Pricing pending concepts: -

Scenario:

1. Customer specific pricelist
2. BU specific pricelist:
3. Order type Based Pricelist:

Through the matrix classes we can achieve all the scenario’s.

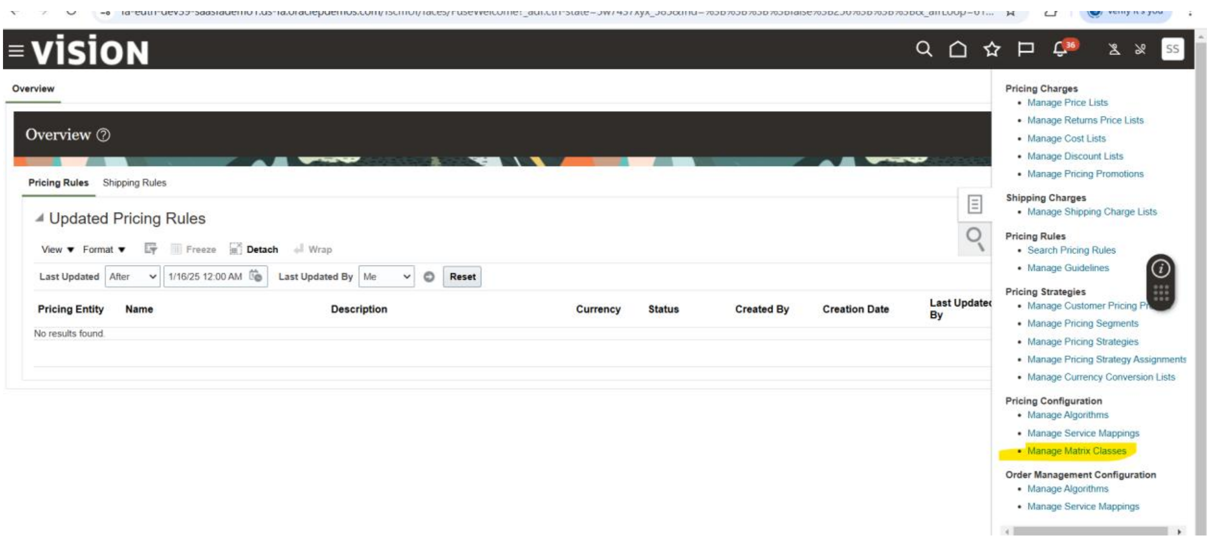
Here price is based on the BU, customer profile price is not required. Pricing segments also not required.

| | | |
|---|---|---|
| 4 | 3 | Assignment |
| 5 | 4 | Pricing Strategy |
| 6 | 5 | Price List, Discount List, Shipping Charges List, Return Price List |

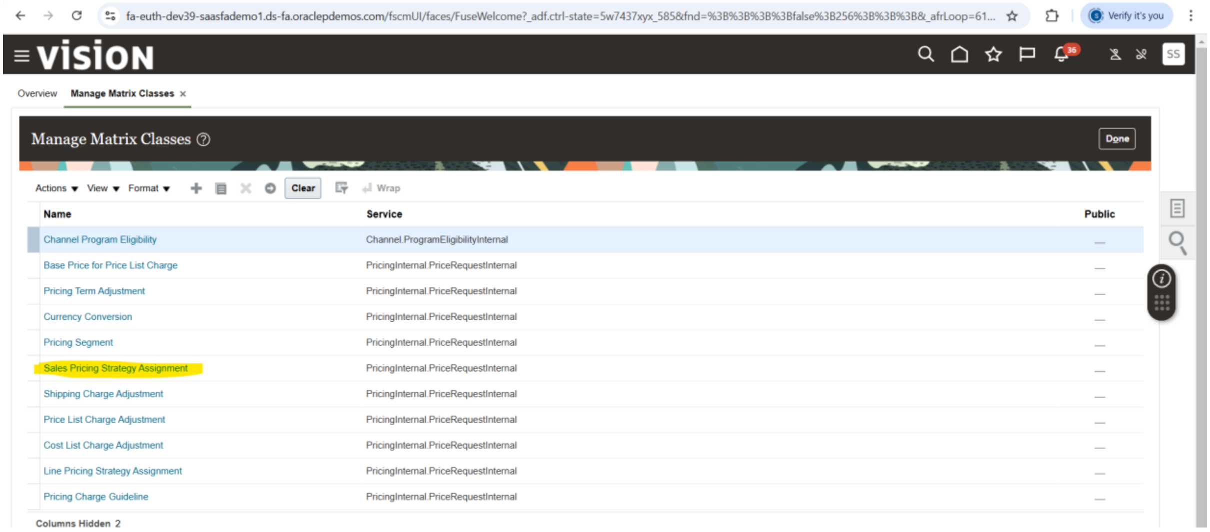
’we will skip the steps 1 and 2, focus on Step 3, 4 and 5

Matrix classes: -

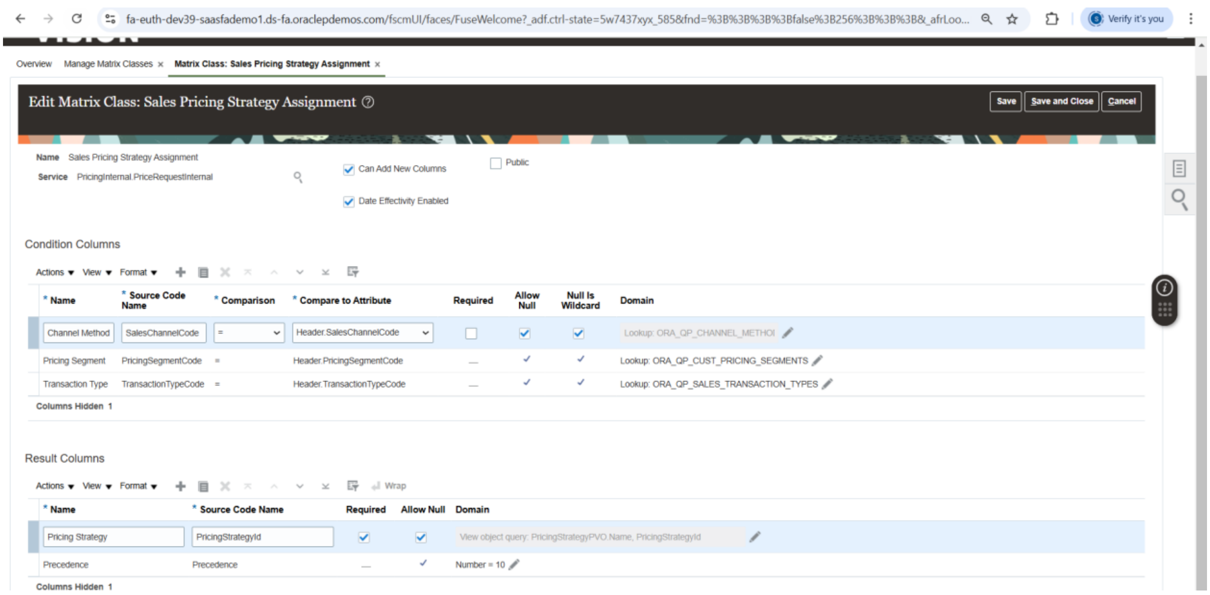
In Oracle Fusion, "matrix classes" refer to a configuration tool within the pricing engine that defines a set of conditions and corresponding results, allowing you to create complex pricing rules based on multiple attributes like customer segment, product category, region, etc., essentially acting as a decision tree to determine the final price based on specific criteria across different dimensions; you can manage and create these matrix classes in the "Manage Matrix Classes" page within the Pricing Administration work area.

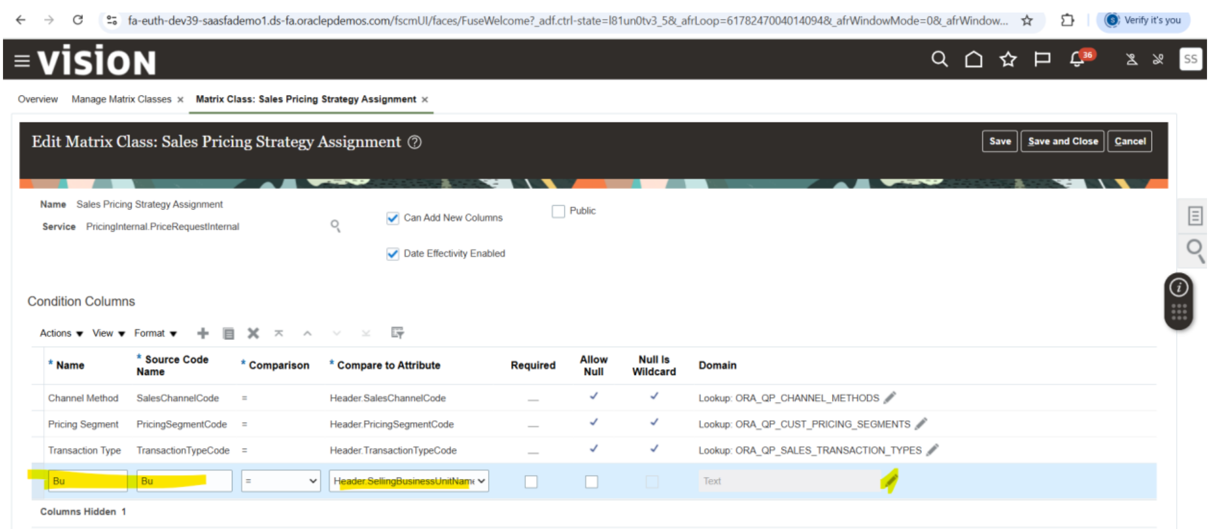



Click on Manage matrix classes




Click on sales Pricing Strategy Assignment



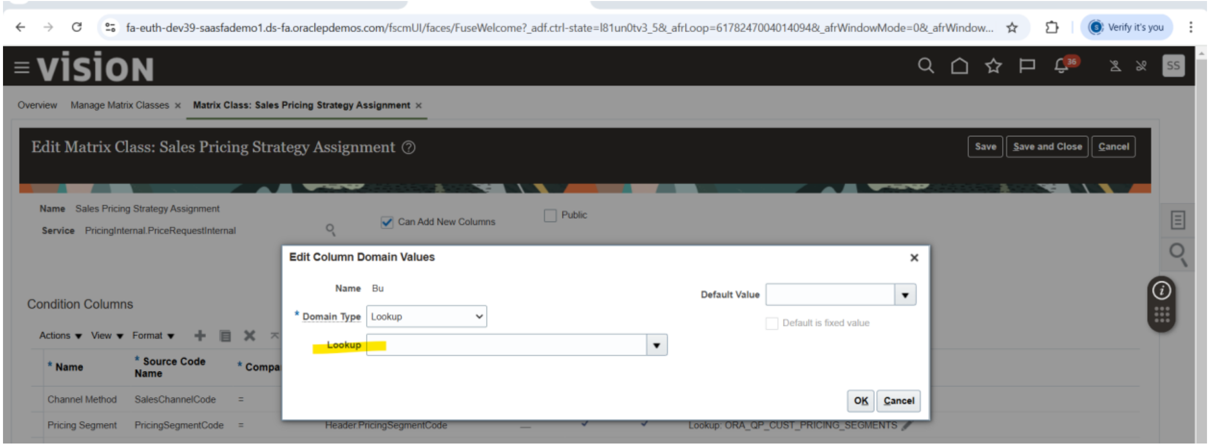




Click on +, add the

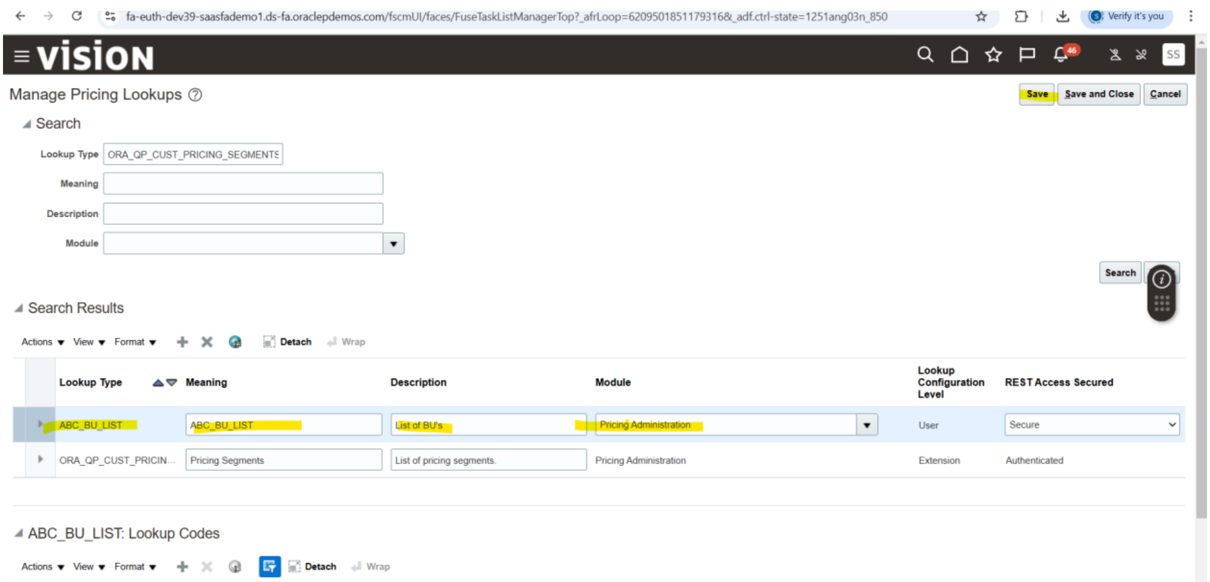
BU

Compare to attribute= header.SellingBusinessUnitName

Click on Edit button

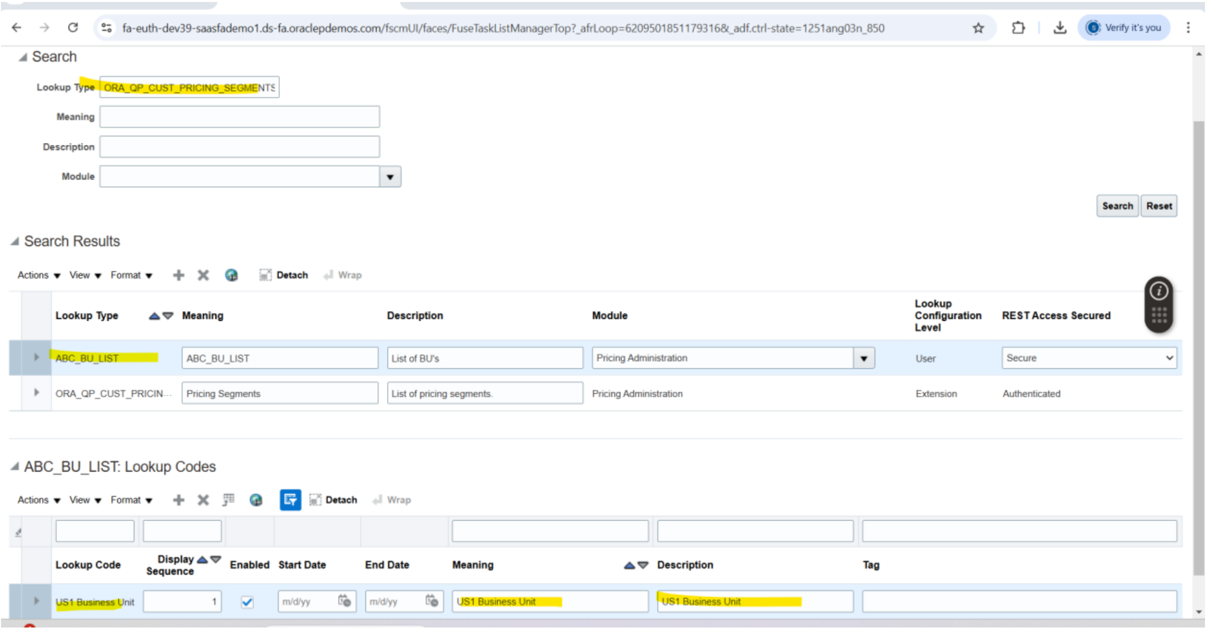



Lookup, you can get the lookup from the manage pricing lookups.

