

### 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

Manage Matrix Classes

Name	Service	Public
Channel Program Eligibility	Channel.ProgramEligibilityInternal	
Base Price for Price List Charge	PricingInternal.PriceRequestInternal	
Pricing Term Adjustment	PricingInternal.PriceRequestInternal	
Currency Conversion	PricingInternal.PriceRequestInternal	
Pricing Segment	PricingInternal.PriceRequestInternal	
Sales Pricing Strategy Assignment	PricingInternal.PriceRequestInternal	
Shipping Charge Adjustment	PricingInternal.PriceRequestInternal	
Price List Charge Adjustment	PricingInternal.PriceRequestInternal	
Cost List Charge Adjustment	PricingInternal.PriceRequestInternal	
Line Pricing Strategy Assignment	PricingInternal.PriceRequestInternal	
Pricing Charge Guideline	PricingInternal.PriceRequestInternal	

## Click on sales Pricing Strategy Assignment

Edit Matrix Class: Sales Pricing Strategy Assignment

Condition Columns

Name	Source Code Name	Comparison	Compare to Attribute	Required	Allow Null	Null Is Wildcard	Domain
Channel Method	SalesChannelCode	=	Header.SalesChannelCode	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Lookup: ORA_QP_CHANNEL_METHODS
Pricing Segment	PricingSegmentCode	=	Header.PricingSegmentCode	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Lookup: ORA_QP_CUST_PRICING_SEGMENTS
Transaction Type	TransactionTypeCode	=	Header.TransactionTypeCode	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Lookup: ORA_QP_SALES_TRANSACTION_TYPES

Result Columns

Name	Source Code Name	Required	Allow Null	Domain
Pricing Strategy	PricingStrategyId	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	View object query: PricingStrategyPVO Name, PricingStrategyId
Precedence	Precedence	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Number = 10

Edit Matrix Class: Sales Pricing Strategy Assignment

Condition Columns

Name	Source Code Name	Comparison	Compare to Attribute	Required	Allow Null	Null Is Wildcard	Domain
Channel Method	SalesChannelCode	=	Header.SalesChannelCode	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Lookup: ORA_QP_CHANNEL_METHODS
Pricing Segment	PricingSegmentCode	=	Header.PricingSegmentCode	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Lookup: ORA_QP_CUST_PRICING_SEGMENTS
Transaction Type	TransactionTypeCode	=	Header.TransactionTypeCode	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Lookup: ORA_QP_SALES_TRANSACTION_TYPES
Bu	Bu	=	Header.SellingBusinessUnitName	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Text

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.

Lookup Type	Meaning	Description	Module	Lookup Configuration Level	REST Access Secured
ABC_BU_LIST	ABC_BU_LIST	List of BUs	Pricing Administration	User	Secure
ORA_QP_CUST_PRICIN	Pricing Segments	List of pricing segments.	Pricing Administration	Extension	Authenticated

I have created a new lookup type,

Now add the lookup codes.

Search Results

Lookup Type	Meaning	Description	Module	Lookup Configuration Level	REST Access Secured
ABC_BU_LIST	ABC_BU_LIST	List of BU's	Pricing Administration	User	Secure
ORA_QP_CUST_PRICIN...	Pricing Segments	List of pricing segments.	Pricing Administration	Extension	Authenticated

ABC\_BU\_LIST: Lookup Codes

Lookup Code	Display Sequence	Enabled	Start Date	End Date	Meaning	Description	Tag
US1 Business Unit	1	<input checked="" type="checkbox"/>	m/d/y	m/d/y	US1 Business Unit	US1 Business Unit	

Goto Matrix classes,

Matrix Class: Sales Pricing Strategy Assignment

Name: Sales Pricing Strategy Assignment  
Service: PricingInternalPriceRequestInternal

Condition Columns

Name	Source Code Name	Comparison	Compare to Attribute	Required	Allow Null	Null Is Wildcard	Domain
Channel Method	SalesChannelCode	=	Header.SalesChannelCode	—	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Lookup: ORA_QP_CHANNEL_METHODS
Pricing Segment	PricingSegmentCode	=	Header.PricingSegmentCode	—	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Lookup: ORA_QP_CUST_PRICING_SEGMENTS
Transaction Type	TransactionTypeCode	=	Header.TransactionTypeCode	—	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Lookup: ORA_QP_SALES_TRANSACTION_TYPES
BU	BU	=	Header.SellingBusinessUnitName	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	Lookup: ABC_BU_LIST

Add the pricelist and also allowing the null values.

Save and save and close.

Goto Manage Pricing strategy assignments

This screenshot shows the Oracle Fusion Cloud ERP Pricing Rules page. The left sidebar has a navigation menu with sections like Overview, Pricing Rules, Shipping Rules, Pricing Charges, Shipping Charges, Pricing Strategies, and Pricing Configuration. The main content area displays a table titled 'Updated Pricing Rules' with columns: Pricing Entity, Name, Description, Currency, Status, Created By, Creation Date, and Last Updated By. A search bar and filter options are at the top of the table.

