

R12 Oracle EBS Suite: Introduction - IBM Graduate Program

Student Guide – Volume 5

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1

Order to Cash Lifecycle Overview

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Objectives

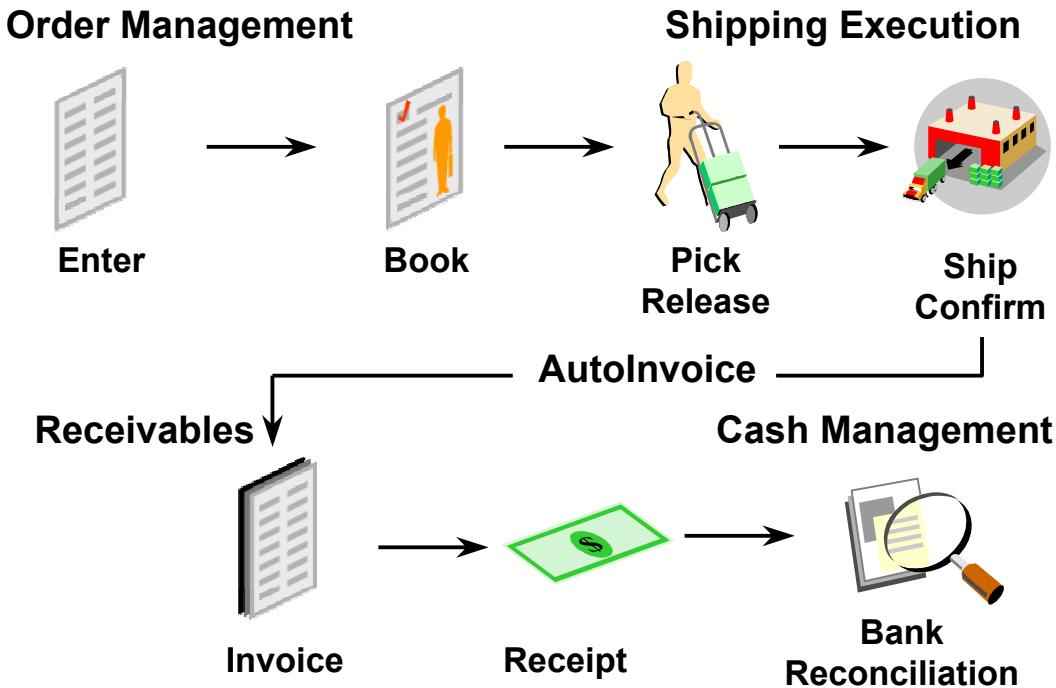
After completing this module you should be able to do the following:

- Describe the overall order to cash process from Order Entry
- Discuss the key areas in the Order to Cash Life Cycle
- Describe the integration between the applications



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Order to Cash Lifecycle



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Order to Cash Lifecycle

The ordering process leads to the shipping of goods which continues with invoicing the customer and concludes with the receipt of cash and reconciling of the bank statement. All orders do not follow this path. Some orders may not require shipping (services) or receipts (internal orders).

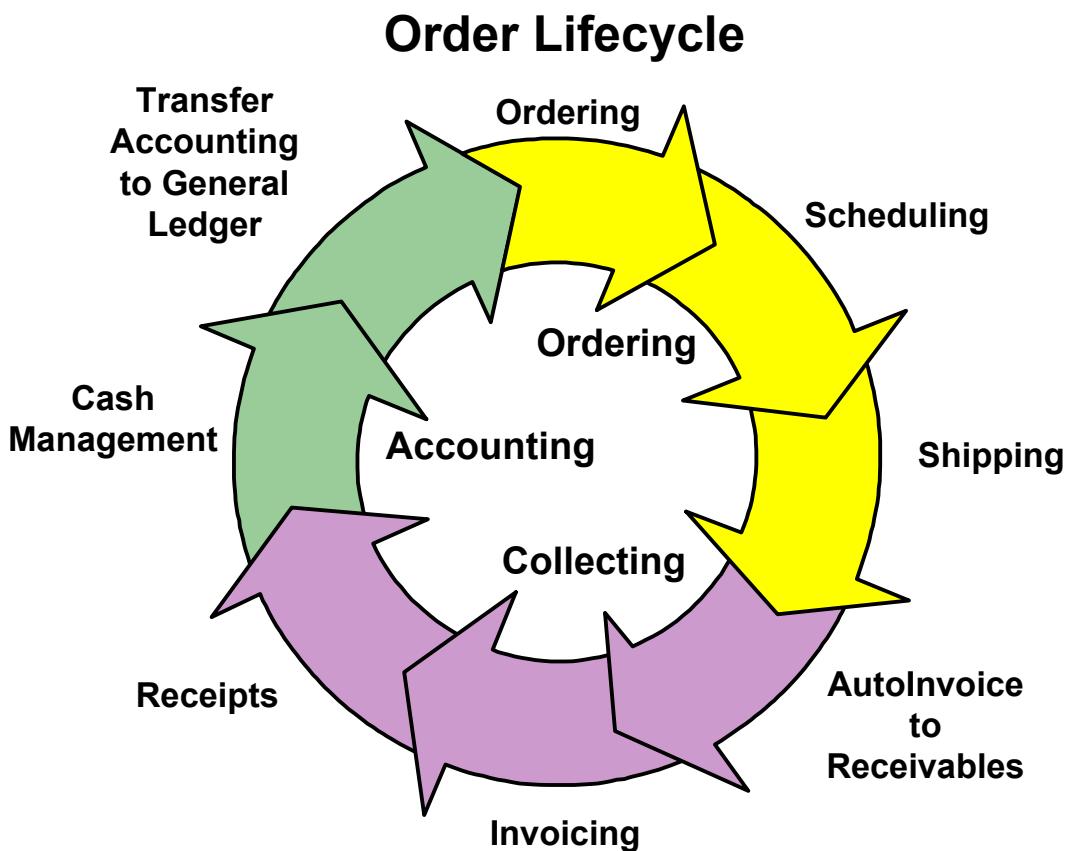
In Order Management the order is entered which allows for a review of the order information including: customer, ship-to, bill-to, payment terms, order type, price list, unit price, and warehouse. Then the order is booked which allows it to proceed through the workflow process. If it is a shipping item and the quantities are available it, can be processed by shipping execution.

In Shipping Execution the order is picked released which generates the move order. Once the item is brought from the sub-Inventory into the staging area it is ready to be placed on a shipping vehicle. Now you can run the ship confirm process to allow the shipment to be processed.

Order to Cash Lifecycle (continued)

Auto Invoice is run to bring the order from Order Management to Receivables. In Receivables you can print the invoice and send it to the customer. You can proceed with collection efforts until you receive payment and post your receipt.

In Cash Management the system pulls information from posted receipts and matches them to the bank statement for reconciliation.



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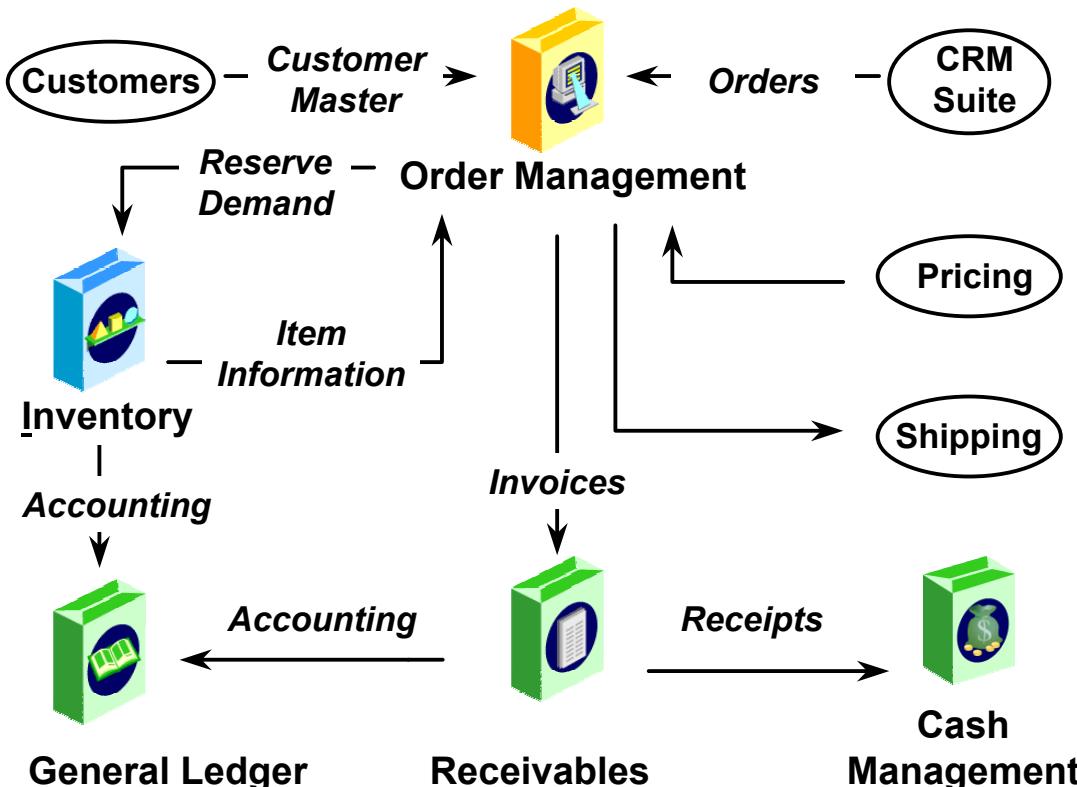
Order Lifecycle

Ordering: Entering the order, pricing the order, booking the order, scheduling (which can include checking ATP, placing demand, and reserving on-hand Inventory), running pick release, and shipping the order.

Collecting: Running AutoInvoice, generating invoices, collection efforts, and receipt of payments.

Accounting: Receipt information which is available to be used by Cash Management to reconcile the bank statement and transferring accounting information to the General Ledger.

Overview of Application Integration



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Overview of Application Integration

Order Management receives customer information from the Customer Master which can supply default information into the sales order.

Inventory supplies item information for the sales order and receives reservation and demand information.

Pricing supplies information for the list price and any modifiers to apply against the list price.

Orders may come in directly from the CRM Suite of applications.

Once the order has been booked, information can flow to the Shipping application if it is a shippable item.

Order management then sends information to Receivables through AutoInvoice.

Now it can be printed and sent to the customer for payment.

