



SIEMENS

Agility and Ingenuity Together

Deep Dive 5:
SOFTWARE
PRODUCTS

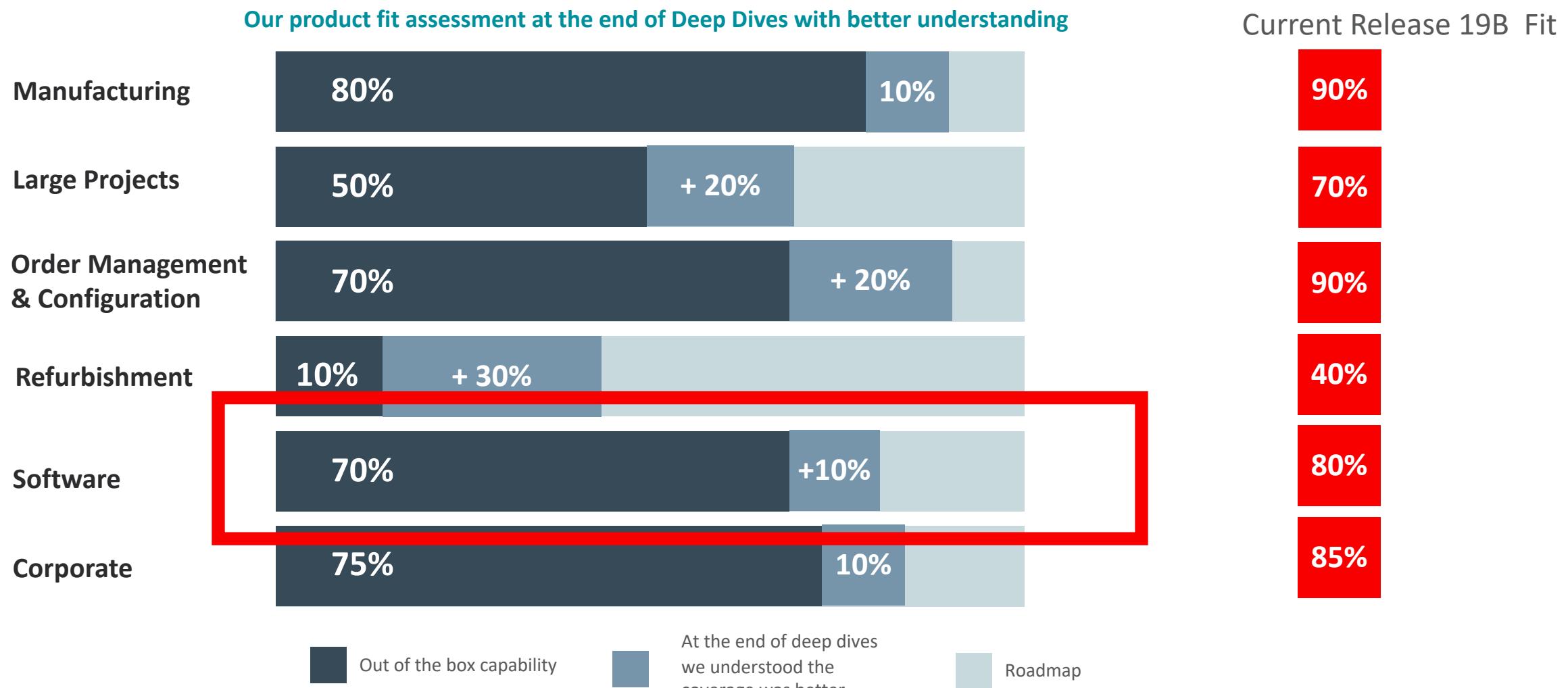
Elsa Alves
Quirien Delombaerde

ORACLE®

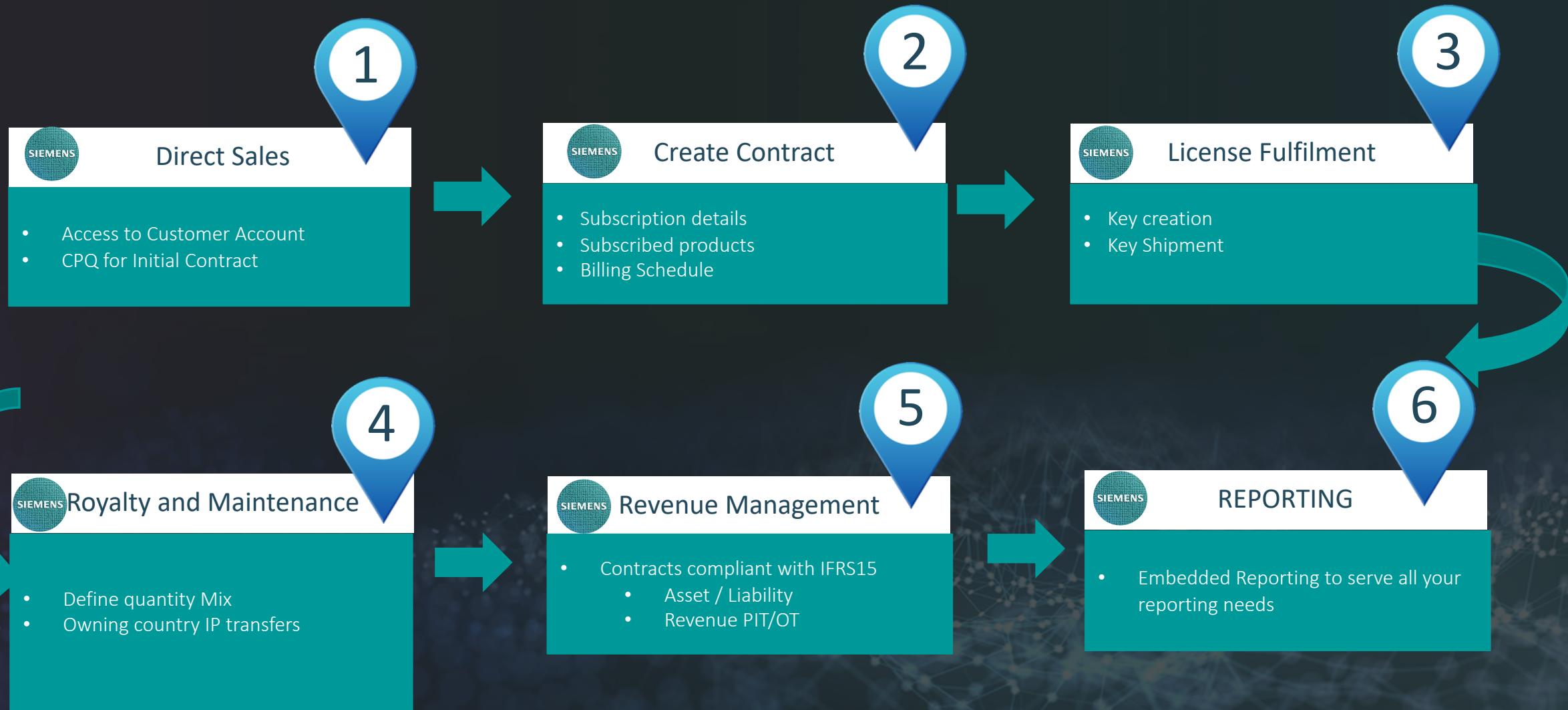
Safe Harbor Statement

The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.

Deep Dive Fit – Current Support (End May '19)

