R12 Oracle EBS Suite: Introduction - IBM Graduate Program

Student Guide - Volume 6

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R12 Data Model for O2C (Order to Cash) - IBM Graduate Program

Case Studies

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Case 1

Standard Order to Cash Cycle

The standard order cycle is to create a standard order using finished goods item and create invoice for the order and receipts

Steps involved in the cycle

- 1. Enter order header
- 2. Enter order line
- 3. Book the order
- 4. Pick release the order
- 5. Ship Confirm
- 6. Run work flow background process
- 7. Create receipts for the invoices

1. Enter the order header

Responsibility > Order Management, Vision Operations (USA)

(N) Order, Return > Sales Order

a. Enter the Cutomer Number or Customer Name

After Entering the customer Number should default Order Type, Bill to address, Ship to Adress and Price list

Make sure all above-mentioned fields are populated otherwise enter them as follows

Ship to location : < Customer's Ship to location> Bill to location : < Customer's Bill to location>

Order Type : Mixed Price List : Corporate

b. Save the form

-This should generate the Sales order number

2. Enter the sales order Line

- a. In the Sales order header form go to (T) Line Items
- b. Enter the item information

Note: Befre Entering the Item make sure that item is in price list, to check the item is in price list

- (N) Pricing >Price list >Price list Setup
 - 1. Query for Corporate price list
 - 2. In the list lines query for Item name in the product attribute column
 - 3. If the item not present in the price list enter the item with price
- c. Make sure the sufficient on-hand quantity available for the item
- d. Make sure Auto Schedule is on

Note: To check Auto schedule is on (M) Tools

Check the check box Auto Schedule

e. Go to (T) Shipping make sure that wareshouse field is populated and Source type should be internal

f. Save the form

Impact on tables

The Above activities should have been created records in OE_ORDER_HEADERS_ALL And OE_ORDER_LINES_ALL

The Flow status code on each table will be "Entered"

3. Book the order

- a. To book the order (B) Book order
- b. A note will be populated as "Order has been booked"

Impact on tables

- Flow status code of the table OE_ORDER_HEADERS_ALL is changed to Booked
- Flow status code of the table OE_ORDER_LINES_ALL is changed to Awaiting Shpping
- A record has been populated in WSH_DELIVERY_DETAILS with RELEASED_STATUS as "R"and WSH_DELIVERY_ASSIGNMENTS will also populated with order booking
- MTL_DEMAND and MTL_RESERVATIONS table are populated after scheduling

4. Pick Release

- (N) Shipping >Release Sales Order > Release Sales Order
 - a. Enter the based on Rules: "Standard"
 - b. This will default the Document Set If not Enter the Document Set
 - c. Enter the sales order number in the Order Number field
 - d. Go to (T) Shipping

Auto Create Delivery: Yes

Auto Pick Confrm : Yes

e. Go to (T) Inventory

Make sure that Warehouse is populated

Auto Allocate: Yes

f. (B) Concurrent

This will submit the 3 concurrent programs

- Pick Selection List Generation
- Pick Slip Report
 - Please check the out put of the report should have printed the Pick slip number
- Shipping Exceptions Report
 - o If any exception in the pick slip will report in this report

Impact on tables

- FLOW STATUS CODE in OE ORDER HEADERS ALL is Booked
- FLOW_STATUS_CODE in OE_ORDER_LINES_ALL is AWAITING_SHIPPING Note: if you observe the Order line status line through sales order form is "**Picked**"
- Released_status on WSH_DELIVERY_DETAILS is "Y"
- WSH_NEW_DELIVERIES is populated
- Two Records has been created in MTL_MATERIAL_TRANSACTIONS Table
 - One Record if Issuing of item from Sub inventory, the quantity will be with Negetive
 - Another record is for receiving of the item into Sub inventory the quantity will be with Positve

5. Ship confirm

- (N) Shipping >Transaction
 - a. In the query manager form enter the sales order number (B) find
 - b. Go To (T) Delivery
 - c. In the Action filed Select Ship Confirm (B) GO
 - d. Select Ship Entered Quanties
 - e. In the Trip option Check the following
 - 1. Set Delivery In-Trnasit
 - 2. Create Bill of lading
 - 3. Close Trip

Note: Please do not check Defer Interface. This stop running Interface Trip Stop Program, which will interface the record into Order entry table and Inventory Table OE_INTERFACE_FLAG and INV_INTERFACED_FLAG in the WSH_DELIVERY_DETAILS table will be updated with is Interface Trip Stop Program

If you check this check box you have to run the Iterface Trip Stop program Manually before submitting the workflow backgound process

Impact on tables

- FLOW_STATUS_CODE in OE_ORDER_LINES_ALL is Shipped
- Released_status on WSH_DELIVERY_DETAILS is "D"
 OE_INTERFACED_FLAG: "Y"
 INV_INTERFACED_FLAG: "Y"
- Records from MTL_DEMAND and MTL_RESERVATONS are deleted
- One more record is created in MTL_MATERIAL_TRANSACTIONS table For sales order issue with negative quantity
- The following tables are populated in the shipping module
 - -WSH_DELIVERY_LEGS
 - -WSH_TRIP_STOP
 - -WSH_TRIP