This screenshot shows the Oracle Fusion Cloud ERP Pricing Strategy Assignment Rules page. It displays a table with columns: Sts, Channel Method, Pricing Segment, Transaction Type, Start Date, End Date, Result Columns, and Dates. The table lists various corporate segment groups and their corresponding pricing strategies and precedence values. A 'Delete Assignment Matrix' button is visible in the top right corner.

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

This screenshot shows the Oracle Fusion Cloud ERP Pricing Strategy Assignment Rules page with a context menu open over the first row. The menu options include Add Row, Duplicate, Delete, Delete Incomplete Rules, and Edit Rules Table Columns. The table structure is identical to the one in the previous screenshot, listing corporate segment groups and their associated pricing strategies.

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.

Assignment	Pricing Context	Transaction Type	Start Date	End Date
Material Transfer	Internal order	6/28/17 6:27 PM	midyy h:mm a	
Sales	All	1/1/16 10:11 PM	midyy h:mm a	
Sales	Service order	7/1/19 7:14 AM	midyy h:mm a	

Condition Columns	Result Columns	Dates
Sta Channel Method (=)	Pricing Strategy	Start Date
Pricing Segment (=)	Precedence	End Date
Transaction Type (=)		
<b>BU (=)</b>		

'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**

That'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.

The screenshot shows the 'Manage Pricing Lookups' page. A yellow box highlights the 'Lookup Type' field which contains 'ORA\_QP\_CUST\_PRICING\_SEGMENTS'. Below it are fields for 'Meaning', 'Description', and 'Module'. The 'Search' button is visible at the bottom right of the form area.

**Search Results**

A table lists the created lookup type:

Lookup Type	Meaning	Description	Module	Lookup Configuration Level	REST Access Secured
ORA_QP_CUST_PRICING_SEGMENTS	Pricing Segments	List of pricing segments.	Pricing Administration	Extension	Authenticated

**ORA\_QP\_CUST\_PRICING\_SEGMENTS: Lookup Codes**

A table lists the lookup codes:

Lookup Code	Display Sequence	Enabled	Start Date	End Date	Meaning	Description	Tag
Global PS	1	<input checked="" type="checkbox"/>	1/26/25	midyy	Global PS	Global Ps	
CSG1	10	<input checked="" type="checkbox"/>	1/1/18	midyy	Corporate Segment Group 1	Corporate Segment Group 1	

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

The screenshot shows the 'Manage Pricing Lookups' page with the same configuration as the previous screenshot. A yellow box highlights the 'Lookup Type' field containing 'ORA\_QP\_CUST\_PRICING\_SEGMENTS'.

**Search Results**

A table lists the created lookup type:

Lookup Type	Meaning	Description	Module	Lookup Configuration Level	REST Access Secured
ORA_QP_CUST_PRICING_SEGMENTS	Pricing Segments	List of pricing segments.	Pricing Administration	Extension	Authenticated

**ORA\_QP\_CUST\_PRICING\_SEGMENTS: Lookup Codes**

A table lists the lookup codes, showing the addition of 'Global PS':

Lookup Code	Display Sequence	Enabled	Start Date	End Date	Meaning	Description	Tag
Global PS	1	<input checked="" type="checkbox"/>	1/26/25	midyy	Global PS	Global Ps	
CSG1	10	<input checked="" type="checkbox"/>	1/1/18	midyy	Corporate Segment Group 1	Corporate Segment Group 1	

Save and close.

Goto the pricing segments

The screenshot shows the Oracle Fusion Middleware interface. The top navigation bar includes links for Home, Logout, and Verify it's you. The main header says "VISION". The left sidebar has a "Overview" section and a navigation menu with the following items:

- Pricing Charges
  - Manage Price Lists
  - Manage Returns Price Lists
  - Manage Cost Lists
  - Manage Discount Lists
  - Manage Pricing Promotions
- Shipping Charges
  - Manage Shipping Charge Lists
- Pricing Rules
  - Search Pricing Rules
  - Manage Guidelines
- Pricing Strategies
  - Manage Customer Pricing P
  - Manage Pricing Segments**
  - Manage Pricing Strategies
  - Manage Pricing Strategy Assignments
  - Manage Currency Conversion Lists
- Pricing Configuration
  - Manage Algorithms
  - Manage Service Mappings
  - Manage Matrix Classes
- Order Management Configuration
  - Manage Algorithms
  - Manage Service Mappings