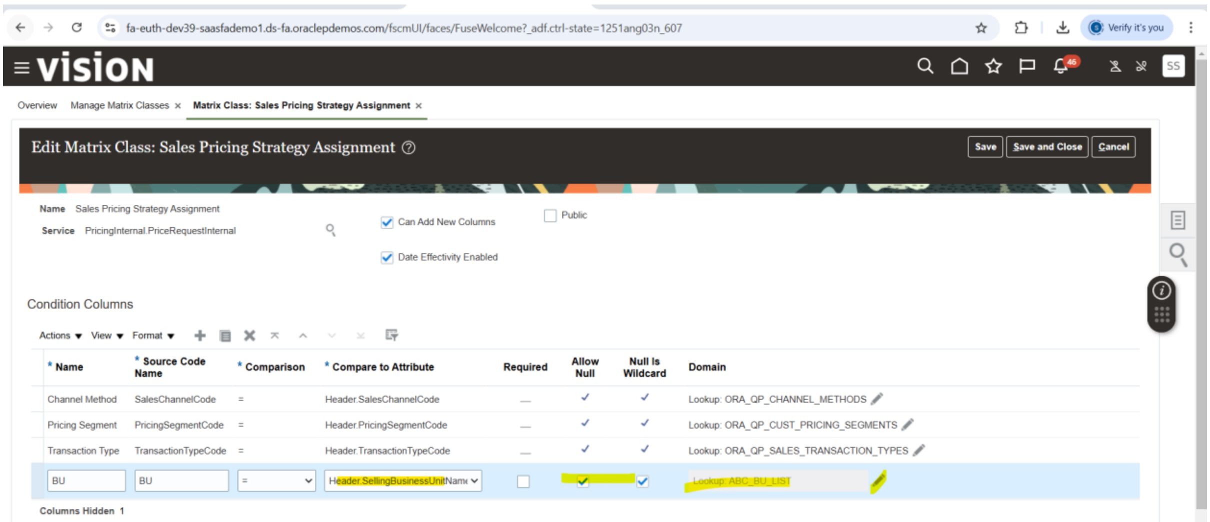



I have created a new lookup type,

Now add the lookup codes.



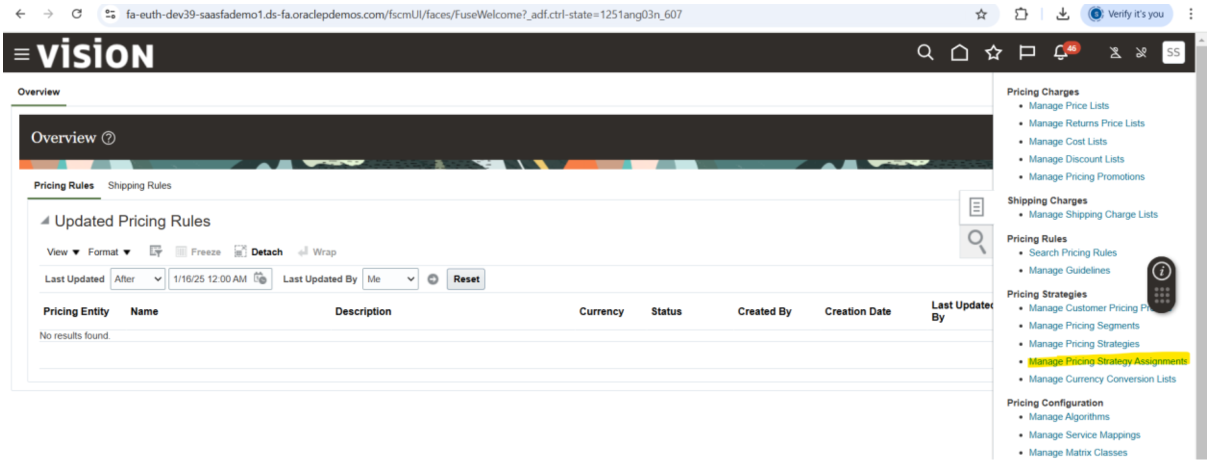

Goto Matrix classes,

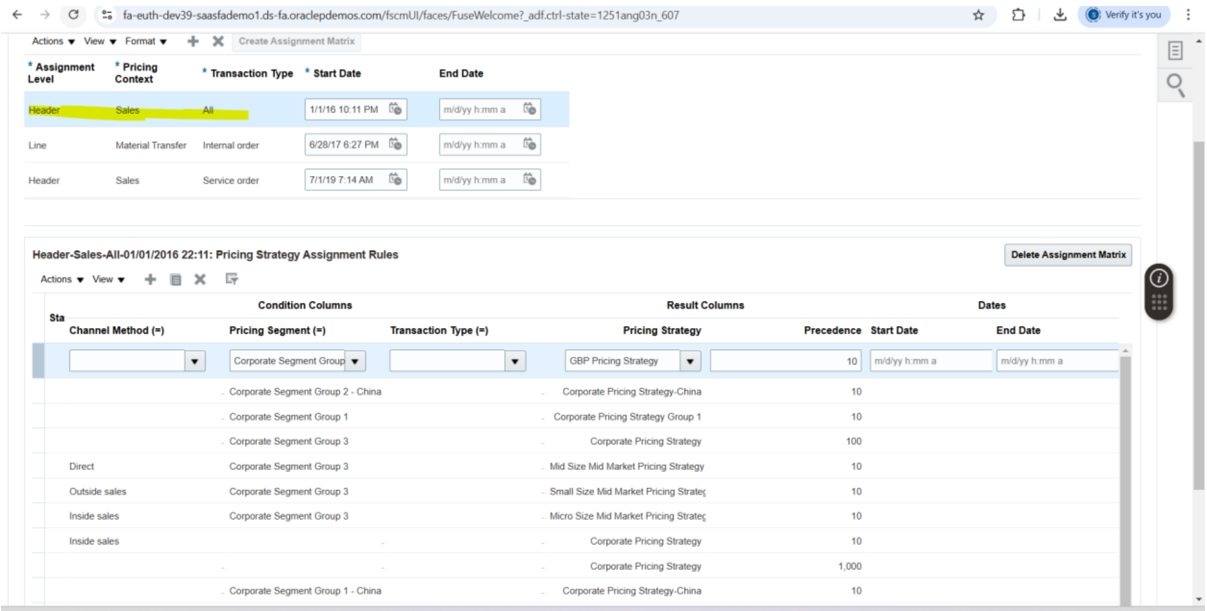



Add the pricelist and also allowing the null values.

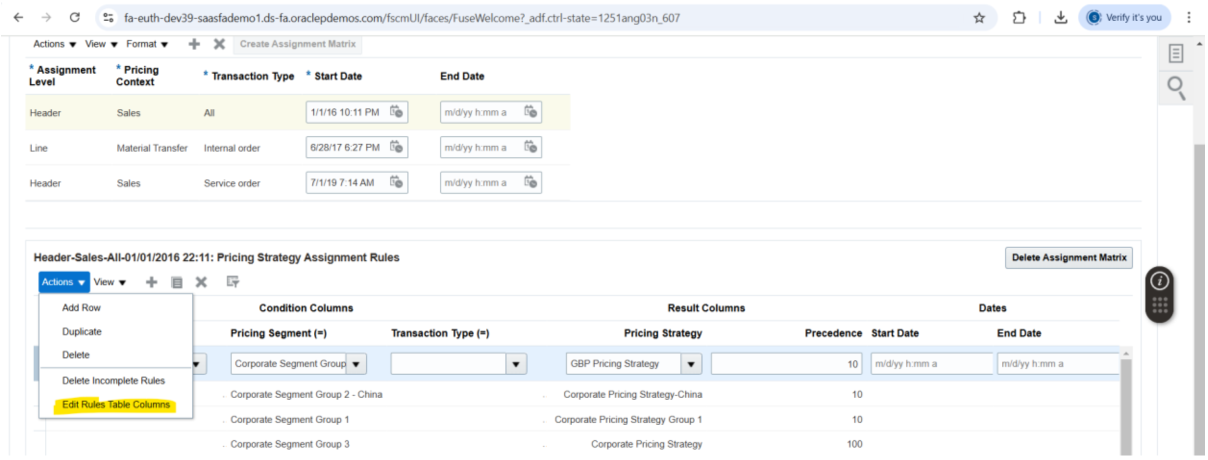
Save and save and close.

Goto Manage Pricing strategy assignments

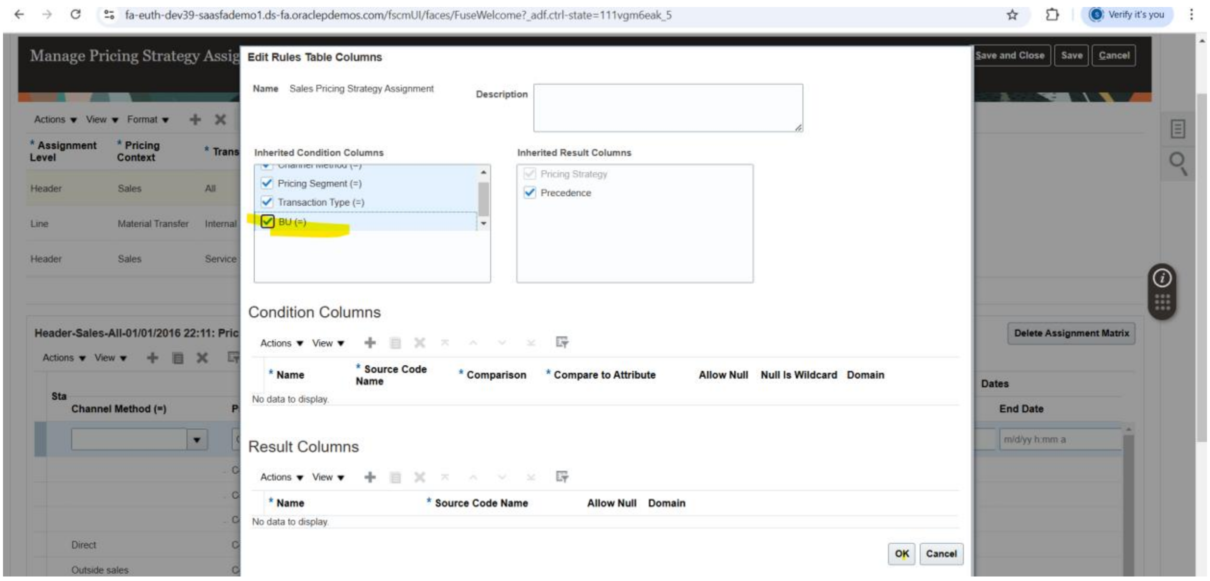



Select the header, sales which is not showing the business unit. We will add the BU in the list

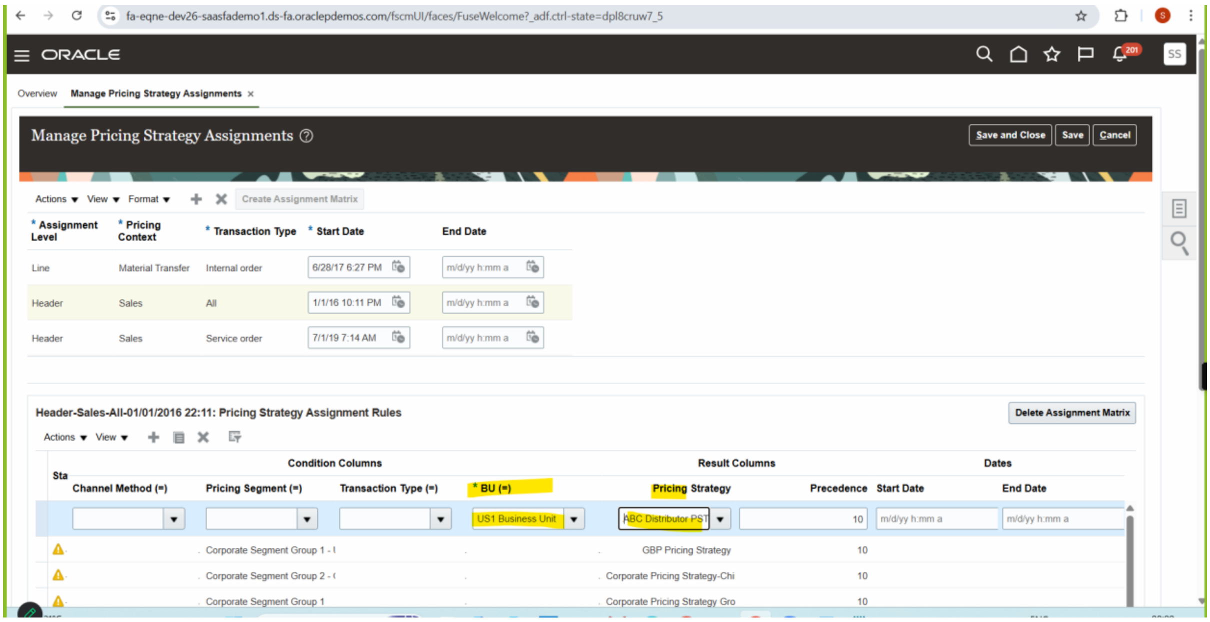



Actions> Edit Rules Table Columns




Enable BU and click on OK

Here price is based on the BU, customer profile price is not required. Pricing segments also not required.




| | | |
|---|---|---|
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’we will skip the steps 1 and 2, focus on Step 3, 4 and 5

US1 BU= US1 Pricing strategy

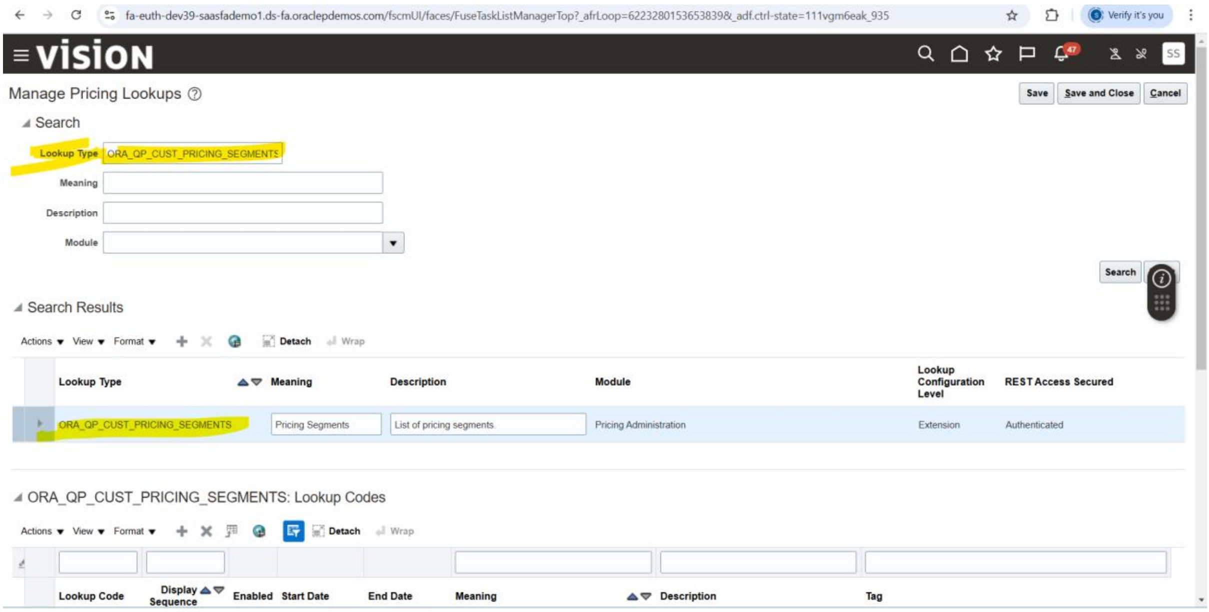
US Pricing Strategy

US Price List

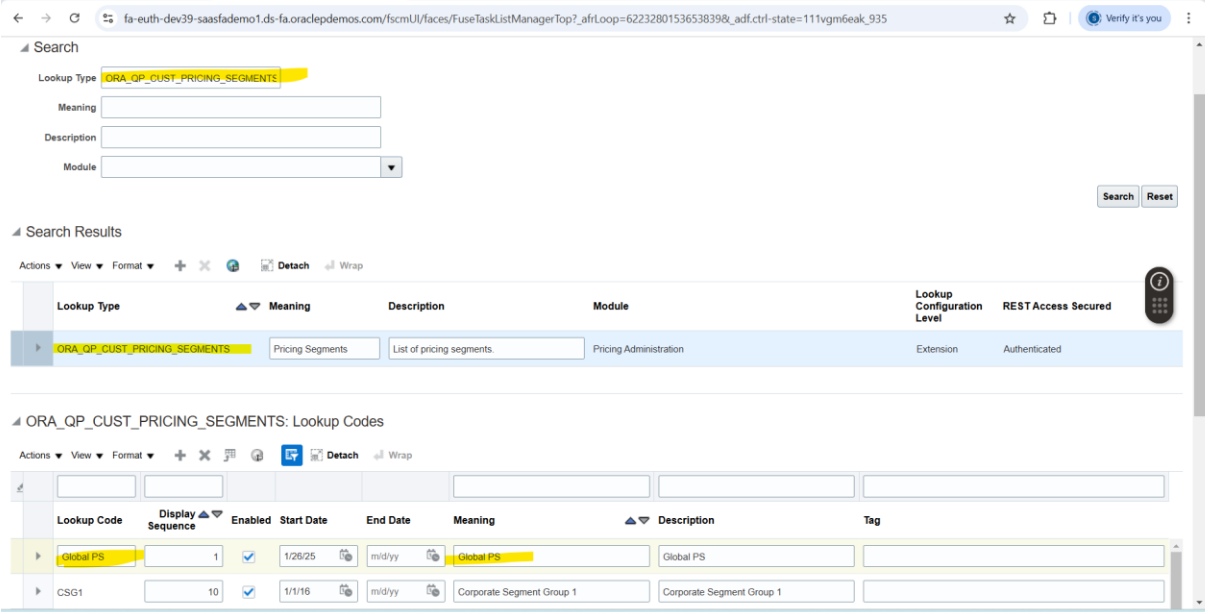
Thats’s it we don’t want Customer profile Price, Pricing segments.