6. Run Workflow Background Process

(M) View>request>(B)Submit New Request > (RB)Single Request > (B)OK

- a. Type Workflow Background Process in the name column
- b. Parameters:
 - 1. Item Type: OM Order Line
 - 2. Process Deferred: Yes
 - 3. Process Timeout: Yes
 - 4. Process Stuck: Yes
 - -Click [B] OK.
 - -Click [B] Submit.
- c. This request submit Internally "ADS, (Autoinvoice Master Program)" Which will import the invoice to Receivables Module

Impact on tables

This process will populate the data into RA_CUSTOMER_TRX_ALL RA_CUSTOMER_TRX_LINES_ALL and AR_PAYMENT_SCHEDULES_ALL

7. Create Receipts

Responsibility > Receivables, Vision Operations (USA)

- (N) Receipts > Receipts
 - a. Select the Receipt method
 - b. Enter the Receipt Number
 - c. Enter the Receipt Amount
 - d. In the Main Tab, enter the customer Number to which you are receiving the amount
 - e. Save the form

Impact on tables

This process will be create the receipt data in the AR_CASH_RECEIPTS_ALL table

- f. Click on (B) Apply
- g. Now you will pop with a pplication form
- h. Enter the invoice number in the apply to field
- i. Save the form

Impact on tables

Now the records are populated in AR_RECEIVABLE_APPLICATIONS_ALL table

- The FLOW_STATUS_CODE in the OE_ORDER_LINES_ALL chaged to "CLOSED"
- STATUS on AR_CASH_RECEIPTS_ALL is changed to APP
- AMOUNT DUE REMAINING is became 0

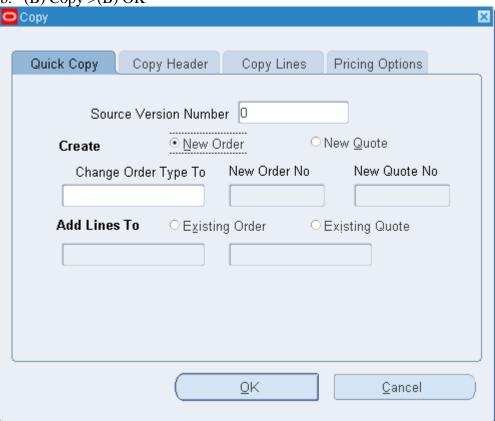
Case 2

Standard Order to Cash Cycle with backorder

1. Copy order:

Before we start the order cycle, will learn how to copy sales order from another order Responsibility > Order Management, Vision Operations (USA)

- (N) Order, Return > Sales Order
 - a. Qurery the order that yo want to copy
 - b. (B) Copy >(B) OK



- c. (B) OK
- d. Now you will get one more form popuated wth order number, This will be new order number
- e. Note the order number and query for the order

2. Book the order

3. Pick release the order

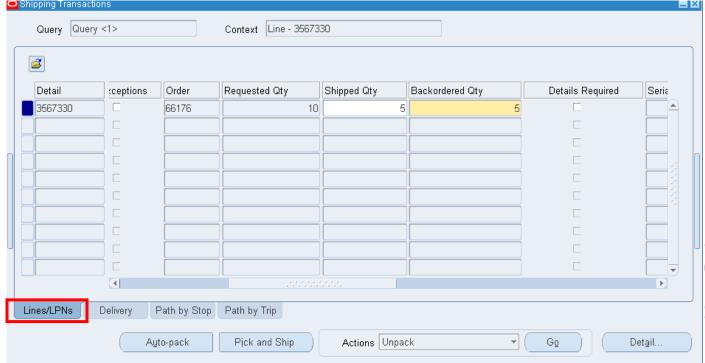
4. Ship cofirm

During the ship confirm sctivity we can do backorder the unshipped quantity.

Eg. If the ordered quantity is 10, we can ship 5 and remaining 5 will be back ordered

- (N) Shipping >Transaction
 - a. Enter the sales order number in the query manager form (B) Find
 - b. Go to (T) Lines/LPN's tab
 - c. Enter the Shipped quantity and backordered quantity





- d. Go to (T) Delivery
- e. Select Ship confirm action
- f. Select the radio button Ship enterd Quantitied
- g. Select Backorder in unspecified quantity field Confirm Delivery Ship Confirm Rule Auto Ship Ship Options Ship Entered Quantities Backorder Unspecified Quantities ○ Ship All ○ Backorder All ○ Cycle Count All ✓ Create Delivery for Staged Quantities **Trip Options** DHL Ship Method Actual Departure Date 06-MAR-2009 03:58 ✓ Create Bill of Lading ✓ Set Delivery In-Transit ✓ Close <u>Trip</u> □ Defer Interface Document Set | Ship Confirm Documents QΚ Cancel

Note: Now check the OE_ORDER_HEADERS_ALL table there will be two records created with spitted quantities. And FLOW_STATUS_CODE as SHIPPED for shipped quanties and Awaiting_shipping for back ordered lines.