The screenshot shows the "Manage Pricing Segments" page. The top navigation bar includes links for Home, Logout, and Verify it's you. The main header says "VISION". The left sidebar has a "Manage Pricing Segments" section and a "Create Pricing Segment Matrix" button. The main content area displays a table titled "Manage Pricing Segments" with columns: Potential (=), Customer Size (=), Cost To Serve (=), Customer Value (=), Customer Rating (=), \*Pricing Segment, \*Precedence, Start Date, and End Date. The table data is as follows:

Potential (=)	Customer Size (=)	Cost To Serve (=)	Customer Value (=)	Customer Rating (=)	*Pricing Segment	*Precedence	Start Date	End Date
Large	Low	High	High	High	Corporate Segment Group 1	100	1/25/25 1:00 AM	mid/yy h:mm a
Large	Medium	High	High	High	Corporate Segment Group 1	100	8/11/17 6:08 PM	
Medium	Medium	Medium	Medium	Medium	Corporate Segment Group 2	200	1/1/16 9:54 PM	
Medium	Low	Medium	Medium	Medium	Corporate Segment Group 2	250	1/1/16 9:33 PM	
Small	Medium	Low	Low	Low	Corporate Segment Group 3	225	1/1/16 10:04 PM	
Large	Low	Very high	Very high	Very high	Corporate Segment Group 1	100	1/1/16 9:51 PM	
Very high					Supremo Fitness Center Seg	125	1/1/19 9:38 AM	
High					Supremo Commercial Segm	175	1/1/19 9:38 AM	
High					Supremo Institution Segment	225	1/1/19 9:38 AM	
Small	Medium				Supremo Consumer Segmen	275	1/1/19 9:38 AM	

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.

The screenshot shows the Oracle Fusion Middleware interface. The top navigation bar includes links for Home, Logout, and Verify it's you. The main header says "VISION". The left sidebar has a "Overview" section and a navigation menu with the following items:

- Pricing Charges
  - Manage Price Lists
  - Manage Returns Price Lists
  - Manage Cost Lists
  - Manage Discount Lists
  - Manage Pricing Promotions
- Shipping Charges
  - Manage Shipping Charge Lists
- Pricing Rules
  - Search Pricing Rules
  - Manage Guidelines
- Pricing Strategies
  - Manage Customer Pricing P
  - Manage Pricing Segments**
  - Manage Pricing Strategies
  - Manage Pricing Strategy Assignments**
  - Manage Currency Conversion Lists
- Pricing Configuration
  - Manage Algorithms
  - Manage Service Mappings

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.

The screenshot shows the 'Manage Pricing Strategies' page in the Oracle Fusion Middleware interface. A modal window titled 'Create Pricing Strategy' is open. In the 'Search' section, there are fields for 'Name' (Global PST), 'Description' (Global PST), 'Business Unit' (US1 Business Unit), and 'Default Currency'. The 'Additional Information' section contains fields for 'Default GL Conversion Type', 'Objective', 'Start Date' (1/26/25 5:08 PM), 'End Date' (mid/yy h:mm a), and checkboxes for 'Allow price list override' and 'Allow currency override'. At the bottom of the modal are buttons for 'Save and Edit', 'Save and Close', and 'Cancel'.

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

Search Results

Item Level	Name	Description	Pricing UOM	Line Type	Service Duration Period	Service Duration	Associated Items
Item	AS00100	Alliance Business Software	Ea	Buy			

Discount Rules

Click on Discount rules, + symbol

Search Results

Item Level	Name	Description	Pricing UOM	Line Type	Service Duration Period	Service Duration	Associated Items
Item	AS00100	Alliance Business Software	Ea	Buy			

Discount Rules

here discount rules are 3 types.

Create simple rule: it is a straight forward rule.

Create Discount Rule

Item Details: Item-AS00100-Ea      Line Type: Buy

Apply Discount To

Discount Rule Details

Rule Type: Simple

Name: Flat 10%

Rule Start Date: 1/26/25 5:35 PM

Rule End Date: m/d/yyyy h:mm a

Adjustment Type: Discount percent

Adjustment Basis: List Price

Adjustment Amount: 10

OK Cancel

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

The screenshot shows the Oracle Fusion Cloud ERP interface for creating a discount rule. At the top, there are search filters for 'Item Level', 'Line Type', 'Name', and 'Pricing UOM'. Below the search results, a table lists an item named 'AS00100' with a description of 'Alliance Business Software'. The table includes columns for Item Level, Name, Description, Pricing UOM, Line Type, Service Duration Period, Service Duration, and Associated Items.

In the main area, under 'Discount Rules', a modal window titled 'Create Discount Rule' is open. It shows 'Item Details' for 'Item-AS00100-Ea' and 'Line Type Buy'. The 'Apply Discount To' section includes dropdowns for Price Type (All), Charge Type (All), Charge Subtype (All), and Price Periodicity (All). The 'Discount Rule Details' section includes fields for 'Name' (Based on Order Value), 'Rule Start Date' (1/26/25 5:35 PM), 'Rule End Date' (m/d/y h:mm a), and 'Rule Type' (Tiered pricing). The 'Calculation Basis' section includes fields for 'Tier Basis Type' (Extended amount), 'Aggregation Method' (On document), 'Tier Basis' (Extended Price), and 'Apply To' (Highest tier). The 'Additional Information' section includes a 'Context Value' dropdown.

