

[illegible]

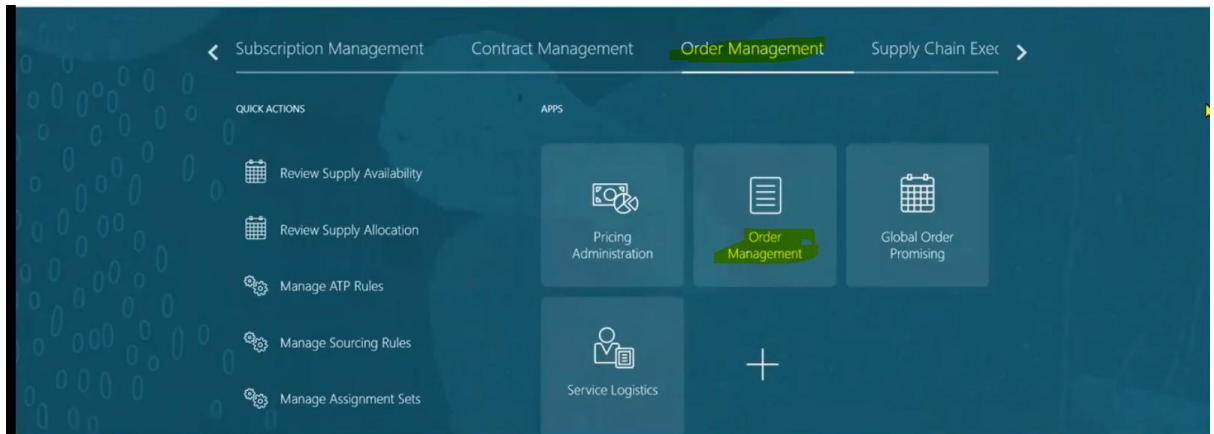
Enter Sales order
Submit- sales order Approvals, Credit holds & Respective Orchestration (Every
Release sales order
Picking – pick slip report (pick release, pick slip) (stores → stage)
Shipping – BOL, Packslip, Commercial invoice report, (Shipment interfaced)ITS
Import AutoInvoice program
Invoice - Account Receivables

1. **Enter:** We are entering the sales order header and line level details like BU, Customer, Order type, item, quantity etc.
2. After **submitting** the sales order three things happen like Sales order approvals, credit holds and respective orchestration, for every type of order there is specific orchestration (ship only have one type of orchestration, RMA has one type of orchestration etc)
3. **Release sales order:** which sales order needs to be released first. (FIFO, Urgent/ emergency sales order, locally shipped sales orders, based on our setups the sales order is released.
4. **Picking:** for the released sales order, you have to pick the stock from the warehouse and move it to staging sub inventory (Transportation area)
5. **Shipping:** that picked material should be shipped to the customer. Along with material you have to send documents like **BOL (bill of lading (for the truck driver))**, pack slip (for the customer), commercial invoice (is also a legal document contains tax information)
After completion of **Shipment Interface program**, then only **on-hand quantity will be deducted** from the warehouse. ITS program also pushes data to the AR modules to generate the Invoice.
6. **Import Autoinvoice program:** - if you run the program, it automatically generates the invoice.
7. **Invoice:** Receivable modules we can verify the invoice
8. **Receipts:** we will receive the payment from the customers
9. **Cash management:** - Tally that payment in Bank (verify in the bank statement)
10. **General Ledger:** -

1. Order Manager
2. Order Administrator
3. Order entry specialist
4. Order orchestration error recovery manager
5. Pricing Manager
6. Pricing administrator

1. Order Manager
2. Order Administrator
3. Order entry specialist
4. Order orchestration error recovery manager
5. Pricing Manager
6. Pricing administrator

Sales order Creation: -



1. received order form which customer.
Enter the customer name details will populate automatically. contact, Contact method, Bill-to-Customer, Bill-to-Account, Ship-to-customer, Ship-to-address etc.
2. Enter order type,
3. Order date will come by default.

vision
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: 12/10/24 4:38 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: AS46341 Vario 8500 Tablet 1 Ea In Stock Sale Price: 600 650.00 Add
Actions View Update Lines Freeze Detach
Columns Hidden: 34

Item	Duration	Period	Sales Agreement	Sales Agreement Line	Sales Agreement Version	Quantity	UOM	Secondary Quantity	Secondary UOM	Priced in Secondary UOM	On Hand
Columns Hidden: 34											

Item: AS46341 added here.

vision

Create Order: Computer Service and Rentals ?