The RELEASED_STATUS of the backorder line is "B" in WSH_DELIVERY_DETAILS

- 5. Run workflow background process
- 6. Create receipts

Case 3

Dropship order

Steps involved in the dropship order

- 1. Enter sales order header
- 2. Enter sales order line
- 3. Book the order
- 4. Run workflow background process
- 5. Import Requisition
- 6. Create PO using Autocreate functionality
- 7. Receipts against PO
- 8. Run workflow background process
- 9. Create receipts

1. Enter the sales order Header

Responsibility > Order Management, Vision Operations (USA)

- (N) Order, Return > Sales Order
- a. Enter the Cutomer Number or Customer Name

After Entering the customer Number should default Order Type, Bill to address,

Ship to Adress and Price list

Make sure all above-mentioned fields are populated otherwise enter them as follows

Ship to location : < Customer's Ship to location>

Bill to location : < Customer's Bill to location>

Order Type : Mixed Price List : Corporate

- b. Save the form
 - -This should generate the Sales order number

2. Enter the sales order Line

- a. In the Sales order header form go to (T) Line Items
- b. Enter the item information
- c. Go to (T) Shipping make sure that wareshouse field is populated and Source type should be "External"
- **d.** Save the form
- 3. Book the order

4. Run workflow background process

The workflow background process will put the eligible records into

"PO_REQUISTION_INTERFACE_ALL table

Imapact on table

The OE_DROPSHIP_SOURCES table is populated

PO_REQUISTION_INTERFACE_ALL is populated

5. Run Requisition import program

Responsibility > Purchasing, Vision Operations(USA)

(M) View>request>(B)Submit New Request > (RB)Single Request > (B)OK

Select Requisition Import Program

Parameters

Import Source: Order Entry

Group by :ALL Multiple Distribution : No

Initiate Approval After reqImport :Yes

Click [B] OK. Click [B] Submit.

a. Check the output of requisition import concurrent program which will give the no.of requisition imported

Table impact

 $PO_REQUISITION_HEADERS_ALL \ and \ PO_REQUISITION_LINES_ALL \ are \ populated$

The requisition_header_id and Reqisition_line_id are populated

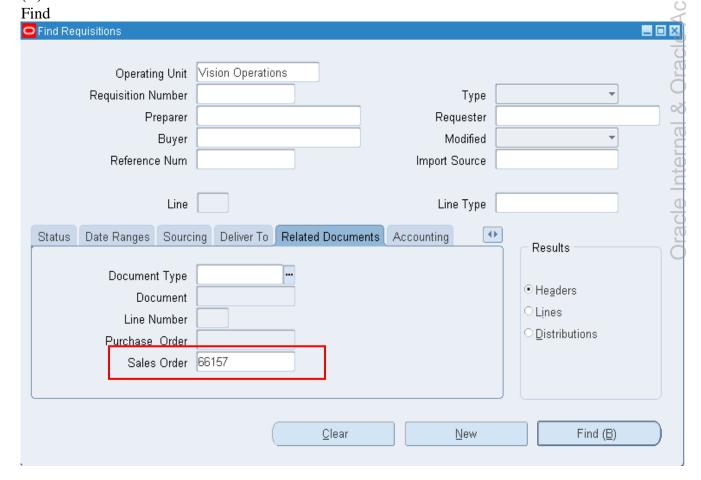
OE_DROPSHIP_SOURCES table

6. Find Requisition

- (N) Requisition >Requisition Summary
- (T) Related Documents

Enter Sales Order Number

(B)



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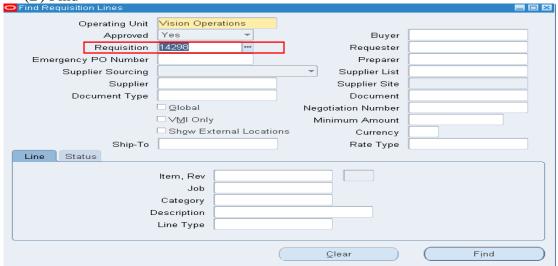
7. Create PO using Autocreate functionality

Responsibility > Purchasing, Vision Operations(USA)

