INFOSYS DISCRETE MANUFACTURING SOLUTION

Cloud-based manufacturing platform
powered by Oracle Cloud

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Navigate your next

Technological convergence coupled with geopolitical unrest—including energy rationing, trade wars, and complex regulations—are creating a paradigm shift in manufacturing.

In response, discrete manufacturers must digitally transform to survive and compete. In fact, this is already happening, with previous Infosys research finding that manufacturing has cloud adoption rates among the highest worldwide.

But there's still work to be done.

By seizing the Industry 4.0 opportunity, manufacturers can acquire the digital capabilities and technologies they need to become more resilient, adaptive, and connected.

To help jump-start your modernization journey, Infosys and Oracle have partnered to provide an end-to-end cloud-based solution that's purpose-built for discrete manufacturers. Whether you're looking for a complete cloud transformation or modular migration, you'll be able to connect, optimize, and scale your business operations confidently.

What's driving industry modernization?

The convergence of technologies such as the internet of things (IoT), AI, robotics, and big data has opened possibilities for manufacturers to transform their shop floors and operations, provide better customer experiences, and use newer operating models.

Manufacturing trends helping accelerate the shift to digital:

Rise of cyber-physical assets: A real-time view of factory floor operations, transportation, and employee safety enables preventative maintenance and proactive decision-making.

Next-generation workforces: Smart wearables, augmented reality (AR), and AI-powered chatbots optimize worker safety, productivity, and decision-making.

Transparency and automation: Connected operational visibility enables manufacturers to automate routine processes, improve resilience, and find new ways to maximize ROI.

New business models: Cloud-based platforms help digital-first manufacturers to unlock new revenue streams through connected products, services, and subscriptions.

Customer experiences: Cloud-based collaboration enables joined-up interactions across all touchpoints, and personalized product, sales, and service experiences.

Part of Infosys Cobalt, Infosys Discrete Manufacturing Solution is a cloud-based platform built with Oracle Fusion Cloud Applications available as a modular or end-to-end deployment.

It combines Infosys platforms and industry-specific IP for a greater user experience and AI, machine learning, and robotic-driven innovations. It's designed exclusively for discrete manufacturing enterprises, such as industrial, heavy equipment, and HVAC.

Based on more than 30 years of industry experience, Infosys Cobalt offers 14,000 cloud assets and more than 200 industry cloud solution blueprints.

Discrete manufacturing challenges

1.

Connected production processes

Manufacturers need connected, actionable insights to inform strategic decision-making and adapt faster to shifts in demand, such as mass customization.

3.

Resilient supply chain management (SCM) and integration

Manufacturers must shift from traditional to resilient supply chains and integrate each piece of their global supply chain networks through centralized data. This will ensure they can better predict and manage supply chain disruption and capitalize on emerging market trends and opportunities.

2.

Predictive asset optimization

Predictive maintenance and asset optimization are vital to ensuring sustainable operations and enhancing asset lifecycles.

4.

Modern sales and service experiences

A single source of truth is required to deliver the fast, personalized, cross-channel sales and service support that customers expect across the entire product lifecycle.

Why modernize your operations with Infosys and Oracle?

Infosys Discrete Manufacturing Solution combines our industry specific IP solutions with a solution development platform to contextualize customer specific innovation. It also includes Oracle Fusion Cloud Applications, AI, ML, IoT solutions and robotic process automation (RPA) capabilities to help you:

Build smarter factories

Become truly data-driven so you can proactively adapt shop floor processes to meet shifts in demand, inform strategic decision-making, and personalize products at scale.

Increase supply chain and operational resilience

Gain the visibility you need to manage component availability, improve forecasting accuracy, stay compliant with new regulations, and create a more agile supply chain.

Optimize asset performance

Monitor internal or customer assets remotely, optimize performance through predictive maintenance, and improve sustainability with circular manufacturing.

Enhance digital sales channels

Empower cross-functional collaboration to deliver faster and more accurate quotes, tailor and connect e-commerce experiences, and identify cross- and up-sell opportunities.