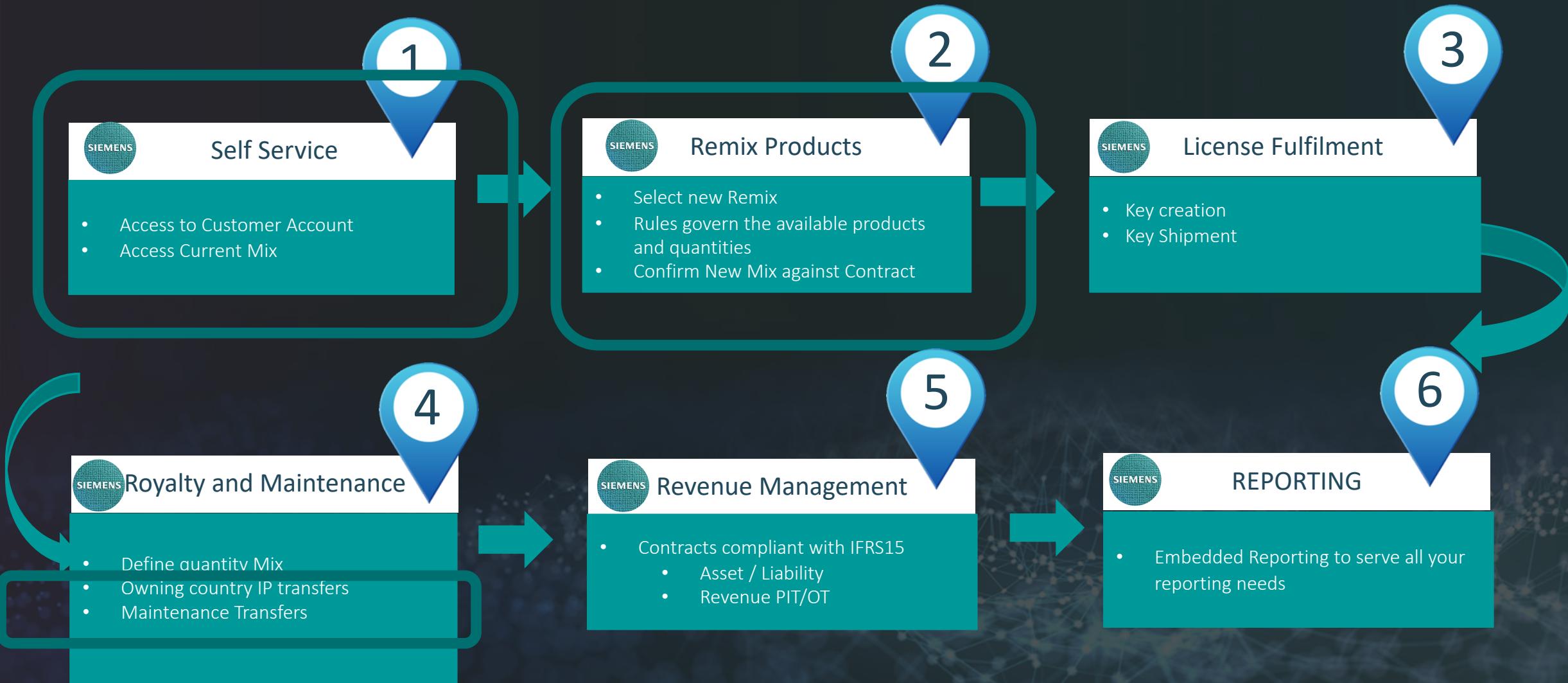


Create Initial Software Subscription Contract



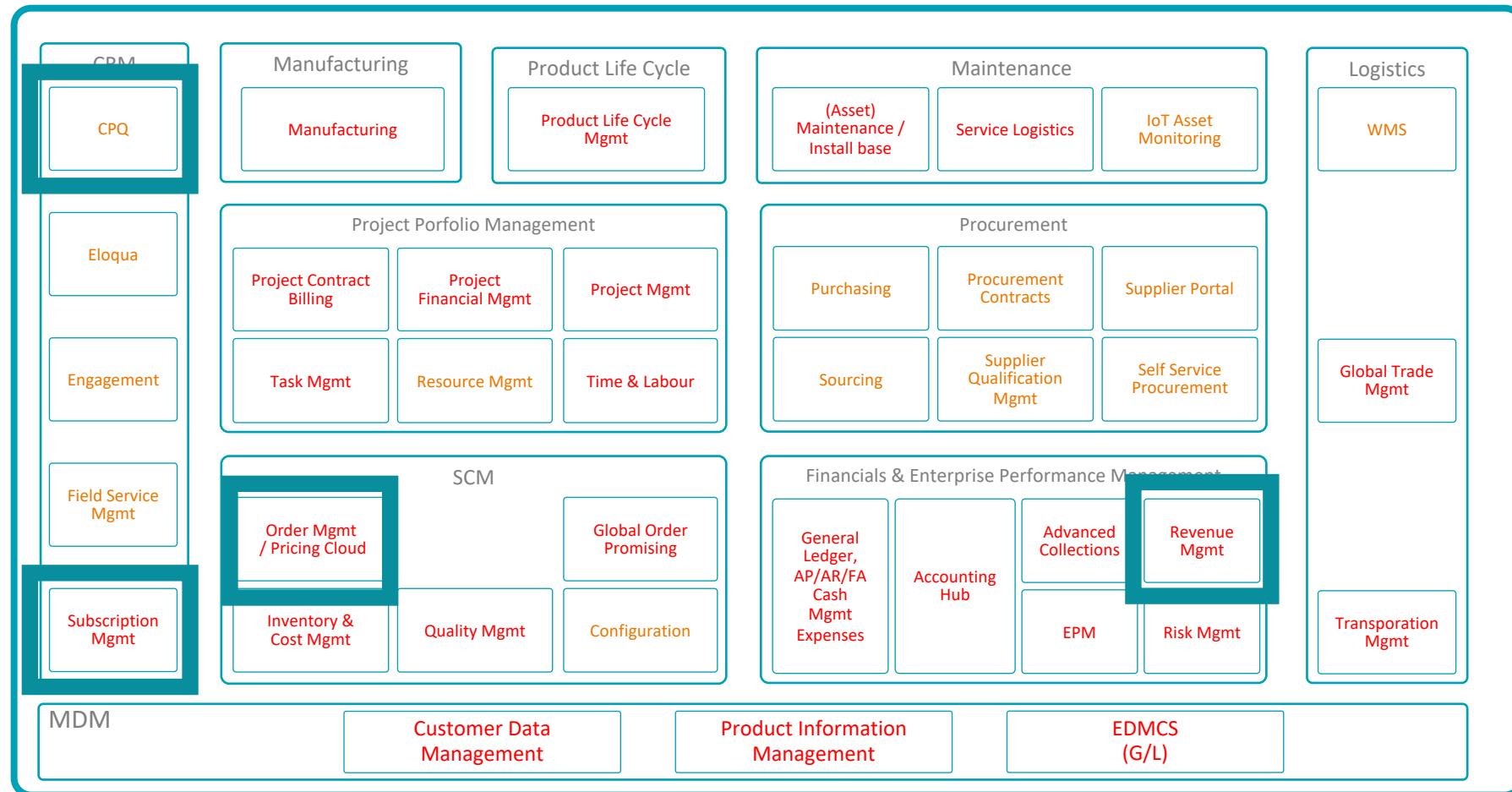
Ingenuity for life

Remix of Software Products



Ingenuity for life

Cloud Services



Key
Mandatory
Optional



Can I improve the way I sell
the Software Products,
optimizing the margins and in
a collaborative way?

Deal Management & Analysis

Deep visibility of deal metrics such as cost, discounts, margins & profitability

Automated Workflow Approvals

Route orders for review & approval, ensure 100% accuracy and eliminate approval bottlenecks.

Pricing Optimization & Quoting

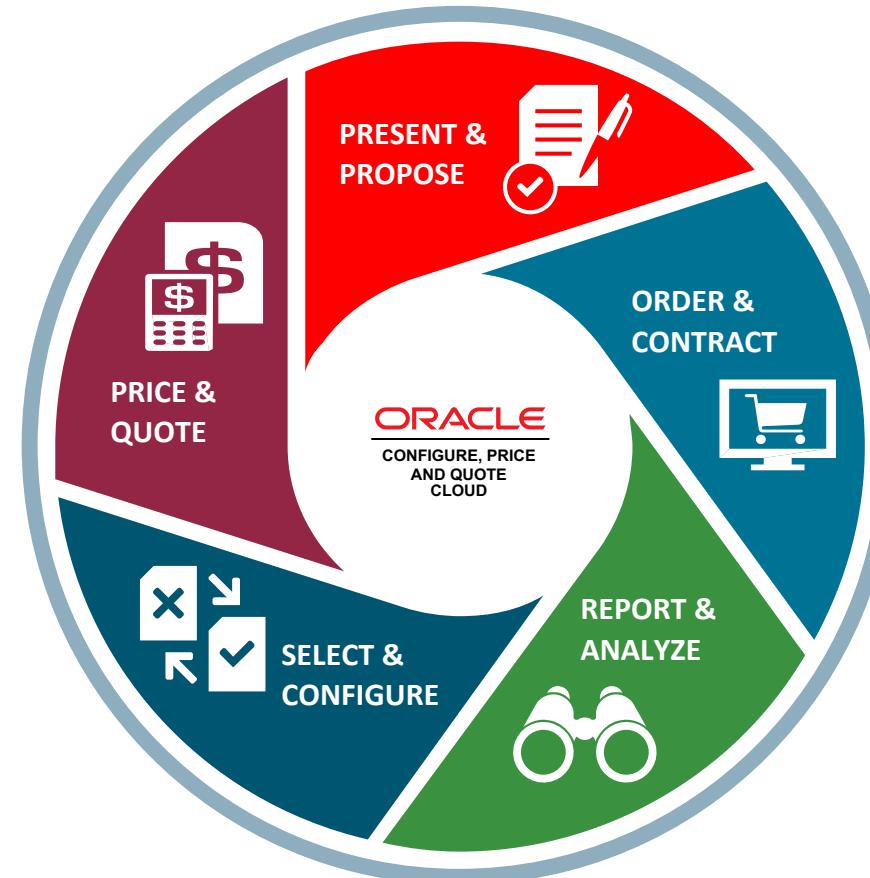
Consistent pricing and discounting with 1-click customer-friendly quotes

Product & Service Configuration

100% accurate quotes and orders with data entry errors eliminated and technically correct configurations

Guided Selling

Guide users to optimal products and options based on customer needs with guided selling functionality



Proposal Generation

Deliver highly professional and accurate output documents at the quote, proposal and contract phase

Channel Enablement

Drive standardization of pricing & discounting across direct, partner and customer channels

Order Execution

Integrate front and back office through CPQ to reduce errors as orders pass from sales to fulfilment in ERP.

