Back-to-back sales order: -

In back-to-back sales order after submitting the sales order, the application will verify on hand quantity of the item, if we have on-hand, then it is standard sales order. Your item should not have on-hand, then application will create a supply (PR, PO etc) for the back-to-back case.

Sales order → submit → Purchase requisition(application automatically creates) → Purchase order (ship to location is our warehouse location) → Receive → Picking → shipping → AR invoice to the customer→ receive payment from the customer→ GL (post in the general ledger).
→ Ap invoice to the Supplier →Payment to the supplier →GL

Prerequisites:

Take the master item.

1. Your item attribute : Back-to-back enabled: Yes

2. Your item do not have on-hand quantity.

For the item, the on-hand quantity is 10, I will make the item have no-hand quantity.

Now the item do not have any on-hand quantity.

New item also we can create, enable back to back, purchase price and also need to run the collections.

Create Sales Order	Buy from - Supplier, if onhand is there - no supply created
Submit Sales Order	Sales Order Level - Supply Table - Warehouse
Verify Supply Order - Purchase Requisition	
Create Purchase Order	
Receive the stock	
Pick	
Ship	
Invoice	

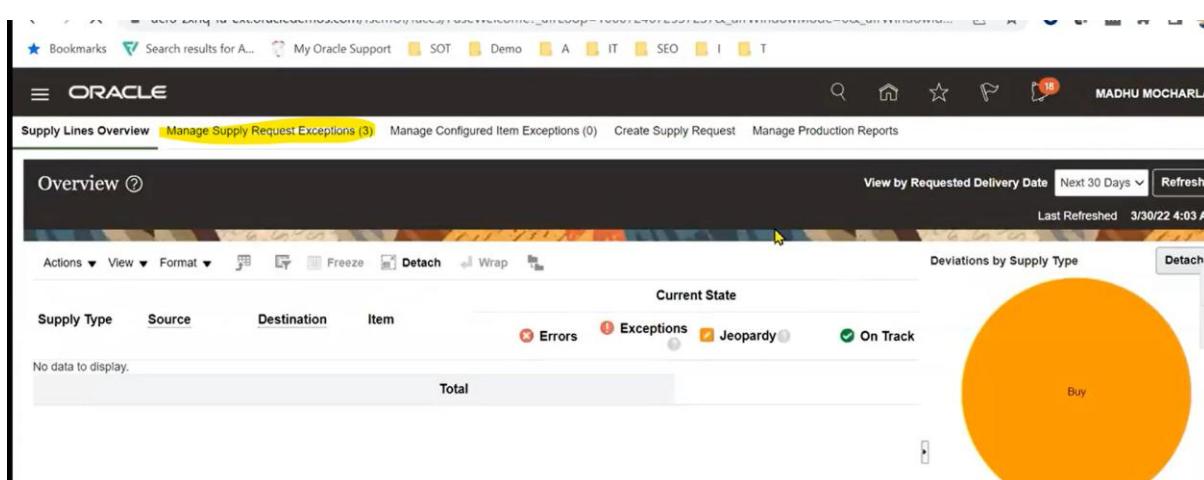The above are the steps for back-to-back sales order.

For back to back sales order, sourcing rule setup is mandatory.

Role: if any issues are coming you have to add the Role

Supply chain Operations Manager: Monitor supply orders from supply orchestration.

In back-to-back, min-max supply will be created.

We will find the issue, why the supply will not be updated, from the supply orchestration

Failed due to GOP did not create the supply recommendation for the item.

For back to back sales order, sourcing rule setup is mandatory.

I have created the sales order. Now assign this sourcing rule. Goto sourcing assignments.

Search with Global

Save and close. After that run the program.

Schedule New Process

Type: ● Job ○ Job Set

Name: Refresh and Start the Order Promising Server

Description: Refresh the data used by the Oracle Fusion Global Order Promising server and start the order promising server.

OK Cancel

Process Details

This process will be queued up for submission at position 1

Process Options Advanced Submit Cancel

Name: Refresh and Start the Order Promising Server
Description: Refresh the data used by the Oracle Fusion Glob...
Schedule: As soon as possible
Submission Notes:
☐ Notify me when this process ends

Basic Options

Parameters

Parameter	
Internal Transfer Orders	☑
Purchase Orders and Requisitions	☑
On Hand	☑
Work Orders	☑
Fulfillment Lines	☑
Allocation Rules	☑
ATP Rules	☑
Item Substitutions	☑
Sourcing	☑
Calendars and Calendar Associations	☑
Customers	☑

Select all and submit, it. (sourcing and item attributes) are compulsory.

After successful completion of program, I am trying to create the sales order.