Create new business offerings

Design and deploy innovative new business offerings (such as products offered as a service) and embed IoT data in product design to monetize user data and personalize experiences. Infosys tools such as the Infosys Solution Extension Platform, Infosys Employee Experience Solution, and Infosys Oracle Cloud Suite can help accelerate solution development, contextualize user experiences, and tailor innovation to your specific business goals.

What's more, the Infosys Discrete Manufacturing Solution can take advantage of your existing on-premise and cloud-based investments with a hybrid- or cloud-only footprint. When combined, Infosys solutions accelerate implementation timelines by approximately 20 to 30% compared to traditional cloud implementation methods.

Infosys Discrete Manufacturing Solution powered by Oracle Cloud

Solution: Smart Manufacturing

What?

A combination of Oracle Fusion Cloud Applications, IoT solutions, dashboards, and analytics that provide a framework to achieve Industry 4.0 by bridging the gap between the physical and digital factory.
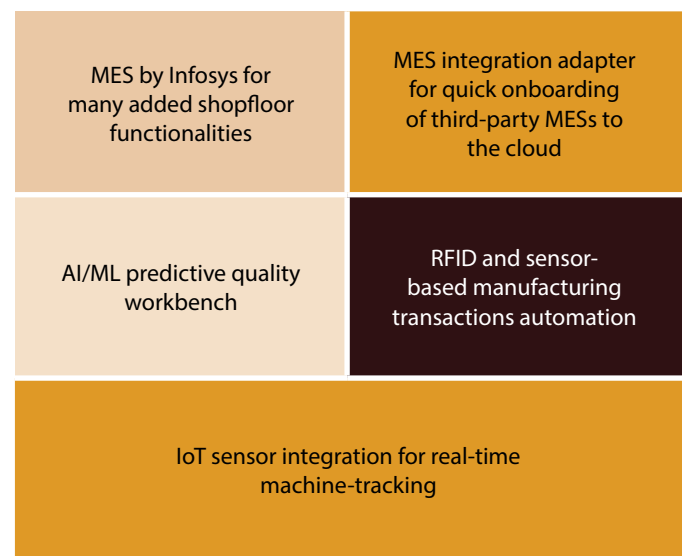
Why?

- Lack of real-time visibility of shop floor
- Lack of insights to take quick manufacturing decisions
- Need to improve productivity, quality, or downtime
- Difficulty realizing the transformational power of digital factory investments

Key features and benefits

- Simplify the smart factory journey with a phased, modular approach
- Harness predictive AI to reduce machine downtime and quality issues
- Improve shop floor productivity through factory automation
- Move from tracking machine parameters to real-time visibility
- Optimize implementation costs with a proven framework of integration adapters

Integrates popular frameworks and solutions

MES by Infosys for many added shopfloor functionalities	MES integration adapter for quick onboarding of third-party MESs to the cloud
AI/ML predictive quality workbench	RFID and sensor-based manufacturing transactions automation
IoT sensor integration for real-time machine-tracking	

Solution: CPQ for Manufacturing

What?

A framework of solutions that help industrial and other manufacturers to quote and sell complex products, configurations, and service bundles more effectively—maximizing margins and opportunities.

Why?

- Renewals, upselling, and cross-selling limited by siloed install base and quoting data
- Difficulty determining margins while quoting—especially on CTO and ETO products
- Lack of accuracy converting quotes to orders, particularly for complex configurable products and associated services

Key features and benefits

- Sell products, services, and bundles as an integrated solution
- Automatically spot and reflect price changes in in-flight quotes
- Easily calculate margins at different price points for CTO and ETO quotes
- Win more business with integrated price recommendation tools
- Spot renewal, upsell, and cross-sell opportunities with install base integration
- Manage sales and engineering collaboration during the quote

Simplify complex CPQ challenges:

Templatized CPQ implementation	Sales of services, subscriptions, and maintenance contracts
System and solution selling	Product-plus-solution bundles

Solution: Engineer to Order (ETO)

What?

An integrated ETO solution built to automate manual processes, enable proactive design collaboration—including suppliers, planners, and manufacturers—and improve engineering speed and efficiency.

Why?