Currency = US Dollar

Total: **6,525.00** Actions Save Submit Cancel

Customer: Computer Service and Rentals	Business Unit: US1 Business Unit
Contact: Evelyn Duncan	Bill-to Customer: Computer Service and Rentals
Contact Method:	Bill-to Account: 10060
* Ordered Date: 12/10/24 4:38 PM	Ship-to Customer: Computer Service and Rentals
Purchase Order:	Ship-to Address: 901 E Summit Hill Dr,KNOXVILLE, TN 37915 Knoxville
Order Type:	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	Secondary Quantity	Secondary UOM	Priced In Secondary UOM	On Hand	
AS48341-Varrio 8500 Tablet						49	Ea				In Stock	Sale Price

Rows Selected 1 Columns Hidden 34

I increased the quantity to 10.
For every item, we have to define the selling price.

In EBS we know the on-hand quantity for the item at the time of item adding. Where as here, we have stock enables button will be shown.

We can add the discounts by clicking on edit button at line level

vision

Create Order: Computer Service and Rentals ?

Currency = US Dollar

Total: **5,525.00** Actions Save Submit Cancel

Customer: Computer Service and Rentals

Contact: Evelyn Duncan

Contact Method:

* Ordered Date: 12/10/24 4:38 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 Knoxville

Sales Agreement:

Sales Credits:

Order Lines ?

Select Item Add

Actions View Update Lines Freeze Detach

Item	Sales Agreement	Sales Agreement Line	Sales Agreement Version	Quantity	UOM	Secondary Quantity	Secondary UOM	Priced in Secondary UOM	On Hand	Your Price	Amount	Cancellation Effective Date	Project Details
1				10	Ea			In Stock		Sale Price 552.5	5,525.00		

Rows Selected: 1 Columns Hidden: 34

Click on the edit button

Reason: Sales Negotiation

Shipping Details:

Order Type

Sales Agreement

Sales Credits

Shipment Details

General

Shipping

Supply

Ship-to Contact

Evelyn Duncan

Request Type

Ship on

Ship-to Contact Method

Requested Date

12/22/24 4:38 PM

Shipping Method

UPS Parcel UPS ground

Ship Lines Together

No

Order Line Details

View

Estimate Order Availability

Freeze

Detach

Over Item	Quantity	UOM	Secondary Quantity	Secondary UOM	Shipping Method	Shipping Charge	Availability Status
1 AS46341 - Vario 8500 Tablet	10	Ea			UPS Parcel UPS gr...		

Columns Hidden 34

Columns Frozen 3

Shipping method: what is the carrier to transport the material to the customer.

Shipment Details

General **Shipping** Supply

Latest Acceptable Date	12/23/24 4:38 PM	Allow Partial Shipments of Line	No
Earliest Acceptable Date	12/20/24 5:01 PM	Shipment Priority	Low
FOB Origin		Shipping Instructions	
Freight Terms	Prepaid freight	Packing Instructions	

Order Line Details

View Estimate Order Availability Freeze Detach

FOB: Freight on board

Freight Terms: Shipping charges who is going to bear

Contact

Evelyn Duncan

Contact Method

* Ordered Date

12/10/24 4:38 PM

Purchase Order

Order Type

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 Knoxville

Sales Agreement

Sales Credits

Shipment Details

General

Shipping

Supply

Warehouse

001 - Seattle

Supplier

Supplier Site

Demand Class

Allow Item Substitution

No

Subinventory

Order Line Details

View

Estimate Order Availability

Freeze

Detach

Over Item	Quantity	UOM	Secondary Quantity	Secondary UOM	Shipping Method	Shipping Charge	Availability Status
1 AS46341 - Vario 8500 Tablet	10	Ea			UPS Parcel UPS gr...		