Create Order: Computer Service and Rentals

Currency = US Dollar

Total: 0.00 Actions ▼ Save ▼ Submit Cancel

Customer: Computer Service and Rentals
Contact: Evelyn Duncan
Contact Method:
* Ordered Date: 1/25/25 6:12 PM
Purchase Order:
Order Type:

Business Unit: US1 Business Unit
Bill-to Customer: Computer Service and Rentals
Bill-to Account: 10060
Ship-to Customer: Computer Service and Rentals
Ship-to Address: 301 E Summit Hill Dr,KNOXVILLE, TN 37915 Knox
Sales Agreement:
Sales Credits:

Order Lines

Select Item: Add

Actions ▼ View ▼ Update Lines Freeze Detach

	Item	Duration	Period	Sales Agreement	Sales Agreement Line	Sales Agreement Version	Quantity	UOM	On Hand	Your Price
1	AS00102- Oracle Linux						1	Ea		

Submit it

Supply order is created, if we don't have the availability.

Click on the supply order number.

We can able to see the document type, document number. Current status is in purchasing.

PR Number: REQ3

```
Sales order -> Submit -> Purchase Requisition -> Purchase Order -> Receive (onhand increased) -> Pick -> Ship
                                                                                              -> AR Invoice
                                                                                              -> AP Invoice
```

This is the flow. We are converting PR into PO, receive the goods, on-hand quantity increased, then do the picking, shipping and create AR invoice for the customer, AP invoice for the Supplier.

Here we are getting item for 100 USD, sell the item to the customer for 150 USD, here organization is getting some margin.

Goto Procurement> process requisition

Add to Document Builder   ✕

Selected Requisition Lines

Actions ▼   View ▼   Format ▼   ✂   ☷ Freeze   ⬚ Detach   ◁ Wrap

	Requisition	Line	Line Description	Requester	Amount	Curren
	REQ3	1	KMC ITEM 2	MOCHARLA, M...	83.000	INR

⟨   ⟩

Columns Hidden 47

Add All Selected

Type	New Order ⌄
Source Agreement	🔍
* Style	Purchase Order ▼
Supplier	MADHU IT TECHNOLC 🔍
Supplier Site	CORPORATE OFFIC ▼
* Currency	INR ▼
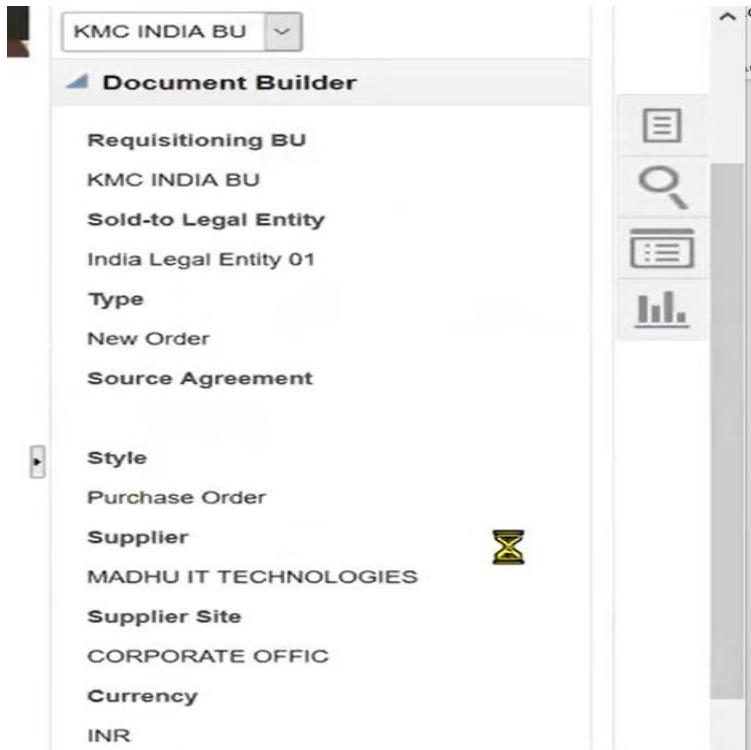
Click on ok

Here supplier is defaulted from sourcing rule. We provided the supplier under the sourcing rule.

That's why for B2B sourcing rule is required because it needs to identify the supplier, etc.

KMC INDIA BU

Document Builder

Requisitioning BU

KMC INDIA BU

Sold-to Legal Entity

India Legal Entity 01

Type

New Order

Source Agreement

Style

Purchase Order

Supplier

MADHU IT TECHNOLOGIES

Supplier Site

CORPORATE OFFIC

Currency

INR

Edit Document (Purchase Order): 711240 ⊙ ★   Social | Manage Approvals | View PDF | Actions ▼ | Save ▼ | Submit | Cancel

Main   Contract Terms

◢ General ⊙

			Information	×		
Procurement BU	KMC INDIA BU				* Currency	INR ▼
Requisitioning BU	KMC INDIA BU		The document (Purchase Order) 711240 was created.		Ordered	83.000 INR
Sold-to Legal Entity	India Legal Entity 01	Supplier Site	CORPORATE OFFIC ▼	OK	Total Tax	0.000 INR
Bill-to BU	KMC INDIA BU	Supplier Contact	▼		Total	83.000 INR
Order	711240	Communication Method	None ▼		Procurement Card	
Status	Incomplete	Bill-to Location	KMC HYD LOC ▼		Description	
* Buyer	MOCHARLA, MADHU ▼	Default Ship-to Location	KMC HYD LOC 🔍			
Creation Date	4/1/22				Requisition	REQ3
					Agreement	
					Master Contract	🔍

Purchase order is created.