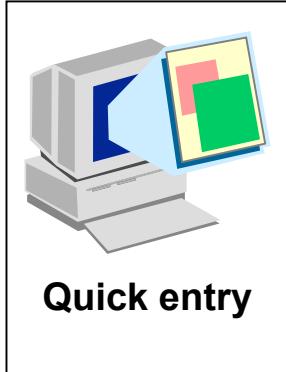
Finally the accounting information is sent to the General Ledger. The receipt information can also be accessed by Cash Management in order to reconcile the bank statements.

Customer Entry Methods

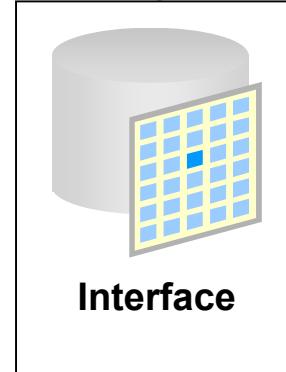
Enter complete details



Enter limited information



Import from other systems



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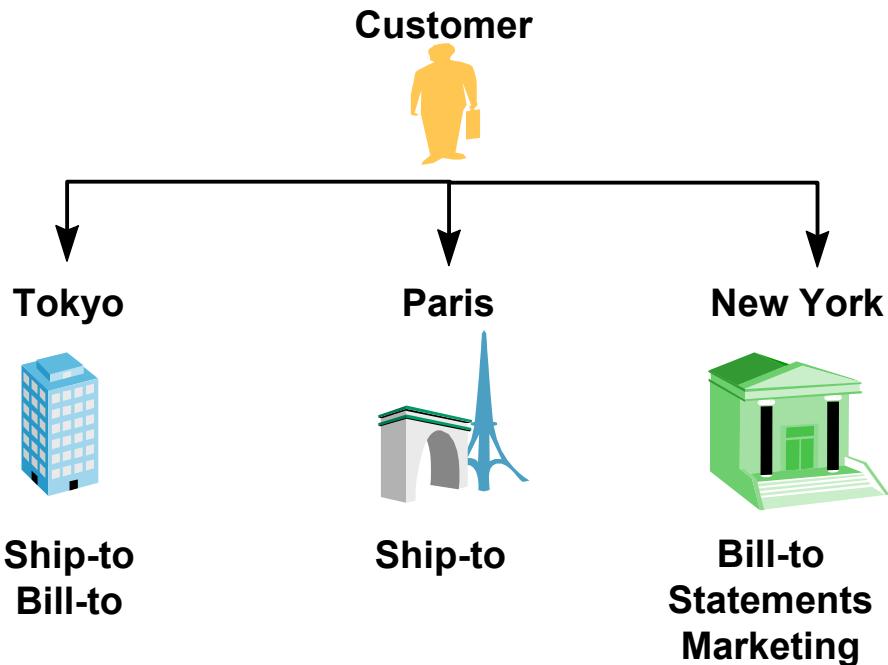
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Customer Entry Methods

Quick entry will not allow you to specify a location code, a primary bill-to or ship-to, or link a ship-to address with a bill-to. You can specify the information later by using the standard entry form.

Quick entry may be preferred when the order is placed on the phone to save data entry time. The detailed customer information can be used as a source for defaulting information into the sales order, which can save time during order entry.

Business Purposes



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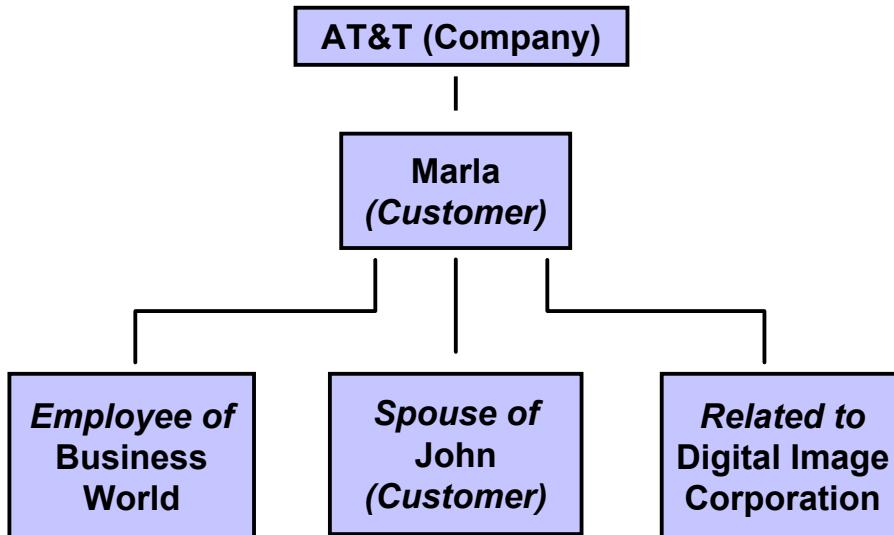
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Business Purposes

You can create multiple addresses for each customer and use different combinations of business purposes.

New Party Model Features

- Models inter- and intra- company relationships
- Models non-business relationships
- Supports party defined relationships



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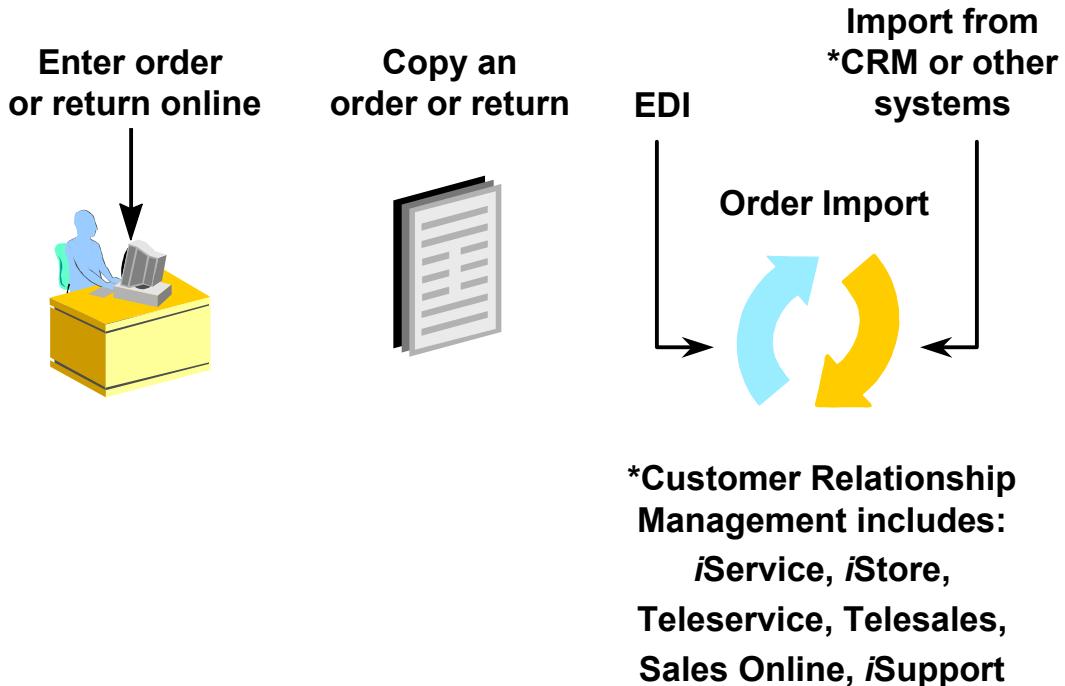
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New Party Model Features

The party model:

- Contains a unique set of information about a person, organization, or relationship.
- Has tables that store information about the people, organizations, and locations involved in relationships.
- Provides one representation of people and businesses.

Order Management Process



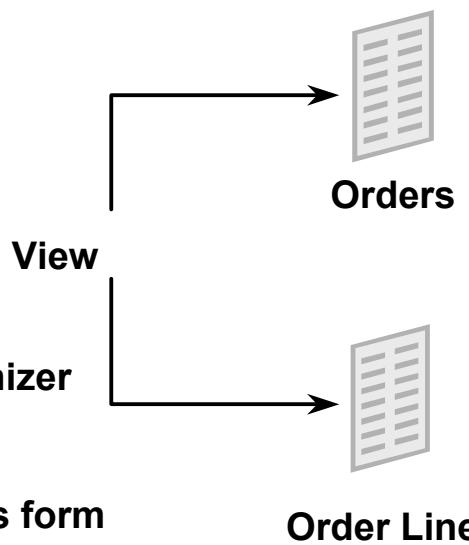
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Order Management Process

Orders can be created from a number of different sources. You can create new orders by entering the information or by copying existing orders. You can also bring orders in from EDI, CRM, and other interfaces.

Viewing and Managing Orders



Find in the Order Organizer

or

Query in the Sales Orders form

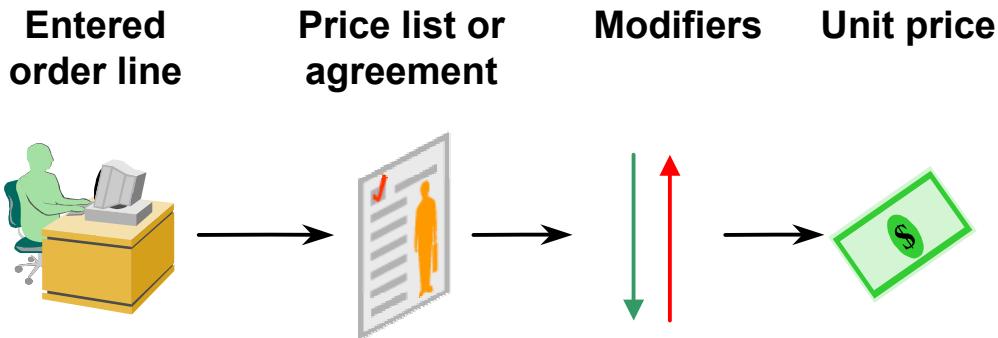
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Managing Orders and Lines

Once orders are in the system you can view them from different sources. Then you can manage the orders and order lines by applying holds, removing holds, entering individual or mass changes, creating copies, or making cancellations.

