

Fusion Suite Pricing

Frequently Asked Questions

Need help and can't find the answer to your questions below?

Reach out via Slack to [#fusion-suite-pricing-help](#)

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Advantages of Fusion Suite Pricing

What is the key difference between Fusion Suite pricing over a-la-carte pricing?

Our a-la-carte pricing requires customers to be very specific on exactly which Fusion services they plan on using, and how much of each service they plan on using during the contracting process. Unfortunately, they don't always have this detailed information with the requisite accuracy when they sign the initial contract and need to request for cumbersome contract changes as their needs become clearer and as their business needs evolve.

With Fusion Suite Pricing, customer can make a commercial commitment to a high-level Fusion SaaS strategy. Customers subscribe to the Fusion Suite for the appropriate number of users via a one-time contracting process. They do not have to be specific about the exact list of Fusion services and how much of each specific Fusion service they plan on using.

- This approach with Fusion Suite pricing gives customers ultimate flexibility and greatly simplifies the buying and contract experience.
- The Fusion Suite Pricing entitles customers to a broad set of industry-leading applications. They are free to try-out and deploy any of the broad set of entitled applications without having to make a change to their contract, as long as they stay within their subscribed user count.

- Customers are free to rebalance their user mix across entitled applications in the Fusion Suite as their implementation and business needs evolve. No contract change is needed for this rebalancing.

Why Fusion Suite?

Fusion Suite is geared towards any organization that would use multiple capabilities across pillars of products and want more flexibility with a simpler pricing model. The two Fusion Suite offerings are designed to be able to be sold independent of each other, but also have additional value when sold together for the self service capabilities and integrated HCM in support of the other enterprise capabilities.

Fusion Suite Pricing Offering

What do customers buy as part of the Fusion Suite pricing offerings?

- Two distinct Fusion Suite offerings available:
 - **Fusion Suite Professional** - Hosted Named User
 - Licensed by Hosted Named User and is geared towards "professional" users of the Fusion Suite software, i.e. they use Fusion software to execute most of their day to day job functions across ERP, SCM, CX & EPM.
 - Customers should license the number of unique named users that they expect will access these entitled services.
 - **Fusion Suite Employee** - Hosted Employee
 - Employee users are typically casual users and do not require these capabilities to do their day-to-day work have entitlements across HCM, ERP Self Service, Procurement Self Service and Sales and Service Limited.
 - An employee user is entitled to use any/all of these services.
 - Licensed for all employees of the organization.

Do the two Fusion Suite pricing base SKUs offer the same entitlements but with a different pricing metric?

- No. The two base SKUs are different and entitle customers to different sets of solutions. One is geared towards solutions the Profession User uses and the other towards solutions the Employee/Casual Users use.
- We expect the customer to purchase both base SKUs to get the most out of the Fusion Suite Pricing offering, however they are not required to purchase both.

What capabilities are included with Fusion Suite Professional User SKU?

- ERP
- Risk Management
- Financial Reporting Compliance
- Document Recognition
- Procurement
- Order Management
- Product Management
- Supply Planning



- Supply Chain Execution
- Demand Management
- Sales & Operations Planning
- Enterprise Contracts
- Supply Chain Collaboration
- Sales and Service Enterprise
- Enterprise Performance Management

What capabilities are included with Fusion Suite Employee User SKU?

- HCM Base
- Advanced HCM Controls
- Communicate
- Help Desk
- Workforce Compensation
- Workforce Health & Safety Incidents
- ERP Self-service
- Procurement Self-Service
- Sales and Service Limited

Are there any capability or functionality differences between the same module on Fusion Suite pricing vs. a-la-carte pricing? (e.g. - if a customer uses risk management with fusion suite, do they have the exact same functionality available to them than if they purchased it through a-la-carte pricing?)

The only functional difference between Fusion Suite and comparable a-la-carte Fusion SKUs is that Fusion Suite Employee **does not include** Project Time and Labor (whereas the a-la-carte Fusion ERP Self Service does include this), this capability is available as one of the Options to Fusion Suite Employee.

