Oracle Order Management Business Process Cycle

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Oracle Order Management manages below
life cycles:

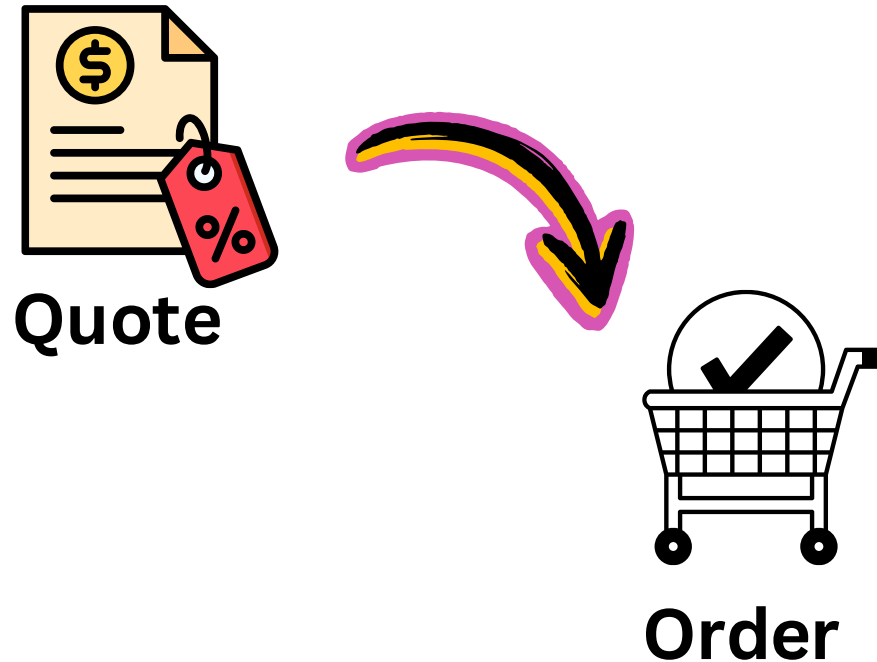**Quote to Order**

Multichannel Order to Promise

Fulfillment Orchestration to Invoice

Order to Dropship

Customer Invoice to Receipt

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Quote to Order

Quote

Order

Quote to Order refers to the process of **managing customer quotes** and transitioning them into **Actual Orders** within Oracle