Columns Hidden 34 Columns Frozen 3

Supply from the warehouse: 001- Seattle.

Create Order: Computer Service and Rentals

Total 4,875.00

Actions

Save

Submit

Cancel

Currency - US Dollar

Customer

Computer Service and Rentals

Contact

Evelyn Duncan

* Ordered Date

12/10/24 4:38 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 Knoxville

Sales Agreement

Sales Credits

Billing and Payment Details

Bill-to Address

301 E Summit Hill Dr,KNOXVILLE, TN 37915 Knoxville

Payment Method

On Account

Bill-to Contact

Evelyn Duncan

Bill-to Contact Method

Payment Terms

Net 15

Order Line Details

View

Freeze

Detach

Item	Quantity	UOM	Secondary Quantity	Secondary UOM	Bill-to Customer	Bill-to Address	Bill-to Contact
1 AS46341 - Vario 8500 Tablet	10	Ea			Computer Service and Re...	301 E Summit Hill Dr,KNOXVILLE, T...	Evelyn Duncan

Columns Hidden 15 Columns Frozen 3

These are coming by default. I am adding another item as well.

All things will be defaulted to second line as well. (like warehouse, shipment etc).
If you want to change the details for each line separately, we can do that

Create Order: Computer Service and Rentals ②

Currency = US Dollar

Total: 6,705.94

Actions: Save Submit Cancel

Contact: Evelyn Duncan

Contact Method: [Dropdown]

* Ordered Date: 12/10/24 4:38 PM

Purchase Order: [Text]

Order Type: [Dropdown]

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: [Dropdown]

Sales Credits: [Text]

Shipment Details ②

General Shipping Supply

Latest Acceptable Date: 12/23/24 4:38 PM

Earliest Acceptable Date: 12/20/24 5:01 PM

FOB: Origin

Freight Terms: Prepaid freight

Allow Partial Shipments of Lines: No

Shipment Priority: Low

Shipping Instructions: [Text]

Packing Instructions: [Text]

Order Line Details

View: Estimate Order Availability Freeze Detach

Over Item	Quantity	UOM	Secondary Quantity	Secondary UOM	Shipping Method	Shipping Charge	Availability Status
1 AS46341 - Vario 8500 Tablet	10	Ea			UPS Parcel UPS gr...		
2 AS46337 - Vario 6500 Tablet	10	Ea			UPS Parcel UPS gr...		

Columns Hidden 34 Columns Frozen 3

Override Order Line

Override Order Line: Line 2

General Shipping Supply

Ship-to Customer: Computer Service and Rentals

Ship-to Address: 301 E Summit Hill Dr KNOXVILLE, TN 37915 Knox

Ship-to Contact: Evelyn Duncan

Ship-to Contact Method: [Dropdown]

Request Type: Ship on

* Requested Date: 12/22/24 4:38 PM

Shipping Method: UPS Parcel UPS ground

Shipment Set: [Dropdown]

Reset All OK Cancel

You can change the line 2 details if you want.

fa-esll-saasdemo1.ds-fa-oracledemos.com/fscmUI/faces/FuseWelcome?_afdcrl-state=fsmkatfo_10&rfnd=%3B%3B%3Bfalse%3B256%3B%3B%3B&_afLoop=16106513482533271

Create Order: Computer Service and Rentals

Currency = US Dollar

Total 6,705.94

Save Submit Cancel

Contact Evelyn Duncan

Contact Method

* Ordered Date 12/10/24 4:38 PM

Purchase Order

Order Type

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 Knoxville

Sales Agreement

Override Order Line: Line 2

General Shipping Supply

Ship-to Customer Computer Service and Rentals

Ship-to Address 301 E Summit Hill Dr KNOXVILLE, TN 37915 Knoxville

Ship-to Contact Evelyn Duncan

Ship-to Contact Method

Request Type Ship on

* Requested Date 12/23/24 4:38 PM

Shipping Method UPS Parcel UPS ground

Shipment Set

Reset All OK Cancel

I changed the requested date to 23/12/2024.