- Increased demand for products designed and built to individual specifications
- Complex and iterative processes make it difficult to meet ETO demand at scale

Key features and benefits

- Connect all relevant business functions early to optimize production
- Automate quoting, engineering, ordering, and planning
- Unlock end-to-end visibility with insightful dashboards
- Accelerate the ETO cycle from quote to shipment
- Simplify engineering and detect issues proactively

Key solution components include:

- Functional and technical framework for ETO business
- ETO workbench for engineers
- Sales workbench
- Oracle Integration Cloud (OIC)-based orchestration
- Activity automation
- Workflows and notification

Potential business value

Accelerate ETO cycle times by 25 to 30%
Reduce human error by approximately 10%

Solution: Resilient Supply Chain

What?

A supply chain resilience framework designed to identify and mitigate risk, improve supplier visibility across all tiers, generate analytics driven insights, and plan more strategically.
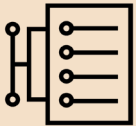
Why?

- Limited supply chain visibility makes it difficult to assess risks

- There are extensive supply chain bottlenecks

- Tracking supply and demand prevents timely decision-making

Key features and benefits

- Assess supply chain risks and take proactive action

- Go beyond tier-one suppliers to identify and manage supply disruption

- Monitor the transportation network with Infosys Logistics Control Tower

- Plan around key variables (such as consumption and seasonality)

- Assess supply base risk and build a risk management strategy

Potential business value

Improve inventory turnover by

3 to 5%

Reduce stockout incidences by

6 to 8%

Improve on-time deliveries by

4 to 6%

Solution: Remanufacturing and Salvage

What?

A solution framework to help you achieve a circular manufacturing model by identifying opportunities to salvage, refurb, and resell product parts.

Why?

- Drive sustainability by reducing waste and reusing salvaged components

- Save on scrap costs and target lower price points with remanufactured goods

Key features and benefits

- Measure metrics and cost savings in a single, centralized dashboard

- Set monthly and yearly targets to help accelerate decarbonization

- Track your yield factor to reduce the cost of salvaged components

- Provide salespeople with affordable remanufactured goods to sell

- Use prebuilt KPIs and analytics to track reuse and scrap values

Potential business value

Improve remanufactured sales margins by

2 to 5%

Improve typical sales revenue by

2 to 3%

Solution: Material Waste Reduction

What?

An end-to-end solution framework to manage inventory and reduce wastage of assets such as bar stock, wires, cables, pipes, and tubes that are used with ad-hoc dimensions.

Why?

- Difficulty tracking inventory due to usage of non-standard sizes and ad hoc purposes
- Significant scrap generated due to limited waste planning

Key features and benefits

- Track stock use and wastage in a dedicated dashboard
- Optimize the use of custom stock dimensions to reduce scrap
- Tailor planning reports for storage and the shop floor
- Monitor transactions and KPIs end to end
- Improve planning to secure stock availability

Potential business value

Improve typical
scrap value by

3 to 5%

Reduce stock
unavailability by

3 to 5%

USA-based manufacturer: Accelerated cloud modernization journey

Helping a data center equipment manufacturer modernize its financial and operational processes with hybrid Oracle Cloud SaaS and on-premises applications.

Solution:

- Combined sales, operations, projects, services, and financials on a single platform
- Integrated the sales and fulfillment of bundled products and services
- Connected its external service provider network to its service execution solution
- Deployed a comprehensive revenue recognition solution
- Re-engineered its engineer-to-order processes to enable customized product delivery at scale

Results:

- Efficient aftermarket sales, cross-selling, and up-selling
- Zero-touch engineer-to-order processes
- Modernized approximately 60 company facilities
- Combined and streamlined multiple systems in just 15 months
- Streamlined manufacturing across facilities using a standardized MES solution, seamlessly integrated with Oracle Cloud

Let's transform discrete manufacturing—together

To learn more about how Infosys Discrete Manufacturing Solution powered by Oracle can help you modernize your operations and drive resilience in an unpredictable future, contact our solution experts today.

About Oracle

Oracle offers integrated suites of applications plus secure, autonomous infrastructure in Oracle Cloud. For more information about Oracle (NYSE: ORCL), please visit us at www.oracle.com

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