Contract Management

Automate contracts, route contracts for approvals and signatures, store contracts and analyze trends

Reporting

Improve quote management, forecasting, and product management with better information and insights

Update Start Over Return - Transaction

Model Configuration

Remix
Server ID: 12300020

- Product A.1
 - RM30001
 - RM30003
- Product A.3
 - RM20001
 - RM20002

Server ID: 12300030

- Product A.2
 - RM30002
 - RM30004

Product Group 1

Max Quantity:

4000

Used Quantity:

4450

You exceeded the maximum number of licenses for Product Group A

Product Group 2

Max Quantity:

12000

Used Quantity:

0

Product Group 3

Max Quantity:

12300

Used Quantity:

0



... I select the initial quantities governed by the limits

10

0

10

B1

0

B2

0

0

C1

0

C2

0

0

Collaborative Access

Live: 19B GA

The screenshot illustrates the Oracle CPQ Cloud interface, specifically focusing on collaborative access features. The top navigation bar includes the Oracle logo, a menu icon, and a search bar labeled "Users Editing". Below the search bar are icons for Home, Settings, Transaction, Approvals, and Help.

The main transaction area shows a "Transaction" with four users assigned: Jane Johnson (JJ), Richard Brown (RB), Susan Davis (SD), and Mary Williams (MW). Each user is represented by a colored square icon and their name. A red box highlights the "Users Editing" window, which lists these four users. The transaction status is shown as "Status" with a value of "4".

The bottom section displays the "Transaction Info" tab, which contains fields for Transaction Number (CPQ-314), Prepared By (Lisa Jones), Total Discount % (0.0), Last Updated By (Susan Davis), Last Updated (05/03/2019 11:30 AM), and Status (Created). The "Customer Details", "Documents", "Approvals", and "Order Info" tabs are also visible at the top of this section.

Salesforce Native Lightning Experience

The screenshot shows the Salesforce Native Lightning Experience interface. At the top, there's a navigation bar with icons for Sales, Home, Opportunities (selected), Leads, Tasks, Files, Accounts, Contacts, Dashboards, Reports, Chatter, Groups, More, and a search bar. Below the navigation is a detailed view of an Opportunity record for "Egyptian Corp". The record includes fields for Account Name (Egyptian Corp), Close Date (31/05/2020), Amount (£2,000,000.00), and Opportunity Owner (Lisa Jones). A progress bar at the bottom indicates the sales process from Prospecting to Negotiation, with "Closed" as the final stage. To the right of the main record view, there's a sidebar with sections for Oracle Quotes (1), Products (0), Notes & Attachments (0), and Contact Roles (0). The sidebar also features a file upload section with "Upload Files" and "Or drop files". At the bottom, there are sections for "Next Steps" (with a note about adding tasks or meetings) and "Past Activities" (with a note about past meetings and tasks marked as done).

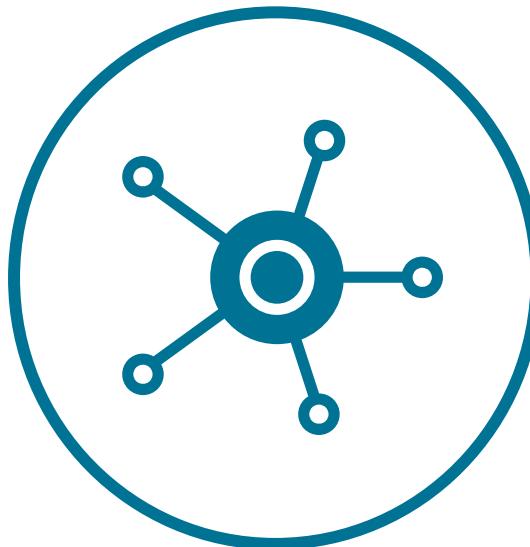
- Supports Mixed/Complex Deployments
- Supports Salesforce Communities in embedded mode
- Supports 2 Modes in Salesforce Mobile app
- Supports Parts Sync, User Sync and User Profiles
- New simplified Setup Wizard



Where are the Entitlements
Contracts managed?