If you want

Customer specific pricelist : we can achieve this through same configuration like as shown above in BU specific pricelist.

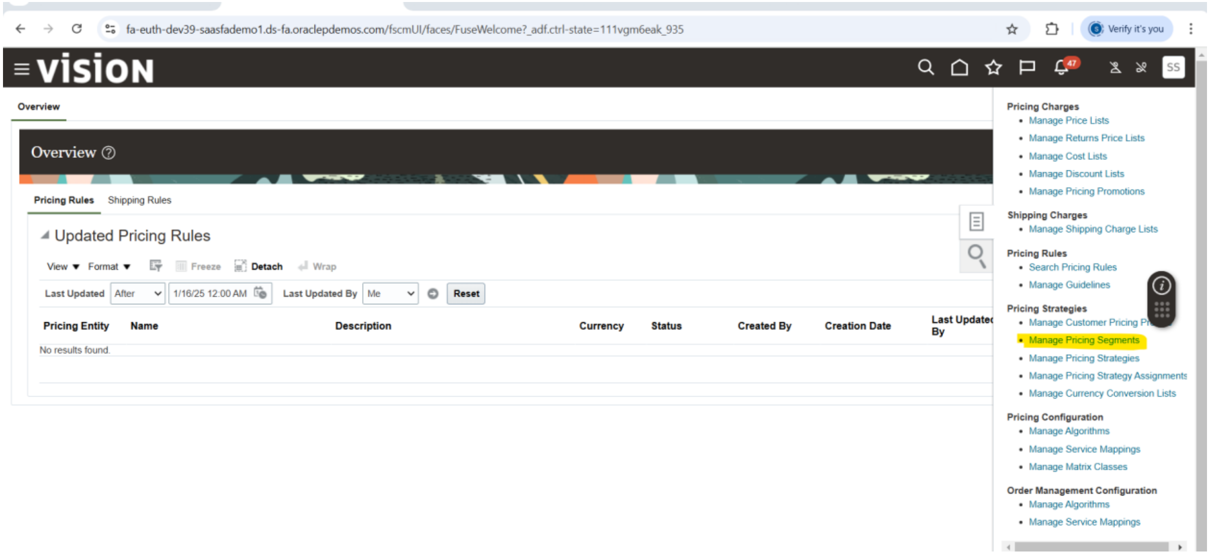


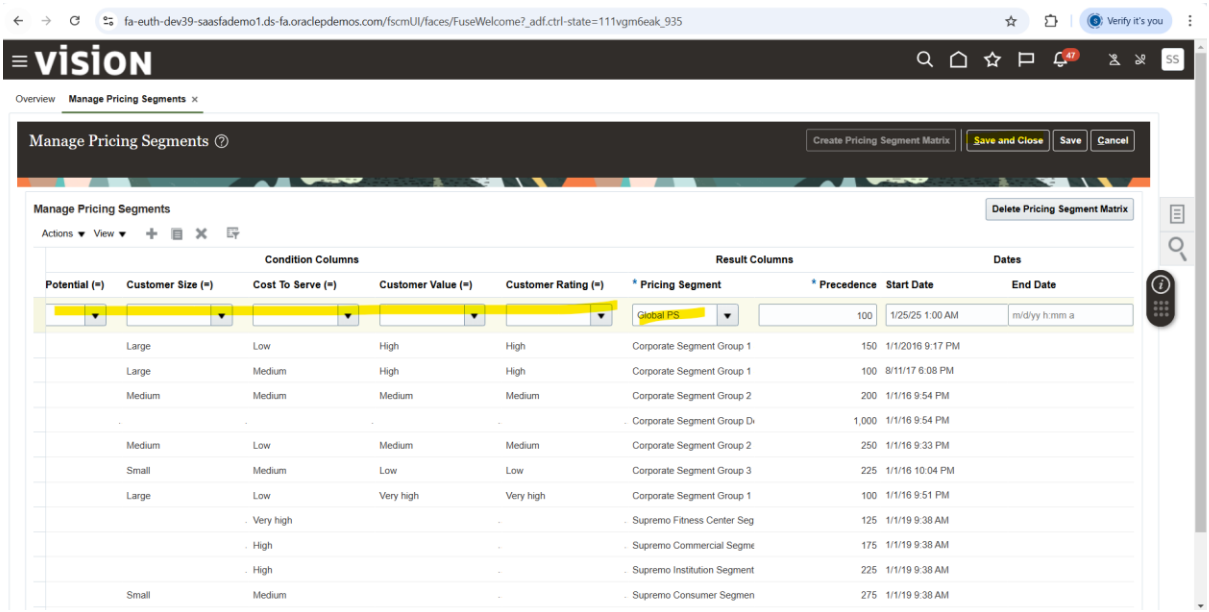

Goto the pricing lookup, add one lookup code for the Pricing segments.




Save and close.

Goto the pricing segments

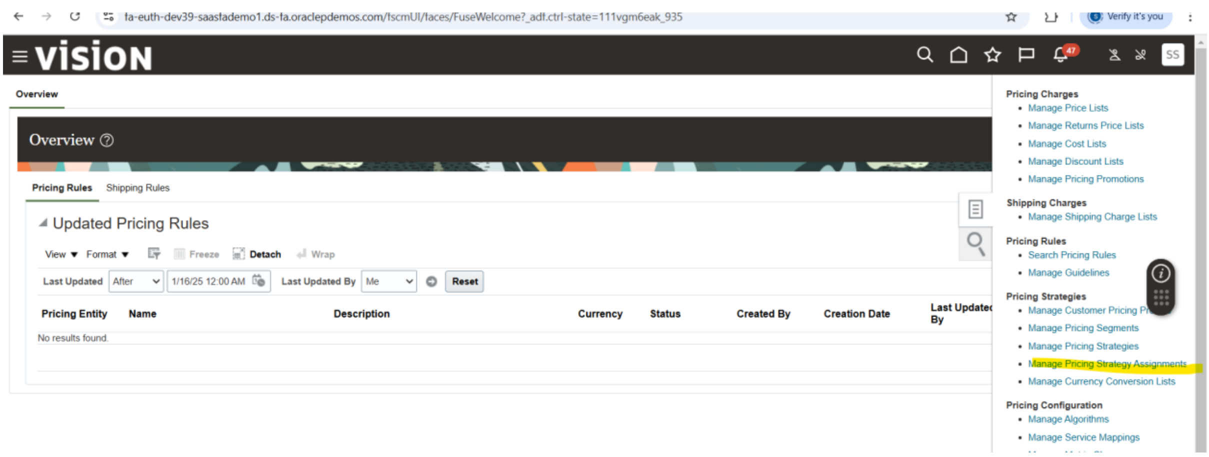



No classification, all customer classification is null, the pricing segment is Global PS.

All the customer are having null behaviour then, pricing segment is Global PS.

Assign this global pricing segment to the global segment strategy.



Click on pricing strategy assignments.

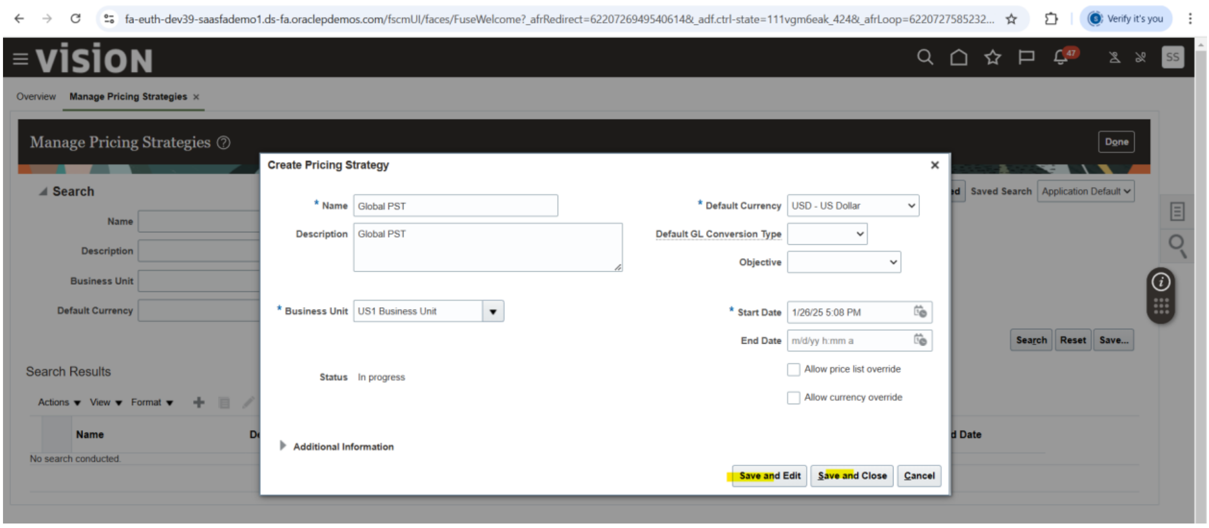
| | | | | |
|---|---|---|---|---|
| **Customers** | ABC | PQR | | XYZ |
| **Customer Pricing Profile (Not Required)** | NULL | | | |
| **Pricing Segment** | NULL | | Null = Global Pricing Segment Segment | |
| **Assignment** | Global Pricing Segment = Global Pricing Strategy | | | |
| **Price Strategy** | | Global Pricing Strategy | | |
| **Price List** | | Global Price List | | |
| | | ItemA=165/- | | |
| | | ItemB= EA=150/- | | |
| | | ItemB=DZ=1000/- | | |

For the customers having null behaviour, create pricing segment, assign it to pricing segment strategy.

Then create price list for the global pricing strategy.

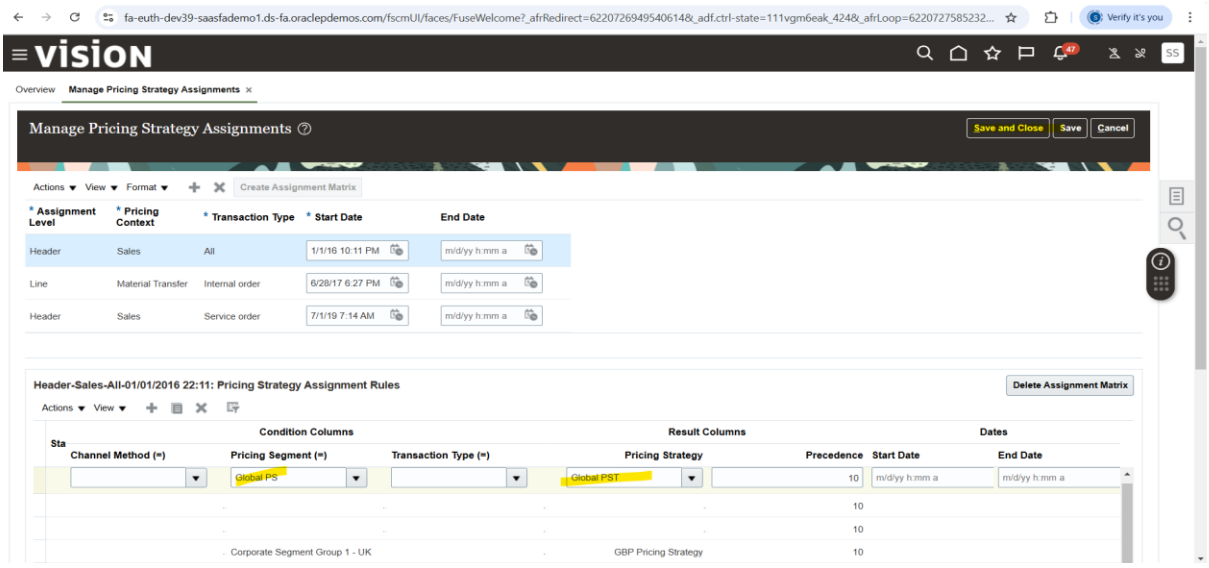
For all the customers, item A cost is 165, item B cost is 150, Item B – dz- 1000 .

We achieved same price for all the customers based on the null values.

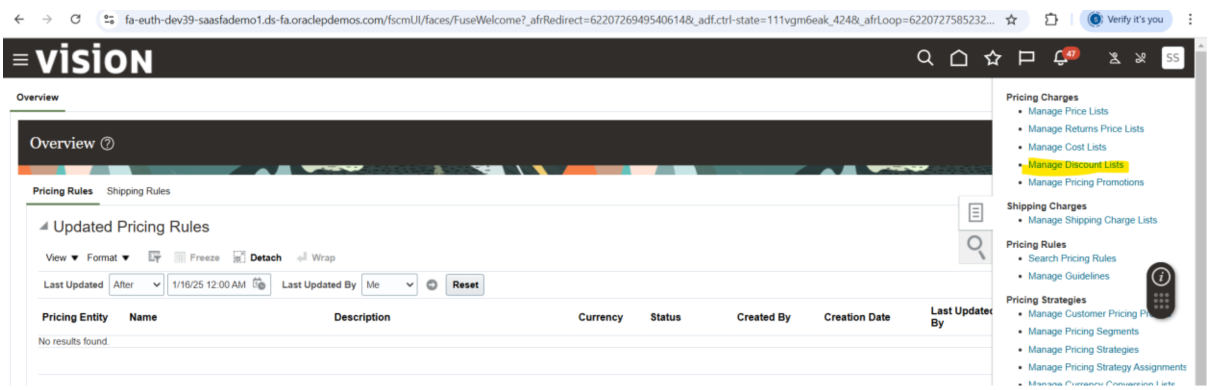


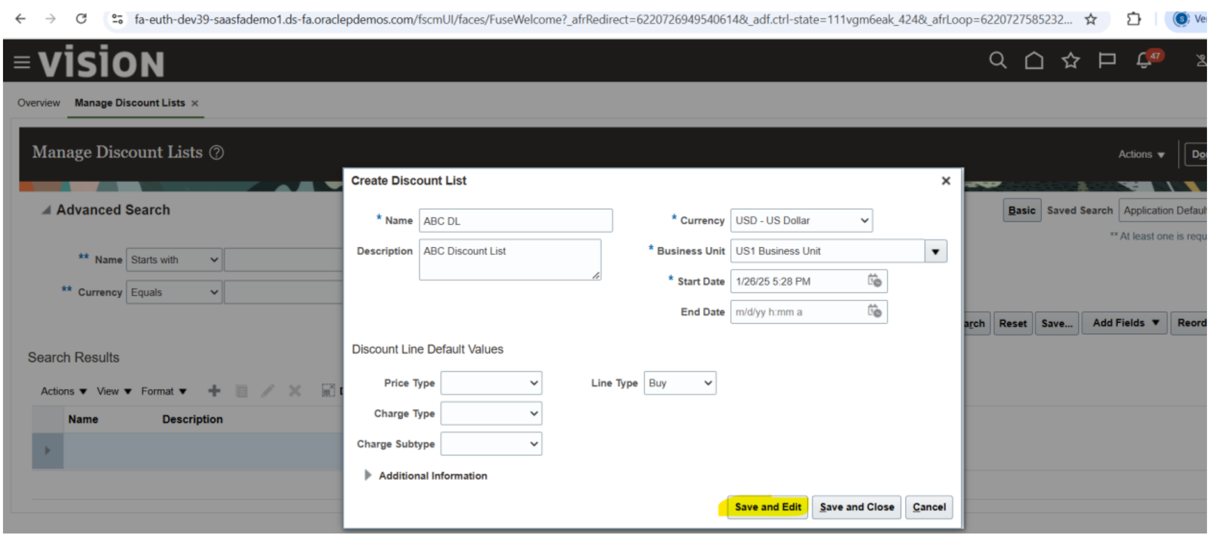

Create one pricing strategy, then assign price list to this pricing strategy.