### Create tier Based Rule: -

The screenshot shows the configuration of tiered pricing rules for a flat 10% discount. On the left, a sidebar shows a list of discount rules, including 'Flat 10%' which is selected. The main panel shows the 'Flat 10%: Details' section with an 'Adjustment Type' of 'Discount amount'. Below this, the 'Tiered Pricing Rules' section is expanded, showing a table with three rows of tiered pricing details:

	* Minimum (>)	Maximum (<=)	* Application Method	Increment Value	Adjustment Type	* Adjustment Amount	Adjustment Basis
	0	5,000	Per unit		Discount percent	2 %	List Price
	5,000	10,000	Per unit		Discount percent	5 %	List Price
	10,000	15,000	Per unit		Discount perco	7	List Price

At the bottom right of the table are 'OK' and 'Cancel' buttons.

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.

This screenshot shows a search interface for item AS00100, which is identified as 'Alliance Business Software'. The search results table includes columns for Item Level, Name, Description, Pricing UOM, Line Type, Service Duration Period, Service Duration, and Associated Items. Below the search results, a 'Discount Rules' section is displayed, showing two rules: 'Based on Order ... Tiered pricing' and 'Flat 10% Simple'. The 'Flat 10%' rule is selected, and a context menu is open, highlighting the 'Create Attribute Based Rule' option.

This screenshot shows the 'Updated Pricing Rules' section of the Vision application. It displays a table of discount lists, with one entry for 'ABC DL' associated with 'ABC Discount List'. The table includes columns for Pricing Entity, Name, Description, Currency, Status, Created By, Creation Date, Last Updated By, and Last Updated.

## Create Attribute Based Rule: -

This screenshot shows the creation of an attribute-based rule for item AS00100. The 'Flat 10%: Details' section is visible, showing an adjustment type of 'Discount percent' and an amount of '10 %'. The 'Create Attribute Based Rule' option from the context menu is highlighted. The 'Create Discount Rule' dialog is open, showing fields for 'Name' (set to 'Attribute pricing'), 'Price Type' (set to 'All'), 'Charge Type' (set to 'All'), and 'Price Periodicity' (set to 'All').

This screenshot shows the 'Discount Rule Details' section of the 'Create Discount Rule' dialog. It includes fields for 'Rule Start Date' (set to 'midnight a'), 'Rule End Date' (set to 'midnight a'), and 'Result Columns' (with 'Adjustment Type', 'Adjustment Amount', and 'Adjustment Basis' dropdowns). The 'Condition Columns' dropdown is also present. The 'OK' button is visible at the bottom right of the dialog.

The screenshot shows two overlapping dialogs in the Oracle ADF interface:

- Create Discount Rule Dialog:** This dialog is titled "Create Discount Rule". It has sections for "Apply Discount To" (with dropdowns for "Price Type", "Charge Subtype", and "Price Periodicity"), "Discount Rule Details" (with fields for "Name", "Rule Start Date", and "Rule End Date"), and "Attribute Based Rule" (which is currently expanded, showing a table with columns "Item Type", "Adjustment Amount", and "Adjustment Basis"). A context menu is open over the table, with the option "Edit Rules Table Columns" highlighted.
- Edit Rules Table Columns Dialog:** This dialog is titled "Edit Rules Table Columns". It contains sections for "Name" (set to "Pricing Term Adjustment") and "Description". Below these are sections for "Inherited Condition Columns" and "Inherited Result Columns", each containing checkboxes for "Adjustment Type", "Adjustment Amount", and "Adjustment Rules". Further down are sections for "Condition Columns" and "Result Columns", both of which currently show "No data to display". At the bottom right are "OK" and "Cancel" buttons.

**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:

The screenshot shows the VISION application interface with the following components:

- Header:** The header displays the VISION logo and a search bar.
- Sidebar:** On the right side, there is a sidebar with several navigation links under categories:
  - Pricing Charges:** Manage Price Lists, Manage Returns Price Lists, Manage Cost Lists, Manage Discount Lists, Manage Pricing Promotions.
  - Shipping Charges:** Manage Shipping Charge Lists.
  - Pricing Rules:** Search Pricing Rules, Manage Guidelines.
  - Pricing Strategies:** Manage Customer Pricing Profiles, Manage Pricing Segments, Manage Pricing Strategies, Manage Pricing Strategy Assignments, Manage Currency Conversion.
  - Pricing Configuration:** Manage Algorithms, Manage Service Mappings, **Manage Matrix Classes**.
- Content Area:** The main content area is titled "Updated Pricing Rules" and lists one rule:
 

