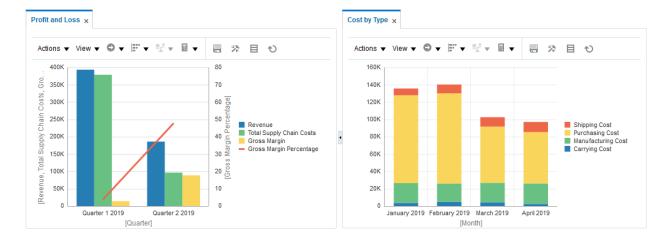
Oracle Sales and Operations Planning (S&OP) Cloud - Revenue and Cost Calculations

This document provides some details on how the aggregate planning engine in S&OP Cloud calculates data for revenue and cost measures.



Revenue

The collected Item List Price (i.e. **Selling Price** column value in the Items table) populates the **Price** measure. In S&OP, Item List Price is always the *primary* price list. The Price Lists field is in plan options. The aggregate supply planning engine in S&OP uses the **Final Price** measure as input. **Final Price** considers edits to price in the **Adjusted Price** measure. The engine outputs the calculated revenue by multiplying fulfilled units (i.e. Constrained Forecast) and final price.

		■ Quarter 1 2022			4	Quarter 2	2022	>	,	,
		January 2022	February 2022	March 2022	April 2022	May 2022	June 2022	Quarter 3 2022	Quarter 4 2022	Quarter 1 2023
▶ Slimline Tablets	Revenue	1,339,325	686,075	1,606,150	714,025	776,425	1,161,550	3,544,775	4,025,450	2,565,550
	Constrained Forecast	4,121	2,111	4,942	2,197	2,389	3,574	10,907	12,386	7,894
	Price	325	325	325	325	325	325	325	325	325
	Adjusted Price	325	325	325	325	325	325	325	325	325
	Final Price	325	325	325	325	325	325	325	325	325
▶ SlimlineAir Tablets	Revenue	757,855	822,853	1,309,563	892,963	957,898	1,475,415	5,573,725	6,429,382	3,186,503
	Constrained Forecast	2,646	2,875	4,575	3,123	3,345	5,167	19,475	22,461	11,133
	Price	286.419	286.151	286.241	285.923	286.386	285.551	286.208	286.243	286.228
	Adjusted Price	304.741	304.741	304.741	304.741	304.741	304.741	304.741	304.741	304.741
	Final Price	304.741	304.741	304.741	304.741	304.741	304.741	304.741	304.741	304.741

If you are not supply planning in S&OP (i.e. 'Plan supply' = No in the Supply tab of plan options) then use **Consensus Forecast Value** to display the total of the **Consensus Forecast** measure quantity multiplied by **Final Price**.

If loaded using the file-based data import, this is the value in the **List Price** column defined in the Items import template.

Note: You can also collect Adjusted Price measure data to dimension price by Customer.

Total Supply Chain Costs

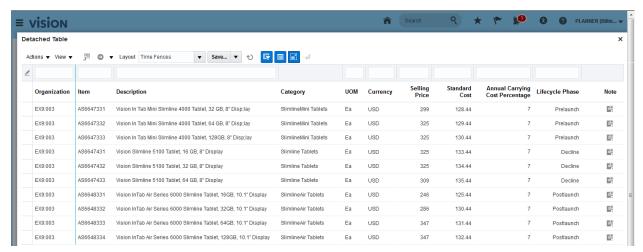
The calculated **Total Supply Chain Costs** measure is the sum of <u>Purchasing Cost</u>, <u>Manufacturing Cost</u>, <u>Carrying Cost</u>, and <u>Shipping Cost</u>.

Gross Margin Percentage

The calculated **Gross Margin Percentage** measure is (Gross Margin / Revenue) * 100 where **Gross Margin** equals (Revenue – Total Supply Chain Costs).

Item Standard Cost

The collected Item Standard Cost (i.e. **Standard Cost** column value in the Items table) populates the **Item Standard Cost** measure. This measure is used in some supply measure calculations (e.g. **Projected Available Balance Value** measure is equal to Projected Available Balance multiplied by Item Standard Cost measures). If loaded using the file-based data import, this is the value in the **Item Cost** column defined in the Item Cost import template.