Goto pricing strategy assignments, assign pricing strategy to pricing segments as shown below.

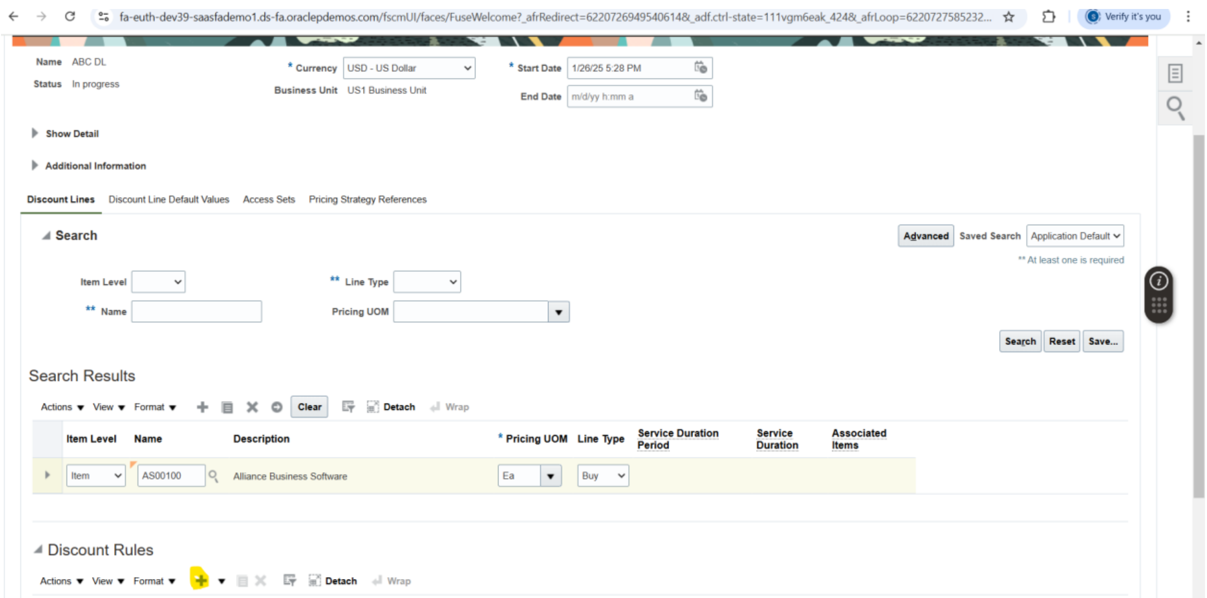



## Manage Discount Lists: -

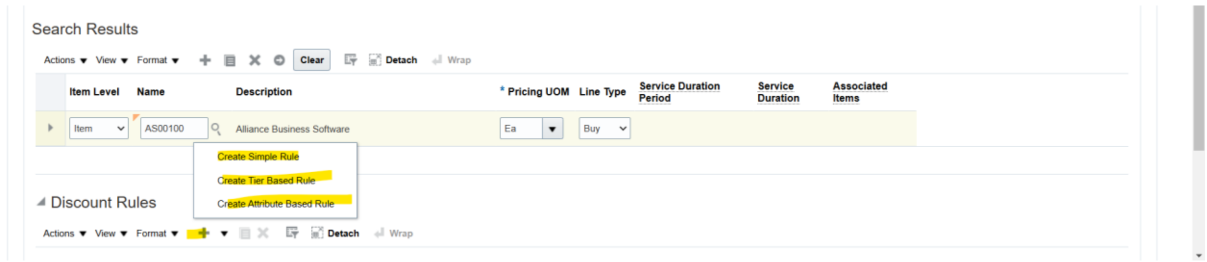



## Enter the details, click on Save and Edit

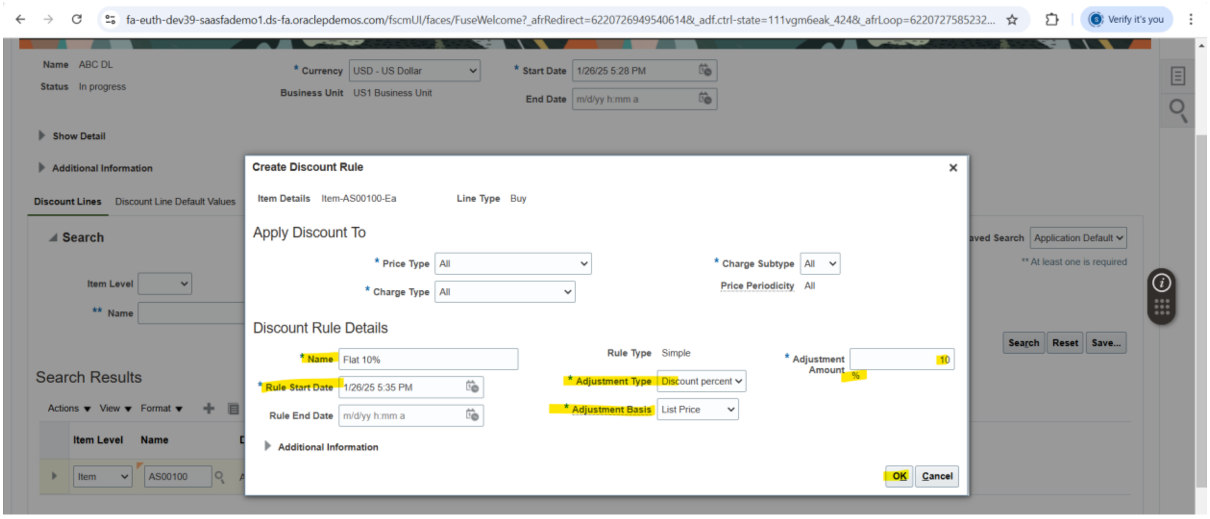



Click on Discount rules, + symbol

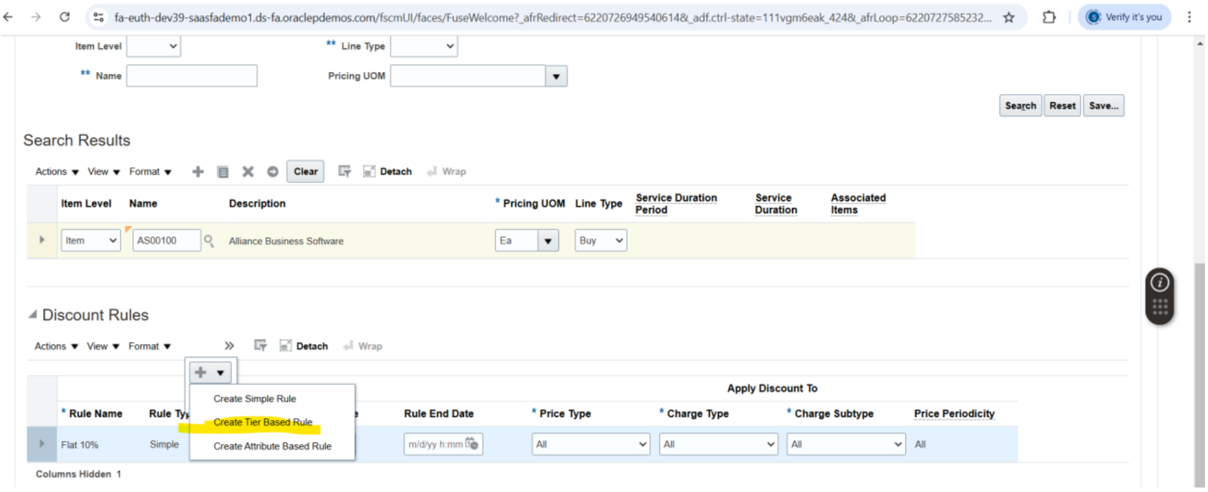



here discount rules are 3 types.

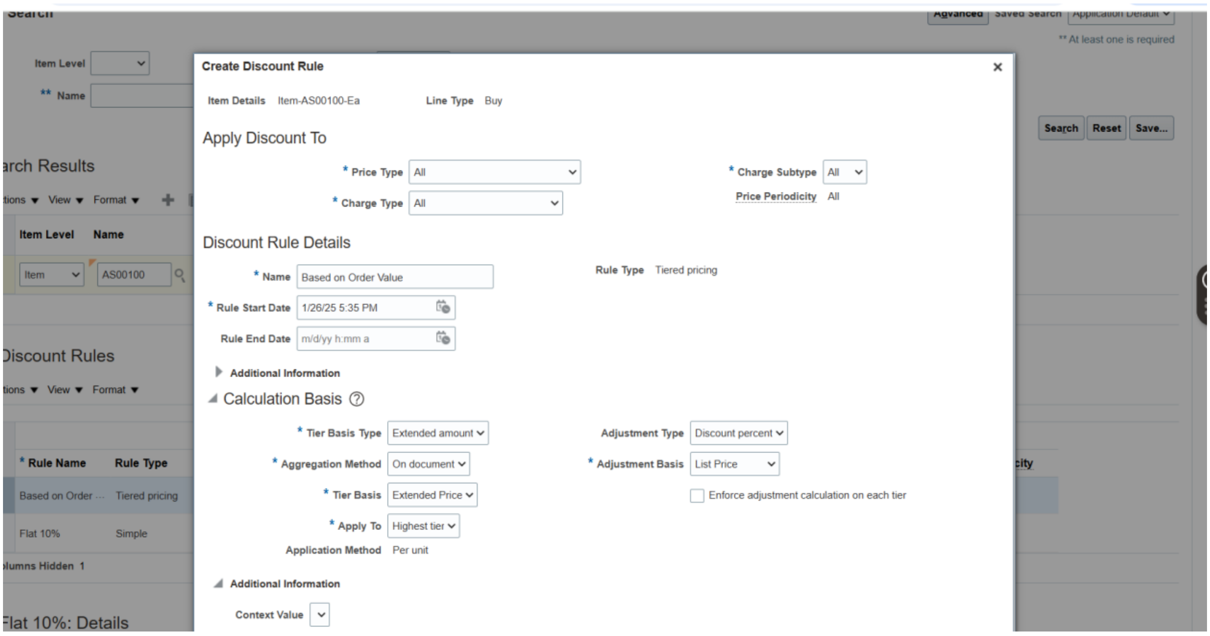
Create simple rule: it is a straight forward rule.

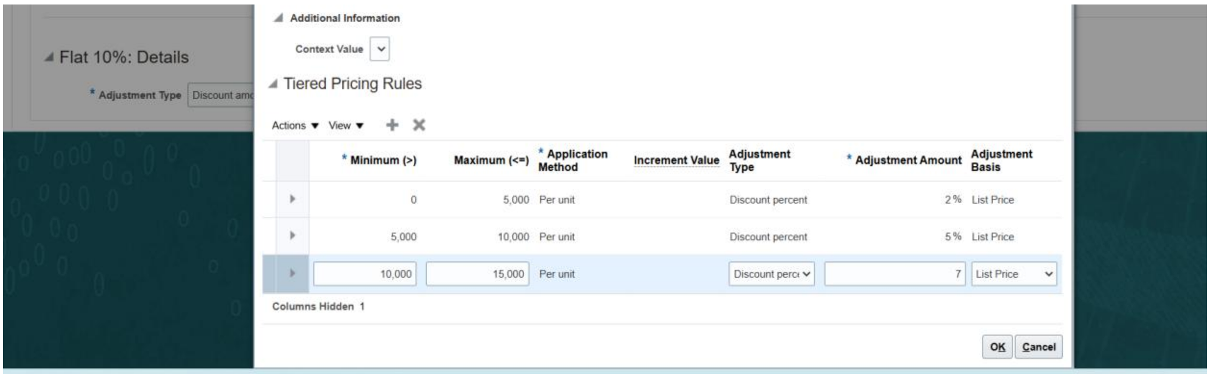



If you are creating a sales order with this item, we are providing 10% discount.



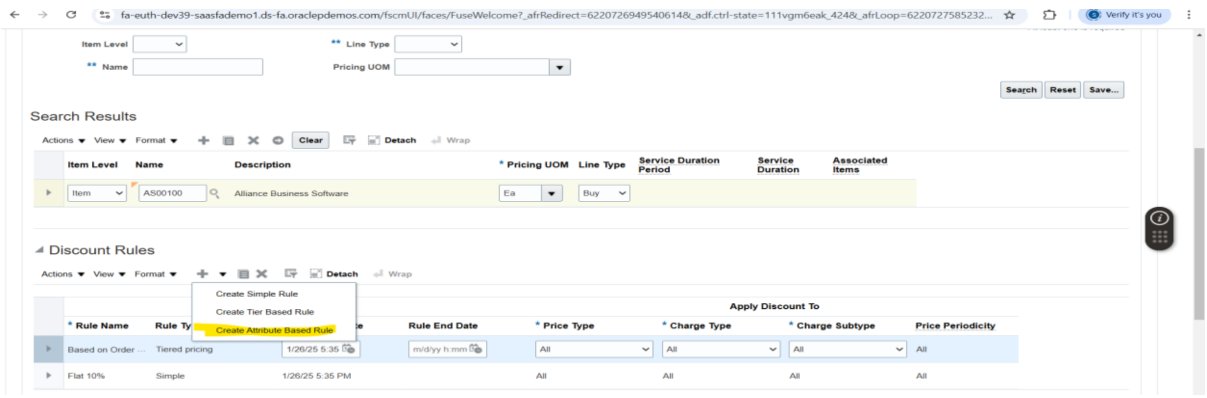

Create tier Based Rule: -

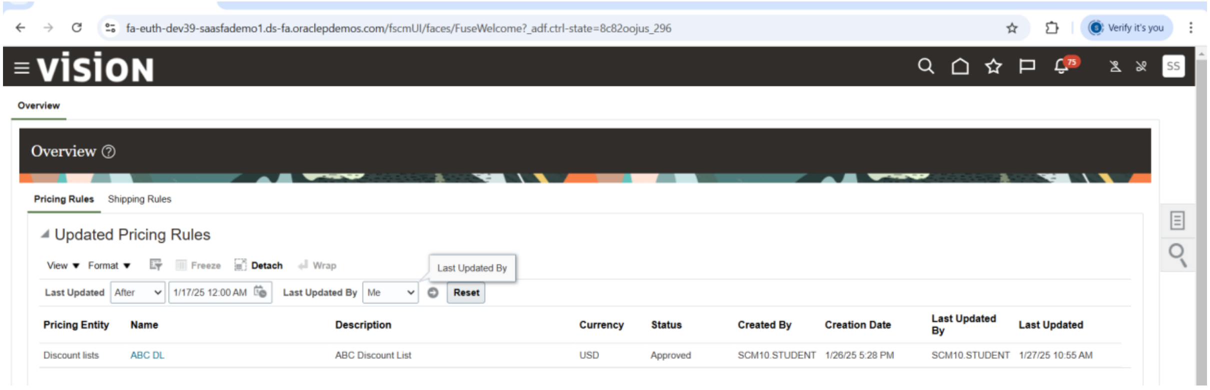


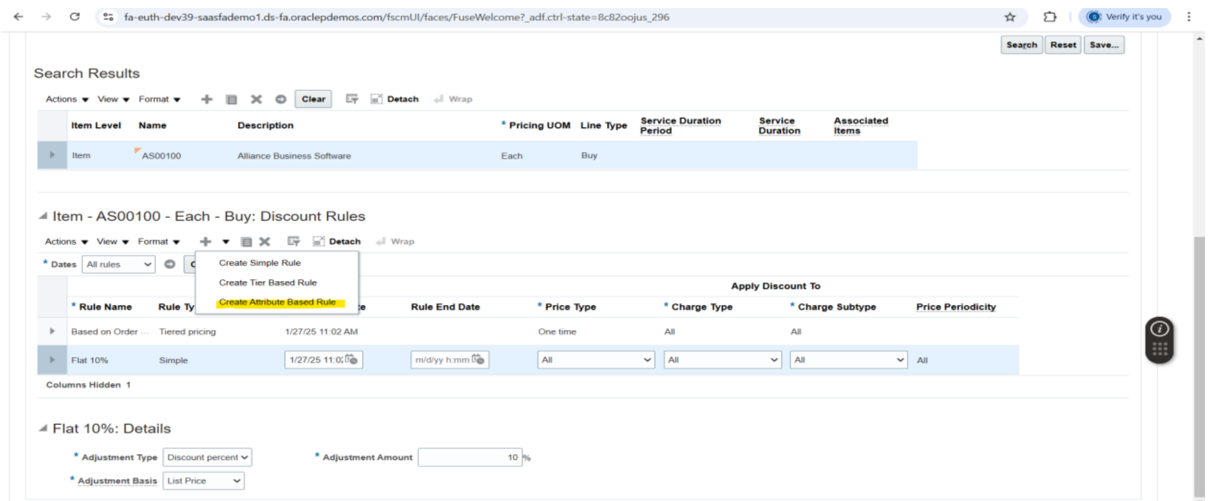

Enter the discount from 0 to 15,000 amount, discount will be 2 to 7%.