Pricing Entity	Name	Description	Currency	Status	Created By	Creation Date	Last Updated By
Discount lists	ABC DL	ABC Discount List	USD	Approved	SCM10 STUDENT	1/26/25 5:28 PM	SCM10 STUDENT

Manage Matrix Classes

Name	Service	Public
Channel Program Eligibility	Channel.ProgramEligibilityInternal	—
Base Price for Price List Charge	PricingInternal.PriceRequestInternal	—
Pricing Term Adjustment	PricingInternal.PriceRequestInternal	—
Currency Conversion	PricingInternal.PriceRequestInternal	—
Pricing Segment	PricingInternal.PriceRequestInternal	—
Sales Pricing Strategy Assignment	PricingInternal.PriceRequestInternal	—
Shipping Charge Adjustment	PricingInternal.PriceRequestInternal	—
Price List Charge Adjustment	PricingInternal.PriceRequestInternal	—
Cost List Charge Adjustment	PricingInternal.PriceRequestInternal	—
Line Pricing Strategy Assignment	PricingInternal.PriceRequestInternal	—
Pricing Charge Guideline	PricingInternal.PriceRequestInternal	—

Click on that

Edit Matrix Class: Pricing Term Adjustment

Condition Columns

Name	Source Code Name	Comparison	Compare to Attribute	Required	Allow Null	Null is Wildcard	Domain
BU	BU	=	Header SellingBusinessUnitName	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Lookup: ABC_BU_LIST

Result Columns

Name	Source Code Name	Required	Allow Null	Domain
Adjustment Type	AdjustmentTypeCode	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Lookup: ORA_QP_LINE_ADJ_TYPES
Adjustment Amount	AdjustmentAmount	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Number
Adjustment Basis	AdjustmentBasisId	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	View object query: PricingBasisPVO.Name, PricingBasisId

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

Discount Lines

Create Attribute Based Rule

Select Optional Condition Columns

- BU (=)

Item Level	Name	Description	Pricing UOM	Line Type	Service Duration Period	Service Duration	Associated Items
Item	AS00100	Alliance Business Software	Each	Buy			

Item - AS00100 - Each - Buy: Discount Rules

Rule Name	Rule Type	Rule Start Date	Rule End Date	Price Type	Charge Type	Charge Subtype	Price Periodicity
Based on Order ...	Tiered pricing	1/27/25 11:00 AM	mid/yy h:mm	One time	All	All	All
Flat 10%	Simple	1/27/25 11:02 AM		All	All	All	All

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.

The screenshot shows a web-based application interface titled 'Manage Business Event Trigger Points'. The 'Hold' trigger is highlighted with a yellow box. Under the 'Notifications' tab, the 'Send E-Mail Notification' checkbox is checked and highlighted with a yellow box.

Name	Description	Active
Cancel Backorders	Raise a business event when shipping cancels a backorder.	<input type="checkbox"/>
Change Order Compensation Com...	Generate a business event whenever the compensation of a change order is completed.	<input checked="" type="checkbox"/>
Fulfillment Line Status Update	Generate a business event whenever the status of a fulfillment line is updated to one of the declared values.	<input checked="" type="checkbox"/>
Fulfillment Line Closed	Generate a business event whenever a fulfillment line status is closed.	<input checked="" type="checkbox"/>
<b>Hold</b>	Generate a business event whenever a hold is applied.	<input checked="" type="checkbox"/>
Jeopardy	Generate a business event whenever fulfillment line jeopardy priority takes any of the declared values.	<input type="checkbox"/>
Order Attribute Update	Generate a business event whenever any of the declared attributes of the sales order is updated.	<input type="checkbox"/>
Order Header Status Update	Generate a business event whenever the status of the sales order header is updated to one of the declared values.	<input checked="" type="checkbox"/>
Split	Generate a business event whenever a fulfillment line splits.	<input checked="" type="checkbox"/>