From the PO line, we can able o

Form the PO line level, schedules, we can able to see the Sales order number.

Submit the purchase order, once the PO is approved, go back to Order management, sales order, go to supply order information.

Next step is Receipt: - receive the stock from the supplier.

Goto Inventory management> Receipts> Receive expected shipments

Receive Expected Shipments ⑦

Done

▶ Advanced Search

Search Results

Saved Search All Expected Shipment Lines

View ▼ Receive

Organization	Item	Item Description	Document Type	Document Number	Document Line	Document Schedule	Due Date	Supplier
KMCH	KMC ITEM 2	KMC ITEM 2	Purchase order	711240	1	1	4/1/22	MADHU IT TEC...

Receive Lines ⑦

Add to Receipt Create Receipt Cancel

Organization: KMCH

Actions ▼ View ▼ ✎ Remove Line Show Receipt Quantity View Details

Item	Item Description	Document Number	* Quantity	* UOM Name	Destination Type	Subinventory	Locator	Deliver-to Location	* Receipt Date	* Received By
KMC ITEM 2	KMC ITEM 2	711240	1	Ea ▼	Inventory	▼		KMC HYD L ▼	4/1/22 3:41	MOCHARLA ▼

Create Receipt ⑦

Inventory Organization KMCH Change Organization

Submit Cancel

Organization: KMCH

Receipt

Receipt		GL Date 4/1/22 3:42 AM
Supplier MADHU IT TECHNOLOGIES		Shipped Date m/d/yy h:mm a
Customer		Waybill
Shipment		Bill of Lading
Packing Slip		* Received By MOCHARLA, MADHU ▼
Shipping Method ▼		Notes
Number of Supplier Packing Units		
* Receipt Date 4/1/22 3:42 AM		Attachments None +

Submit it

Once we received the goods, availability increased, so immediately reservation also done.

Request Source Oracle Fusion Order Management Status In process
Request Reference 97584 Attachments None +
Request Date 4/1/22 3:19 AM Notes 🗎

Supply Lines

Actions ▼ View ▼ Format ▼ 🔲 Cancel Supply Line ■ Freeze 🔲 Detach Wrap

Line	Supply Type	Item	Item Category	Description	Requested Quantity	Fulfilled Quantity	UOM	Status	Supply Source	Supply Destination	Requested Delivery Date	Custom
◢ 1 ⊗	Available to promise	KMC ITEM 2		KMC ITEM 2	1		Ea	In process			4/1/22 11:59 PM	KMC A
1.1 ⊗	Available to promise	KMC ITEM 2		KMC ITEM 2	0	0	Ea	Canceled	KMC HYD INV ORC	KMC HYD INV ORC	4/1/22 11:59 PM	
1.2	Buy	KMC ITEM 2		KMC ITEM 2	1	0	Ea	Awaiting Receipt	MADHU IT TECHN	KMC HYD INV ORC	4/1/22 11:59 PM	

1.1: Line Details

Orchestration Plan Execution Documents Buy Make Transfer

Actions ▼ View ▼ Format ▼ 🔲 🔲 Detach Wrap

Document Number	Document Type	Document Line Number	Quantity	UOM	Status	Creation Date	Available Date
300000224488632	Reservation	3000002244886...	1	Ea	Created	4/1/22 3:40 AM	
711240	Purchase order	1.1	1	Ea	Created	4/1/22 3:39 AM	4/1/22 12:00 AM
REQ3	Purchase requisition	1	1	Ea	Created	4/1/22	

Now the line status will be Awaiting shipping. We need to do picking, shipping.

Picking, shipping and invoice is same as standard sales order.

=---

In B2B, if it is a make item, we have to write the local sourcing rule.

Back to Back Sales Order Observations (05 March 2021)	Sourcing Rule is Required, Buy - Buy from (Global/Local), Make - Make at (Local Sourcing Rule)	
	In the sales order screen select the warehouse	
	Sourcing Assignment Set condition should be Item & Organization	
	Item should be back 2 back enabled	
	Requisition business function options - Line type should be Goods	
	List Price/purchase price required	
	for the same item if you dont provide warehouse in the sales order screen it identifies as a dropship becuase of the Buy from so	
	Item can be back 2 back enabled but it could be used for dropship based on the supplier selection in the sales order screen or Bu	
	User Requisition preference should be set to Inventory	
	During process requistion screen try changing the defaulted supplier	
	If there is enough onhand it is standard sales order and no onhand back to back order	
	Let say there is onhand-500 and create back to back sales order for 1000 qty will supply order created for 1000 or 500?	
	Buyer can see Sales Order Details in the Purchase Order Schedules -> Select View->All Columns (Customer Sales Order)	

We have to consider make , so we have to take local Rule.4

If it is a manufacturing item, we will make at org(001).