Items table – Selling Price, Standard Cost, and Annual Carrying Cost Percentage

Purchasing Cost

This is the supplied cost (in a time bucket) of a component item consumed in an assembly item. The relationship between assembly item and component item is defined in the Aggregate Bill of Resource (BOR). For example, we plan to produce 3000 units of assembly item AS6648331 in August and it

consumes 1 unit of CM6651105 component item as defined in the BOR. The supplied cost of CM6651105 is 18 per unit. Therefore, 3000 units of the assembly item AS6648331 has a purchasing cost of 3000 * 18 = 54000 for CM6651105 in the August time bucket.

			⊿ (■ Quarter 1 2022			■ Quarter 2 2022)	>
			January 2022	February 2022	March 2022	April 2022	May 2022	June 2022	Quarter 3 2022	Quarter 4 2022	Quarter 1 2023
Midtown Computer Supplies	CM6651101	Purchasing Cost	187,775	108,388	209,356	102,116	111,384	208,425	631,820	725,690	113,925
		Supplier Capacity Required	5,365	3,871	7,477	3,647	3,978	5,955	18,052	20,734	3,255
		Supplier Cost	35	28	28	28	28	35	35	35	35
		Adjusted Supplier Cost		28	28	28	28				
		Final Supplier Cost	35	28	28	28	28	35	35	35	35
	CM6651103	Purchasing Cost	107,300	61,936	119,632	58,352	63,648	119,100	361,040	414,680	65,100
		Supplier Capacity Required	5,365	3,871	7,477	3,647	3,978	5,955	18,052	20,734	3,255
		Supplier Cost	20	16	16	16	16	20	20	20	20
		Adjusted Supplier Cost		16	16	16	16				
		Final Supplier Cost	20	16	16	16	16	20	20	20	20

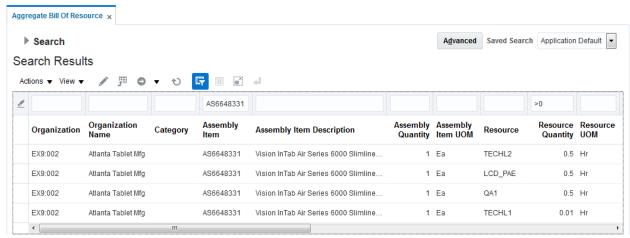
The aggregate supply planning engine in S&OP uses the **Final Supplier Cost** measure as input. **Final Supplier Cost** considers edits to supplier cost in the **Adjusted Supplier Cost** measure. The engine outputs the calculated purchasing cost by multiplying supplied units (i.e. Supplier Capacity Required) and final supplier cost.

If loaded using the file-based data import, this is the value in the **Item Price** column defined in the Approved Supplier List (ASL) import template. Otherwise, the **Standard Cost** column value in the Items table is used as the per unit cost of the purchasing cost (i.e. NVL(Supplier **Item Price**, Item **Standard Cost**)).

Note: The Suppliers table does not display **Item Price**.

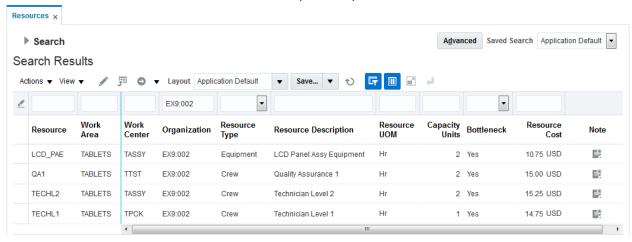
Manufacturing Cost

This is the aggregated resource cost in a time bucket of an assembly item in the Aggregate Bill of Resource (BOR). For example, we plan to produce 3000 units of assembly item AS6648331 in August and consume 0.5 Hr of TECHL2, 0.5 Hr of LCD_PAE, 0.5 of QA1, and 0.01 Hr of TECHL1 resources per unit as defined in the BOR.



Aggregate Bill of Resource table

Resource cost is 15.25, 10.75, 15, and 14.75 per hour respectively for these resources. The **Resource Cost** column value in the Resources table displays the resource cost used in the calculation of Manufacturing Cost. If loaded using the file-based data import, this is the value in the **Resource Cost** column defined in the Work Center Resources import template.



Resources table – Resource Cost

Therefore, 3000 units of the assembly item AS6648331 has associated resource costs:

- 3000 * 0.5 * 15.25 = 22875 for TECHL2
- 3000 * 0.5 * 10.75 = 16125 for LCD PAE
- 3000 * 0.5 * 15 = 22500 for QA1
- 3000 * 0.01 * 14.75 = 443 for TECHL1

The total manufacturing cost of AS6648331 in the August time bucket is approximately 22875 + 16125 + 22500 + 443 = 61943.