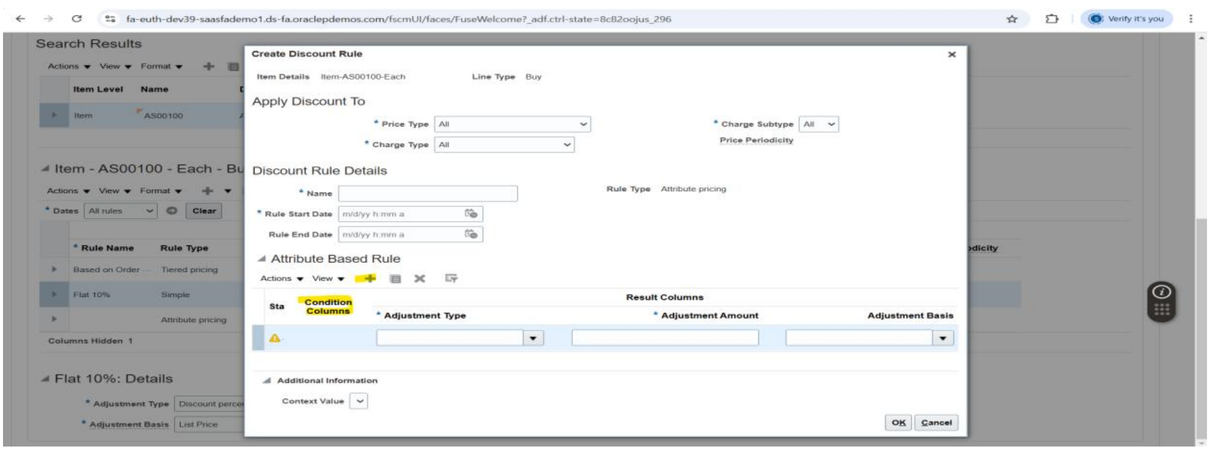
If this is for entire sales order, same item is used, aggregation method is: on document. / Line if multiple items are created.

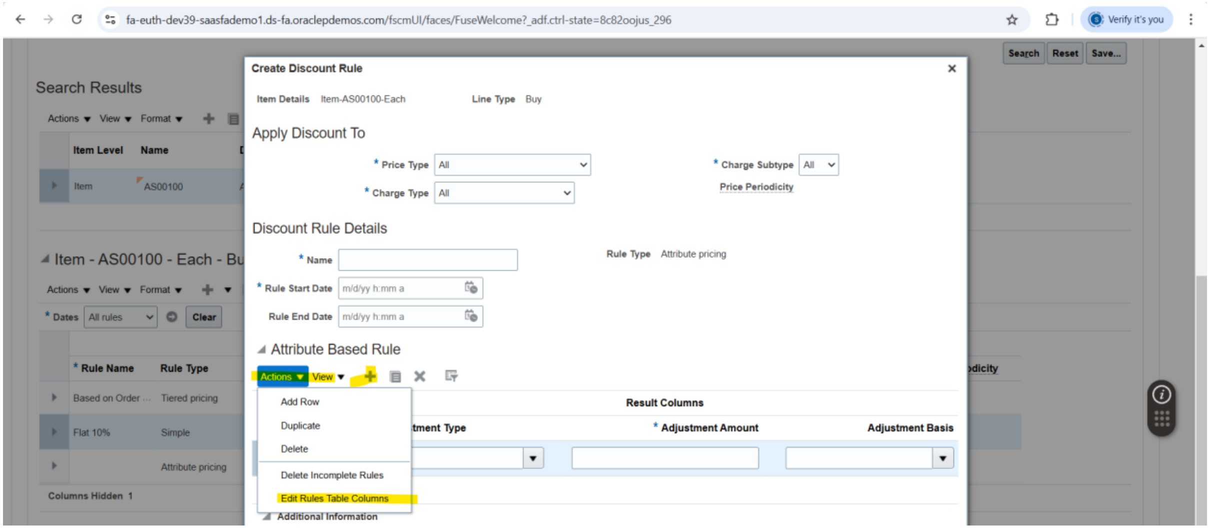


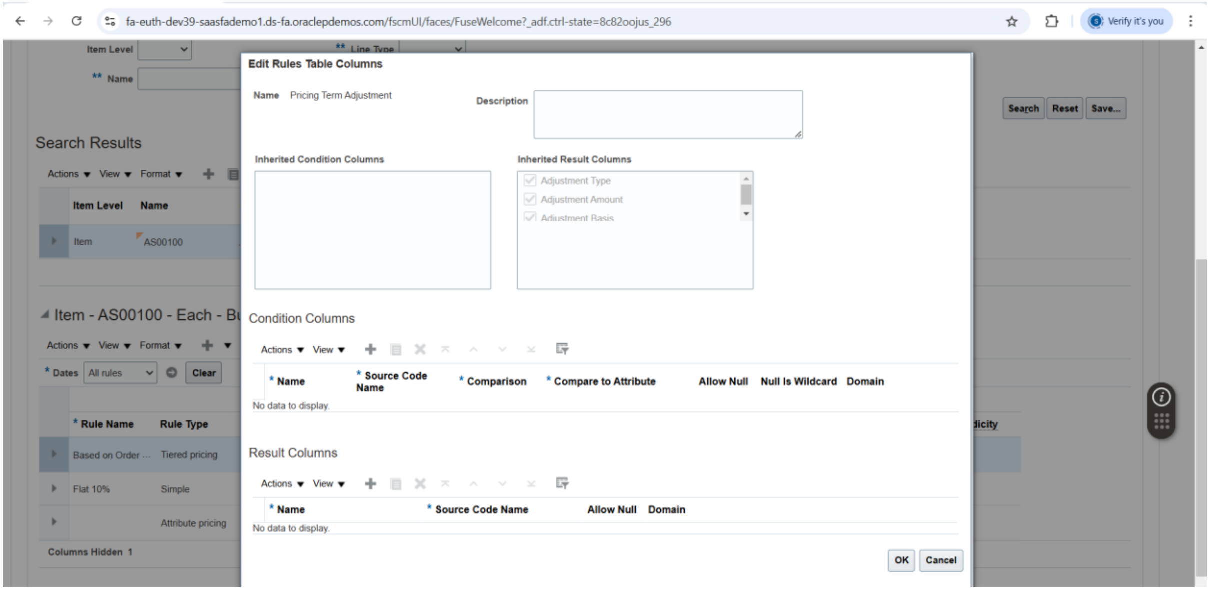




## Create Attribute Based Rule: -





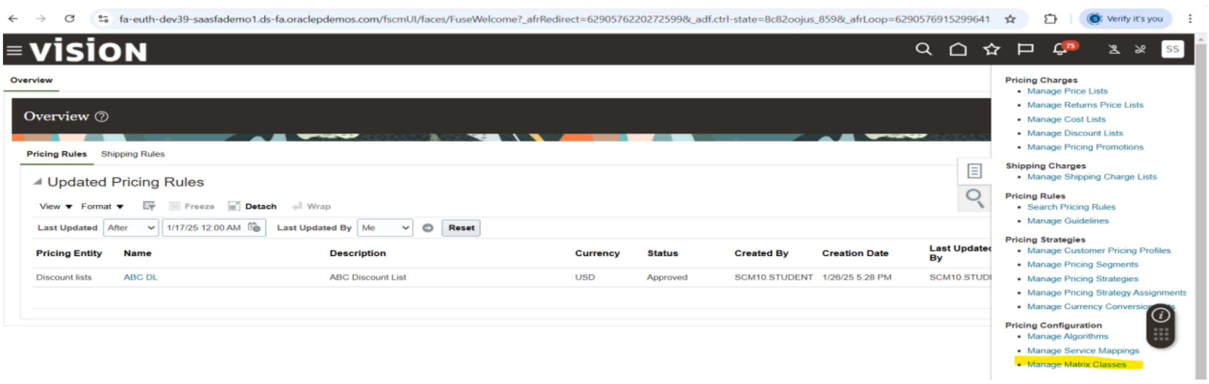

Pricing Term Adjustment: this is the Matrix name; we have to write the conditions there.

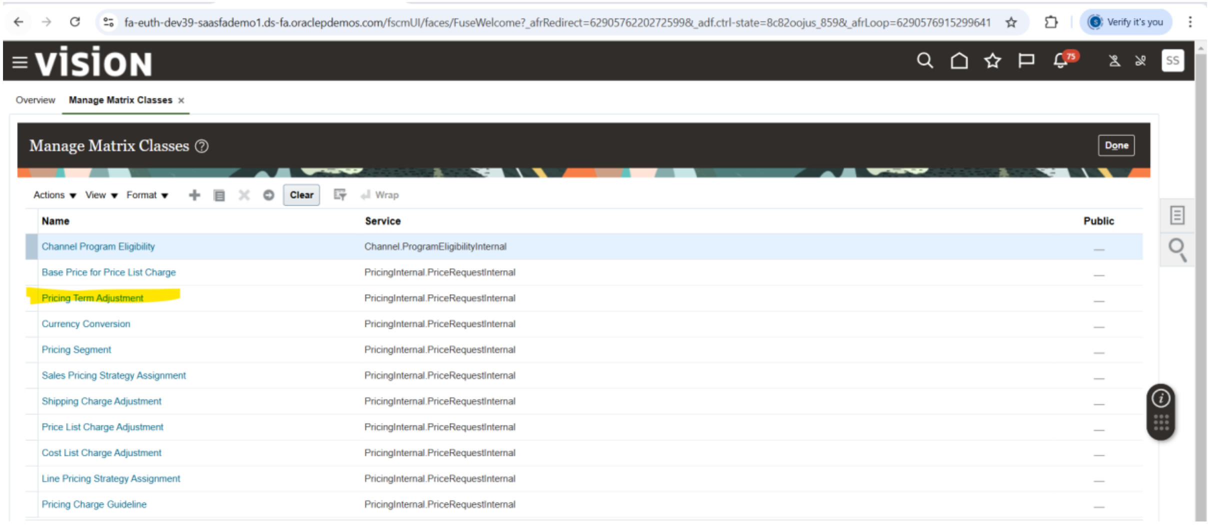
The matrix class is pricing matrix class.

Here we have no conditions, we have to write the conditions.

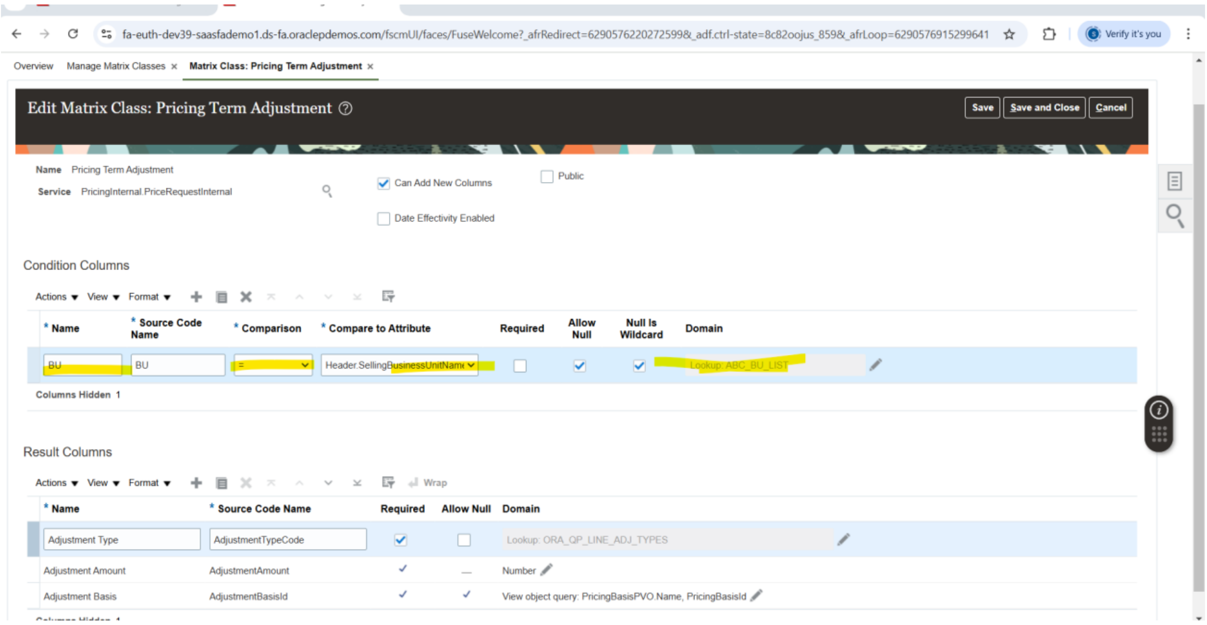
Goto manage Matrix classes for Pricing term Adjustments, write the conditions.