Oracle Subscriptions

A Modern, Subscription Platform Embedded Across Oracle CX & ERP



Connect

Linking your order-to-revenue processes



Manage

Easier than ever to launch and continually adapt



Retain & Renew

One comprehensive view to track customer success

Subscription Number: CPQ-710-42310474

[Actions](#) [Save](#) [Save and Close](#) [Cancel](#)
 Summary

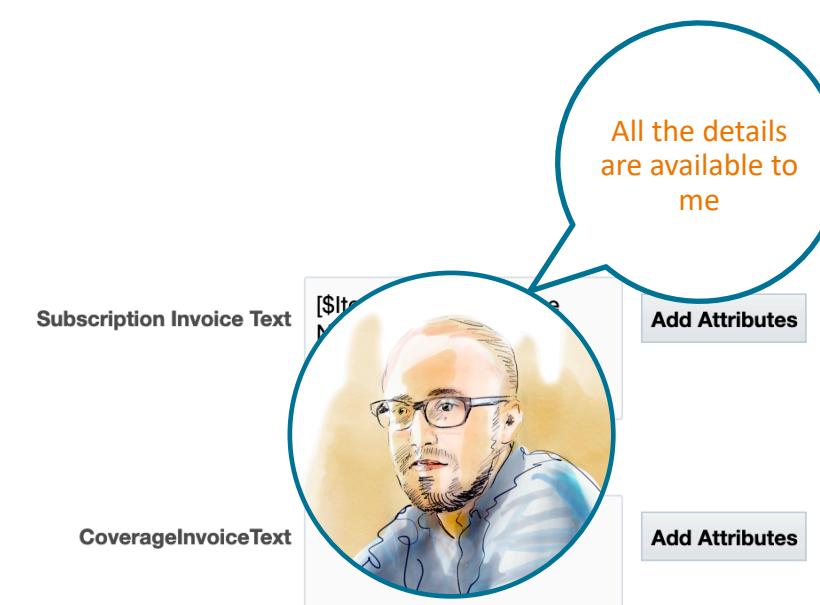
Overview

-  Contacts
-  Team
-  Renewal Controls
-  Sales Credits

Customer	Computer Service and Rentals	Term	1,097 Day
Subscription Number	CPQ-710-42310474	End Date	6/3/22 
Billing Account	10060 	Status	Draft
Bill-to Site	Knoxville 	Payment Method	
Bill-to Address	301 E Summit Hill Dr,KNOXVILLE, TN 37915 Knox 	Total Contract Value	90,447.90
Currency	EUR	Subscription Contract	None 
Subscription Profile	Gobal Subscription Template	Supporting Documents	None 
Priced on Date	6/3/19		
* Start Date	6/3/19 		

Billing

Bill Service	Bill 
Invoicing Rule	Advance Invoice 
Billing Frequency	Year 
Billing Date	Period start 
Accounting Rule	Immediate 



- [Summary](#)
- [Pricing](#)
- [Billing Summary](#)
- [Relationship](#)
- [Sales Credits](#)

Product

Number 42249347-4

Type Subscription

Name RM30001

* Start Date

1/1/19



Price as of Date

1/1/19



Term

1,097 Day



End Date

1/1/22



Renewal Type

Renew



Payment Method

[dropdown]

Pricing UOM Ea

Quantity

8

Total Contract Value 4,523.52

Status Draft

Billing

Invoicing Rule Advance Invoice

Accounting Rule Immediate

For each product I can see the Billing information

Billing Frequency Year

Billing Date Code Period start

Invoice T

[Charge Name] [\$Bill Date]

Add Attributes



Subscription Number: CPQ-710-42310474

Actions ▾ Save Save and Close Cancel

-  Summary
-  Contacts
-  Team

- Renewal Contr...

- Sales Credits

▲ Negotiation Settings

Customer Acceptance Required

Language

Internal Approval Required

Enable Renewal Reminders

Contract Layout Template



Communication Channel

▲ Quote To

Contact Name John Hunter

Organization Name Computer Service and Rentals

Email contact_zayx@oracledemos.com

Account Number 10060

Fax

Copy To noreply@oracle.com

Phone

Primary Salesperson

Correspondence Address International House, Stanley Boulevard, Hamilton Int'l Technology Park, Glasgow, Scotland, GB, G72 0BN

▲ Next Renewal Settings

Renewal Process Manual

Price Adjustment Type Reprice

Customer Acceptance Required

Internal Approval

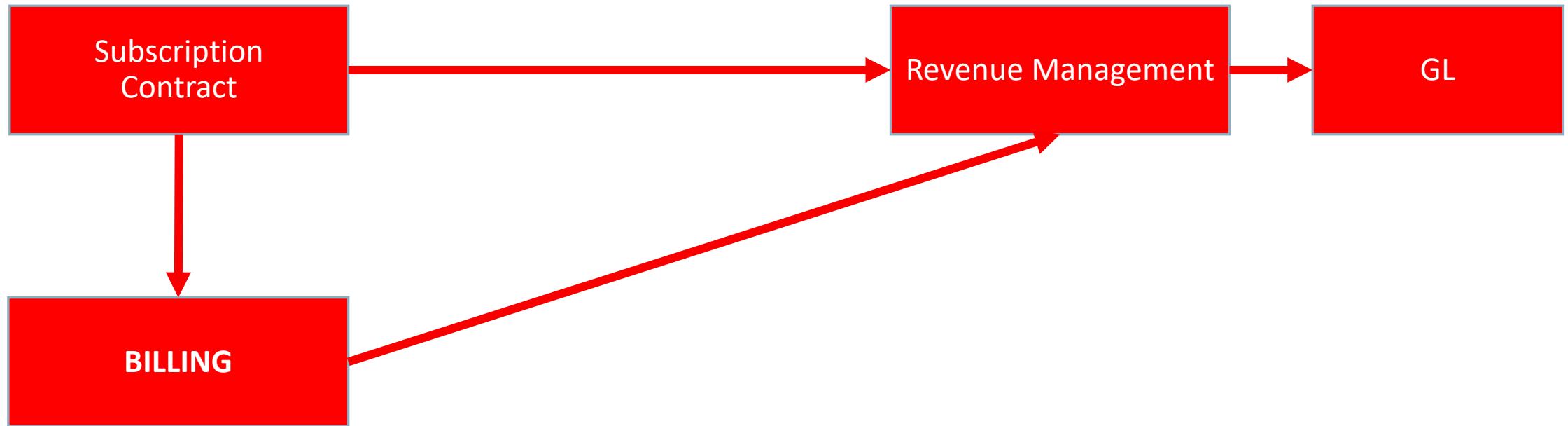


Including the
Renewals
controls



Is my revenue recognition -
even remixed! –
calculated and booked
correctly
according to IFRS15?

Revenue recognition standard processes



Edit Customer Contract

Actions ▾

Save**Save and Close****Cancel****Header Information** | [Show More](#)

Number 11003

Date 1/1/19

Transaction Price 207,000.00 USD

Status Review Not Required

Freeze Date 1/11/19

Revenue Recognized 207,000.00 USD

Allocation Status Allocated

Conversion Date 1/1/19

Billed 69,000.00 USD

Allocation Pending Reason

Identification Rule Manufacturing Contract

Comments

...