Pricing Process

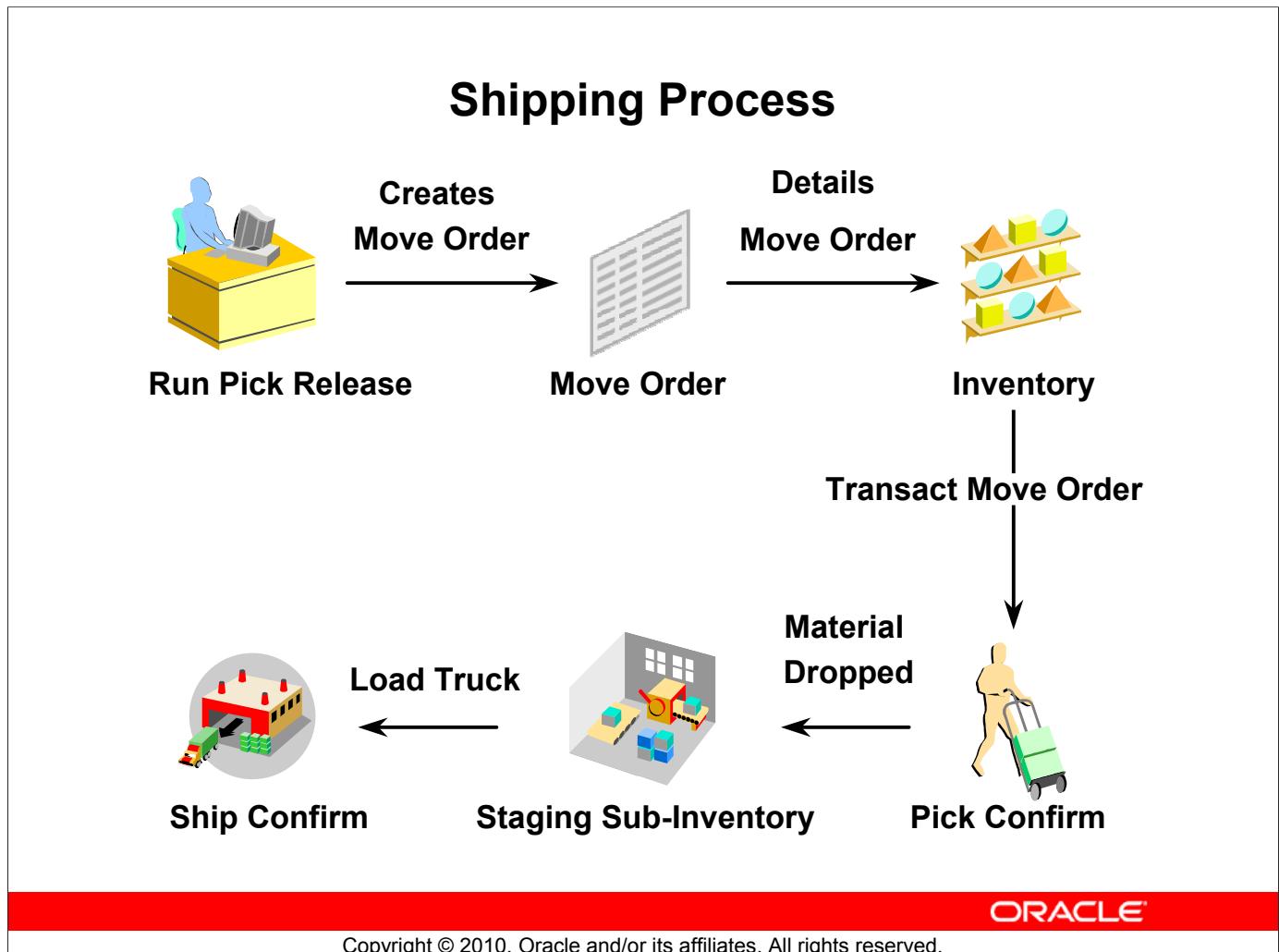


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Pricing Process

The pricing engine supplies the initial unit price from a price list or customer agreement. It will also apply any modifiers for which the order qualifies. Modifiers can either raise or lower the initial unit price. They can be set to be applied manually or automatically. They can also be set to only be applied after certain events like saving, booking, or shipping.

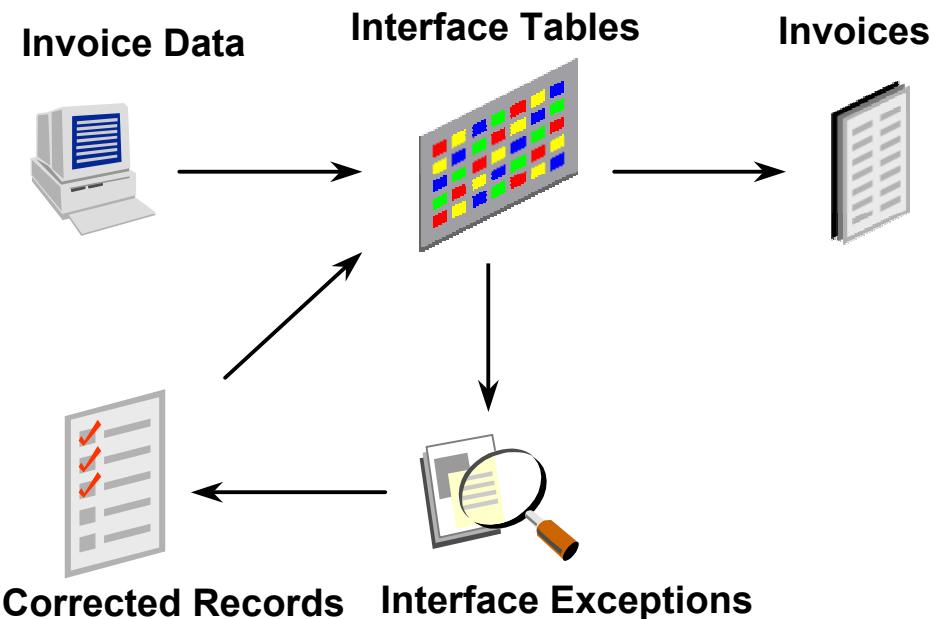


Shipping Process

When the item is ready, it is pick released.

- This creates the move order which can automatically detail where to get the item.
- The items are brought from Inventory to the staging area.
- The pick confirmation process in the system can automatically occur when you run pick release.
- Once the items are loaded on the truck from the staging area you can run the ship confirm process.
- When you run the ship confirm process the system can decrement Inventory and update the sales order.
- The information can then be transferred through AutoInvoice to Receivables for invoicing the customer.

AutoInvoice Process



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AutoInvoice Process

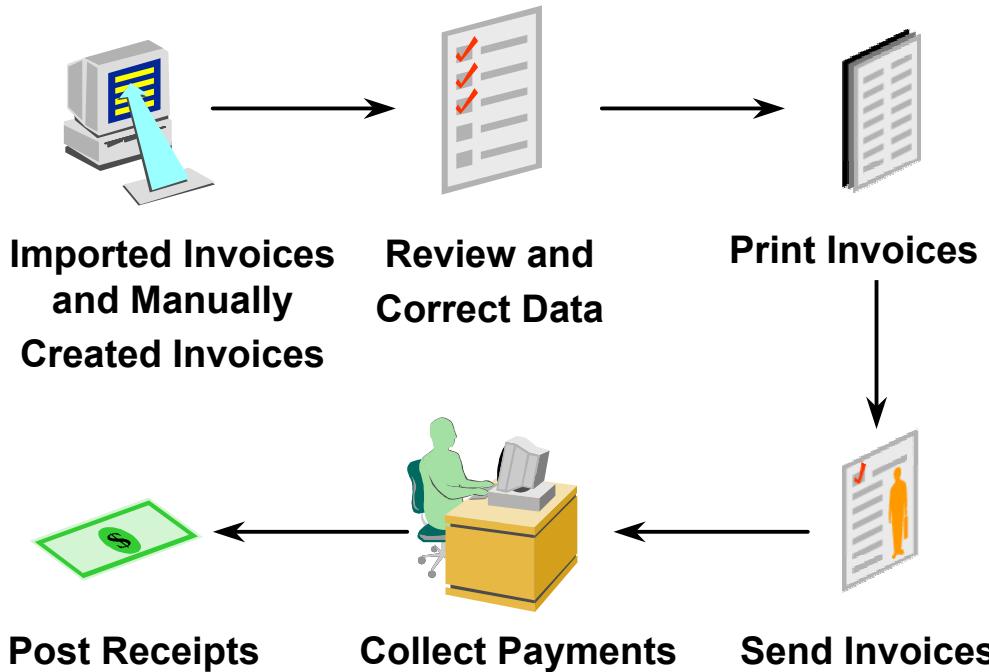
Invoice data can be sourced from a number of locations for example: Order Management, Contracts or legacy systems.

When the data is brought into the Interface Tables, errors are pushed to the Interface Exceptions Table to be corrected.

Correct data gets pushed into Receivables as invoices.

AutoInvoice Exceptions: Errors are sent to the Interface Exceptions Table where they can be corrected. Once the lines are corrected, AutoInvoice can be rerun and invoices created from the corrected lines.