Goto Manage matrix classes:

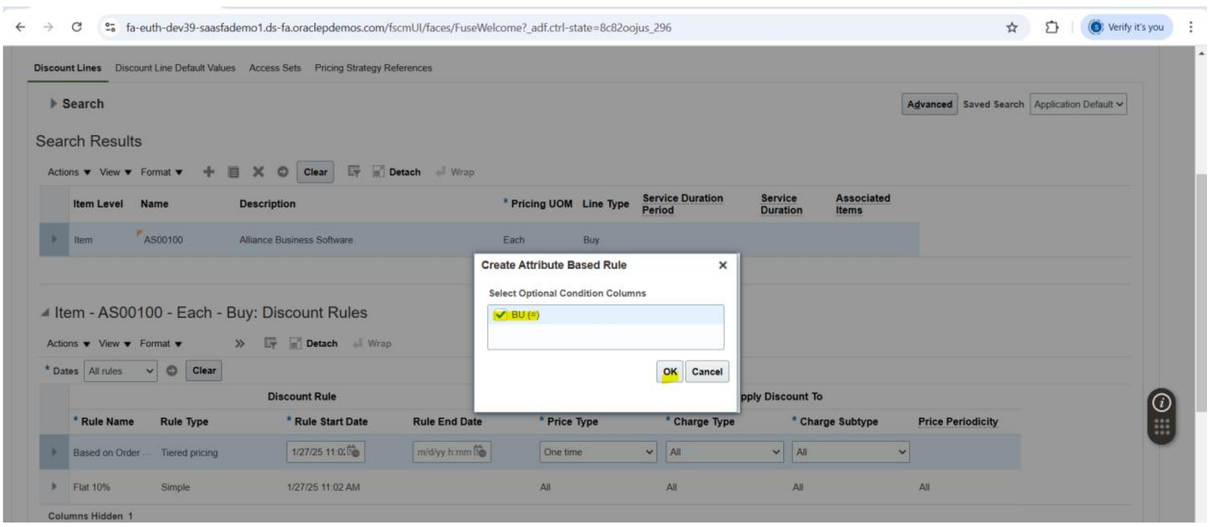




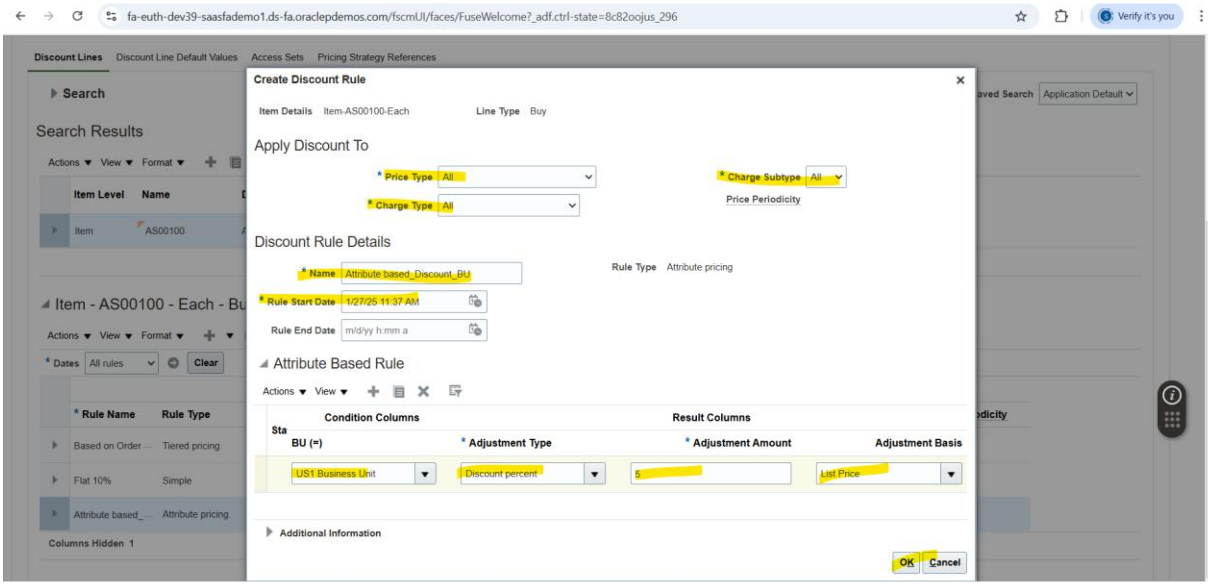

Click on that




Save and close. Go back and add the attribute-based discounts.

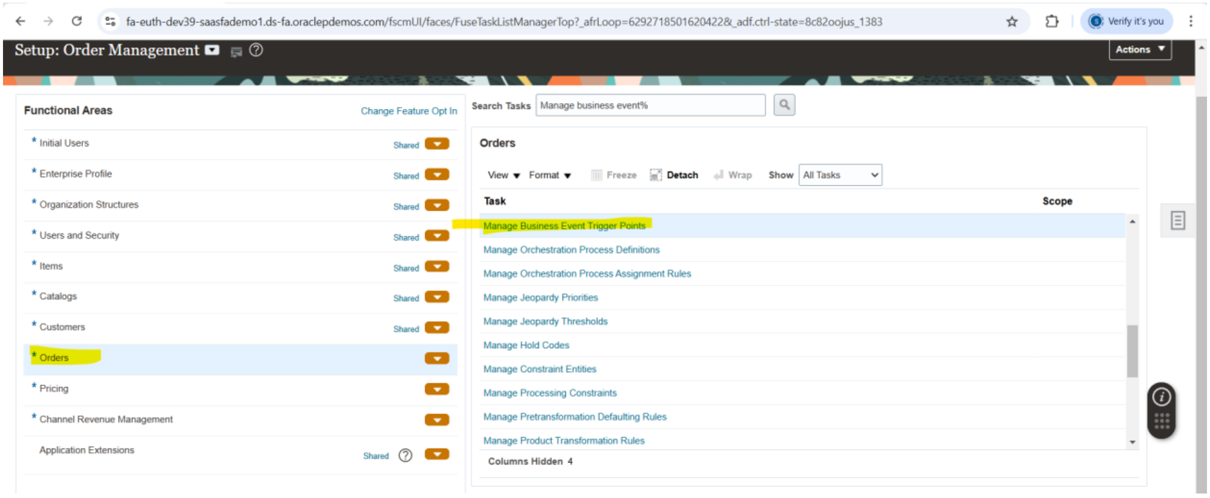


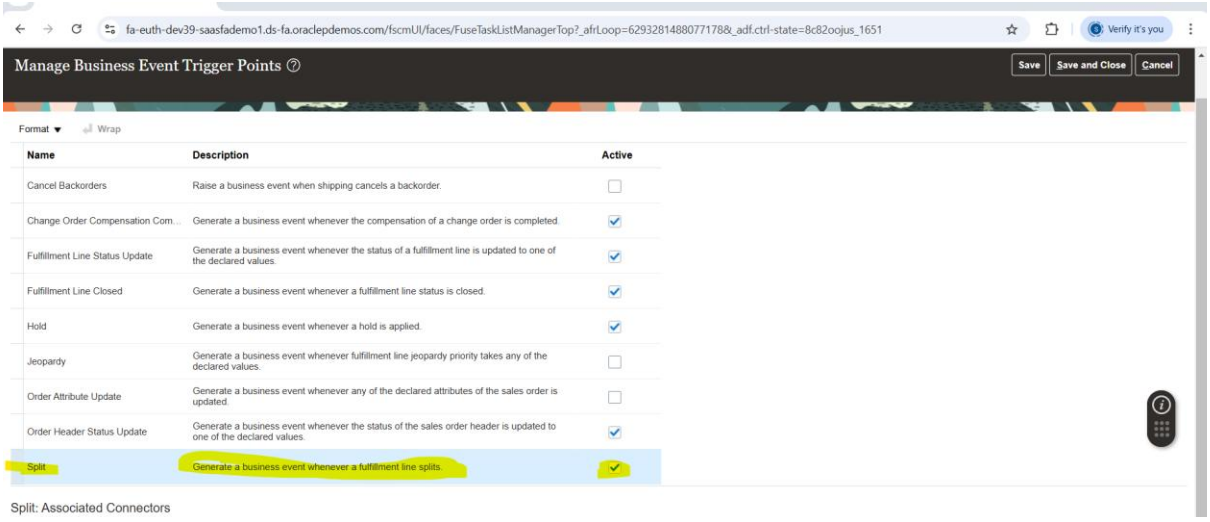
Attribute based in the sense: conditional based discounts.




Some other concepts:-

1.Stack holder notifications: -

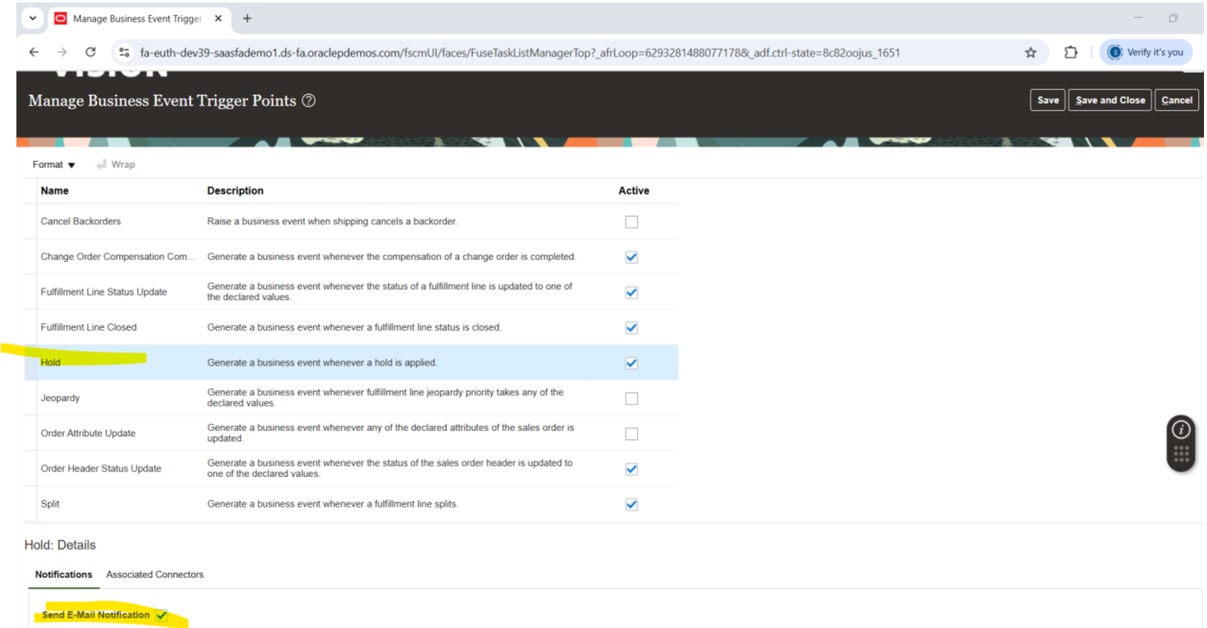


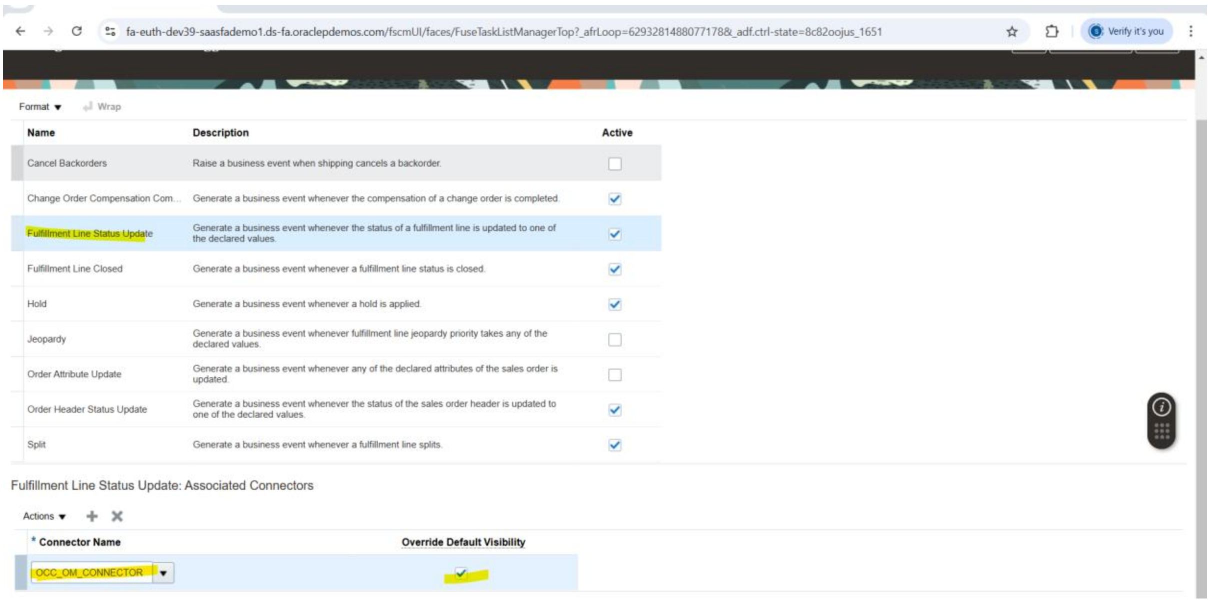
Whenever split the line, customer is going to get the notification, in case of order hold applied, automatically application will send the notification. When you update any sales order(fulfilment line status update).

Through the customer contact at site level, it will pick up the e-mail id,.

In production it will be empty, if required we will enable the task.



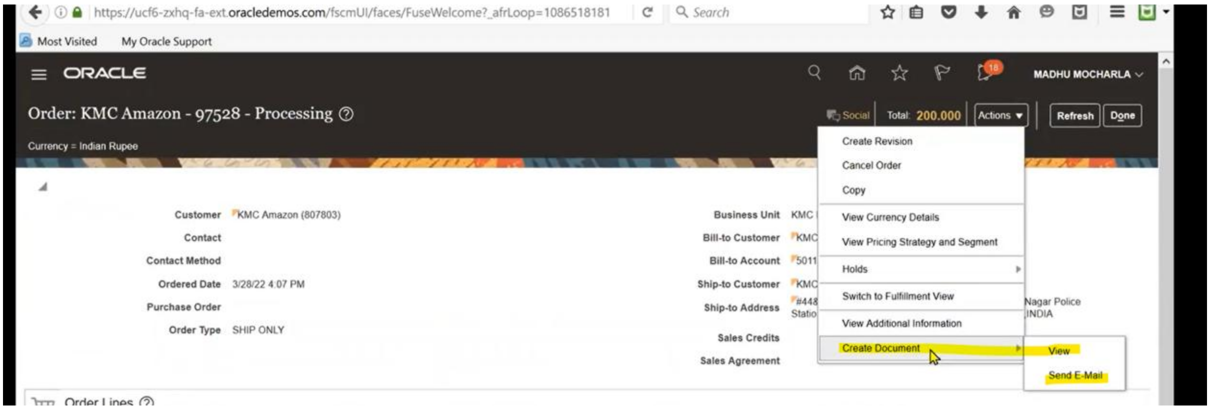

For any holds are applied, it will send an e-mail notification.



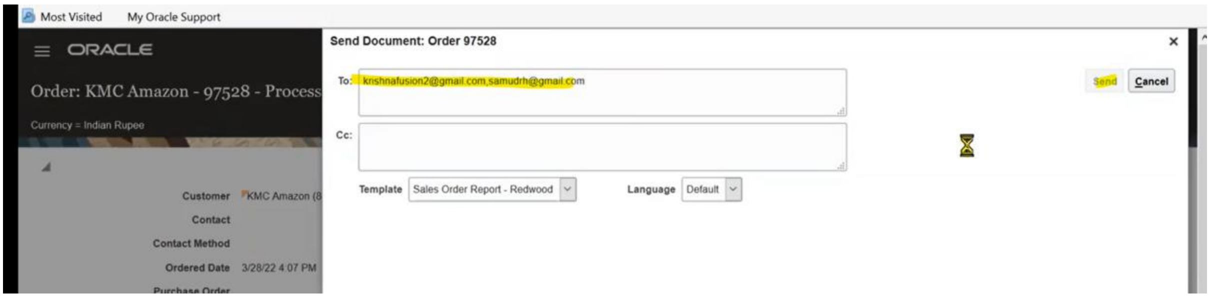

For example, I am taking fulfilment, line status update, it will send the notifications to the connector show above.

## 2.Sales order PDF documents: -

From the sales order creation page, we can download and send the sales order to the customer as shown below.




We can download and send personally, or directly also we can send the sales order to the customer.

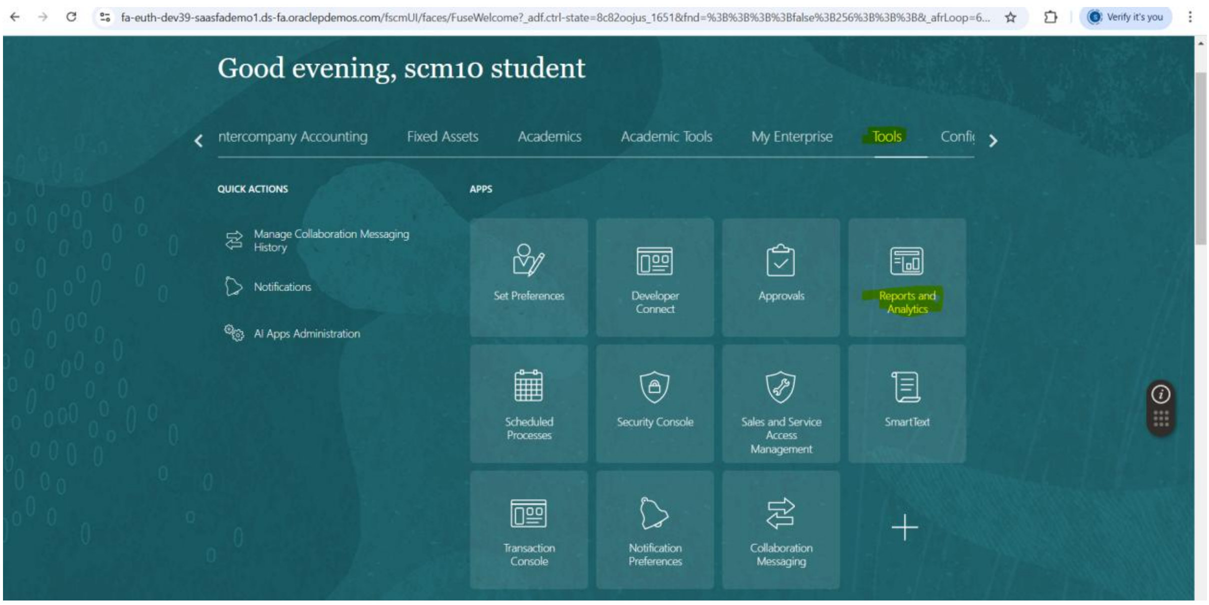



We can send to multiple e-mails also by separating with comma.

