- Issue Components
- Resource Transactions
- Operation Moves
- Completion
- Scrap
- Inspection
  - Quality Plan Results

Process Manufacturing

- Batch Allocations
- Resource Usage
- Release Step
- Complete Step
- Ingredient Issue
- Batch Yield

CUSTOMER RELATIONSHIP MANAGENENT(CRM)

What is CRM?

- CRM is a strategy by which companies optimise profitability through enhanced customer satisfaction.
- It is about automating and enhancing the customer-centric business processes of Sales, Marketing, and Service.
- CRM not only deals with automating these processes, but also focuses on ensuring that the front-office applications improve customer satisfaction, resulting in added customer loyalty that directly affects the organization's bottom line.

CRM APPLICATION

- Siebel Systems Inc.
  - Founded in 1993
  - Today: World's Largest customer centric, eBusiness application software provider
  - 2000 Revenue: $1.79 billion
  - 100% value-adding customer information systems

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