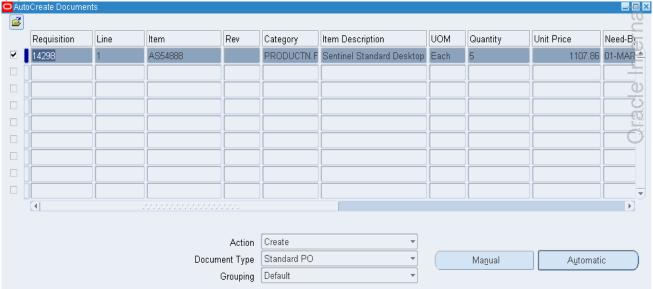
(N)AutoCreate

Enter the Requisition number

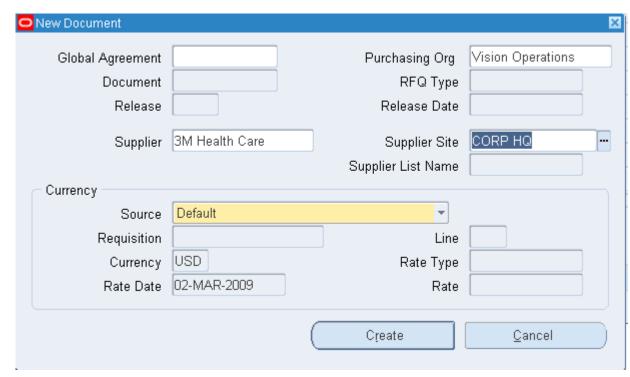
(B) Find



- a. Check the check box against requisition line
- b. Action: Create
- c. Document Type: PO
- d. Grouping: Default
- e. (B) Automatic



- f. Select Supplier Name
- g. (B) Create
- h. This will create PO, and Open the PO form



i. This will create PO and open the PO form

Table Imapct:

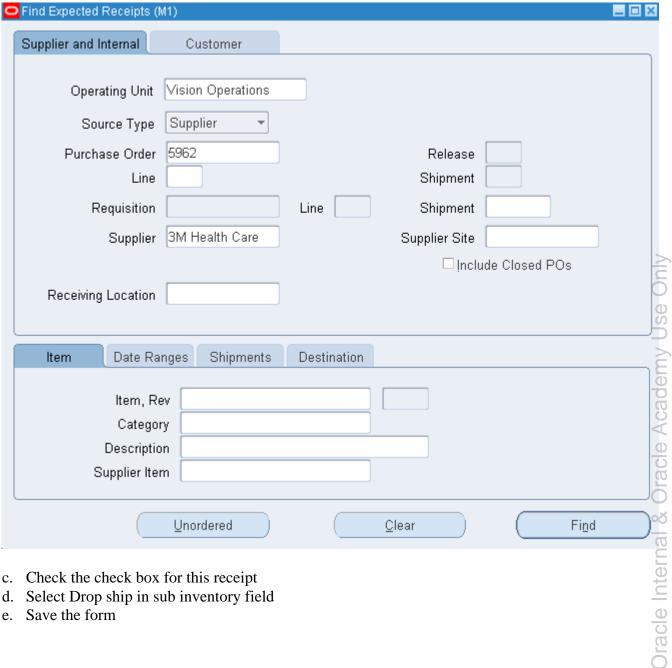
- OE_DROP_SHIP_SOURCES the PO_LINE_ID and PO_HEADER_ID has been updated
- The order line status is "AWAITING_RECEIPT"
- j. Approve PO.

8. Create Receipts against PO

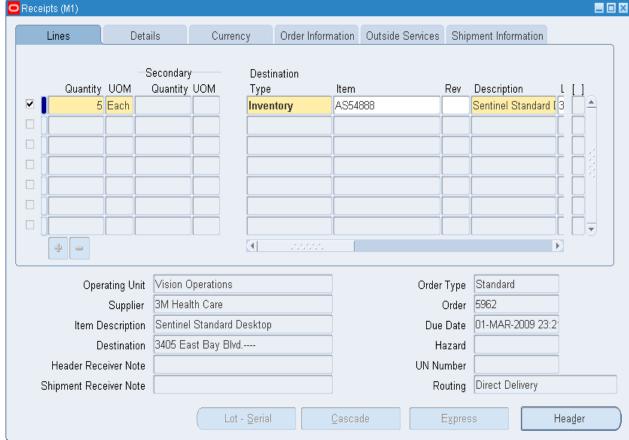
Responsibilities > Purchasing, Vision Operations(USA)

(N)Receiving >Receipts

- a. Enter the Purchase order Number (5962)
- b. (B) Find



- Save the form



Impact on table:

- The Flow_status code on the OE_ORDER_LINES_ALL is "SHIPPED" The following tables are populated
- RCV_SHIPMENT_HEADERS
- RCV SHIPMENT LINES
- RCV_TRANSACTIONS

9. Run workflow background process

This Concurrent program will create the invoices in Receivables Module

10. Create Receipts

Responsibility > Receivables, Vision Operations (USA)

- (N) Receipts > Receipts
- a. Select the Receipt method
- b. Enter the Receipt Number
- c. Enter the Receipt Amount
- d. In the Main Tab, enter the customer Number to which you are receiving the amount
- e. Save the form
- f. Apply the receipt to the Invoice

Case 4

Internal Sales Order

Internal Requisitions provide the mechanism for requesting and transferring material from inventory to other inventory or expense locations. When Purchasing, Order Entry / Shipping, and Inventory are installed, they combine to give you a flexible solution for your inter-organization and intra-organization requests

Inllustration:

The V1 Operating unit contains two organizations M1 and W1. There is requirement of item "X" for W1 for some reason. Then it can request for item "X" from M1 through creating internal requisition. After creation of Internal requisition in W1 then sales order will create in M1 organization. And ship the item from M1 organization, and then W1 should receive the item in its inventory.