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

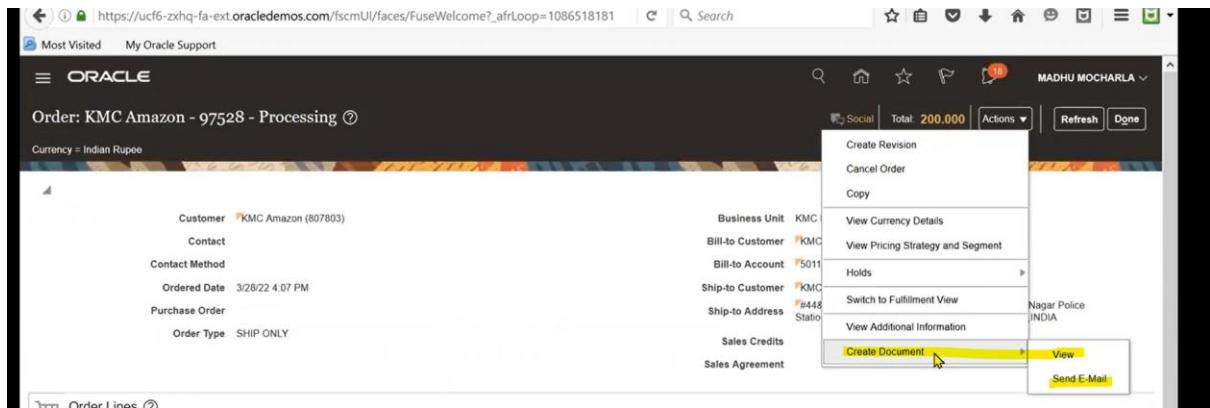
The screenshot shows the same 'Manage Business Event Trigger Points' page with the 'Fulfillment Line Status Update' trigger selected. Under the 'Associated Connectors' section, a connector named 'FOCC\_DM\_CONNECTOR' is listed with its visibility set to 'Override Default Visibility'.

Name	Description	Active
Cancel Backorders	Raise a business event when shipping cancels a backorder.	<input type="checkbox"/>
Change Order Compensation Com...	Generate a business event whenever the compensation of a change order is completed.	<input checked="" type="checkbox"/>
<b>Fulfillment Line Status Update</b>	Generate a business event whenever the status of a fulfillment line is updated to one of the declared values.	<input checked="" type="checkbox"/>
Fulfillment Line Closed	Generate a business event whenever a fulfillment line status is closed.	<input checked="" type="checkbox"/>
Hold	Generate a business event whenever a hold is applied.	<input checked="" type="checkbox"/>
Jeopardy	Generate a business event whenever fulfillment line jeopardy priority takes any of the declared values.	<input type="checkbox"/>
Order Attribute Update	Generate a business event whenever any of the declared attributes of the sales order is updated.	<input type="checkbox"/>
Order Header Status Update	Generate a business event whenever the status of the sales order header is updated to one of the declared values.	<input checked="" type="checkbox"/>
Split	Generate a business event whenever a fulfillment line splits.	<input checked="" type="checkbox"/>

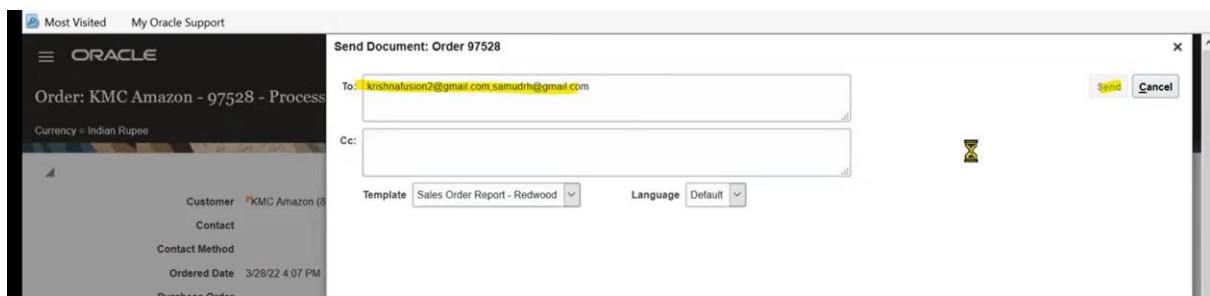
For example, I am taking fulfilment, line status update, it will send the notifications to the connector show above.