Performance Obligations **Promised Details**

Actions ▾ View ▾

	Obligation Item	Description	* Quantity	UOM	Selling Amount	Promised Detail Amount	Revenue Recognized	Billed	Residual Approach	Measure Model	Plan	Plan Start Date	Plan End Date
▶	13024 RM40006	Maintenance Product A.5	36	Month	1,244.16	1,244.16	1,244.16	414.72	Yes	Period	Daily Rate All Periods	1/1/19	12/31/21
▶	13025 RM10001	Maintenance Product B.C	36	Month	35,520.12	35,520.12	35,520.12	11,840...	Yes	Period	Daily Rate All Periods	1/1/19	12/31/21
▶	13026 RM20002	Maintenance Product A.3	36	Month	947.52	947.52	947.52	315.84	Yes	Period	Daily Rate All Periods	1/1/19	12/31/21
▶	13027 RM30001	Product A.1	8	Ea	4,523.52	4,523.52	4,523.52	1,507.84	Yes	Quantity			
▶	13028 RM20003	Maintenance Product A.4	36	Month	1,200.24	1,200.24	1,200.24	400.08	Yes	Period	Daily Rate All Periods	1/1/19	12/31/21

	Obligation Item	Description	* Quantity	UOM	Selling Amount	Promised Detail Amount	Revenue Recognized	Billed	Residual Approach	Measure Model	Plan	Plan Start Date	Plan End Date
▶	13030 RM20001	Product A.3	5	Ea	3,790.50	3,790.50	3,790.50	1,263.50	Yes	Quantity			
▶	13031 RM30003	Maintenance Product A.1	36	Month	1,131.12	1,131.12	1,131.12	377.04	Yes	Period	Daily Rate All Periods	1/1/19	12/31/21
▶	13032 RM30002	Product A.2	8	Ea	5,428.24	5,428.24	5,428.24	1,809.41	Yes	Quantity			
▶	13033 RM30004	Maintenance Product A.2	36	Month	1,357.20	1,357.20	1,357.20	452.40	Yes	Period	Daily Rate All Periods	1/1/19	12/31/21
▶	13034 RM40001	Product B.C	1	Ea	142,080...	142,080.24	142,080.24	47,360...	Yes	Quantity			
▶	13035 RM40004	Product A.4	7	Ea	4,801.30	4,801.30	4,801.30	1,600.43	Yes	Quantity			

<	View	Print	Print	Add	Discard
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Details

Line Details **Satisfaction Events** Line Reference Details Contract Revision Details

	Event Number	* Satisfaction Measurement Date	Satisfied Percent	Satisfied Quantity	Period Ratio	Period Start Date	Plan End Date	Discarded Status	Discarded Date	Discarded By
	1	1/31/19		31		1/1/19	1/31/19	No		
	2	2/28/19		28		2/1/19	2/28/19	No		
	3	3/31/19		31		3/1/19	3/31/19	No		
	4	4/30/19		30		4/1/19	4/30/19	No		
	5	5/31/19		31		5/1/19	5/31/19	No		

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Contract Activity Detail

Ledger Name: US Primary Ledger

Contract Group Number:

As-Of:
6/7/19

Customer Contract			Performance Obligation		Promised Detail Line					Contract Balance							
Number	Date	Reference	Number	Reference	Number	Customer Name	Customer Number	Legal Entity	Item/Memo Line	Accounting Date	Accounting Event	Contract Clearing	Contract Asset	Contract Liability	Contract Discount	Contract Revenue	Contract Price Variance
11003	1/1/19		13031							1/31/19	Initial Performance		1,131.12	-1,131.12			
11003	1/1/19		13031		1	Conifer International	10010	US1 Legal Entity	Maintenance Product A.1	1/31/19	Performance Obligation Satisfied			31.99		-31.99	
11003	1/1/19		13031		1	Conifer International	10010	US1 Legal Entity	Maintenance Product A.1	2/28/19	Performance Obligation Satisfied			28.90		-28.90	
11003	1/1/19		13031		1	Conifer International	10010	US1 Legal Entity	Maintenance Product A.1	3/31/19	Performance Obligation Satisfied			31.99		-31.99	
11003	1/1/19		13031		1	Conifer International	10010	US1 Legal Entity	Maintenance Product A.1	4/5/19	Performance Obligation Billed	377.04	-377.04				
11003	1/1/19		13031		1	Conifer International	10010	US1 Legal Entity	Maintenance Product A.1	4/30/19	Performance Obligation Satisfied			30.96		-30.96	
11003	1/1/19		13031		1	Conifer	10010	US1 Legal	Maintenance	5/31/19	Performance Obligation			31.99		-31.99	