[illegible]

Here currency is USD and amount also. This is called functional currency.

The currency will come directly from Business Unit. Based on the ledger currency for the BU.

vision

Create Order: Computer Service and Rentals ?

Currency = US Dollar

Customer

Computer Service and Rentals

Contact

Evelyn Duncan

Contact Method

* Ordered Date

12/10/24 4:38 PM

Purchase Order

Order Type

Total

Total List Price

8,000.00

Discount

-1,745.00

Total Net Price

6,255.00

Shipping

0.00

Total Tax

450.94

Total Credit

0.00

Pay Now

5,705.94

Done

Total 6,705.94

Actions

Save

Submit

Cancel

Business Unit

US1 Business Unit

to Customer

Computer Service and Rentals

to Account

10060

to Customer

Computer Service and Rentals

Ship-to Address

301 E Summit Hill Dr KNOXVILLE, TN 37915 Knox

Sales Agreement

Sales Credits

Click on the total amount: 6705.94 hyperlink you can see the breakup in the sales order header. It will populate all the details like, Total list price, discount, etc

Click on save the sales order. Header status changed to draft

vision
Create Order: Computer Service and Rentals - 98441 - Draft

Currency = US Dollar

Total: 6,833.59 | Actions: Save, Submit, Cancel | Last Saved: 12/10/24 5:27 PM

Customer: Computer Service and Rentals
Contact: Evelyn Duncan
Contact Method: [Dropdown]
* Ordered Date: 12/10/24 4:38 PM
Purchase Order: [Text]
Order Type: [Dropdown]

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 Knoxville
Sales Agreement: [Dropdown]
Sales Credits: [Link]

Shipment Details

General | Shipping | Supply

Latest Acceptable Date: 12/23/24 4:38 PM
Earliest Acceptable Date: 12/20/24 5:01 PM
FOB: Origin
Freight Terms: Prepaid freight

Allow Partial Shipments of Lines: No
Shipment Priority: Low
Shipping Instructions: [Text]
Packing Instructions: [Text]

Order Line Details
View | Estimate Order Availability | Freeze | Detach

Order Item	Quantity	UOM	Secondary Quantity	Secondary UOM	Shipping Method	Shipping Charge	Availability Status
------------	----------	-----	--------------------	---------------	-----------------	-----------------	---------------------

Sales order: 98441

Click on submit the sales order

vision
Create Order: Computer Service and Rentals - 98441 - Draft

Currency = US Dollar

Total: 6,833.59 | Actions: Save, Submit, Cancel | Last Saved: 12/10/24 5:27 PM

Customer: Computer Service and Rentals
Contact: Evelyn Duncan
Contact Method: [Dropdown]
* Ordered Date: 12/10/24 4:38 PM
Purchase Order: [Text]
Order Type: [Dropdown]

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 Knoxville
Sales Agreement: [Dropdown]
Sales Credits: [Link]

Shipment Details

General | Shipping | Supply

Latest Acceptable Date: 12/23/24 4:38 PM
Earliest Acceptable Date: 12/20/24 5:01 PM
FOB: Origin
Freight Terms: Prepaid freight

Allow Partial Shipments of Lines: No
Shipment Priority: Low
Shipping Instructions: [Text]
Packing Instructions: [Text]

Order Line Details
View | Estimate Order Availability | Freeze | Detach

Confirmation
Sales order 98441 was submitted
Create Another Order | OK

Sales order was submitted

Sales order: 98441

After submitting the sales order,

Three things are happen.

1. check the credit limit for the customer
2. Identifying the orchestration
3. check Any Approvals for the sale sorder.

Header stage : is processing.