Madatory setup required for Internal Sales order (ISO)

Before creating internal requisition please make sure that the Shipping Network established in between Shipping Organization (M1) and Receiving organization (W1)

Responsibility: Inventory, Vision Operations (USA)

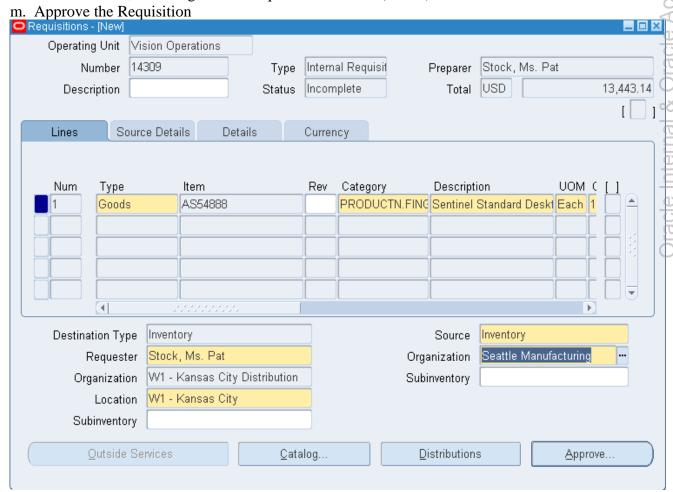
Oracle Academy Use Only (N) Setup>Organizations>Shipping Network Shipping Networks (M1) Organization Seattle Manufacturing Find From or To Organization: Scope Shipping Networks Main Transfer, Distance Primary Accounts Other Accounts | Chargeable Subcontracting Secondary Accounts Manual Receipt at Expense Destination Organization Elemental Visibility Enabled Internal Order Required Internal From Τo Transfer Type FOB Receipt Routing W1 M1 Intransit Receipt Direct Φ ~ ÷ Organization Name Seattle Manufacturing From To W1 - Kansas City Distribution New Open.

Steps involved in the Internal Sales Order:

- 1. Create internal Requisition
- 2. Run "Create internal Sales Order" Concurrent Program
- 3. Run "Order Import" Concurrent Program
- 4. Release Order
- 5. Ship Confirm
- 6. Receive the Material in Receiving Organization

1. Create internal Requisition

- a. Responsibility > Purchasing, Vision operation (USA)
- b. (N) Requisitions > Requisitions
- c. Select the type "Internal Requisition"
- d. Go to Lines
- e. Enter the item number (AS54888)
- f. Enter the Quantity
- g. Mention the Need by date
- h. Mention Destination and Source type as Inventory
- i. Receving Organization (W1 Kansas City Distribution)
- j. Shipping Organization (Seattle Manufacturing)
- k. Ship to location (W1 Kansas City)
- 1. Save the form ,this will generate Requisition Number (14309)



2. Run "Create internal Sales Order" Concurrent Program

- a. Responsibility >Purchasing, Vision operation (USA)
- b. (M) View > Request
- c. (B) Submit New request > (B) OK
- d. Select "Create Internal Orders"
- e. (B) Submit

Impact on table:

• The PO_REQUISTION_HEADERS_ALL,PO_REQUISTION_LINES_ALL and PO_REQ_DISTRIBUTIONS_ALL tables are populated for requisitions

```
SELECT prh.requisition_header_id,
prh.segment1 ,
prl.requisition_line_id ,
prl.destination_organization_id,
prl.source_organization_id ,
prd.distribution_id
FROM po_requisition_headers_all prh,
po_requisition_lines_all prl ,
po_req_distributions_all prd
WHERE 1 =1
AND prh.requisition_header_id = prl.requisition_header_id
AND prl.requisition_line_id = prd.requisition_line_id
AND prh.segment1 = '14309'
```

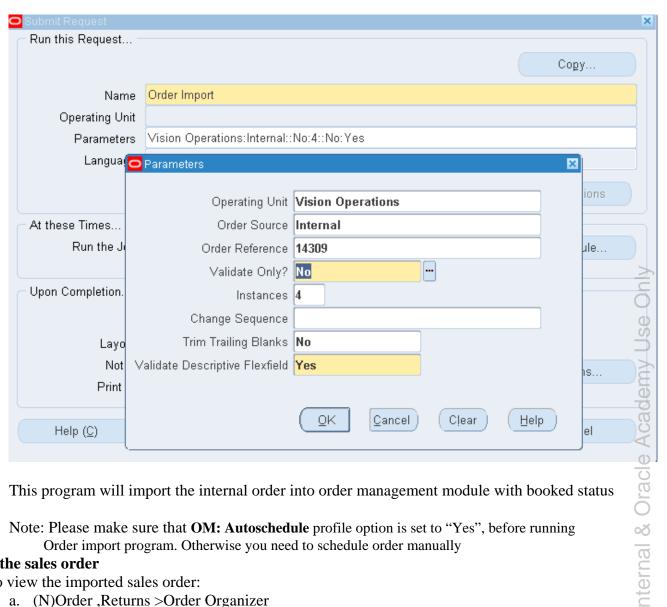
 Create Internal Order will populate the records into Order Entry Interface tables select * from oe_headers_iface_all where orig_sys_document_ref = '171069'

```
select * from oe_lines_iface_all where orig_sys_document_ref = '171069'
```