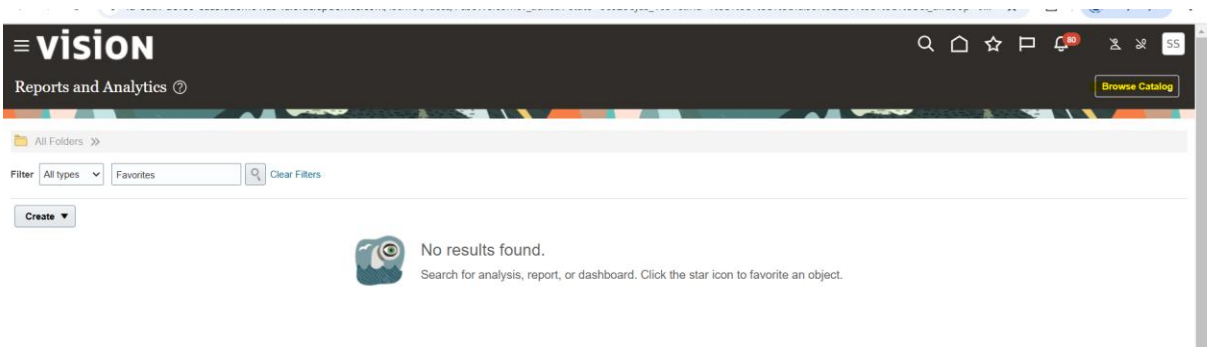
## 3.Pickslip, BOL, Pack slip, Commercial Invoice: Layout design

Here we need to customize the layouts, the pack slip and commercial invoice layouts will be different, if it is domestic/ international.

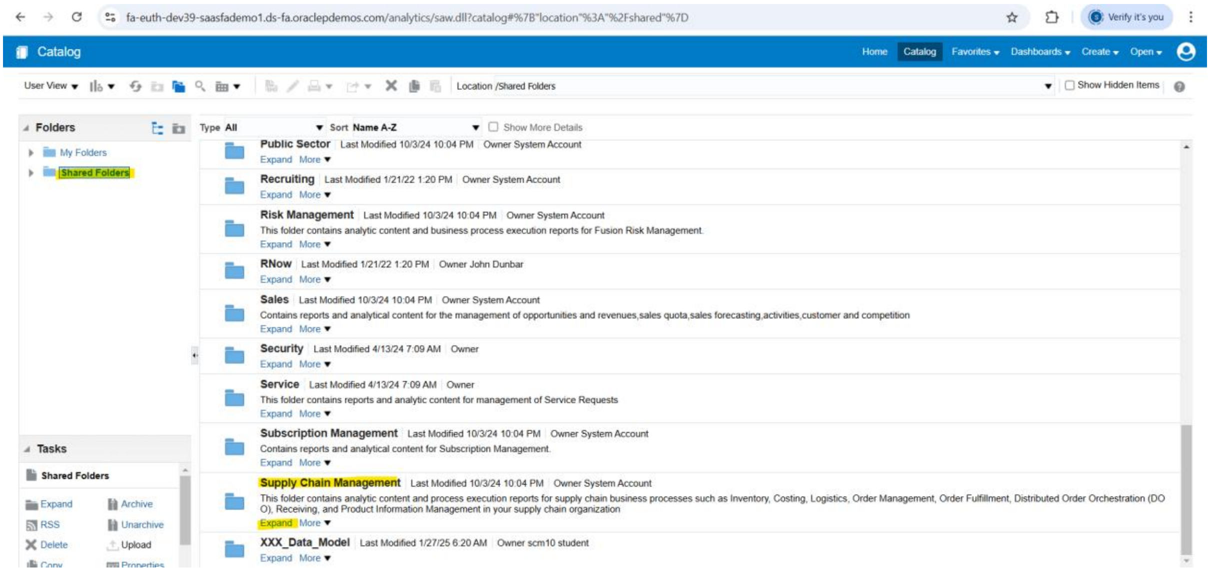
Path for this layout are:



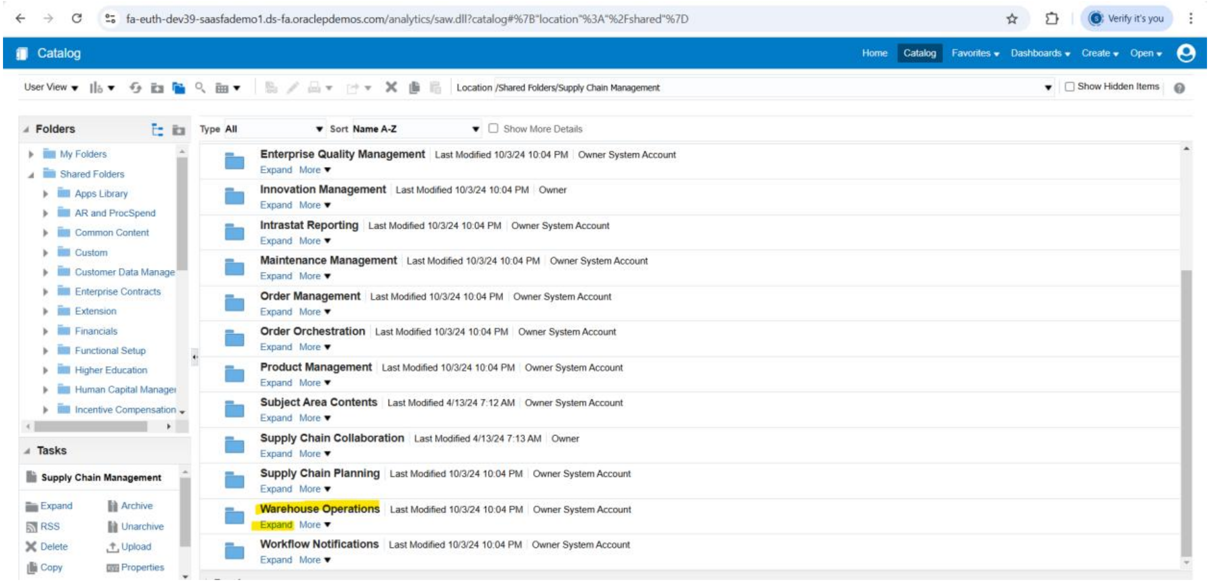

Click on browse catalogs



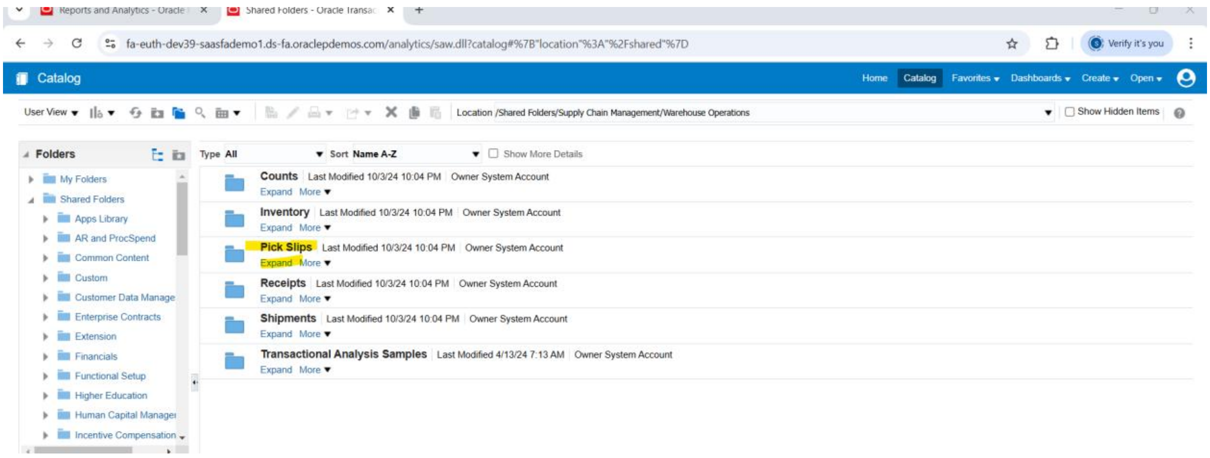

Click on browse Catalogs



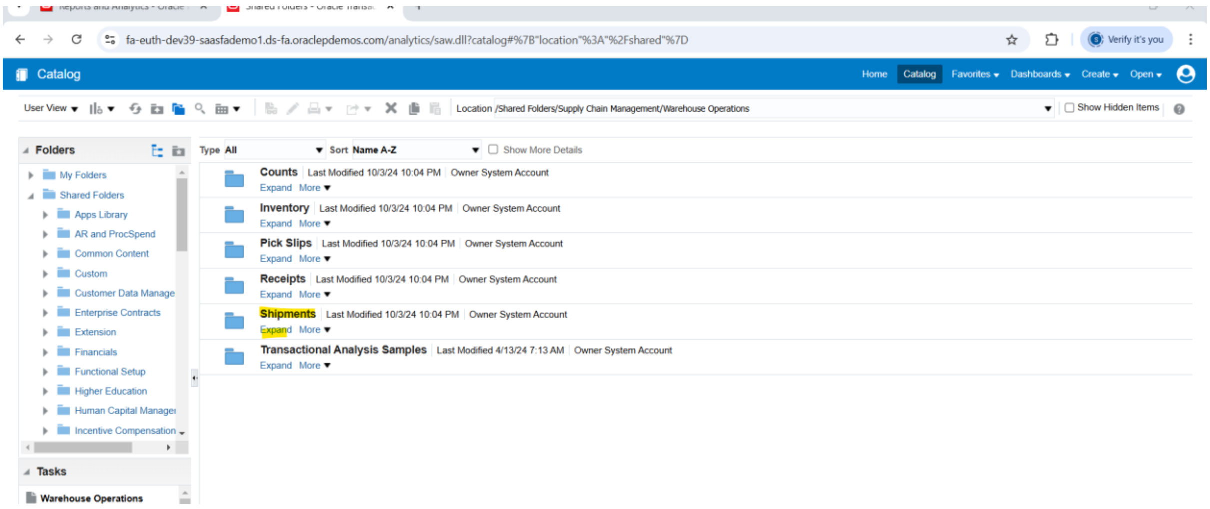

Under shared Folders/ Click on Supply chain management, click on expand



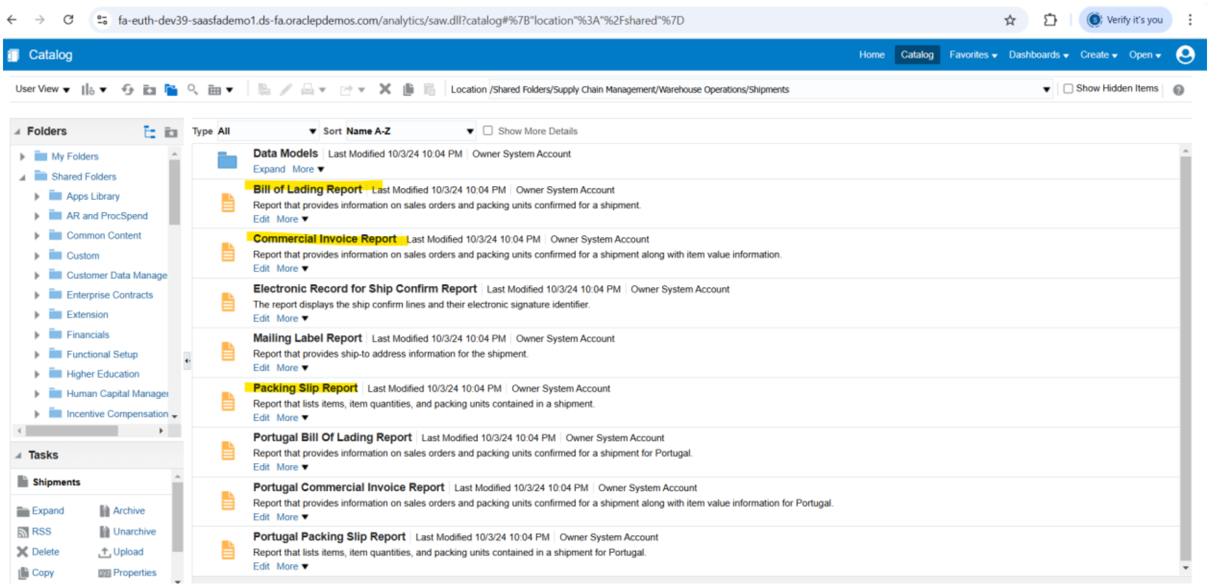

Under warehouse operations, click on expand




We have pick slips.




If you see the shipments, shipment related documents are there.

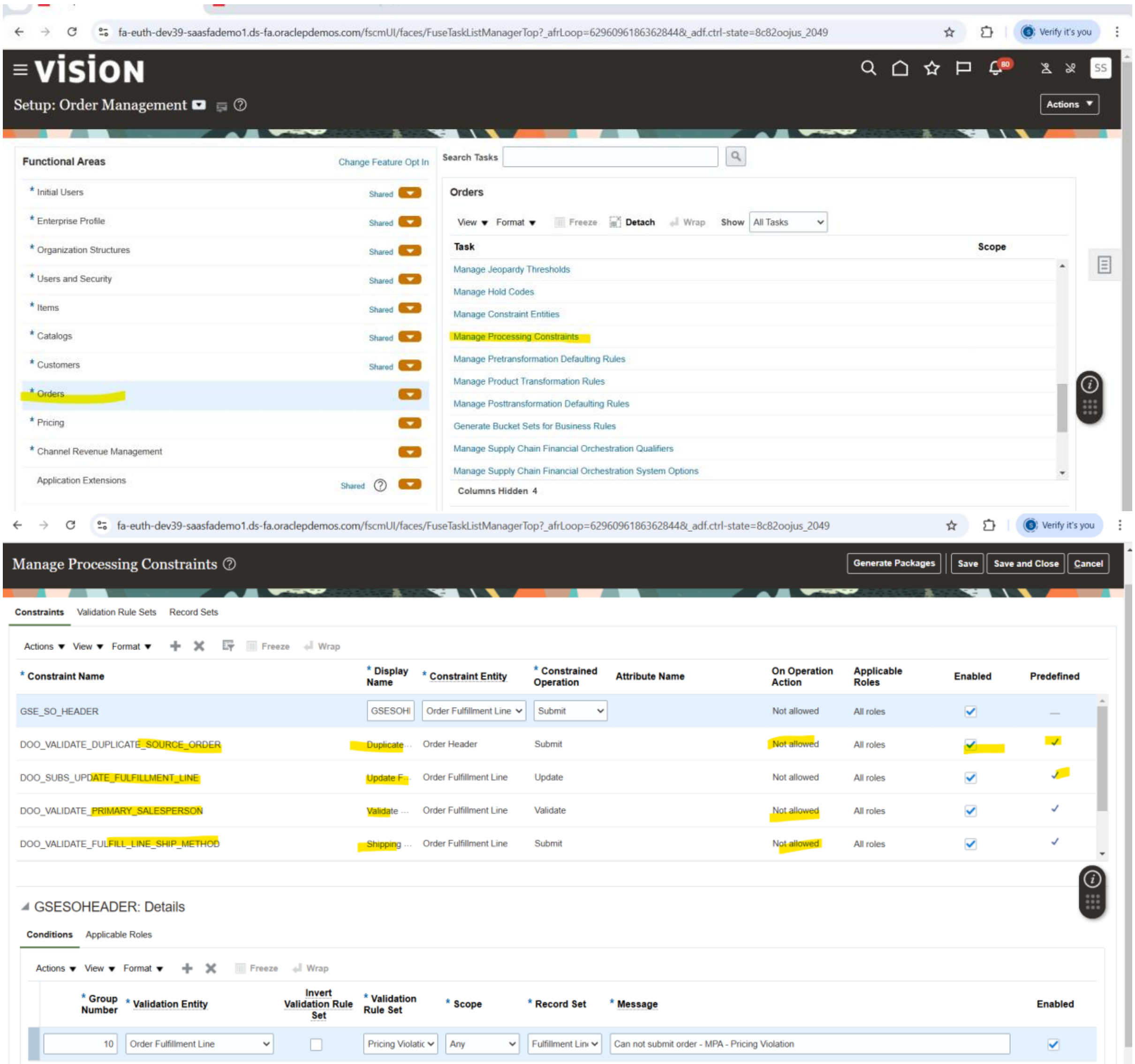



So we have to work with our technical consultant, customize these layouts according to the customer requirement.

