ORACLE JD EDWARDS ENTERPRISEONE · IMPLEMENTED BY WINMATES

One platform.
Every part of the business.

From the first transaction to the posted ledger.

ENTERPRISEONE 9.2 · RELEASE 26

ARABIC LOCALISATION & LOCAL TAX

ON-PREMISE, CLOUD OR HYBRID

WINMATES

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winmates.org

A shareholder company built for long programmes

Established in Egypt in 1997, with a management team, a financial base and a delivery bench built for programmes that run for years. WINMATES delivers the Oracle JD Edwards practice inside the group.

1997	25+	100+	250+	8+
founded in Egypt	years of experience	implementations	customers served	industries served

How the group is set up

Head office	Egypt, founded 1997
Saudi Arabia	INTILAQA, Riyadh
Reach	Egypt, Saudi Arabia and the wider MENA region
Bench	100+ IT and functional consultants available

One group, four platforms

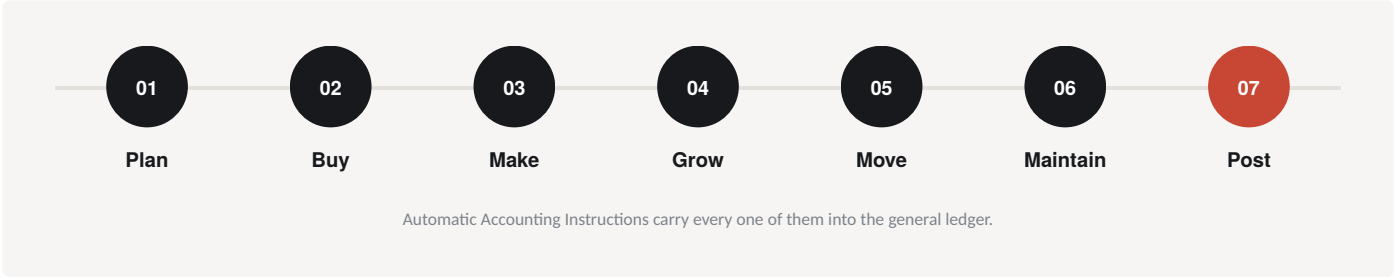
WINMATES	Oracle JD Edwards EnterpriseOne
Xelerate	Oracle NetSuite
Orgarise	HRMS, talent and payroll
LAWFLOW	Legal operations

Proud to serve

More than 250 customers across agribusiness, pharmaceuticals, manufacturing, distribution, transport and financial services.

One transaction spine, end to end

Oracle JD Edwards EnterpriseOne is an integrated suite for companies that make, grow, move and maintain physical things. Multi-company, multi-currency, multi-plant and audited — every step below is a transaction in the same system, and every one of them posts itself to the ledger. It runs on-premise, on Oracle Cloud Infrastructure or as a hybrid of the two, with the same application either way.



Runs where you need it

On-premise, on Oracle Cloud Infrastructure or as a hybrid of the two, with the same application either way.

Built for complex groups

Several legal entities, more than one currency, more than one site, and somebody auditing all of it.

Extended, not customised

Personalisation, UX One, logic extensions and Orchestrator, so the upgrade path stays open.

Localised for the region

Arabic user interface, local tax treatment and e-invoicing, delivered as part of implementation.



Oracle JD Edwards in Manufacturing

Discrete, process and repetitive production on one platform, costed by the work order rather than by the period.

What the solution covers

- Bills of material, routings and work centres
- Work orders with shop floor, labour and machine reporting
- Discrete, process and repetitive modes side by side
- Standard against actual costing, variance split by material, labour and overhead
- Quality transactions on materials, operations and finished goods
- MPS, MRP and CRP with multifacility planning
- Capital asset management for the plant that makes the product

> Every work order carries its own material, labour and overhead, so the figure the cost accountant reads is the one the shop floor actually produced.

References include Exact Fabrication Services, El-Ajou, Cairo Oil Refining, Lafarge and AlRashed Cement.