Note: Orig_sys_document_ref is mapped to Requistion_header_id

3. Run "Order Import" Concurrent Program

- a. Responsibility >Order Management Superuser, Vision operation (USA)
- b. (M) View>Request
- c. (B) Submit New request > (B) OK
- d. (B) Submit



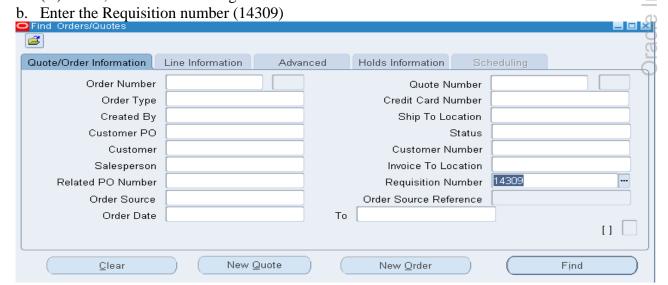
This program will import the internal order into order management module with booked status

Note: Please make sure that **OM:** Autoschedule profile option is set to "Yes", before running Order import program. Otherwise you need to schedule order manually

4. View the sales order

To view the imported sales order:

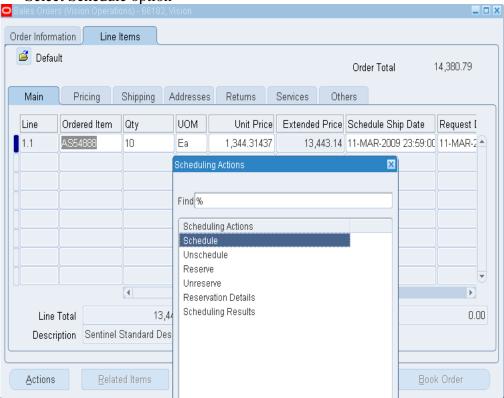
a. (N)Order ,Returns >Order Organizer



- c. (B) Find
- d. Open the order
- e. Go to line Items and make sure that Schedule ship date is populated
- f. If this fiels is not populated then perform Manual scheduling

Note: Stpes to do Manual scheduling

- (M) Scheduling
- Select Schedule option



5. Pick Relese the order

Please follow the steps as in case 1 for pick release

6. Ship confirm the order

Please follow the steps as in case 1 for ship confirm

a. The line status of the order is become shipped

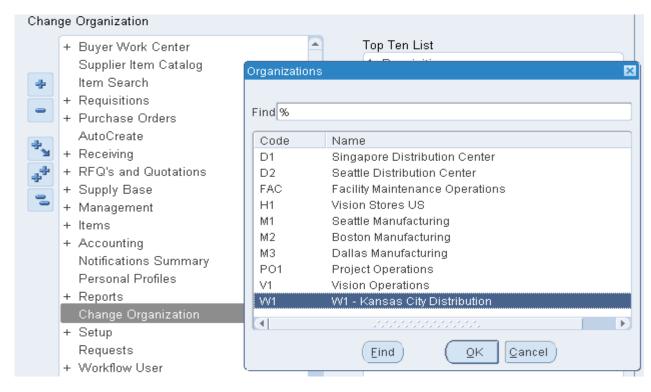
7. Receive the Material in Receiving Organization

a. Responsibility >Purchasing, Vision operation (USA)

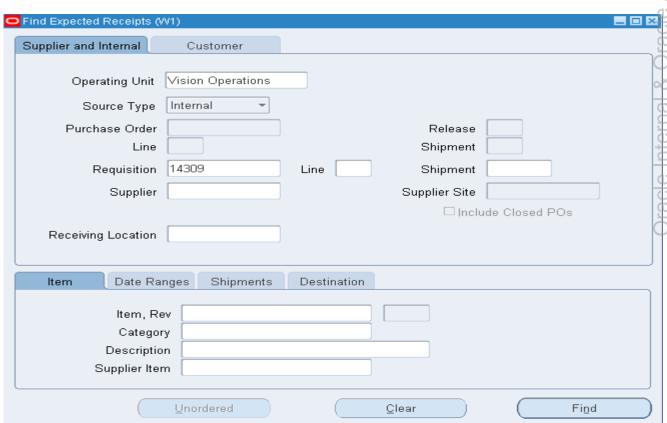
Note: Before we receive the item into receiving organization we should select that organization