Order: Computer Service and Rentals - 98441 - Processing

Customer: Computer Service and Rentals (10060)
 Contact: Evelyn Duncan
 Contact Method: 12/10/24 4:38 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, KNOX, TN 37901
 Sales Credits
 Sales Agreement

Total: 6,833.59

Actions: Refresh Done

Order Lines

Item	Status	Duration	Period	Quantity	Sales Agreement	Sales Agreement Line	Sales Agreement Version	UOM	Secondary Quantity	Secondary UOM	Priced in Secondary UOM
1 AS46341 - Vario 8500 Tablet	Awaiting Shipping			10				Ea			
2 AS46337 - Vario 6500 Tablet	Awaiting Shipping			10				Ea			

Rows Selected 1 Columns Hidden 29

Goto> actions> Click on switch to fulfilment view

Order: Computer Service and Rentals - 98441 - Processing

Customer: Computer Service and Rentals
 Customer Registry ID: 10060
 Purchase Order
 Status: Processing
 User Request Status
 On Hold
 Source Order System: OPS
 Revision Source Order System

Source Order Revision: 1
 Source Order Revision Date
 Source Order: 98441
 Source Document Type: Sales order
 Ordered Date: 12/10/24 4:38 PM
 Processes Assigned: Yes
 Message Type
 Business Unit: US1 Business Unit

Customer Contact: Evelyn Duncan
 Reason for Change Order
 Comments
 Canceled Date
 Attachments: None
 Additional Information

Total: 6,833.59

Actions: Refresh Done

Order Lines

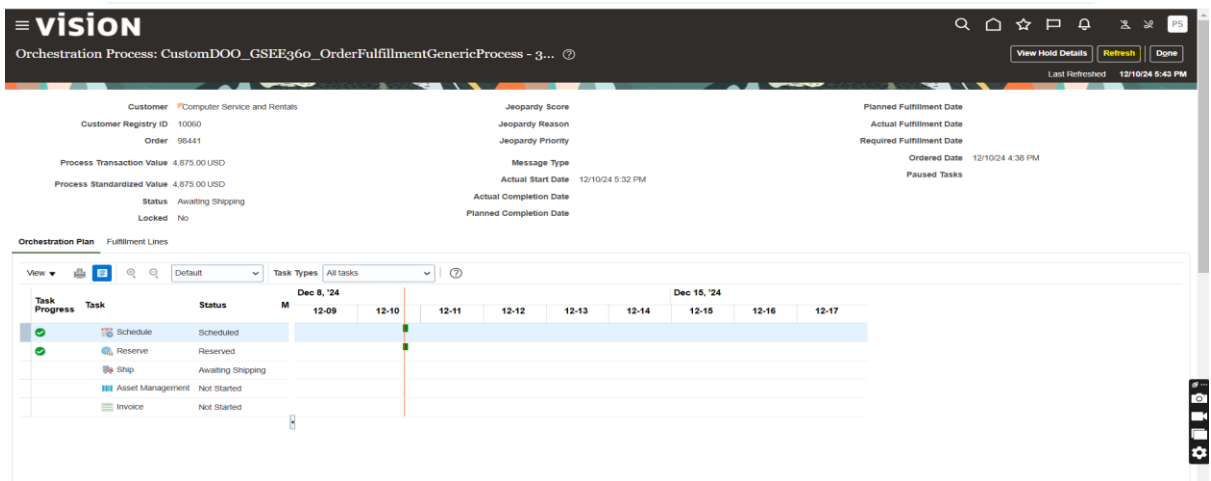
Fulfillment Line	Exception Type	Message Type	User Request Status	Customer	Item	Order	Order Line	Locked	Model	Orchestration Process Number	Orchestration Process Name	Status	Jeopardy Score	Shipping Method	Scheduled Ship Date	Promised Ship Date
1-1				Computer Service and Rentals	AS46341	1				300000295246091	CustomDOO_GSEE360_Ord	Awaiting Shipping		UPS Parcel	12/20/24 11:59 PM	
2-1				Computer Service and Rentals	AS46337	2				300000295246114	CustomDOO_GSEE360_Ord	Awaiting Shipping		UPS Parcel	12/23/24 11:59 PM	