The EPM entitlements do not include Enterprise Data Management (EDMCS). As a practical matter for Hosted Named Users, EDMCS customers will almost certainly buy EDMCS rather than using the EDM Biz Process from EPM Enterprise because the 5k Record Restriction will be too low for all but the smallest SMBs.

How to I scope the quantity of Professional Users?

Customers should license the number of unique Hosted Named Users that will access the entitled solutions. See simplistic examples below that explain this.

- Example 1
 - John – will access ERP Cloud
 - Beth – will access Order Management Cloud
 - Neil – will access Procurement Cloud

Answer: Customer will need to license **3** Hosted Named Users



- Example 2
 - John – will access ERP Cloud and EPM
 - Beth – will access Order Management Cloud, Supply Chain Planning, Supply Chain Execution and Procurement Cloud
 - Neil – will access CRM Service and Supply Chain Execution

Answer: Customer will need to license **3** Hosted Named Users

- Example 3
 - John – will access ERP Cloud
 - Beth – will access EPM
 - Neil – will access all the solutions that are entitled as part of the Fusion Suite Professional User SKU

Answer: Customer will need to license **3** Hosted Named Users

Is there an extension of usage report available to assist with estimating number of users for professional SKUs by unique number of those A-la-Carte SKUs?

Yes, there are utilization reports that sales and CSM teams have access to in reviewing their accounts. The Hosted Named User Usage Drill Through report can help the customer determine the users who are authorized to use specific SKUs based on roles/privileges.

Typical Entitlement / Capability Questions

How is EPM (Enterprise Performance Management) that is included in Fusion Suite different than the a-la-carte offering?

EPM for Fusion Suite Professional does not include Enterprise Data Management (EDM) Business Process. Instead, customers will purchase standalone Enterprise Data Management Cloud Service for EDM functionality. Note: EPM Enterprise B91074 / B0177 Hosted Named User includes EDM Business Process, but is restricted to 5 Hosted 1,000 Records and cannot be expanded.

- Qty 5 Hosted 1,000 Records is insufficient to support all but the smallest SMBs. Therefore, and as a practical matter, customers will need to purchase standalone EDMCS for EDM functionality regardless of whether they purchase Fusion Suite or EPM Enterprise.

EPM for Fusion Suite Professional allows customers to activate up to 6 EPM Business Processes. Additional Business Processes are available for purchase with Oracle Additional Application for Oracle Enterprise Performance Management for Fusion Suite Cloud Service B108677. The List Price for which is \$75k USD each Business Process.

When EPM Enterprise is purchased with a la carte B91074 or B90175, additional Business Processes can be ordered at no additional fee.

Fusion Suite Professional SKU contains "Self Service for ..." functionality as well as Fusion Suite Employee SKU. How do I know which SKU to purchase for the Self Service features?

To determine which SKU to purchase depends on the use case your customer needs. If the users only need occasional use of the Self-Service capabilities and nothing more from the Suite Professional Base, then they would be a good fit for the Suite Employee Base. At the same time the need to



license the whole employee population for a handful of Self-Service users may not make sense if that's the only reason to adopt the Suite Employee Base.

Is Product Management Review included in either base SKU?

Product Management Reviewer is not an included entitlement to either of the fusion suite base SKUs and is a viable option to the Suite Professional base SKU.

Does Document Recognition entitlement include all the same functionality as the A-la-Carte SKU?

The Document Recognition SKU entitlement includes all the same functionality as stand-alone SKUs.

Does Fusion Suite Employee include entitlements to HCM Communicate and Workforce Compensation?

Yes, Fusion Suite Employee does include entitlements to both HCM Communicate and Workforce Compensation.

Key Details

Are there minimum requirements for a customer to be eligible for Fusion Suite pricing?

Yes, a customer needs to meet the following criteria:

- Minimum annual billing of \$500,000 USD for the Fusion Suite subscription
- Contract terms of 36+ months
- No Mix / Match

What counts towards the \$500k Annual Billing minimum?

All SKUs under the 'Fusion Suite Cloud Service' section of the Fusion price list count towards the minimum like Payroll or Break Glass.