Receivables Process



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Summary

After completing this module you should be able to:

- Describe the overall order to cash process from Order Entry
- Discuss the key areas in the Order to Cash Life Cycle
- Describe the integration between the applications



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Overview of Oracle Order Management Process

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Objectives

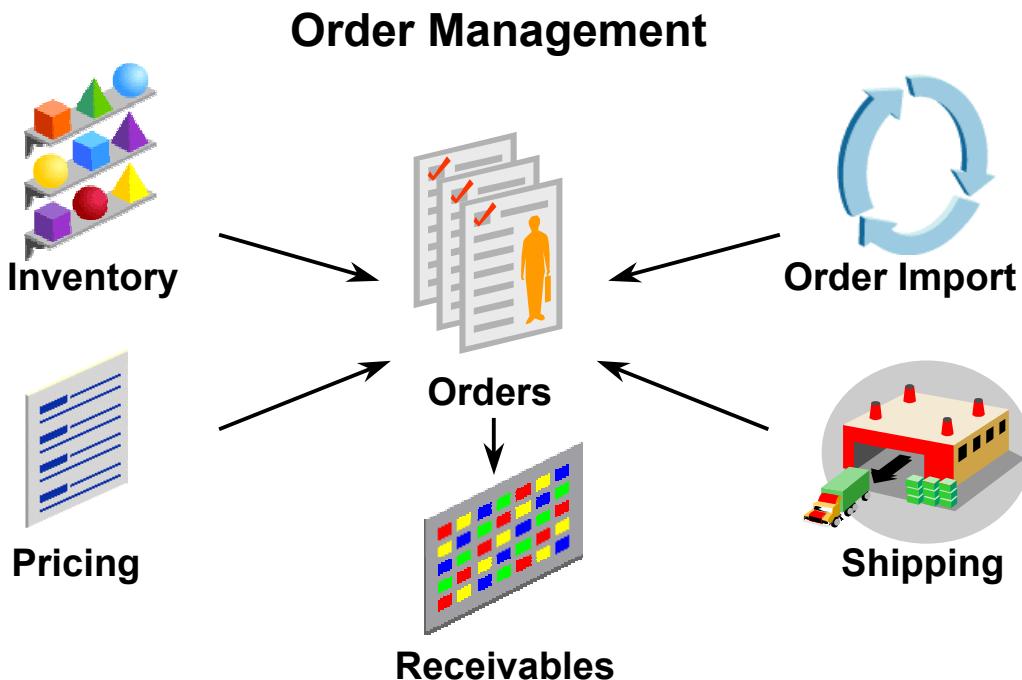
After completing this module you should be able to do the following:

- Explain where Order Management is positioned within the Order to Cash Life Cycle
- Describe the overall Order Management process
- Discuss the key areas in the Order Management process



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Overview of Order Management in the Order to Cash Live Cycle



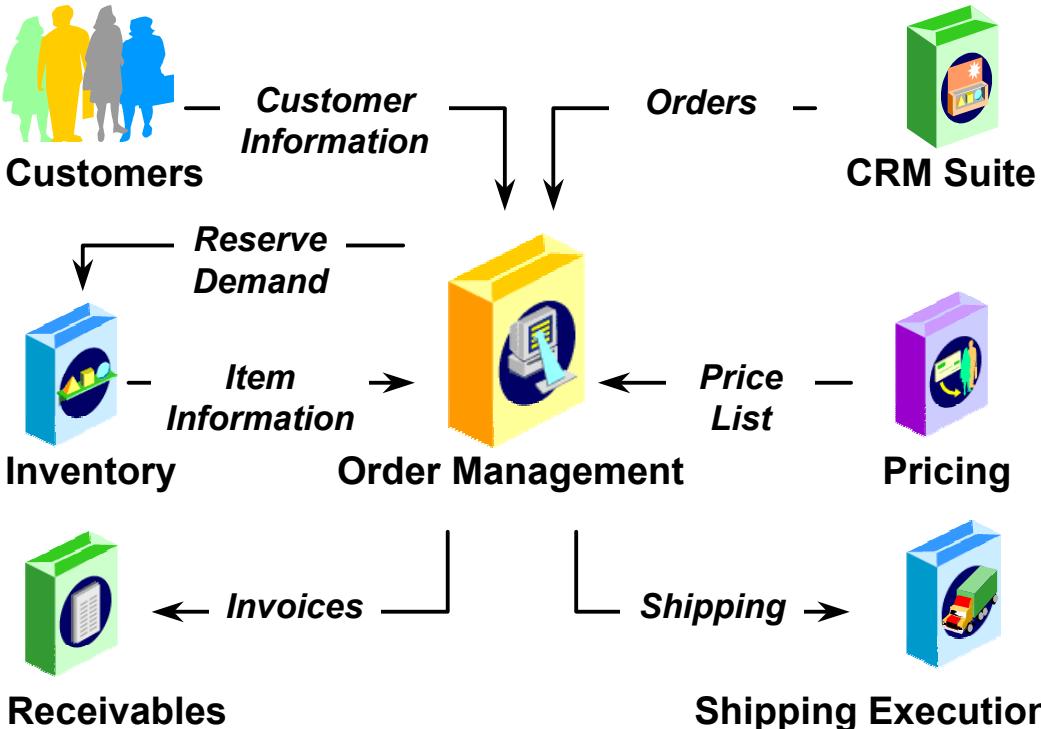
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Overview of Order Management in the Order to Cash Process

Order Management receives detailed item information from the Inventory application and price list information from the Pricing application. Orders and returns can be entered manually or imported through an EDI, CRM, or external source. Once in the system the order is ready to be pick released and shipped, if needed by the Shipping application. It can then proceed through the AutoInvoice program into the Oracle Receivables application to be invoiced. All of the accounting information is transferred to the General Ledger by the Inventory and Receivables applications.

Overview of Order Management Integration



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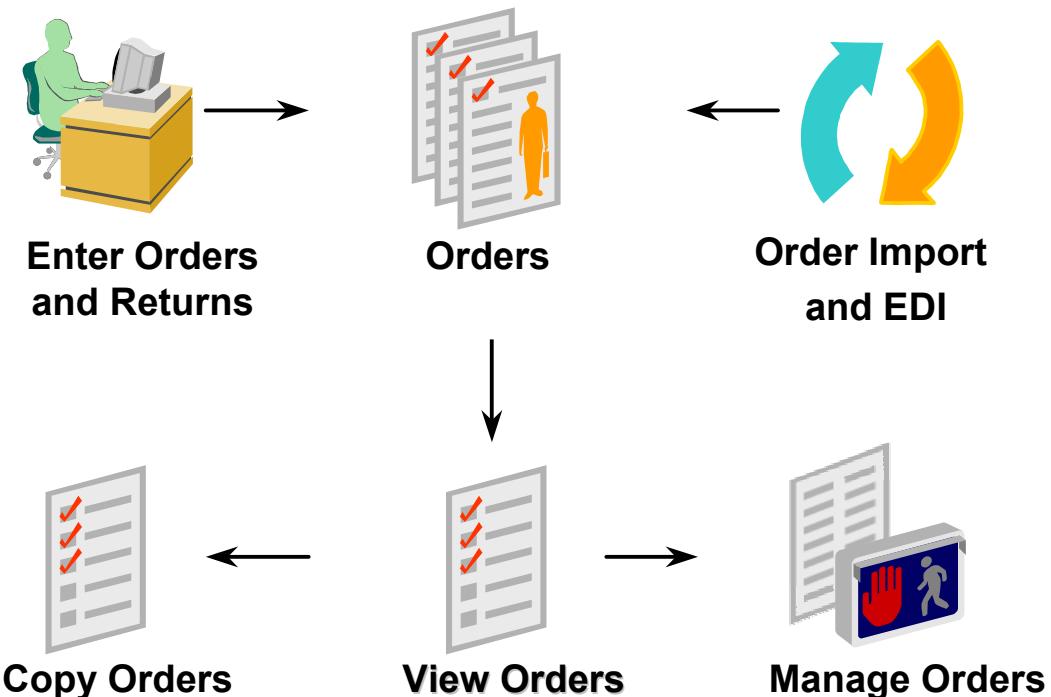
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Overview of Order Management Integration

Order Management receives customer information from the customer master, item information from inventory, the price list from pricing, and may receive orders from many of the applications in the CRM Suite.

Order Management sends reservation and demand information to Inventory, shipping information is pulled into Shipping Execution, and invoices are created in Receivables by running the AutoInvoice program.

Overview of the Order Management Process



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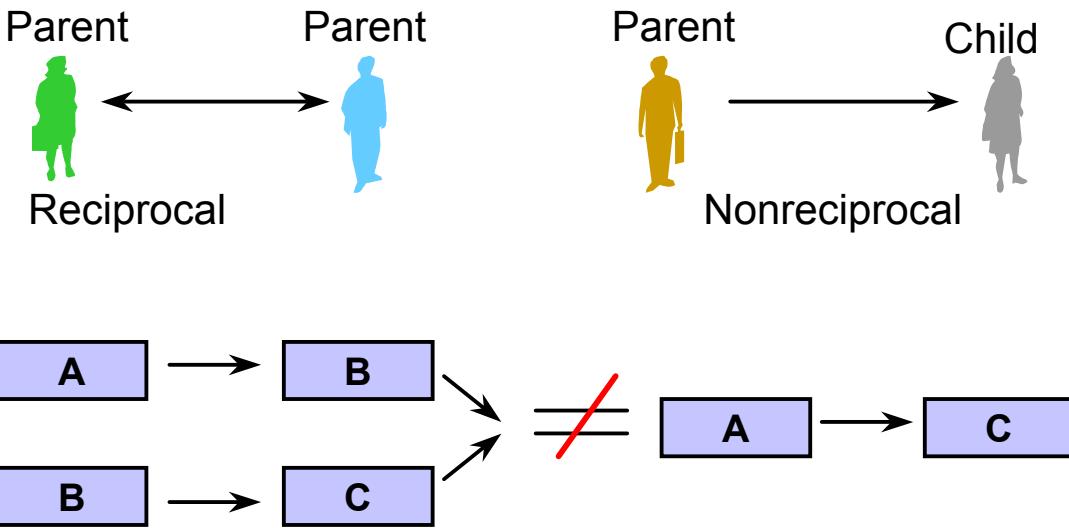
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Overview of the Order Management Process

Orders can be created from a number of different sources. You can create new orders by entering the information or by copying existing orders. You can also bring orders in from EDI, CRM, and other interfaces. From Customer Relationship Management (CRM) for example, you could bring orders from *iService*, *iStore*, *iSupport*, Teleservice, Telesales, and Sales Online.

Once orders are in the system you can manage the orders and order lines by creating copies, entering individual or mass changes, applying holds, removing holds, or performing cancellations.

Overview of Customer Relationships



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Overview of Customer Relationships

Order Management Super User, Vision Operations (USA)

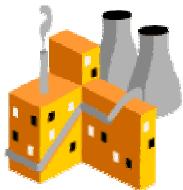
(N) > Customers > Standard > (T) Relationships

Relationships exist between two customers and can be reciprocal or nonreciprocal. They allow the following:

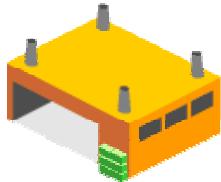
- Sharing of pricing entitlements (Agreements and Commitments)
- Consolidation of business addresses (Selection of a related customer's ship-to address during order entry)
- Payment of related invoices

Relationships are not transitive; If customer A is related to B and B is related to C, A and C are not related. You must build the A to C relationship separately.

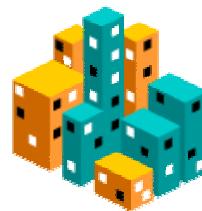
Overview of Inventory Organizations



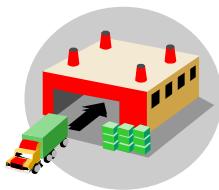
Manufacturing Facility



Warehouse



Branch Office



Receiving



Shipping

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Overview of Inventory Organizations

Organizations can be established for a number of purposes. For example, you could set up manufacturing facilities, warehouses, distribution centers, and branch offices.