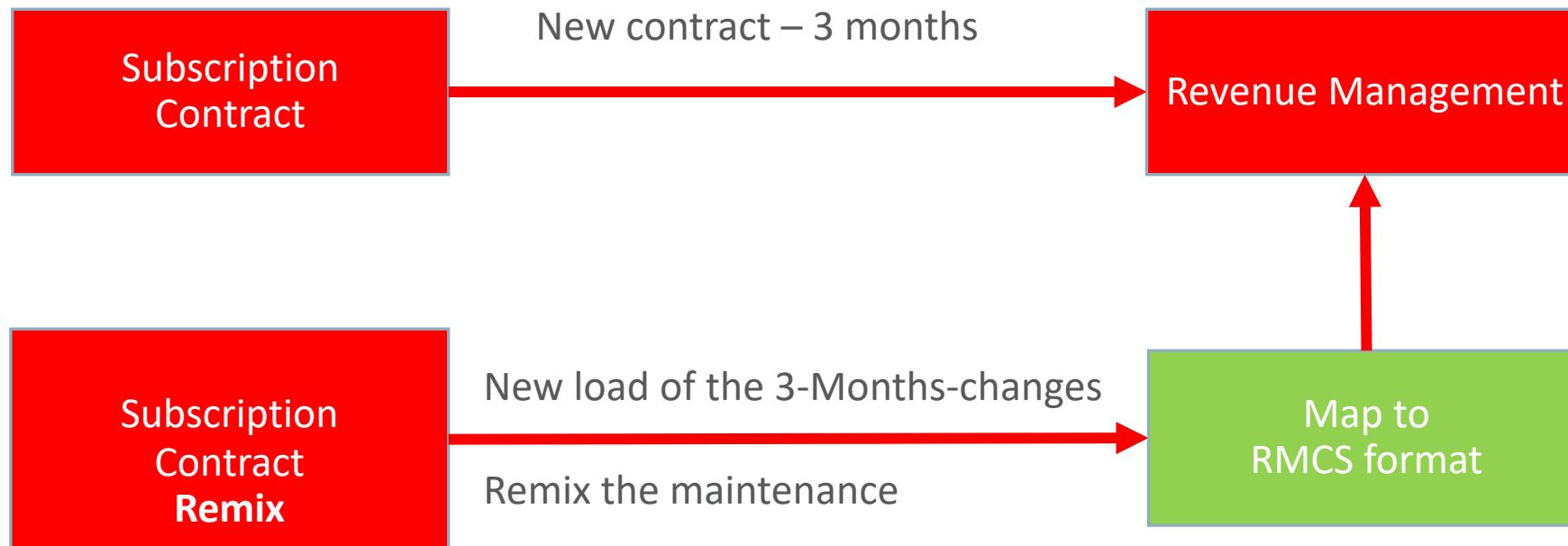
Revenue recognition for maintenance of remix – option 1



**Accounting entries on IFRS accounts are fine anyway,
so no need for corrections for Balance , P&L**

**Via reporting : “Exact remix allocation” can be made
and disclosed if necessary**

Revenue recognition for maintenance of remix – option 2



Header Information | [Show More](#)

Number	11004	Date	1/1/19	Transaction Price	4,000.10 USD
Status	Review Not Required	Freeze Date	1/11/19	Revenue Recognized	4,000.10 USD
Allocation Status	Allocated	Conversion Date	1/1/19	Billed	0.00 USD
Allocation Pending Reason		Identification Rule	Manufacturing Contract		

Revenue of 200 per Quarter

in Q1 splitted in 100 A1 and
100 A2

in Q2 200 revenue on A1

[Performance Obligations](#) **Promised Details**

Actions ▾ View ▾

Obligation Item	Description	* Quantity UOM	Selling Amount	Promised Detail Amount	Revenue Recognized	Billed	Residual Approach	Measure Model	Plan	Plan Start Date	Plan End Date
14001 RM30001	Product A.1	8 Ea	1,600.00	1,600.00	1,600.00	0.00	Yes	Quantity			
14002 RM30003	Maintenance Product A.1	3 Month	100.02	100.02	100.02	0.00	Yes	Period	Daily Rate All Periods	1/1/19	3/31/19
14003 RM30002	Product A.2	8 Ea	1,600.00	1,600.00	1,600.00	0.00	Yes	Quantity			
14004 RM30004	Maintenance Product A.2	3 Month	100.02	100.02	100.02	0.00	Yes	Period	Daily Rate All Periods	1/1/19	3/31/19
14005 RM30003	Maintenance Product A.1	3 Month	200.01	200.01	200.01	0.00	Yes	Period	Daily Rate All Periods	4/1/19	6/30/19
16001 RM30003	Maintenance Product A.1	3 Month	100.02	100.02	100.02	0.00	Yes	Period	Daily Rate All Periods	7/1/19	9/30/19

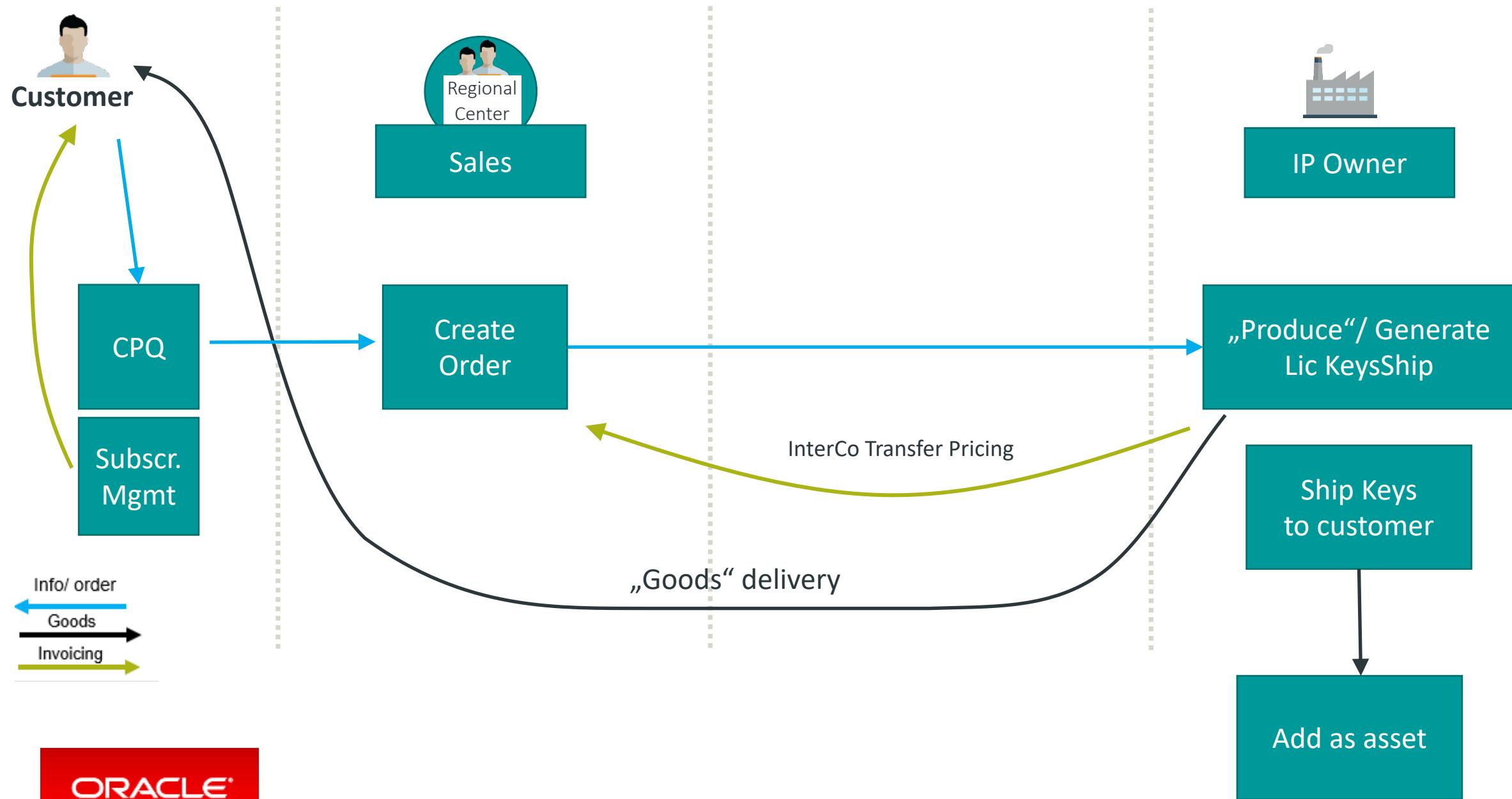
[Details](#)