## 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.

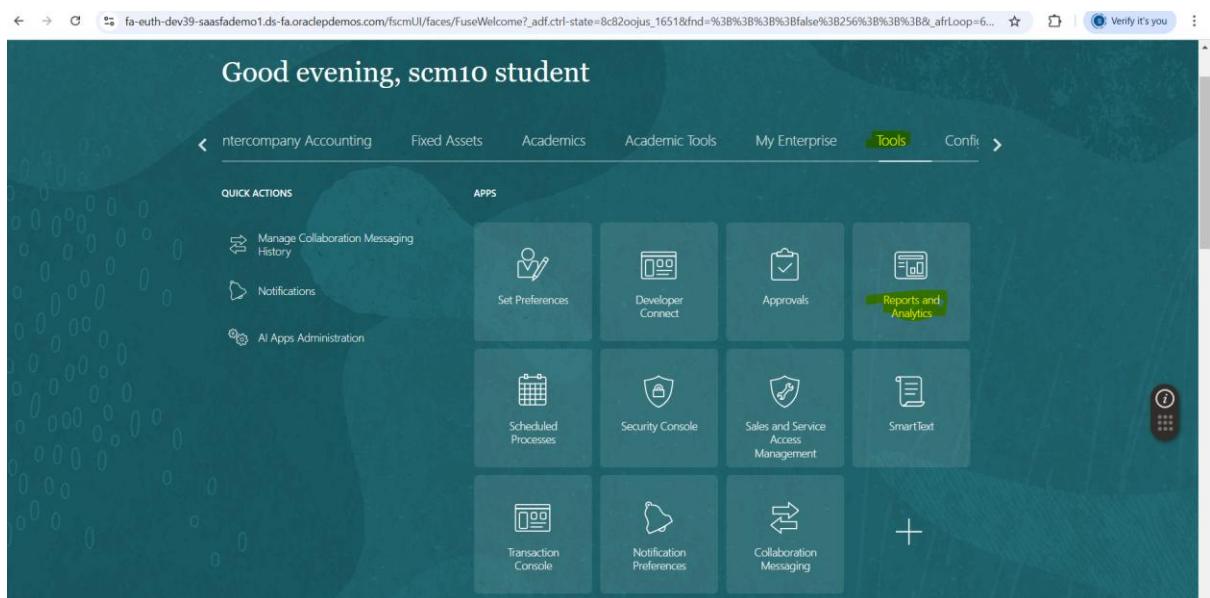


We can send to multiple e-mails also by separating with comma.

### 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

No results found.  
Search for analysis, report, or dashboard. Click the star icon to favorite an object.

Click on browse Catalogs

Type All Sort Name A-Z Show More Details

- Public Sector** Last Modified 10/3/24 10:04 PM Owner System Account
- Recruiting** Last Modified 1/21/22 1:20 PM Owner System Account
- Risk Management** Last Modified 10/3/24 10:04 PM Owner System Account  
This folder contains analytic content and business process execution reports for Fusion Risk Management.
- RNow** Last Modified 1/21/22 1:20 PM Owner John Dunbar
- Sales** Last Modified 10/3/24 10:04 PM Owner System Account  
Contains reports and analytic content for the management of opportunities and revenues, sales quota, sales forecasting, activities, customer and competition
- Security** Last Modified 4/13/24 7:09 AM Owner
- Service** Last Modified 4/13/24 7:09 AM Owner  
This folder contains reports and analytic content for management of Service Requests
- Subscription Management** Last Modified 10/3/24 10:04 PM Owner System Account  
Contains reports and analytical content for Subscription Management.
- Supply Chain Management** Last Modified 10/3/24 10:04 PM Owner System Account  
This folder contains analytic content and process execution reports for supply chain business processes such as Inventory, Costing, Logistics, Order Management, Order Fulfillment, Distributed Order Orchestration (DOO), Receiving, and Product Information Management in your supply chain organization.
- XXX\_Data\_Model** Last Modified 1/27/25 6:20 AM Owner scm10 student

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

Type All Sort Name A-Z Show More Details

- Enterprise Quality Management** Last Modified 10/3/24 10:04 PM Owner System Account
- Innovation Management** Last Modified 10/3/24 10:04 PM Owner
- Intrastat Reporting** Last Modified 10/3/24 10:04 PM Owner System Account
- Maintenance Management** Last Modified 10/3/24 10:04 PM Owner System Account
- Order Management** Last Modified 10/3/24 10:04 PM Owner System Account
- Order Orchestration** Last Modified 10/3/24 10:04 PM Owner System Account
- Product Management** Last Modified 10/3/24 10:04 PM Owner System Account
- Subject Area Contents** Last Modified 4/13/24 7:12 AM Owner System Account
- Supply Chain Collaboration** Last Modified 4/13/24 7:13 AM Owner
- Supply Chain Planning** Last Modified 10/3/24 10:04 PM Owner System Account
- Warehouse Operations** Last Modified 10/3/24 10:04 PM Owner System Account
- Workflow Notifications** Last Modified 10/3/24 10:04 PM Owner System Account

Under warehouse operations, click on expand

The screenshot shows the Oracle Analytics Catalog interface. The left sidebar lists various categories like My Folders, Shared Folders, and Tasks. Under Shared Folders, there are sub-folders such as Apps Library, AR and ProcSpend, Common Content, Custom, Customer Data Manage, Enterprise Contracts, Extension, Financials, Functional Setup, Higher Education, Human Capital Manager, and Incentive Compensation. The main content area displays a list of items under the 'Supply Chain Management/Warehouse Operations' category. The 'Pick Slips' folder is highlighted in yellow. Other items listed include Counts, Inventory, Receipts, Shipments, and Transactional Analysis Samples. Each item shows its last modified date, owner, and system account.

We have pick slips.

This screenshot is similar to the previous one, showing the Oracle Analytics Catalog interface. The left sidebar includes 'Tasks' and 'Warehouse Operations'. The main content area shows the same list of items under 'Supply Chain Management/Warehouse Operations'. The 'Shipments' folder is highlighted in yellow. The other items are Counts, Inventory, Receipts, Pick Slips, and Transactional Analysis Samples.