The organization must be classified as an inventory organization in order to do transactions, planning, and receiving. You can set as many organizations as needed and limit the organization access by responsibility. A user can change organizations at any time from the Change Organization window.

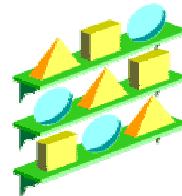
Overview of Inventory Items



Final Product



Components



Supplies

An item can be anything you make, sell, or purchase. It can include various stages of products, such as: final products, supplies for products, or components for products.

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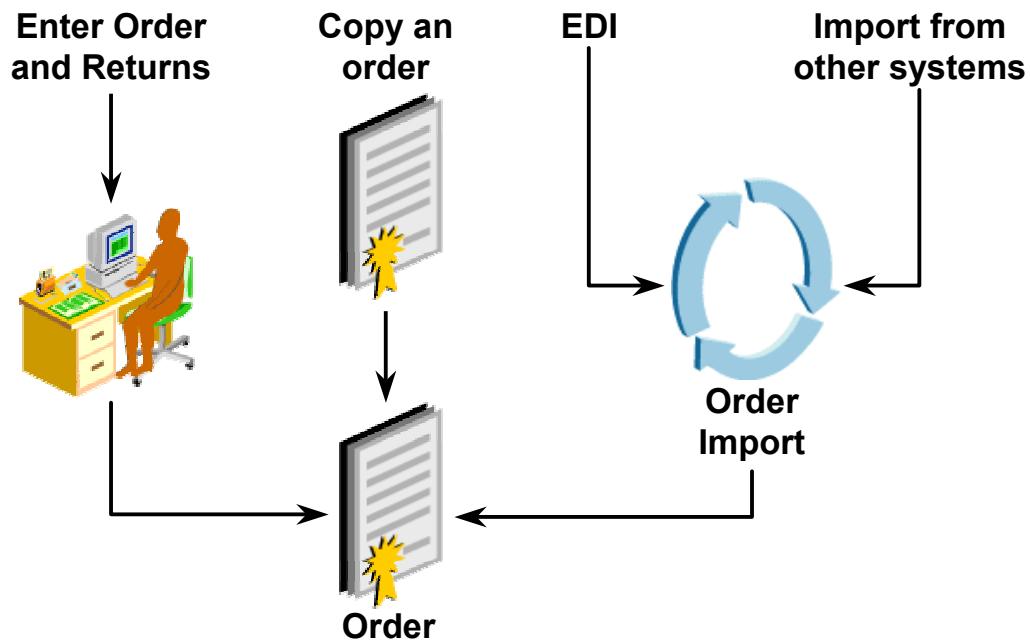
Overview of Inventory Items

Inventory items are used in Order Management when placing orders. The item has attributes which control how it is used. For example, one of the Order Management attributes that can be set is if the item is Orderable. If the item is not set correctly it can not be ordered.

Items can be set in one or more than one organization. Normally, you set the item in a master organization and assign it to other organizations that will use it.

(N) Inventory,Vision Operations > items>Master Items

Overview of Order Entry



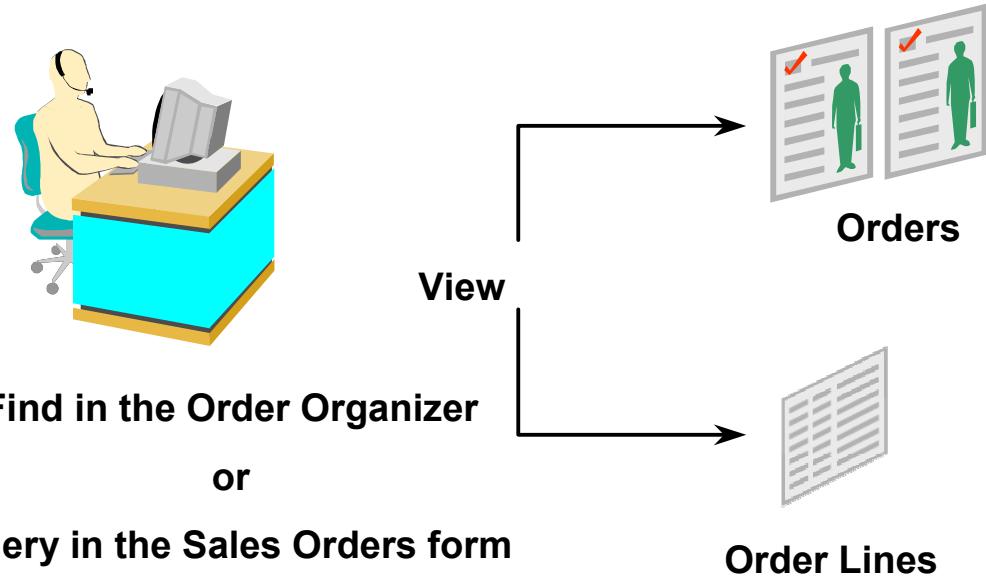
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Overview of Order Entry

- Enter an order manually using the Sales Order forms.
- Create a new order by copying an open, closed or canceled order. Orders created from the copy function can be modified as needed.
- Use Order Import to load orders that come from your EDI transactions, external systems or other Oracle applications such as Internal orders from Purchasing or Material Charge Lines from Service.

Overview of Managing Orders



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Overview of Managing Orders

Once orders are in the system you can view them from different sources. Then you can manage the orders and order lines by applying holds, removing holds, entering individual or mass changes, creating copies, or making cancellations.

Summary

In this module you should have learned how to:

- Explain where Order Management is positioned within the Order to Cash Life Cycle
- Describe the overall Order Management process
- Discuss the key areas in the Order Management process



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3

Enter Orders

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Objectives

After this Lesson, you should be able to do the following:

- Enter Sales Order Header information
- Enter Sales Order Line information
- Discuss Scheduling orders
- Book orders
- Copy an order
- Discuss Drop Shipments and Internal Orders
- Run Order Import
- Identify Key Set Up Elements



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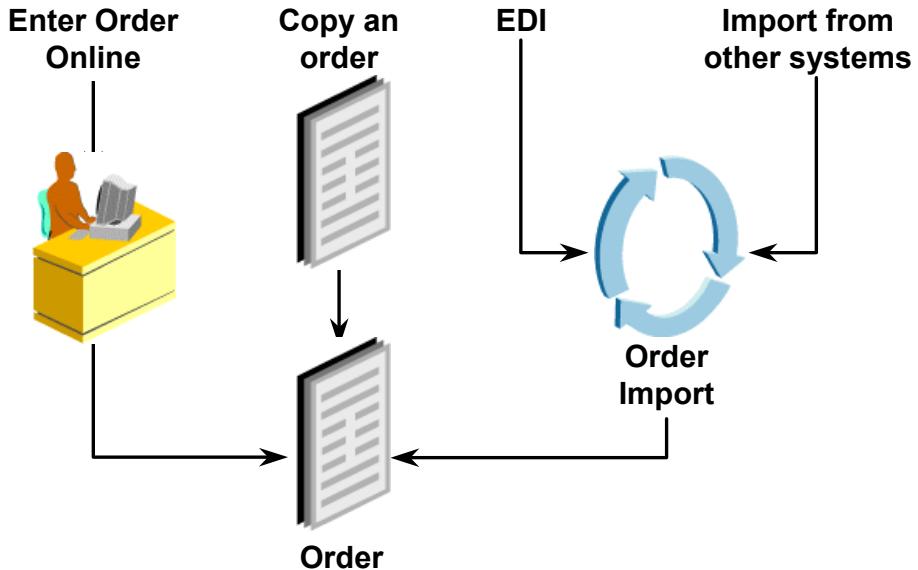
Agenda

- Overview
 - Entering Orders: Header information
 - Entering Orders: Line information
 - Scheduling Orders
 - Booking Orders
 - Copying Orders
 - Understanding Drop Shipments and Internal Orders
 - Importing Orders
 - Setting Up Sales Orders

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Order Creation Methods



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Order Creation Methods

- Enter an order manually using the Sales Order forms.
- Create a new order by copying an open, closed or canceled order. Orders created from the copy function can be modified as needed.
- Use Order Import to load orders that come from your EDI transactions, external systems or other Oracle applications such as Internal orders from Purchasing or Material Charge Lines from Service.

Order Management Workflows

- Controls Order and Line Processing
- PL/SQL based
- Notifications
- Built-in Online/Deferred modes
- Workflow Monitor
- Seeded OM Workflows



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Order Management Workflows

Order Headers and Order Lines have separate Workflows which process the order through it's life cycle. Workflow uses PL/SQL based coding to process orders. There are no limits to the number of custom PL/SQL functions you can define to support your business processes.

Workflow Notifications indicate to a user when a manual activity, such as an approval needs to be performed. Notifications can be received in the form of an email or a web page. Notifications can stop the process of an Order or Order Line until the Notification has been responded to.

Workflow has a Built-in online/deferred mode with a user-definable threshold. Activities that use a lot of system resources can be given a higher cost threshold. High cost activities are automatically deferred to the Workflow Background Engine. You can set up the background engine to run a periodic intervals to process deferred activities.

Order Management makes use of the Workflow Monitor. The Monitor is a tool that allows you to graphically monitor a flow's progress.

Order Management has seeded order processing workflows that correspond to common business flows at both the header and line levels.