Rows Selected 1 Columns Hidden 126 Columns Frozen 6

Fulfillment Line 98441 - 1-1: Details

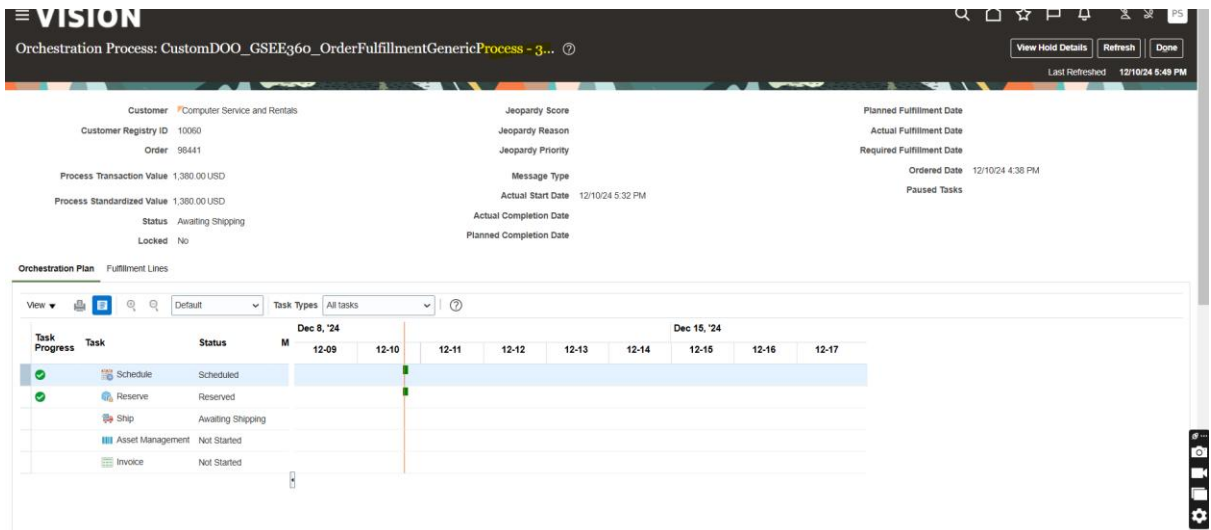
Analytics

Click on Fulfilment lines, Click on orchestration number, you can see the status of each line



It will show the list of tasks that are in progress.

Lead time: In Oracle Fusion orchestration, lead time is the amount of time it takes to complete a step in an orchestration process, including wait and pause steps. The process uses lead time to plan and predict the completion date



Some lead time will be there for each task to task. It will be specified in the orchestration.

The screenshot shows the Oracle SCM Cloud interface. At the top, there are tabs for Media, Playback, Audio, Video, Subtitle, Tools, and View. Below these, there are sections for Customer (Computer Service and Rentals), Source Order Revision (1), and Customer Contact (Evelyn Duncan). The main area displays a table with columns: Message Type, User Request Status, Customer, Item, Item Description, Ordered Quantity, UOM, Order, Source Order, Order Line, and Orchestration Process Number. The 'Check Availability' option is highlighted in the 'Actions' dropdown menu.

We can check the availability,

The screenshot shows the 'Check Availability' page. At the top, there is a header with 'Check Availability' and a 'Schedule All' button. Below the header, there is a table with columns: Availability Option, Availability Status, Option Summary, Fulfillment Cost, Days of Delay, Available Item, Available Quantity, Expected Arrival Date, Expected Drop Ship Supplier, Expected Drop Ship Site, Expected Ship Date, Configuration Item, Item Type, Item Subtype, and Expected Sh from Warehouse. The table shows one row with 'Current Option' status and 'On Time' fulfillment. Below the table, there are three charts: 'Aggregate Batch Scheduling Metrics' (a bar chart comparing Total Margin and Total Fulfillment Cost for Original and Proposed options), 'Fulfillment Line Promising Distribution' (two donut charts showing 100% for both Original and Proposed options), and 'Item Availability' (a bar chart showing Available Quantity, Shelf Quantity, and Allocated Quantity for three locations: Chicago, Atlanta, and Boston).