THE VALUE

- → **True cost per work order, not per month**
- → **Capacity planned from demand, not from habit**
- → **Scrap and rework visible where they happened**

What it looks like day to day

The planner	runs MRP against firm and forecast demand, and sees time-phased net requirements for every item
The supervisor	reports labour and machine time against the work order as the shift runs
The cost accountant	sees variance the day the order closes, not at the end of the month



Oracle JD Edwards in Pharmaceuticals

Process manufacturing under GMP, where every gram has to be accounted for and every decision attributable.

What the solution covers

- Formulas, batch sizing, co-products, by-products and ingredient potency
- Lot genealogy forward and backward, active ingredient to customer shipment
- Quality gates on receipt, in process and on release
- Certificates of analysis issued from the same record
- Expiry, retest and lot status codes that genuinely block movement
- SOPs, batch records and COAs attached to the transaction they belong to
- Calibration and condition-based maintenance on GMP-critical assets

> Nothing about a batch lives outside the batch record — the specification, the result, the approval and the person who gave it.

References include GlaxoSmithKline, Orchidia Pharmaceutical Industries, PharmaCare Egypt, Multicare, Servier and Otsuka.

THE VALUE

- → **A recall traced in minutes, not days**
- → **An audit trail that survives inspection**
- → **Release decisions evidenced in one system**

What it looks like day to day

The QC analyst	records results against the lot, and the specification decides pass or fail
The release decision	is captured with its approval, on the same record as the batch
The inspector	asks which batches shared a raw material lot, and gets an enquiry, not a project



INDUSTRY · AGRIBUSINESS

ORACLE JD EDWARDS | WM WINMATES

Oracle JD Edwards in Agribusiness

Farm, block and harvest as real objects in the ERP, with a mobile and IoT layer built on top for the field.

What the solution covers

- Farms, blocks, plots, pivots and greenhouses with gross and planted area
- Crop protocol, budget and plan per harvest, copied into the next season in one step
- Inputs, labour and equipment attached to the block that consumed them
- Weigh tags captured at the scale, so harvest becomes inventory instantly
- Packhouse, lot and serial traceability through to the invoice
- Grower mobile app for field actuals, offline-first with automatic sync
- Smart farming and IoT readings filed against the block that produced them

> The block is the cost object. Everything spent on it and everything harvested from it meets in the same record.

THE VALUE

→ **Cost per harvest, per block and per crop**

→ **Variance caught while the season can still be fixed**

→ **Claims traced back to the block that caused them**

What it looks like day to day

The supervisor	records the operation on his phone in the field, with no signal required
The weigh tag	turns harvest into stock at the scale, not at the end of the week
The controller	sees cost per block while the season is still running

References include Daltex, PICO Modern Agriculture, Ghabbour Farms, Agrocorp and Golden Seven for Agricultural Investments.



INDUSTRY · FOOD AND BEVERAGE

ORACLE JD EDWARDS | WM WINMATES

Oracle JD Edwards in Food and Beverage

Perishable stock that moves faster than the paperwork, where shelf life has to be part of the transaction.

What the solution covers

- Lot control with shelf life, expiry and best-before dates
- Catch weight and multi-UOM through purchase, production and sale
- Quality checks on receipt, in process and on despatch
- Co-products and by-products handled inside the formula
- Cold chain movements recorded as controlled transactions
- Full trace from raw intake through packhouse to delivery
- Costing by batch, so a downgrade is visible where it happened

> Shelf life is not a report at the end of the week. It is an attribute of the transaction, and it decides what can ship.

References include Froneri, Ghabbour Farms, Koudijs and Agrocorp.

THE VALUE

- → **Less scrap and fewer downgrades**
- → **Claims traced back to the batch that caused them**
- → **Stock rotated on date, not on guesswork**

What it looks like day to day

The intake	turns a delivery into a lot with a shelf life, not a note on a clipboard
The planner	builds to a formula that already carries co-products and yield
The despatcher	picks on date, and the system will not release what should not ship



Oracle JD Edwards in Distribution

One item master behind every branch, unit of measure and price agreement, so margin is calculable rather than estimated.

What the solution covers

- Multi-branch, multi-UOM inventory with conversion tables and cross-references
- Lot control and serial numbers for tracing in both directions
- Advanced pricing, customer agreements, local and export channels
- Procure to pay, budget-checked at entry, with two and three-way match
- Shipment planning, routing, load building and freight rating
- DRP and multifacility replenishment across the network
- P.O. approval mobile app for decisions taken away from the desk

> One item master, one price agreement, one availability figure — quoted, picked and invoiced from the same place.