Order Management Workflows (continued)

The list of workflow process used in order management

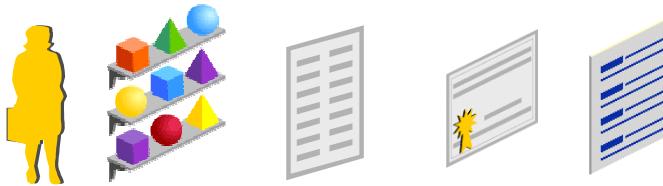
- Change Order Process
- Line Flow - ATO Item
- Line Flow - ATO Model
- Line Flow - Configuration
- Line Flow - Configuration with Authorize to Ship (RLM)
- Line Flow - Generic
- Line Flow - Generic with Authorize to Ship (RLM)
- Line Flow - Generic with Header Level Invoice Interface
- Line Flow - Generic, With Export Compliance
- Line Flow - Generic, Bill Only
- Line Flow - Generic, Bill Only with Inventory Interface
- Line Flow - Generic, Ship Only
- Line Flow - Generic, with Repricing at Fulfillment
- Line Flow - Return for Credit Only, page 4-43
- Line Flow - Return for Credit Only with Approval
- Line Flow - Return for Credit with Receipt
- Line Flow - Return for Credit with Receipt and Approval
- Line Flow - Standard Service
- Order Flow - Generic
- Order Flow - Generic with Header Level Invoice Interface
- Order Flow - Return with Approval
- Blanket Flow - Generic

Defaulting Rules

- Default Customer's preferences
- Speed Data Entry
- Reduce errors
- Identify Sources
- Specify priority
- Override Defaulted Values

Default Sources:

Customer Data	Item Data	Order Type	Agreement	Price List	Other
---------------	-----------	------------	-----------	------------	-------



- PL/SQL
- Profile Options
- Constant value

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Defaulting Rules

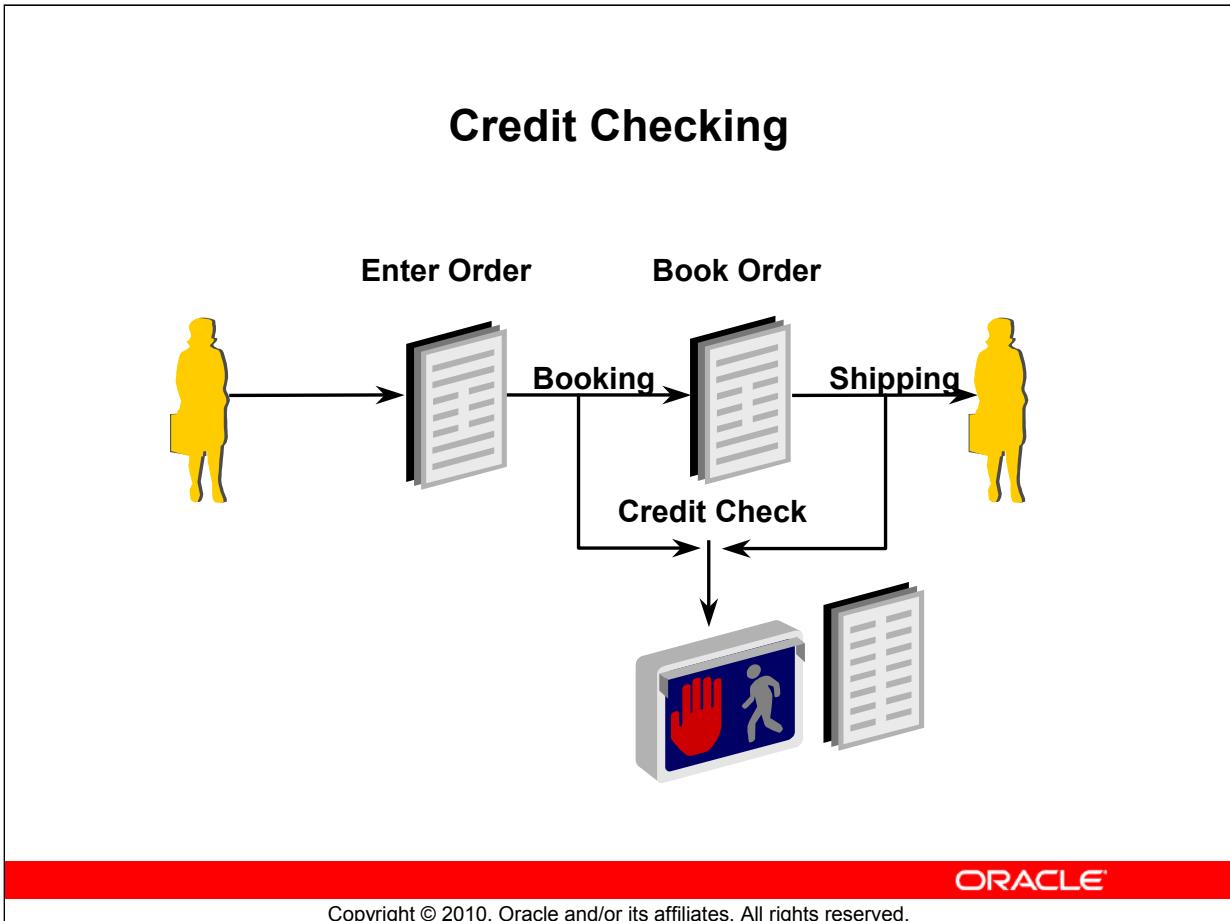
Use Defaulting Rules to populate the Sales Order with your customer's preferences such as freight carrier and contacts. Speed data entry by defaulting standard information such as payment terms, price list and salesperson. This will also reduce data entry errors.

You can create a set of Defaulting Rules for each entity on the Sales Order form. Values can be pulled from various sources such as the customer's records, item records, and price lists or from a Profile Option or PL/SQL code. Prioritize your Default sources by sequencing them. The defaulting process stops as soon as a Value is found.

Values are only defaulted when a record is added. Defaulted values can be overridden if the change does not violate your business procedures.

You can create Defaulting Condition templates which define the exception criteria to allow the system to automatically default values from various sources under different circumstances.

(N) Order Management Super User >setup>Rules>Defaulting



Credit Checking

Order Management can perform Credit Checking when the Order is booked, when it is released to shipping or both. The Order's transaction type dictates when credit checking will occur and what Credit Check rule will be used.

Use Profile Classes to set Credit Limits by currency and to activate/inactivate credit checking. The Customer's Profile classes are associated with their Bill-to addresses.

Use Payment Terms on your sales order to override credit checking. Example: Payment terms of Cash will not perform a credit check. Orders failing credit check go on a automatic Credit Check Hold.

Credit Check Holds can be removed manually by an authorized responsibility. Or they can be removed automatically by the picking program, if the customer's AR balance has been reduced or if their credit limits have been increased. A Credit Check Hold can be automatically released or applied from the Sales Order form if any of the following fields are undated on a booked order; price list, order quantity, payment terms, or ship date.

Agenda

- Overview
- Entering Orders: Header information
- Entering Orders: Line information
- Scheduling Orders
- Booking Orders
- Copying Orders
- Understanding Drop Shipments and Internal Orders
- Importing Orders
- Setting Up Sales Orders

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Order Header



- **Performs Two Major Functions**
- **Holds the Order open until all Lines have Closed**
- **Acts as the Primary source for Order Line Defaulting**

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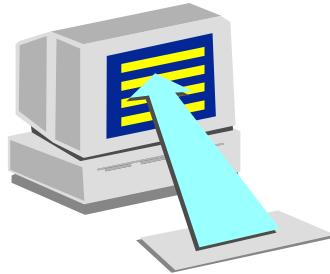
Order Header

Most of the Order Header attributes are available at the line level so the Header primarily serves as a holding device to keep the Sales Order open until all the lines have been closed or canceled. The Order Header is the primary defaulting source for new order lines.

Order Header fields can be defaulted from a variety of sources, such as the Customer records, an agreement or a price list.

Since only a minimum of the Header information is mandatory you are able to enter and save an order very quickly.

Order Transaction Type



- Controls Header Functionality

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Order Transaction Type

The Order Transaction Type controls which Order Level Workflow will be executed when the Order is saved.

The Order Type Controls:

- The Order Numbering Sequence.
- When credit checking will occur and what rule will be used.
- Whether a customer purchase order number is required.
- Whether an Agreement is required.
- The level of scheduling is allowed at the header level. Example: ATP, Demand, or Reservations.
- Whether the Order can have only outbound (Order), only inbound (Returns) or both (Mixed).

Entering Header Customer Information



• Customer Name

• Ship-to Address

• Bill-to Address



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Entering Header Customer Information

Order Management Super User, Vision Operations (USA)

(N) Orders, Returns > Sales Orders (T) Order Information (T) Main

The Customer must already exist in the Customer Master. Only the Customer's primary Ship-to and Bill-to Addresses will default.

Many of the Sales Order fields can be defaulted from either the Ship-to or Bill-to records. This enables you to be very flexible with your order requirements. Example: Order Type, Tax code, Salesperson, Shipping Method.

Using the Tools menu, you can add new Customer information. This is controlled by the profile option, OM: Add Customer.

Entering Header Pricing Information



- **Price List**

- **Currency**

- **Salesperson**

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Entering Header Pricing Information

Order Management Super User, Vision Operations (USA)

(N) Orders, Returns > Sales Orders (T) Order Information (T) Main

The Main tab of the Order Header contains information that groups the sales order lines together. Specifically who has ordered the goods – the Sold To customer (identified by the field Customer) is listed here. Also we find information related to the basics for where products and services should be shipped, along with how we will determine pricing for the order. Finally, how the order can be processed is identified by the Transaction, or Order Type.

Every order must have a valid Price List. All items/unit of measure combinations you wish to order must exist either on the Price List from the Sales Order Header or one of its related price lists. This topic is discussed in the lesson on Pricing.

Entering Header Pricing Information (continued)

You are able to enter orders in any Currency that has been defined for your Set of Books. One restriction is the Price List currency and the Order currency must be the same. Only one Currency is allowed per sales Order. You are able to set up credit limits by Currency for each of your Profile Classes. The Customer's Invoice uses the same currency as the Sales Order. If the sales order and thus the Receivables invoice is in a currency other than the functional currency for your Set of Books, the value is converted to the functional currency when posted to General Ledger from Receivables.

By default, the Salesperson entered on the Order Header receives 100% of the revenue generating Sales Credits for the Order.

Entering Additional Header Information

2/10 Net 30



- **Payment Terms**
- **Warehouse**
- **Shipping Method**
- **Freight Terms**
- **FOB**
- **Shipment Priority**
- **Shipping Instructions**
- **Packing Instructions**
- **Payment Type Credit Card**

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Entering Additional Header Information

Order Management Super User, Vision Operations (USA)

(N) Orders, Returns > Sales Orders (T) Order Information (T) Others

The Others tab of the Order Header contains additional information regarding how the sales order should be handled. The fields in this tab focus on our interactions with the customer from shipping instructions to payment information.

Payment Terms, Freight Terms and Free On Board (FOB) are agreed upon by you and your customer and should be defaulted from the customer's records to assure customer satisfaction.

Warehouse is the Shipping Organization (where the order will be filled). The Shipping Method is the carrier the customer prefers.