- Fusion Suite bases
- Fusion Suite Professional and Employee options
- Optional services

What does "Min \$500K Annual Billing" requirement mean? (See section on "Min \$500K Annual Billing" for examples)

Minimum of \$500,000 USD is net annual billing a.k.a post discounts being applied.

- Average ARR does not count as meeting this requirement.
- Phasing is allowed as long as the quote meets the first year \$500K annual billing requirements.
- Customer's annual billing must maintain \$500K USD or greater for each year during their contract term.

How does a customer purchase the optional services with the fusion suite bundle?

On the Fusion Price list, there is a new Fusion Suite section, any of the "Base Options or Optional Services" in that section can be purchased by Fusion Suite customers.



Is there a minimum number of users mandated for any of the pillars?

No, the restriction is minimum \$500K annual billing for Fusion Suite subscription.

What is the No Mix / Match Requirement? (See section on "No Mix / Match" for use cases)

Cannot buy a-la-carte Fusion Suite components to avoid buying additional Fusion Suite bases.

- CPQ is configured where Fusion Suite and all available options and add-ons are located within their own New FS tile. Sales never needs to go in/out of the Fusion Suite tile to add “fusion suite” eligible products.
 - Sales can add components not found in Fusion Suite like OTMGTM, Unity, Analytics, etc to the same ordering document but these are outside the “No Mix/Match” and do not apply to the \$500K Min rule.
- Customers must convert everything at the first execution and cannot avoid buying Fusion Suite pieces by purchasing components separately. (This also includes co-terming of multiple subscription plans.)

Is the discount schedule the same as a-la-carte pricing?

Fusion Suite has its own discount schedule due to the premium value of the suite offering.

- Sales Rep = 0 - 5% Total Discount from List
- Tier 3 = 5 - 15% Total Discount from List
- Tier 2 = N/A
- Tier 1 = <15 - 25%
- HQApp approval is required for requests over 25% Total Discount from List

Is there wiggle room on the Fusion Suite discount schedule to transition customers over from A-la-carte pricing offering to Fusion Suite offering?

- Any quote requesting over 25% discount should have side by side comparison between Fusion Suite and A-la-carte pricing models to promote the value of premium offering.
- We will **not** discount away the gap if the customer has ERP but not SCM or CX so requesting a 60% discount to address the gap.

Is Fusion Suite pricing offering available in all regions that Fusion is available?

Fusion Suite is available in Commercial (OC1) realm only for now. UK Gov, DRCC and EUSC targeting November 2024. (US Gov, ONSR, OICR TBD)

Is Fusion Suite pricing a good fit for all customers?

Generally, the Fusion Suite pricing is a fit for larger deals in which the customer is interested in exploring/implementing solutions from multiple Fusion pillars as well as EPM.

- Not all customers will want or qualify for this pricing or they may prefer the current a-la-carte style pricing.
- Fusion Suite transitions is available for single Fusion product instance deployments at this time.

Is A-la-carte pricing going away?

The a-la-carte pricing is here to stay. The new Fusion Suite Pricing is an alternate to the current a-la-carte pricing and is well suited for larger deals in which customers are interested in broad set of solutions from Fusion and EPM.



Will the Fusion Suite SKUs be on EQ related approval?

Both Fusion Suite SKUs subject to a final review through the EQ Approval process but no special extra steps should be needed if all Fusion Suite rules are met as part of the configuration. \$500k US Min Annual Billing, no mix and match and 36-month term.

Are the same Fusion ATE rules that apply to a-la-carte HCM base and payroll SKUs also apply to Fusion Suite Employee?

Yes - the same rules apply and can be found on page 2 of [Fusion Pricing Supplement](#).

Target Audience

Is Fusion Suite available to all Net New Customers or only New Logo customers?

Fusion Suite is available to any net new customers.

Are OnPrem Customers considered Net New Customers?

Yes, any customer that does not already have a Fusion or EPM subscription is considered a Net New customer.