Showing two quantities, Available quantity, and shelf quantity(not damaged) quantity.

Item availability will be shown only 3 orgs for this item, why because it has written in the sourcing rules shown below.

Check Availability
Currency: USD

Fulfillment Lines

Customer Name	Requested Item	Requested Item Description	Availability Status	Requested Quantity	UOM	Available Quantity	Available Item	Days of Delay	Requested Arrival Date	Requested Ship Date	Requested Ship-from Warehouse	Requested Method
Computer Service	AS46341	Vario 8500 Tablet	On Time	10	Ea	10	AS46341	0	12/22/24	12/22/24	001	UPS Parcel

Analytics

Aggregate Batch Scheduling Metrics

Fulfillment Line Promising Distribution

Item Availability

Date: Current date 12/11/24 4:01 PM
Item: AS46341
Source: All

Click on the sourcing rule.

View Sourcing Rule: Xfer-001,002,003

Name: Xfer-001,002,003
Description: Transfer from 001, then from 002, then from 003

Organization Assignment Type: Global

Organization: Planning active

Sourcing Rule Effective Dates

Start Date: 11/19/13
End Date: mid/yy

Effective Start Date 11/19/13: Sources

Type	Organization	Supplier	Supplier Site	Supplier Site Source System	* Allocation Percent	* Rank	Shipping Method	Carrier Name	Mode of Transport	Service Level
Transfer from	003				100	3				
Transfer from	001				100	1				
Transfer from	002				100	2				

Sourcing Rule:-

Here in the sourcing rules, they have written clearly Transfer the quantity from orgs' 1,2 and 3. Etc (based on the ranks). Consider the orgs based on the orgs.

Check Availability ②

Currency = USD

Schedule All Done

Your results expire in 9:59

④ Fulfillment Lines

Actions View Format Freeze Detach Wrap Schedule View Availability Options Refresh Results

Customer Name	Requested Item	Requested Item Description	Availability Status	Requested Quantity	UOM	Available Quantity	Available Item
Computer Service a...	AS46336	Vario 6000 Tablet	On Time	1	Ea	1	AS46336

en 76 Columns Frozen: 1

Order Promising Rules

View Sourcing Rule

View ATP Rule

View Allocation Rule

Fulfillment Line Promising Distribution

Item Availability

Date: Current date 3/16/22 2:53

Item: AS46336

Source: All

Search Reset

1,200M

We can also see the ATP Rules.

ATP Rule: ATP_SupplyChainSearch ②

Name: ATP_SupplyChainSearch

Description: ATP using Supply Chain Availability Search

ATP Rule Criteria ATP Rule Assignment

④ Promising Attributes ②

Promising Mode: Supply chain availability search

Search components and resources

Enable profitable to promise search

Respect allocation constraints

Lead Time Considered

User-Defined Lead Time in Days

Truncate order fulfillment quantity to nearest integer

④ Supply Chain Availability Search Attributes ②

Supply Types

On hand

Purchase orders

Supplier requisitions

Internal requisitions

In-transit supplies

Standard work orders

Nonstandard work orders

Planned supply

Demand Types

Fulfillment lines

Dependent work order demands

Infinite Availability Time Fence Definition

Infinite Availability Fence Definition

User-defined lead time

User-Defined Fence in Days 100

Past Due Supply and Demand Definition

Past-Due Demand Considered in Days 40

Past-Due Supply Considered in Days 40

ATP Time Fence Definition

ATP Time Fence Specification

User-defined lead time

User-Defined Fence in Days 100

Here ATP rule: Supply chain availability.

According to supply and demand, application is going to generate the Schedule ship date for the sales order.

These ATP and Source Rules are going to discuss as part of GOP.