If Shipping or Packing instructions are applicable across all lines enter them at the Header level. Like other information entered at the header level these values can be overridden at the Line Level.

Payment Type: Credit Card integrates with iPayment to obtain authorization. You can mask sensitive credit card data. Payment capture for credit card orders occurs in Receivables.

Applying Sales Credits



Order

Order Level	Sales Credit Type	Apply
Jane Smith	Revenue	50%
John Davis	Revenue	50%
Terry Johnson	Non-revenue	25%



Order Line

Line Level	Sales Credit Type	Apply
Laura Lee	Revenue	100%

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Applying Sales Credits

Order Management Super User, Vision Operations (USA)

(N) Orders, Returns > Sales Orders (B) Actions > Sales Credits

Apply Sales Credits for an Order, Line, Split line or Return. If your cursor is on the order header when you select the Action button, you will split order level credits. If your cursor is on a line, then you will split line level credits.

Revenue Sales Credits must equal 100%.

If CRM Incentive Compensation is installed, the Sales Credit information will pass to that module for use in calculating Sales Compensation. Otherwise, the Sales Credit information will be a reference.

Non Revenue Sales Credits can be applied at 100% or less.

Line Level Sales Credits override the Sales Credits entered on the Header.

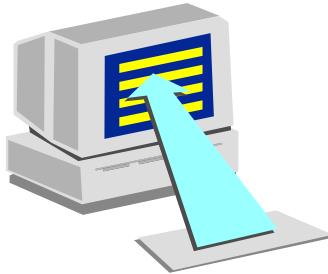
Agenda

- Overview
- Entering Orders: Header information
- **Entering Orders: Line information**
- Scheduling Orders
- Booking Orders
- Copying Orders
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Line Transaction Type



- Controls Line Functionality

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Line Transaction Type

The Line Transaction Type controls which Line Level Workflow will be executed when the Line is saved.

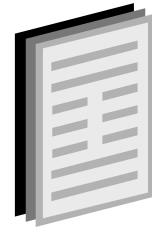
The Line Type controls the level of scheduling allowed on the Line. Example: ATP, Demand, or Reservations.

The Line Type is restricted to those that have been linked to the Order Type used on the Order Header.

The Line Type is defaulted from the Header's Order Type. If the line quantity is positive the Line Type will default as an Order Line type. If the line quantity is negative the Line Type will default as a Return Line Type.

Line Statuses

- Entered
- Booked
- Awaiting Shipping
- Picked
- Shipped
- Invoiced
- Closed



Order Line

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Line Statuses

Line Statuses on a order:

- The Line Status is maintained by the Line's Workflow.
- Entered is the defaulted value of a new Order Line.
- Booked means your order has been completely entered. Booking your order allows the Header and Lines to advance to their next Workflow Activity.
- Awaiting Shipping means your order has gone through the workflow activities Schedule-Line and Create Supply - Line and is now ready to be released for shipping on it's Schedule Ship Date.
- Picked means the inventory has been moved to a staging area.
- Shipped means the Line's delivery has been Ship Confirmed.
- Invoiced means the Line has been passed to Receivables.
- Closed means the Line has been completely fulfilled.

Entering Line Information



- **Line Number Intelligence**
1.1.1.1.1



- **Ordered Item**



- **Item Quantity**



- **Item Unit of Measure (UOM)**

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Entering Line Information

Order Management Super User, Vision Operations (USA)

(N) Orders, Returns > Sales Orders (T) Line Information (T) Main

The Line Number has a quintuplet format, 1.1.1.1.1 to identify the Line, Shipment, Option, Component, and Service Lines.

The Ordered Item can be an Internal Item Number, a Customer's Item Number, or a Cross Reference Item Number. The Internal Item must be on a Price List. Price List verification is based on the item number and unit of measure.

The Internal Item's attribute, Customers Orders Enabled, must be selected.

The Item Quantity is the Open quantity opposed to the original ordered quantity. Quantities can be whole numbers or decimals. The term open quantity refers to the last amount that Order Management has been directed to transact. For example. On a sales order the original ordered quantity is 7, the customer calls and increases their order to 10. You will only see 10 on the line, not the original value of 7. Also if the original ordered quantity was 7, but the customer called and cancelled 2, you would only see 5 in the item quantity field. This field is not affected by shipment activities, merely cancellations and increases in quantity.

Entering Line Information

You can order in any Unit of Measure that displays in the List of values, provided that item is priced via the selected unit of measure. If you select a combination of item and unit of measure that has not been defined for the price list, you will receive a pop-up window indicating this issue.

Entering Line Pricing Information



- Price List
- Calculate Price Flag
- Pricing Agreement
- Pricing Date
- Tax Amount

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Entering Line Pricing Information

Order Management Super User, Vision Operations (USA)

(N) Orders, Returns > Sales Orders (T) Line Information (T) Pricing

The combination of Internal Item Number and Unit of Measure must be on a Price List. The Pricing Engine uses the Price List Price for the Unit Price.

The Calculate Price Flag is used by the Pricing engine.

- Calculate Price is the default and means the Pricing Engine will apply qualified discounts to the Price list price in order to calculate the Selling Price. It also means any qualified Freight Charges and Special Handling charges will be applied to the Order Line.
- Freeze Price means the Pricing Engine will use the Price List Price as the Selling Price. No modifiers of any type (discounts, freight charges or special handling) will be applied to the Order line.
- Partial Price means the Pricing Engine will use the Price List Price as the Selling Price (no discounts) but it will apply any qualified Freight and Special Handling charges.

Entering Line Pricing Information

Pricing Agreements can be the source of the Line Price List or it could be the source of an automatic pricing adjustment.

The Price Date allows you to re-price the Order Line based on different dates until the Line is invoiced.

The Tax Amount is not included in the line's extended price. The tax amount is considered an estimated tax until interfaced to Receivables. Use the Action menu to View Tax Details or Calculate Tax.

Line Pricing Fields

- Unit Price / Unit Selling Price
- Extended Price / Line Total
- List Price



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Line Pricing Fields

The Unit Price is calculated by adjusting the price list price with any qualifying modifiers (discounts and surcharges).

The Unit Selling Price and the Unit Price hold the same value. The Unit Price is displayed in the Line's Main tab region, upon opening the order line. The Unit Selling Price is displayed in the Pricing tab region.

The Extended Price and the Line Total hold the same value which is the Unit Price times the line quantity. The Line Total is displayed upon opening the record and stays visible, regardless of what tab you are on. The Extended Price is displayed in the Pricing tab.

Use the Action menu to Reprice the line if the price on the Price List changed or if new Modifiers have been established that may apply to your order line.

Line Date Fields

- Request Date
- Promise Date
- Schedule Ship Date
- Schedule Arrival Date



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Line Date Fields

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(N) Orders, Returns > Sales Orders (T) Line Information (T) Shipping

There are multiple dates within the Sales Order form. The fields for Line Date are:

- The Request Date is the date your customer wants the line to ship.
- The Promise Date is the date you have promised your customer you will ship.
- The Schedule Ship Date is the date demand is placed against inventory.
- The Schedule Arrival Date is the date the material is scheduled to arrive at the customer's Ship to location.
- The Schedule Ship dates and the Scheduled Arrival dates are populated by the Schedule - Line workflow activity.
- The Schedule Ship dates and the Schedules arrival date are displayed two times. Once in the Main region and again in the Shipping region.
- Modify your Schedule Ship date to reschedule line, as needed.

Entering Line Shipping Information



• **Warehouse**



• **Ship Method**



• **Shipment Priority**

• **Line Source Type**

Internal External



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Entering Line Shipping Information

The Warehouse represents the Inventory Organization that will be filling the Order Line.

Ship Method is the suggested carrier. The Ship Method can be used as part of the Pick Release selection criteria.

Shipment Priority codes are user defined and can be used as part of the Pick Release selection criteria.

The Line Source Type indicates from where the sales order line will be filled, either internally or externally.

- Internal - the Order Line will be filled internally from the line warehouse.
- External - the Order Line will be filled directly from your Suppliers site. For more information about External Sourcing please see the Advanced Topic on Order Management Drop Shipments.

Entering Line Sets

- Three Line groupings are available
 - Ship sets
 - Arrival sets
 - Fulfillment sets
- Automatically put Lines into Sets.
- Shipping can break Sets.



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Entering Line Sets

When entering Line Sets: Use the Right Mouse Click menu to create and maintain Line Sets. Line Set names can be alpha/numeric. Set the Header Line Set to Arrival or Ship, to automatically put lines into sets. At Ship confirmation you are informed if you are breaking a Set.

Ship Sets

Group all the lines your customer requests to be shipped at the same time from the same warehouse on the same date.

Arrival Sets

Group all the lines your customer wishes to arrive at their Ship-To location at the same time. These can come from different warehouses. Arrival Sets which are shipping from across your supply chain need Oracle's Advanced Planning application to coordinate.

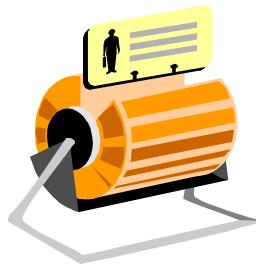
Entering Line Sets (continued)

Fulfillment Sets

Group all the lines the customer would like invoiced at the same time. The fulfillment set enables non shippable lines to wait until their associated shippable lines have been ship confirmed before passing them for Invoicing. An Order Line can belong to multiple Fulfillment Sets. Fulfillment is controlled by the Line workflow. The final determination as to whether the lines will appear on the same invoice is determined by the grouping rules associated with the customer record.

Entering Line Addresses

**Order Management Supports
Multiple Bill-to and Ship-to Addresses**



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Entering Line Addresses

Each Sales Order line or line spit can have a different Bill-to or Ship-to Address.

Customer relationships can be established to allow the sharing of bill-to and ship-to addresses across your Customer base.

Entering Return Information

- Copy original Sales Order and Change the Order Type to a Return Type
- Manually Enter a Return and Optionally Reference:
 - Sales Order Number
 - Invoice Number
 - Customer's Purchase Order Number
 - Item's Serial Number
- Seeded Return workflows handle:
 - Return with Receipt, and Credit
 - Return with Receipt, No Credit
 - Credit Only, No Receipt
 - Approval Required
- Returns can be initiated from your CRM modules
- Optionally Inspect Returns prior to issuing Credit



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Entering Return Information

If your customer requests to return their whole Sales Order use the Action menu to Copy the original Order and change the Order Type to a Return Type.