				>	>	■ Quarter 3 2022			■ Quarter 4 2022			*
			Quarter 1 2022	Quarter 2 2022	July 2022	August 2022	September 2022	October 2022	November 2022	December 2022	Quarter 1 2023	
SlimlineAir Tablets	AS6648331	EX9:002	Manufacturing Cost	89,067	103,578	37,785	61,950	73,520	43,529	87,550	68,145	98,341
			Production Plan	4,315	5,015	1,830	3,000	3,560	2,107	4,239	3,299	4,763
	AS6648332	EX9:002	Manufacturing Cost	60,008	69,308	24,083	48,397	40,972	29,115	59,557	43,406	66,162
			Production Plan	2,907	3,355	1,166	2,344	1,984	1,411	2,885	2,103	3,203
	AS6648333	EX9:002	Manufacturing Cost	33,696	38,482	13,251	28,213	24,411	16,397	33,614	24,903	37,006
			Production Plan	1,635	1,863	641	1,365	1,181	794	1,628	1,206	1,793
	AS6648334	EX9:002	Manufacturing Cost	25,559	28,992	10,694	20,937	17,724	13,292	24,411	19,871	28,336
			Production Plan	1,238	1,404	518	1,013	859	644	1,181	962	1,372
▶ Tablet As	Tablet Assemblies		Manufacturing Cost									
			Production Plan									
		EX9:005	Manufacturing Cost	20,770	15,562	4,960	9,610	8,618	5,828	11,904	9,052	14,880
			Production Plan	33,507	25,217	8,073	15,520	13,919	9,415	19,205	14,572	23,892

Carrying Cost

This is the cost of carrying inventory in an organization in a time bucket. The calculation is Projected Available Balance * Storage Cost where Storage Cost is equal to Item Standard Cost * Annual Carrying Cost Percentage * (# of days in time bucket) / 36500. In summary, there is a conversion of the annualized carrying cost to a daily value and then the engine calculates for the bucket size. For example, safety stock in an organization for end item AS6648331 is 1500 units in three consecutive time buckets and subsequently Projected Available Balance is 1500 units for the same periods. The standard cost per unit is 125.44 and the annual carrying cost percentage is 7. Therefore, storing 1500 units of the assembly item AS6648331 has associated carrying costs:

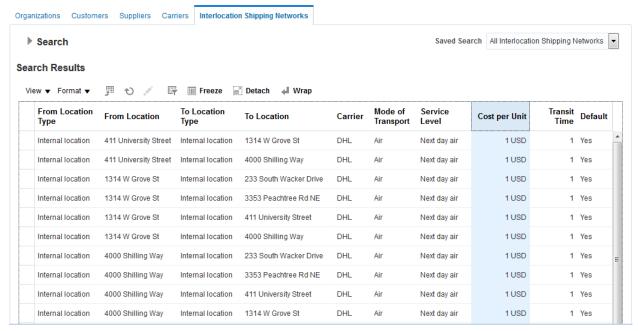
	Feb-2022	Mar-2022	Apr-2022
Item Standard Cost	125.44	125.44	125.44
Annual Carrying Cost Percentage	7	7	7
# of days in time bucket	28	31	30
(Calculated) Storage Cost	0.6736	0.7458	0.7217
Projected Available Balance	1500	1500	1500
Carrying Cost	1010.39	1118.65	1082.56

The **Standard Cost** and **Annual Carrying Cost Percentage** column values in the Items table display the two costs used in the calculation of Carrying Cost. If loaded using the file-based data import, these are the values in the **Item Cost** column defined in the Item Cost import template and the **Carrying Cost** column defined in the Items import template.

Shipping Cost

This is the cost of shipping inventory *between* organizations in a time bucket. The calculation is Shipping Quantity * Cost per Unit for a shipping method between two locations. The **Cost per Unit** column value in the Interlocation Shipping Networks table in the Supply Network Model displays the cost per weight unit used in the calculation of Shipping Cost. The Shipping Quantity measure displays the engine output for inventory movement for *all* sources but only the quantities *between* organizations with a defined shipping method are used in the Shipping Cost calculation.

For example, we plan to ship 3000 units of assembly item AS6648331 in August from a manufacturing organization to a fulfillment organization using DHL:Truck:Next day shipping method. The cost of shipping with this method is 1.2 per unit. Therefore, 3000 units of the assembly item AS6648331 has a shipping cost of 3000 * 1.2 = 3600 in the August time bucket.



Maintain Supply Network Model page – Interlocation Shipping Networks table