- b. (N) Change organization
- c. select W1

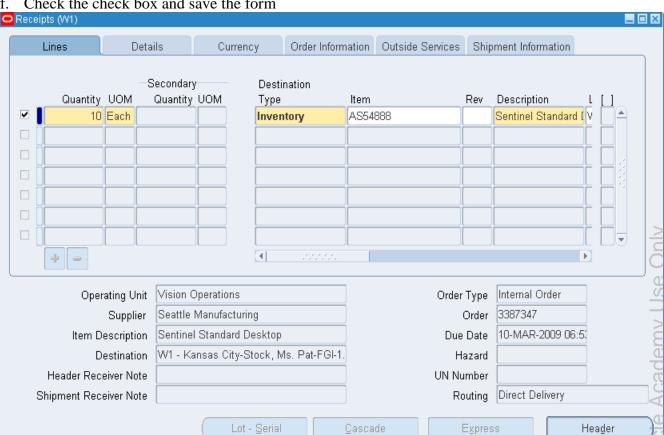
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- d. (N) Receipts
- e. Enter the requisition number (B) Find



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Check the check box and save the form

g. Now the order line status will become "Closed"

Table impact:

The following tables are populated

- RCV_SHIPMENT_HEADERS
- RCV_SHIPMENT_LINES
- **RCV TRANSACTION**

There are 4 records created in MTL_TRANSACTION_TABLE. 3 records for the order transactions and one record is for receving transaction in W1 organization

Oracle Internal &

Case 5

Return Material Authorization (RMA)

Oracle Order Management allows you to authorize the return of your sales orders, as long as the items are Part of your item master and price list.

RMA will create Credit memos in the receivable module

Typical RMA Business Processes:

- a. RMA with credit only
 - Your company issues a credit without the customer returning the product.
 - Accept returns for credit by applying credits to original invoices or creating on account Credits.
- b. RMA with receipt and credit
 - Customer returns a product and receives credit.
- c. RMA with receipt and no credit
 - -Your customer returns a product you sent to them on a trial basis or at no charge, therefore They receive no credit.

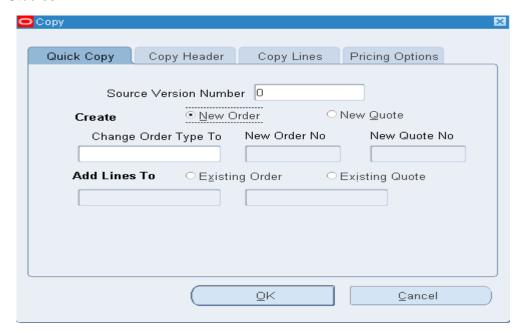
Steps involved in the RMA process

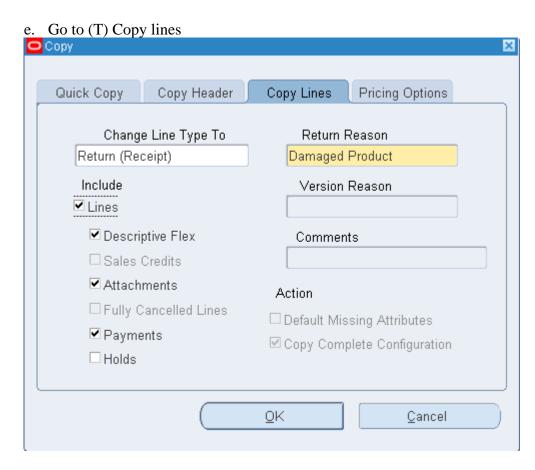
- 1. Copy the order
- 2. Book the order
- 3. Receive the Item into inventory
- 4. Run "Workflow back ground process"

1. Copy the order

- a. Query for the order that you need to create RMA
- b. (B) Action
- c. Select "Copy" from the list
- d. Select the radio button "New Order"