Opportunity Management / Quoting Fusion Suite

What are the first steps for quoting a Net New Fusion Suite Customers?

Quoting new net customers for Fusion Suite versus A-la-Carte offering are the same outside of the first step which is for the sale rep to determine if the customer is a candidate for Fusion Suite and it is the best option for the customer's needs. If the answer is yes, then create a new opportunity with Fusion Suite SKUs. If Rep needs guidance on Fusion Suite offering, email [fusion_suite_pricing_help](#) to connect with Product Management.

Are we able to transition customers to Fusion Suite?

We are now able to transition existing Fusion and/or EPM customer to Fusion Suite SKUs. The first step is to determine if the customer is a candidate for Fusion Suite and it is the best option for the customer's needs. If the answer is yes, the first step is to contact Saleshelp@oracle.com to request the Mid-Term Subscription Template for Fusion.

Is Ramping available for Net New and Transitioning Customers?

As long as first year billing exceed \$500k you are technically allowed to phase future incremental increases.

- For transitioning a customer from A-la-Carte to Fusion Suite, the quote would also need to exceed current ARR and phasing schedules. Fusion Suite should not be a mechanism to delay/reschedule existing phasing expectations.

Who are the ideal transition customers?



- Either mid-term with the usual proper justification or at their scheduled renewal.
- Currently focused on customers with single Fusion production environments and are working on finalizing the process for multiple Fusion production environment customers.
- Meets the Fusion Suite Requirements including minimum of \$500k annual spend. There is no upper limit on deals.
- Currently Fusion Suite transitions require Sales Help and CDD support for a workaround and language on the OD.
 - This manual workaround may hinder our ability to execute all deals during peak contract execution times (end of quarter), best effort to avoid that timing would help everyone.
 - Prioritization of all deals requiring manual workarounds (not just Suite) will be applied as needed during peak times.

Are we able to accommodate an expansion and new onboarding of services with Fusion Suite? ie - Customer expanding on HCM and would like to purchase Fusion Suite.

Yes, this would be a Expansion / Mid-Term Subscription Change quoting Fusion Suite Professional and Fusion Suite Employee as needed by the customer's requirements.

If we sell a customer Fusion Suite at 0% discount, how does the renewal work? Is it still 10% for a 24 month renewal as standard or can we sell above list price?

The OCAM states that renewals are never to exceed list price.

The Cloud Playbook states for SKUs already at list price, then no Uplift or approval is required. However, if there are any add-ons, it is likely the discount will not be 0% for those programs and an uplift might be appropriate. Our standard renewal language reads:

- "If You choose to renew all the Cloud Services acquired under this order for an additional 24 month Services Period ("Renewal Order"), then the Unit Net Price in Your Renewal Order will not increase by more than __ percent (__%) over the Unit Net Price for the Cloud Services set forth in this order..... The "not to increase by more than" would allow us to keep the 0% discounted SKUs at a 0% uplift, while applying an uplift to other SKUs that have been discounted.

Will there be training on the transition process?

Yes, training is being developed and will be available in multiple areas including the Slack channel [#fusion-suite-pricing-help](#) - [Canvas](#).

Enablement

Is there a Training course I can take to learn more about Fusion Suite pricing?

Yes, The [Fusions Suite Pricing](#) course is available for all internal employees.

Will certain teams be assigned to take the course as part of their Enablement training?

Yes, the following teams will be assigned to take the [Fusions Suite Pricing](#) course:

- Fusion SaaS Sales Reps & Solution Specialist
- Fusion SDRs



- Fusion SEs
- SaaS CSMs
- SaaS A&C
- SaaS Renewals

Is there information available for Sales First Call Deck?

Yes, there are several slide options available with talking points on Fusion Suite pricing available on Sales Accelerator as part of the "Resources".

What is the compensation structure?

Fusion Suite Compensation was announced in the Q1 Compensation newsletter sent out June 11, 2024. App Plans were released June 21, 2024

Is Fusion Suite pricing available in the Partner Store?

Yes, Fusion Suite pricing is available in the Partner Store.