Multichannel Order to Promise

Customer Orders

Multichannel Order to Promise refers to the process of **managing customer orders from various sales channels** and providing accurate order within Oracle Order Management
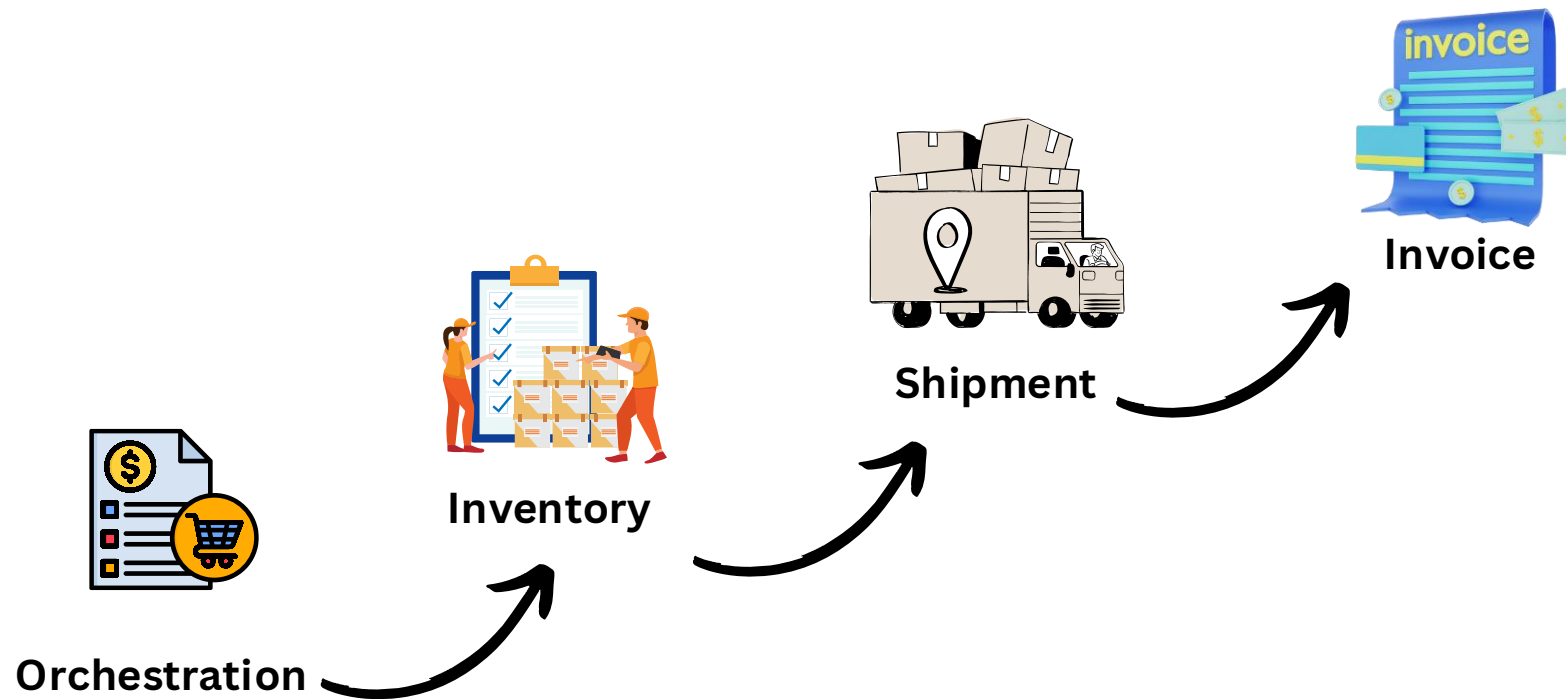
Fulfillment Orchestration to Invoice
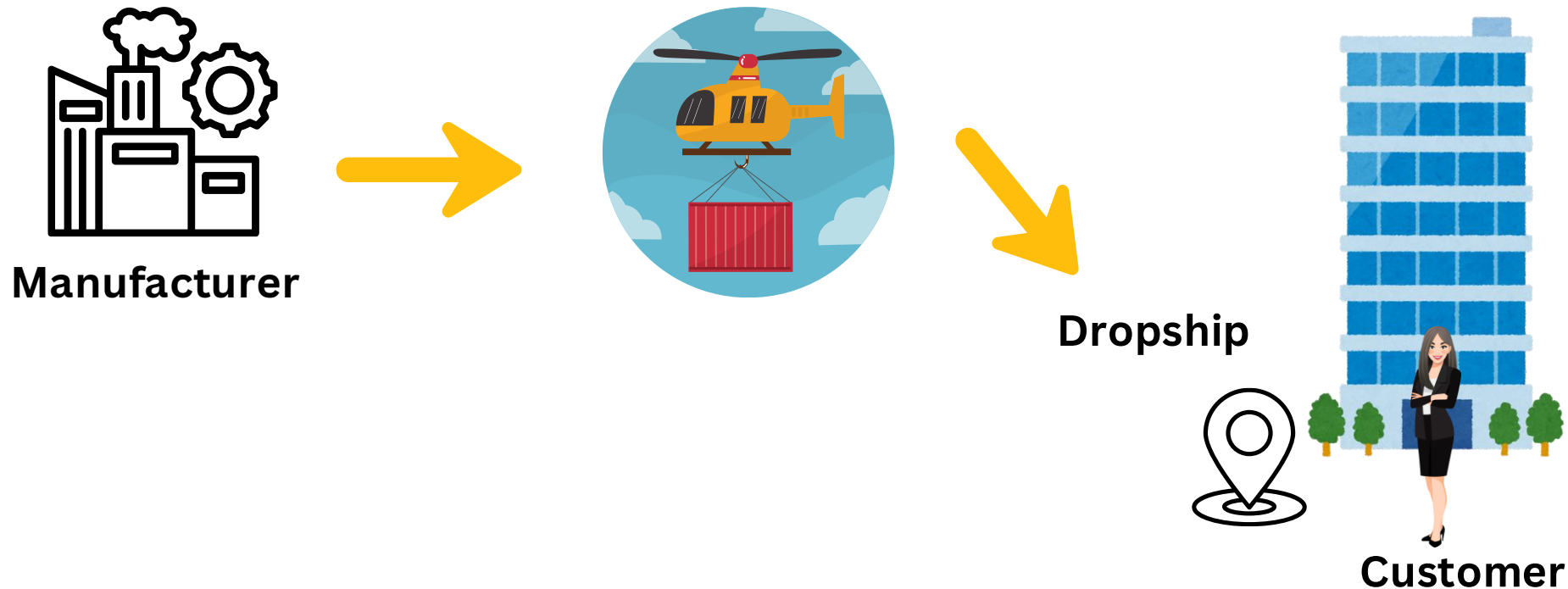
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Invoice