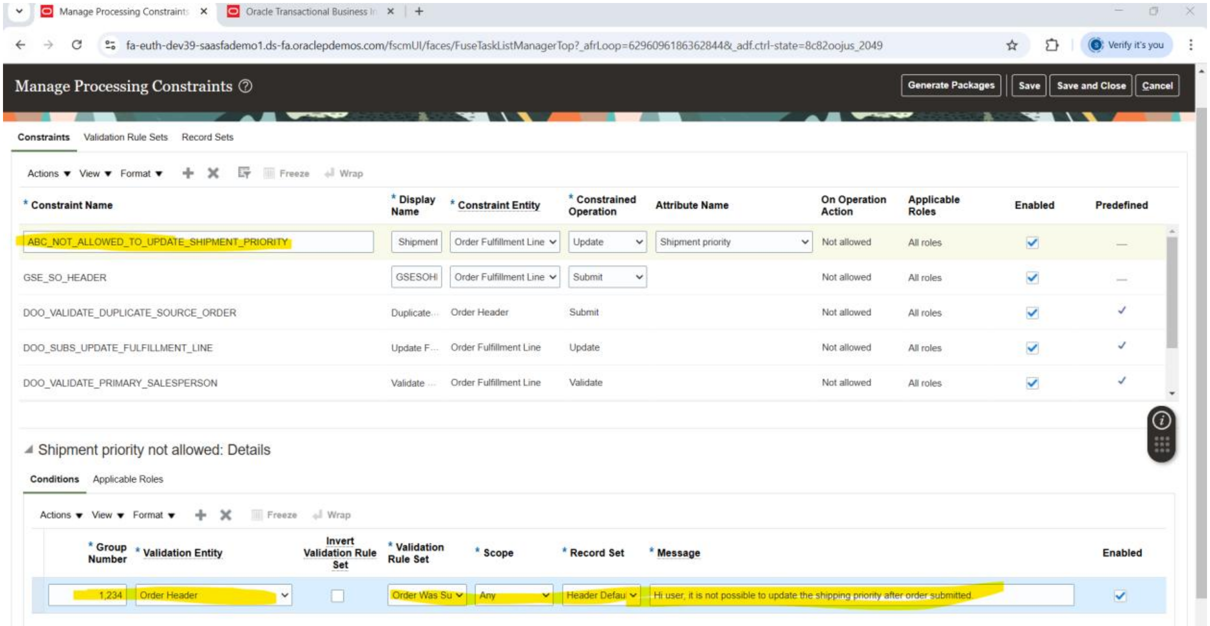
## 4. Processing Constraints: -

Processing constraints are nothing but controlling the user actions. You want to restrict some users to change the sales order or cancel the sales order etc.

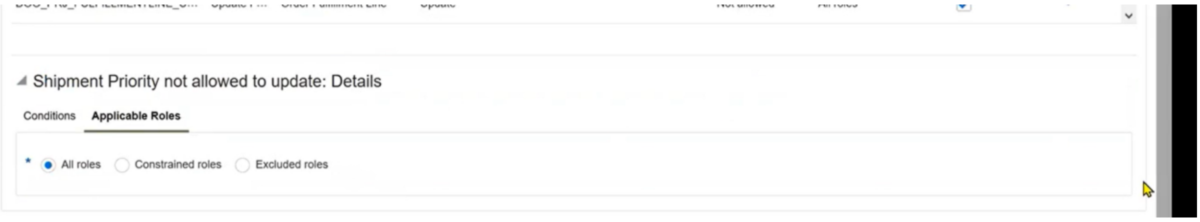
Some actions, we want to restrict to some users, like updating of sales order, cascading the sales order, splitting the sales order line, you don't want to allow such actions to the user, then we can use the processing constraints.




Already some seeded constrains are enabled and also predefined.

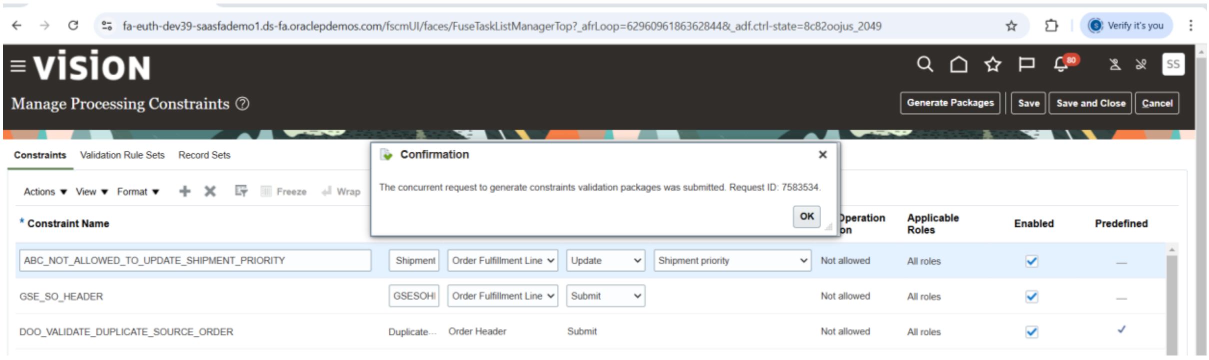



I have written one condition,



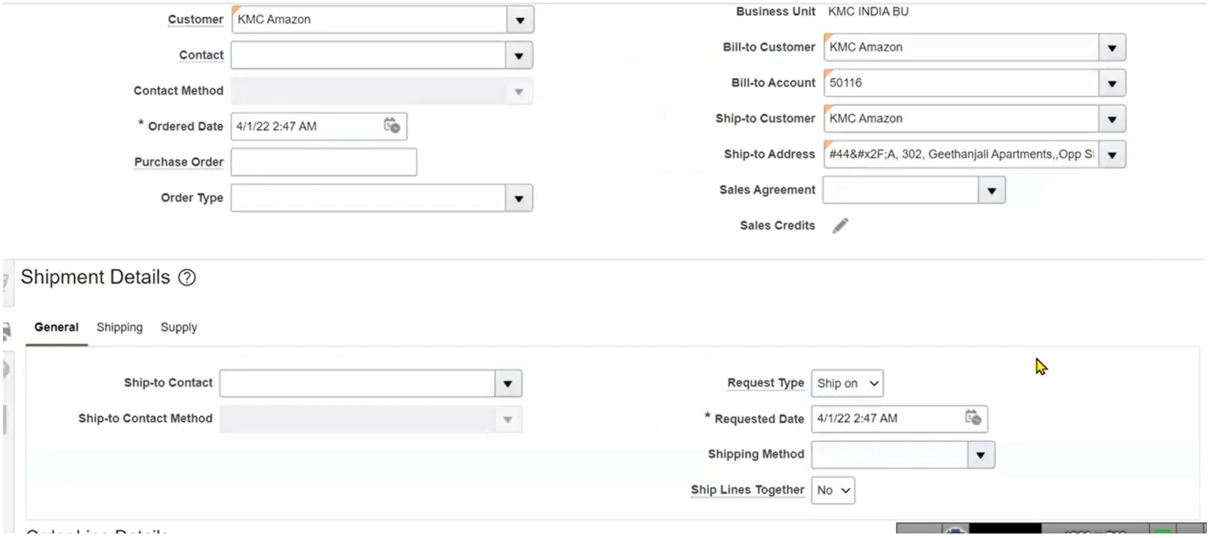

Applicable to all roles.

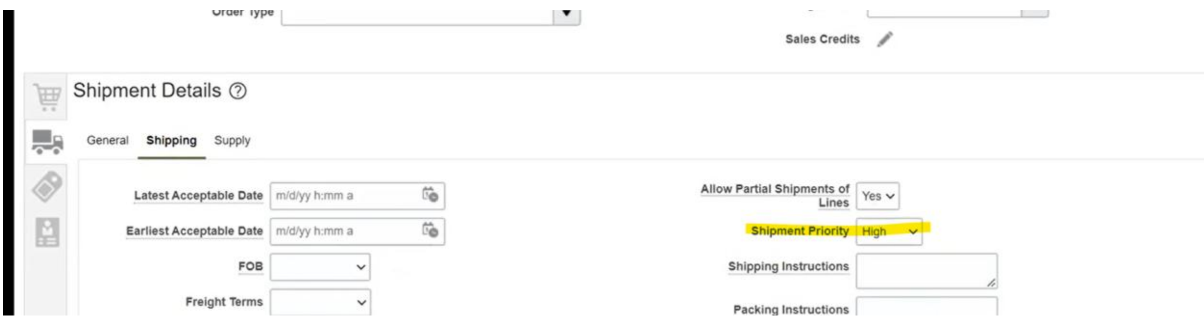
Click on save and generate packages.




Program will run and update the constraints.

Test it by creating sales order

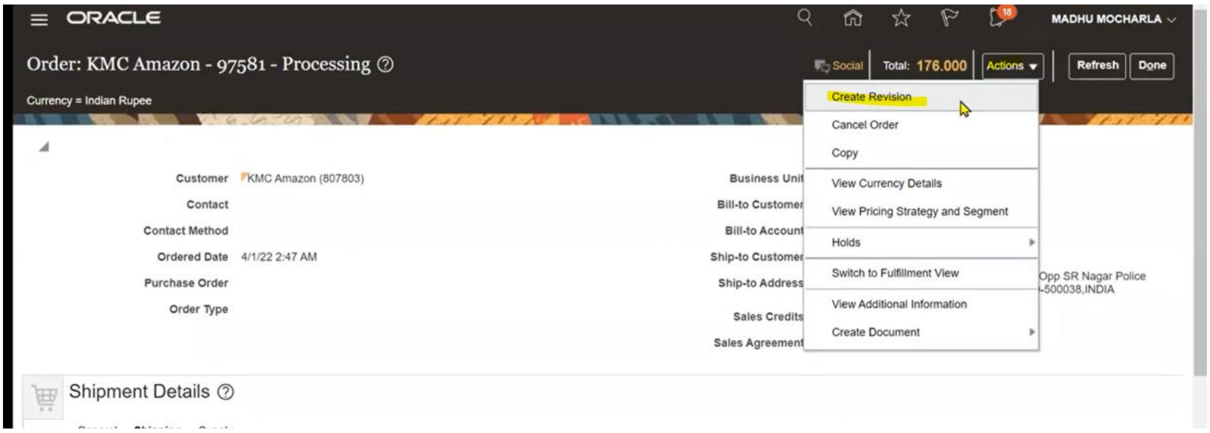


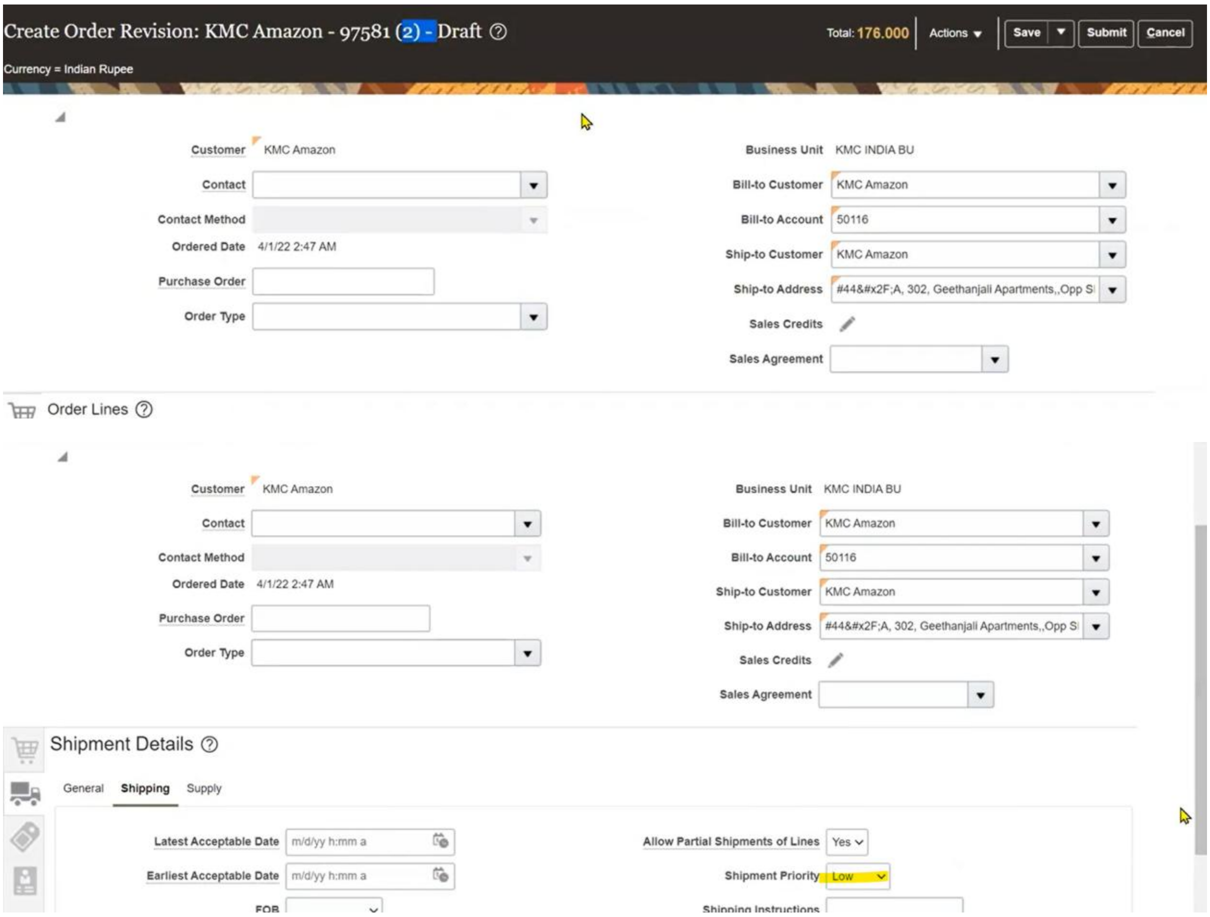

Here I am creating the sales order, enter the shipment priority also High

Submit the sales order.

Sales order submitted.

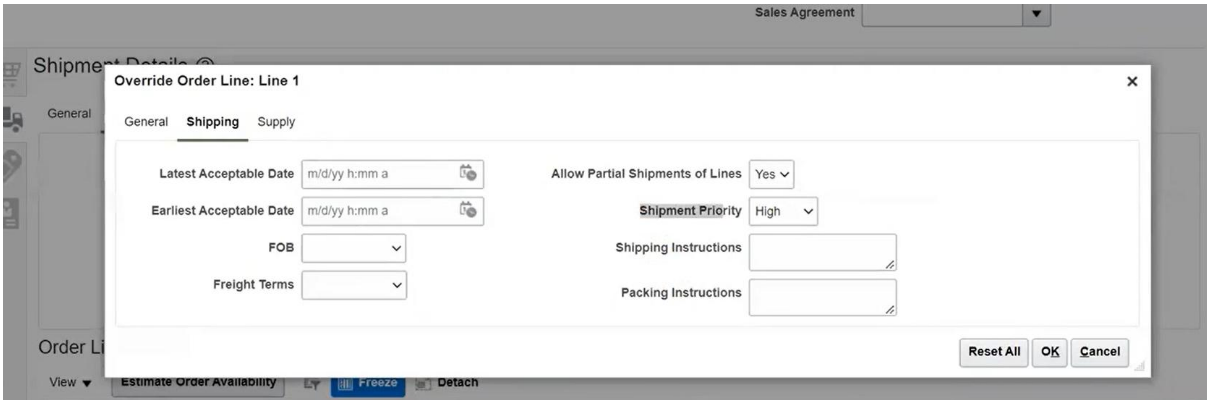



After submitting the sales order, I want to edit the order, create revisions.




Change the shipment priority from high to low.

Submit it. If does not work go to line level, do it from line level, (fulfilment part)




It does not allow to change the shipping priority, once sales order was submitted.