How automated can my
"Royalties" process be?

Key Delivery and Royalty Intercompany Processing

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Financial Orchestration Manage Financial Orchestration Flows xFinancial Orchestration Flow: SCM-00001 ★
Save Save and Close Cancel
Actions ▾ 7/31/14 - Current ▾

Name: SCM-00001
 Description: Order entered in US BU, Inv. Orgs 001, 002 or 003.
 Shipment out of UK BU, Inv. Orgs 100, 101
 Business Process Type: Shipment
 Priority: 105
 Status: Active

► Financial Orchestration Qualifier

Primary Routes

Actions ▾ View ▾ Format ▾ + ▾ ✖ Frozen Detach Wrap

Line	Shipping Business Unit	Shipping Legal Entity	Selling Business Unit	Selling Legal Entity	Effective Start Date	Effective End Date
1	UK Business Unit	UK Legal Entity	US1 Business Unit	US1 Legal Entity	7/31/14	

Columns Hidden: 1

UK Business Unit - US1 Business Unit : Financial Routes

Actions ▾ View ▾ Format ▾ + ▾ ✖ General Information Buy and Sell Term

Line	Selling Business Unit	Selling Legal Entity	Buying Business Unit	Buying Legal Entity	Buying Trade Organization	Effective Start Date	Effective End Date
1	UK Business Unit	UK Legal Entity	US1 Business Unit	US1 Legal Entity	SIEMENS Manufacturing	7/31/14	

General Information	Buy and Sell Term	Sell Side Tax Determinants	Buy Side Tax Determinants	Buy and Sell Term	Transfer Pricing Rule	Documentation and Accounting Rule	Receivables Invoice Type	Receivables Credit Memo Type	Payment Terms
					SCM-PRICE15	SCM-00001	Intercompany	Credit Memo	Immediate

Review Transaction: Invoice 3082

Actions ▾

[View Image](#)[Save](#)[Incomplete](#)[Cancel](#)

General Information

[Show More](#)

Business Unit	UK Business Unit	Transaction Date	6/18/18	Currency	GBP - Pound Sterling
Transaction Source	ORA_Supply Chain Financial Orchestration	Accounting Date	6/18/18	Transaction Total	319.46
Transaction Type	Intercompany	Salesperson	No Sales Credit	Lines	319.46
Transaction Number	3082	Invoicing Rule		Tax	0.00
Document Number		Attachments	None +	Freight	0.00
Status	Complete	Notes		Charges	0.00



Customer

Bill-to Name	Intercompany	Ship-to Name	SENEC
Bill-to Site	Tours	Ship-to Site	2947

Payment

* Payment Terms	<input type="text" value="Immediate"/>
Due Date	6/18/18

Invoice Details

[Invoice Lines](#) [Sales Credits](#)

View ▾ Detach

[Line Information](#) [Tax Determinants](#) [Revenue Scheduling](#)

Line	Item	Description	Line Information						
			Memo Line	UOM	Quantity	Unit Price	Amount	Details	Tax Class
1	AS00100	Alliance Business Software		Ea	1	159.73232	159.73		



..and finally...Overall :
how does Oracle Cloud fits
with my Software Process –
DD5?

Benefits

- PRICE OPTIMISATION
- DOCUMENTS AND APPROVALS GOVERNANCE IN ONE PLACE
- CONTRACT MANAGEMENT
- FULL AUTOMATION
- FINANCIAL: AUTOMATED COMPLIANT PROCESSES



Quiz Question 1

“How many applications do I need to complete select products, negotiate pricing, get approvals, generate proposals and create orders and contracts?”

- a) 1
- b) 3
- c) 5

Quiz Question 1

“How many applications do I need to complete select products, negotiate pricing, get approvals, generate proposals and create orders and contracts?”

a) 1

CPQ Cloud

Quiz Question 2

“Upon each Remix, a Contracts Manager needs to manually review it to validate that maximum quantities are still applicable”

True, or False?

Quiz Question 2

“Upon each Remix, a Contracts Manager needs to manually review it to validate that maximum quantities are within the boundaries”

False

The solution does not allow the user to exceed the agreed quantities in the contract.

Quiz Question 3

“I still need excel, as well to calculate the exact remix revenue recognition as to calculate the royalties?”

True, or False?

Quiz Question 2

“I still need excel, as well to calculate the exact remix revenue recognition as to calculate the royalties?”

False:

The solution has automated processes in the background which book revenue correctly and calculate and invoice royalties.



SIEMENS

Agility and Ingenuity Together

June 18th Breakout
Deep Dive 5:
Software Products

Elsa Alves
Quirien Delombaerde

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