No Mix / Match Use Cases

Approved Use Cases:

Fusion Components: A customer buys Fusion Suite Professional and then wants to purchase Warehouse Management.

- Warehouse Management is not a component included as part of either Fusion Suite SKU which makes Warehouse Management an approved add-on to Fusion Suite SKUs.

Non-Fusion Components: A customer buys Fusion Suite Professional and then wants to purchase Unity Marketing.

- Unity is not a component included as part of either Fusion Suite SKU which makes Unity Marketing an approved add-on to Fusion Suite SKUs.

Non-Fusion Components: A customer buys Fusion Suite Professional and then wants to purchase ERP Analytics.

- ERP Analytics enhances the ERP component of Fusion Suite Professional, but ERP Analytics is not built into the offering of Fusion Suite Professional. It is an approved add-on to Fusion Suite SKUs.

Non-SaaS Components: A customer buys Fusion Suite Professional and then wants to purchase Oracle integration Cloud.

- Integration cloud is tech cloud and can be sold with Fusion Suite to enhance its capabilities.

Rejected Use Cases:

Fusion Components: A customer buys Fusion Suite Professional and then wants to buy more Supply Chain Execution to avoid buying more Professional seats.

- Fusion Suite Professional already offers Supply Chain Execution. If the customer needs more hosted named user licenses, the customer should purchase more Fusion Suite Professional licenses.



Fusion Components: A customer buys Fusion Suite Professional and wants to purchase ERP Self-Service and Procurement Self-Service SKUs independently

- Customer must purchase Fusion Suite Employee which contains ERP Self-Service and Procurement Self-Service components.

Non-Fusion Components: A customer buys Fusion Suite Employee and then wants to purchase ERP individually.

- ERP is offered through Fusion Suite Professional so the customer should purchase Fusion Suite Professional not a-la-carte ERP.

Min \$500K USD Annual Billing:

Examples of SKUs included in the \$500K requirement (Not an exhaustive list)

- Accounting Hub
- Digital Customer Services
- Incentive Compensation
- Public Sector Community Development
- Customer Experience for Utilities
- Subscription Management
- Learning
- Workforce Scheduling
- All Payroll variations
- ATE for Fusion
- Break Glass
- HIPAA
- PCI Compliance
- Hosting

Examples of SKUs NOT included in the \$500K requirement (Not an exhaustive list)

- Intelligent Advisor
- Analytic for Fusion SKUs
- Field Service
- Warehouse Management
- OTM GTM
- Commerce
- Digital Assistant
- Integration Cloud Services
- Cloud Priority Support
- Managed Services
- Eloqua



Transitioning Existing Fusion / EPM Customer

What impacts are there to a customer when transitioning to Fusion Suite?

- Fusion:
 - The Provisioning COE will hold a short meeting with the customer's provisioning resource and the sales team to hand-hold the customer through activating their new Fusion Suite into their existing cloud tenancy.
 - EPM, if involved:
 - Existing EPM environment is extended for 60 days (default) to allow migration of EPM environments.
 - New EPM entitlements are activated for self-service provisioning.
 - Customer EPM resources need to activate each EPM Application Instance they want.
 - Customer or vendor migrates each EPM Application from their prior production environment to the new Fusion Suite EPM production environment.
 - Once all migrations are complete, the Customer needs to submit a request for final termination of the prior EPM contract.
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Resources

Self Help Resources (also available via Slack channel [#fusion-suite-pricing-help](#) - [Canvas](#))

- [eSource Price List for Fusion Suite](#)
- [Fusion Suite Cloud Services - Service Descriptions](#)
- [Customer Presentation Slides - Sales Accelerator](#)
- [Fusion Suite Pricing Course Training Course](#)
- [Fusion Pricing FY'25 Webcast for Project / Product Marketers](#)
- [Sales Rep Webpage](#)
- [Sales Help Knowledge Article - Quoting Fusion Suite](#)
- [Walk through Video on Quoting](#)
- [Walk through Video on Discounting](#)
- [Fusion Suite Pricing Sales Talking Points Final 2.pdf](#)

Did find your answer?

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