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

This screenshot shows the Oracle Analytics Catalog interface with a focus on the 'Shipments' category. The left sidebar includes 'Tasks' and 'Shipments'. The main content area lists various reports under the 'Shipments' category. The 'Bill of Lading Report' is highlighted in yellow. Other reports listed include Commercial Invoice Report, Electronic Record for Ship Confirm Report, Mailing Label Report, Packing Slip Report, Portugal Bill Of Lading Report, Portugal Commercial Invoice Report, and Portugal Packing Slip Report. Each report provides a brief description and edit options.

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.

* Constraint Name	* Display Name	* Constraint Entity	* Constrained Operation	Attribute Name	On Operation Action	Applicable Roles	Enabled	Predefined
GSE_SO_HEADER	GSESOHI	Order Fulfillment Line	Submit		Not allowed	All roles	<input checked="" type="checkbox"/>	
D00_VALIDATE_DUPLICATE_SOURCE_ORDER	Duplicate	Order Header	Submit		Not allowed	All roles	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
D00_SUBS_UPDATE_FULFILLMENT_LINE	Update F...	Order Fulfillment Line	Update		Not allowed	All roles	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
D00_VALIDATE_PRIMARY_SALESPERSON	Validate ...	Order Fulfillment Line	Validate		Not allowed	All roles	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
D00_VALIDATE_FULFILLMENT_LINE_SHIP_METHOD	Shipping ...	Order Fulfillment Line	Submit		Not allowed	All roles	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

Already some seeded constraints 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

The screenshots show the Oracle Sales Order creation interface. The first screenshot shows the General tab with fields like Customer (KMC Amazon), Contact Method, Ordered Date (4/1/22 2:47 AM), Purchase Order, Order Type, Business Unit (KMC INDIA BU), Bill-to Customer (KMC Amazon), Bill-to Account (50116), Ship-to Customer (KMC Amazon), Ship-to Address (#44&#x2F;A, 302, Geethanjali Apartments, Opp S), Sales Agreement, and Sales Credits. The second screenshot shows the Shipping tab with fields like Ship-to Contact, Request Type (Ship on), Requested Date (4/1/22 2:47 AM), Shipping Method, and Ship Lines Together (No). The third screenshot shows the Supply tab with fields like Latest Acceptable Date, Earliest Acceptable Date, FOB, Freight Terms, Allow Partial Shipments of Lines (Yes), Shipment Priority (High), Shipping Instructions, and Packing Instructions.

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

Submit the sales order.

Sales order submitted.

The screenshot shows the Oracle Sales Order processing screen for Order: KMC Amazon - 97581. The total value is 176.000. A context menu is open at the top right, with 'Create Revision' highlighted. Other options in the menu include Cancel Order, Copy, View Currency Details, View Pricing Strategy and Segment, Holds, Switch to Fulfillment View, View Additional Information, and Create Document.

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

Create Order Revision: KMC Amazon - 97581 (2) - Draft ?

Currency = Indian Rupee

Total: 176.000 | Actions ▾ | Save ▾ Submit Cancel

**Customer:** KMC Amazon

Contact:

Contact Method:

Ordered Date: 4/1/22 2:47 AM

Purchase Order:

Order Type:

**Business Unit:** KMC INDIA BU

Bill-to Customer: KMC Amazon

Bill-to Account: 50116

Ship-to Customer: KMC Amazon

Ship-to Address: #44&#x2F;A, 302, Geethanjali Apartments., Opp S

Sales Credits:

Sales Agreement:

**Order Lines**

**Customer:** KMC Amazon

Contact:

Contact Method:

Ordered Date: 4/1/22 2:47 AM

Purchase Order:

Order Type:

**Business Unit:** KMC INDIA BU

Bill-to Customer: KMC Amazon

Bill-to Account: 50116

Ship-to Customer: KMC Amazon

Ship-to Address: #44&#x2F;A, 302, Geethanjali Apartments., Opp S

Sales Credits:

Sales Agreement:

**Shipment Details**

**General** **Shipping** Supply

Latest Acceptable Date:  m/d/yy h:mm a

Earliest Acceptable Date:  m/d/yy h:mm a

FOB:

Allow Partial Shipments of Lines: Yes

Shipment Priority: Low

Shipping Instructions:

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)

Sales Agreement:

**Shipment Details**

Override Order Line: Line 1

**General** **Shipping** Supply

Latest Acceptable Date:  m/d/yy h:mm a

Earliest Acceptable Date:  m/d/yy h:mm a

FOB:

Freight Terms:

Allow Partial Shipments of Lines: Yes

Shipment Priority: High

Shipping Instructions:

Packing Instructions:

Reset All OK Cancel

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