References include Utopia, CWC, Koudijs, Daltex and AlRashed Transport.

THE VALUE

→ **Accurate branch stock, not just system stock**

→ **Margin known per order, not per quarter**

→ **A complaint traced past the invoice to the lot**

What it looks like day to day

The branch	sees true availability rather than a system figure nobody trusts
The salesperson	quotes from the customer agreement, not from a spreadsheet
The approver	clears a purchase order from a phone, and it posts as a standard approval



Oracle JD Edwards in Transport and Logistics

The fleet is both the asset being maintained and the thing earning the revenue, and JD Edwards costs both sides.

What the solution covers

- Shipment planning, routing and load building
- Shipment rating with carrier and freight control
- Vehicle and fleet management with meter readings
- Preventive and condition-based maintenance on the fleet
- Shipping documentation and export paperwork
- Staff and carrier coordination against the shipment
- Fuel, tyres and spares under inventory and job costing

> A vehicle earns and consumes at the same time. Both sides of it settle into the same ledger, against the same asset.

References include AlRashed Transport, Kuwait Airways, Jana Marine Services and CWC.

THE VALUE

- → **Cost per shipment and per vehicle**
- → **Maintenance planned around utilisation, not the calendar**
- → **Freight charged on measured cost, not estimate**

What it looks like day to day

The dispatcher	builds the load and rates the shipment before it leaves the yard
The workshop	plans the service on the meter reading rather than the calendar
The controller	reads cost per shipment and per vehicle out of the same ledger

From the field to the ledger, same day

The plan is already in JD Edwards. The gap is between the field and the system, and it closes in two directions: the crew records the actual on a phone, and the sensors in the block report for themselves.

Grower mobile app







01 Sign in

Offline, with a fingerprint. The JD Edwards email in Address Book is the username.

02 Plan against actual

Equipment, stock items with automatic NPK, and labour, recorded against the operation.

03 Sync and post

Pending lines counted by type and date, then posted the moment the network returns.

Smart farming and IoT



- Aerial survey fixes the block boundary; satellite imagery shows differences across fields
- Probes report soil moisture and temperature at depth, filed against the block they stand in
- Readings arrive through Orchestrator and land on the same harvest record as every other actual

Offline is the normal case

On a working farm there is usually no signal. The app treats the network as an opportunity to sync, never as a condition for working.

Data reaches the system	at the moment of execution, not in days
Source of the record	digital entry from the field, not paper and memory
Actual cost accuracy	built on recorded actuals, not estimates

From a system of record to a system that acts

What an orchestration is made of

Trigger	a schedule, an event in EnterpriseOne, a device, a form exit or a REST call
Connector	a call out to an external system, database or cloud service
Form request	the transaction itself, run against a standard application
Logic extension	no-code business logic: conditions, loops, calculations, assertions
Notification	a message to the person who must act, with action links

How AI reaches JD Edwards

Oracle's strategy is not to embed AI inside the application. Orchestrator authenticates to AI services over secure REST — document understanding, vision, generative models, anomaly and forecasting — so the intelligence arrives without touching the ERP core, and on-premise customers reach the same services through a secure gateway.

IoT and condition-based maintenance



Temperature, humidity and vibration per asset, with warning and critical thresholds set per equipment.

THE ALERT CHAIN

- → **Reading crosses a warning band**
- → **Investigation assigned and timed**
- → **Critical breach raises the work order**
- → **Approved and kept on the equipment record**

The upgrade path stays open.

Orchestrations, notifications and logic extensions sit outside the application code, so the extensions we build never become the reason you cannot take Oracle's next release.

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ONE PARTNER

+25 years. Endless possibilities.

Greenfield implementation, upgrade and re-platform, Orchestrator automation, MENA localisation, bank and payment interfaces, One View reporting, licensing advisory, training and managed support — delivered by the same consultants who designed the solution, with a one-day support response.

Book a working session

Scan to see the platform in action

HOW WE DELIVER — THE SAME METHOD ON A GREENFIELD BUILD AS ON AN UPGRADE

01	02	03	04	05
Discovery	Design	Build & integrate	Test & train	Go-live & support

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