Shipment

Inventory

Orchestration

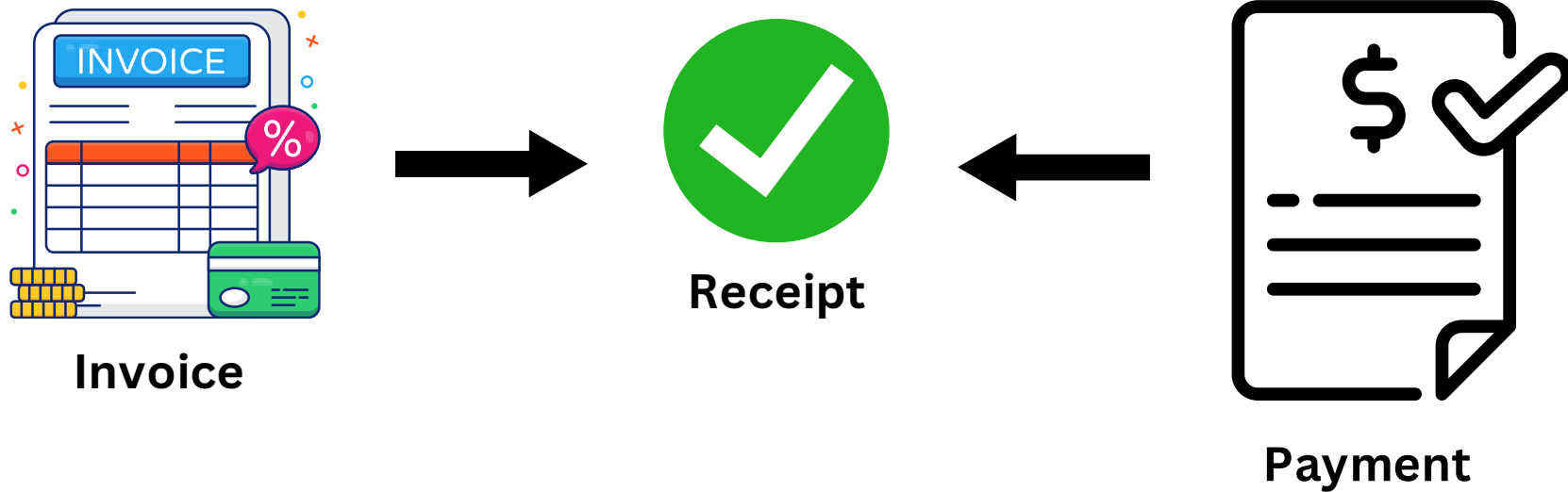**Fulfillment Orchestration to Invoice** refers to the comprehensive process of managing end-to-end fulfillment of **customer orders, including Order Orchesration, Inventory Management, Shipping coordination** and **Generating invoices** within Oracle Order Management Cloud

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Order to Dropship

Manufacturer

Dropship

Customer

Order to Dropship refers to the process of managing customer orders that are fulfilled through **Dropshipping.** A customer places an order and instead of fulfilling the order from the company's own inventory, **dropshipping involves shipping the products directly from suppliers to customers**

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Customer Invoice to Receipt

Invoice

Receipt

Payment

Customer Invoice to Receipt refers to the process of managing the **financial aspect of Customer Orders**, starting from generation of Invoices based on the Order details to **Receipt of Orders**