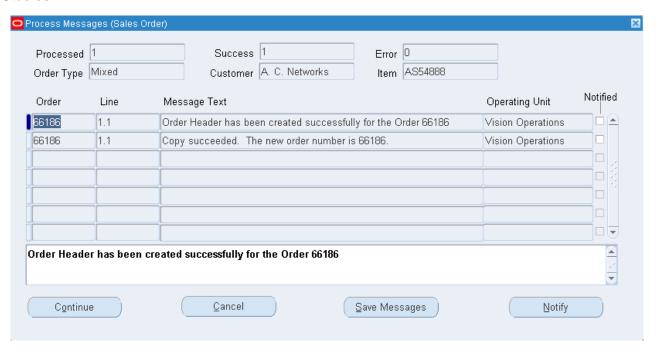
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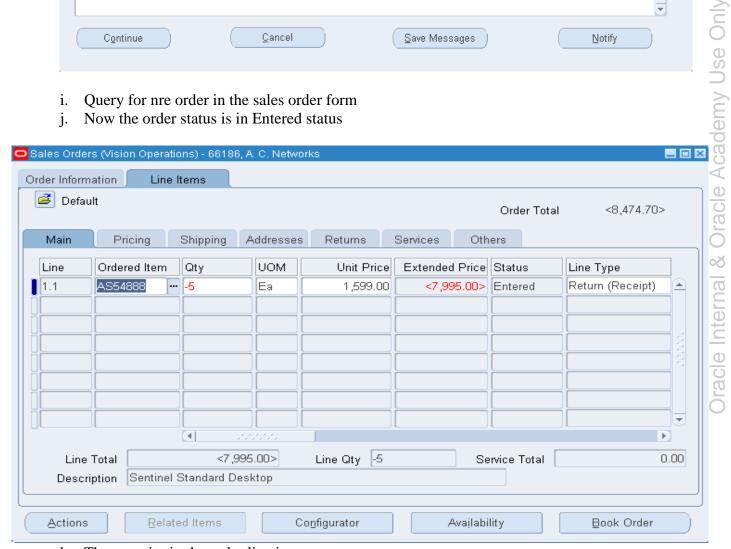


- f. Select the Return (Receipt) from the LOV in Change line Type to field
- g. Select the reason in the return Reason field
- h. Now the process message window will pop up note down the new order number

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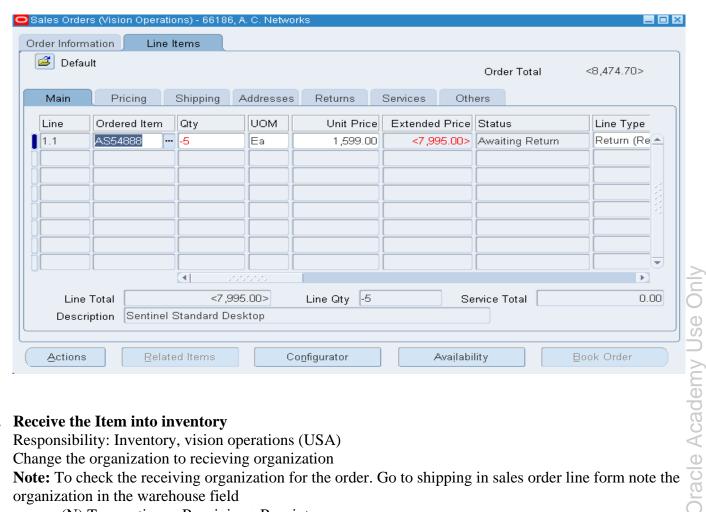
- Query for nre order in the sales order form
- Now the order status is in Entered status



- The quantity in the order line is –ve
- The Line type is Return (Receipt)
- m. Check the Return tab for return reason

By booking the order the order status is changed to Awaiting Return

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2. Receive the Item into inventory

Responsibility: Inventory, vision operations (USA)

Change the organization to recieving organization

Note: To check the receiving organization for the order. Go to shipping in sales order line form note the organization in the warehouse field

- a. (N) Transactions > Receiving > Receipts
- b. (T) Customer

c. Enter the RMA number Find Expected Receipts (M1)

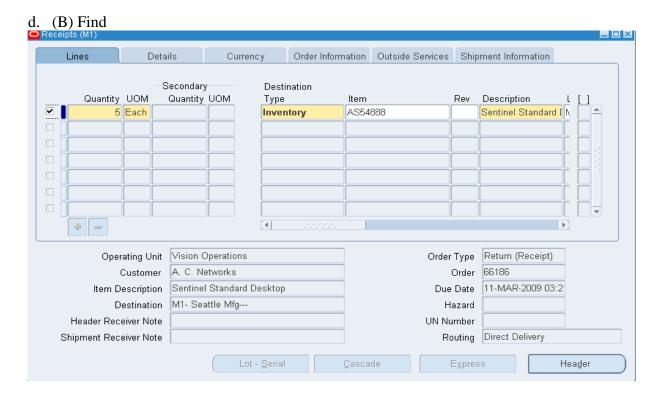
Supplier and Internal Customer 66186 RMA Num Line Num Return (Receipt) Line Type Customer A. C. Networks Customer Num 1143 Customer Item Num Item Date Ranges Shipments Item, Rev Category Description

<u>C</u>lear

Unordered

Supplier Item

Find



- e. Check the check box
- f. Save the form
- g. Now the item has been received to the inventory
- h. Check the order line status it should be "Returned"

3. Run "Workflow Background process"

- a. After completion of this concurrent programs the line status should be changed to "Closed"
- b. And the credit memo will be created in the Receivable Madule
- c. To check the credit memo in the receivables table

```
SELECT customer_trx_id ,
trx_number ,
trx_date ,
interface_header_attribute1,
interface_header_attribute2,
interface_header_attribute6
FROM ra_customer_trx_all
WHERE interface_header_attribute1 = <Sales order Number>
```