Manually enter a Return and optionally reference the original Sales Order, an Invoice Number, their PO number or the Item's Serial Number. Referencing the Return line allows the defaulting process to default many of the line fields, such as item number, item quantity, selling price and Invoice Number.

The Credit Amount for Return Lines that do not have a reference will be applied On Account.

Seeded Return Workflows are provided to meet common return business processes.

Returns can be initiate in the Customer Support or Service modules.

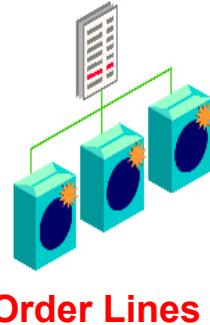
Item attributes that are checked are Returnable and Inspection Required.

You can allows both Inbound and Outbound lines on the same Order to accommodate Advanced Replacement requirements.

Use the Action - Additional Information menu to see Return data.

Splitting Order Lines

- Multiple Shipment Dates
- Multiple Ship to Locations
- Multiple Ship from Warehouses



Order Lines

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Splitting Order Lines

Use the Action button to Split the Order Line. Each Split of a line can progress independently.

Except for a few fields such as the item number and Line Type each split of a line can have it's own field values.

Agenda

- Overview
- Entering Orders: Header information
- Entering Orders: Line information
- **Scheduling Orders**
- Booking Orders
- Copying Orders
- Understanding Drop Shipments and Internal Orders
- Importing Orders
- Setting Up Sales Orders

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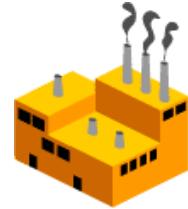
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Scheduling - Available to Promise



Order Clerk

- Check ATP using the Availability Button



Inventory

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Scheduling - Available to Promise

Click on the Availability button to see if you have enough inventory to meet the sales order demand.

The ATP Rule, item attribute, that is associated with the line item, is used to calculate inventory that will be available by the Schedule Ship Date.

If there isn't an ATP Rule associated with the item, the system will use the Shipping Warehouse's default ATP Rule from it's Parameters record.

If there isn't enough inventory to cover the demand the ATP rule uses the item's lead time to calculate the ATP Date (the date when you could fill the order). The lead time that will be used is based on the ATP Rule's Infinite Supply time fence.

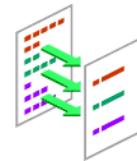
ATP returns a Group Date, representing the component with the longest lead time, for an Assemble to Order, Pick to Order Model or PTO Kit if the Item's attribute Ship Model Complete is set to yes. It also returns a Group ATP date for Ship Sets and Arrival Sets.

Scheduling - Schedule



Order Clerk

- **Place Demand
(Schedule)**



Inventory

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Scheduling - Schedule

An Ordered Item's attribute OE Transactable must be set to yes to enable demanding inventory.

What does scheduling do?

- Sets the Order Line's Ship and Arrival schedule dates.
- Passes the demand to Inventory. The Sales order demand consumes the item's forecast.
- It can place a Reservation if the Order's Scheduled Ship Date is within the value entered for the OM: Reservation Time Fence profile option.
- It calculates the delivery lead time and ship method (if you have set up Inter-Location Transit Times).

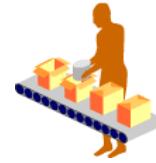
You can prevent over demanding by setting the item's attribute Check ATP. When this item attribute's value is Material or Material & Resources, Scheduling will not place demand unless there is enough available inventory.

Scheduling - Reserve



- Place Reservation

Order Clerk



Inventory

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Scheduling - Reserve

The Ordered Item's attribute Reservable must be set to yes.

Reserving inventory assures that the quantity will be available when the Order Line is Released for shipping.

The Item's Reservation is removed when inventory is decremented for the shipped quantities or if the order line is canceled.

Scheduling Options

On-Line at Sales Order Entry

- Auto Scheduling
- Using Tools Menu or right mouse click to select Schedule, Unschedule, Reserve, or Unreserve

Workflow Process

- Schedule-Line
- Create Supply-Line Process

Concurrent Program

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Scheduling Options

Order Management uses the Profile option OM: Auto Schedule. When it is set to yes all scheduling activities are executed on-line from the Order Line including the automatic pop of the Availability window.

Use the Availability button to manually Check ATP.

Use the Tools - Schedule menu to manually Schedule or Reserve your order line.

Scheduling occurs in the Workflow Process Schedule - Line for standard items and Create Supply-Line Process for a Configured Item.

The Order Type and the Line Type need to have the field Scheduling Level set to allow scheduling actions.

Optionally have Scheduling running in the background as a Concurrent Request.

The OM: Schedule Orders on Hold Profile Option is used by the Scheduling function.

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Booking Orders



- Only valid orders will be Booked



- Booking allows the Header and Lines to proceed to their next workflow activity



- All Booked Order updates, inserts and cancellations must pass your Processing Constraints
- A Quantity History record is kept for all quantity decreases

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Booking Orders

Booking affects both the Header and Lines. Orders are only booked once. Changes to a booked order do not require it to be re-booked.

Once booked, Processing Constraints control updates to all Order Entities: Header, Lines, Sales Credits, Price Adjustments.

Processing Constraints also control which Responsibilities will be allowed to make changes to a Sales Order/Line.

Quantity decreases are the only changes which are tracked.

Agenda

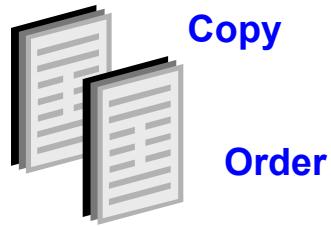
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Copying Orders

- Speed data entry
- Correct errors
- Create Returns
- Copy whole Order or selected Lines Optionally Reprice the Copy
- Must pass your Processing Constraints



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Copying Orders

Reasons to copy orders:

- A customer calls and orders the same items as on a previous Sales Order, use the Copy window to quickly create a new order.
- Your Order Clerk enters incorrect data, such as the Order Type, use the Copy window to create a new sales order, then modify as needed.
- Your customer calls and tells you they are returning a whole Order find that order number and use the Copy window to quickly create a Return Order.

Copy functionality:

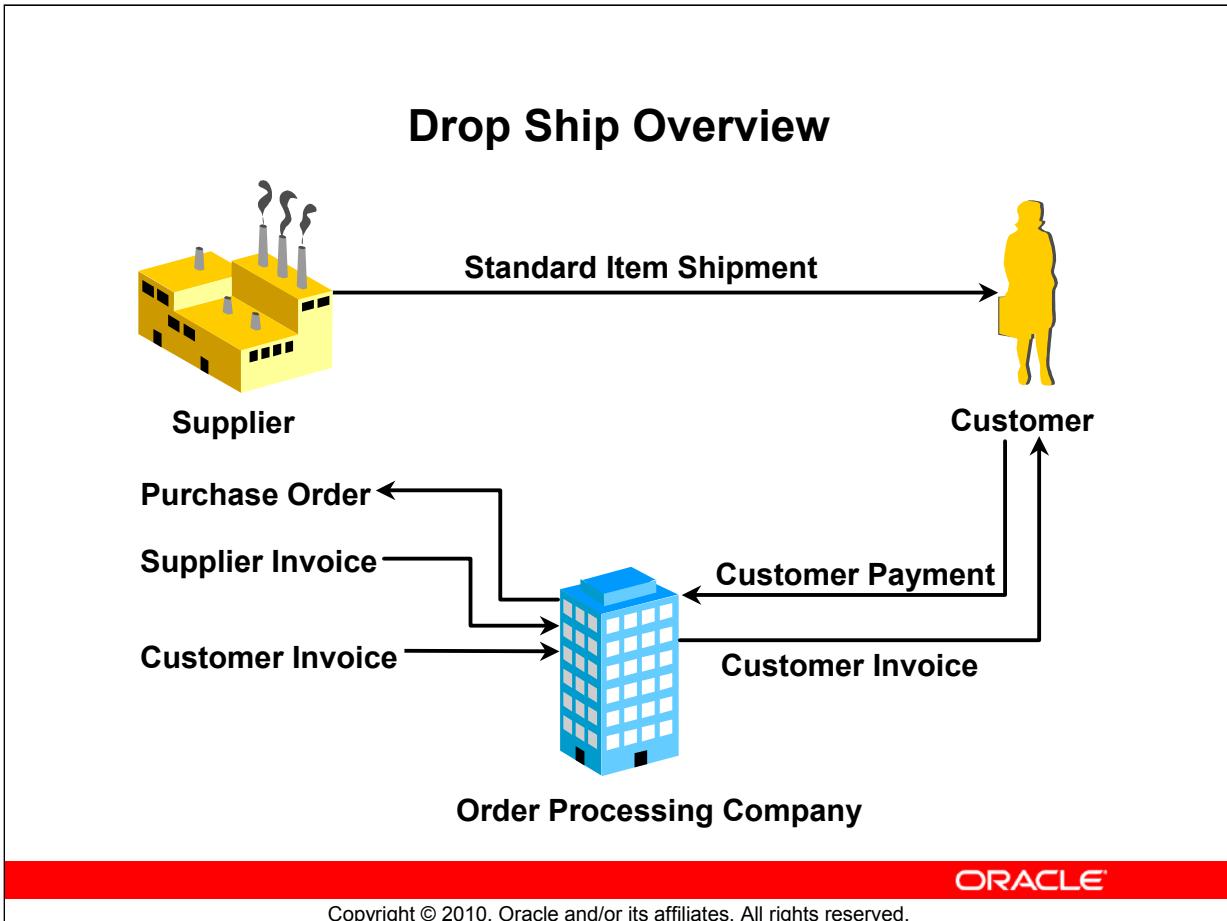
- Use the Action menu to access the Copy window
- The copy function must pass all processing constraints.
- Copy options:
 - Change the Order or Line Type for the Copy.
 - Copy at the original selling price or re-price as of a given date
 - Copy selected lines to an existing order.

Agenda

- Overview
- Entering Orders: Header information
- Entering Orders: Line information
- Scheduling Orders
- Booking Orders
- Copying Orders
- Understanding Drop Shipments and Internal Orders
- Importing Orders
- Setting Up Sales Orders

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Drop Ship Overview

Drop Ship Order Lines ship directly from your supplier to your customer.

Order Management creates the Purchase Requisition and passes it to Purchasing. The Purchase Order is created from the requisition. The Approved Purchase Order is released to your Supplier.

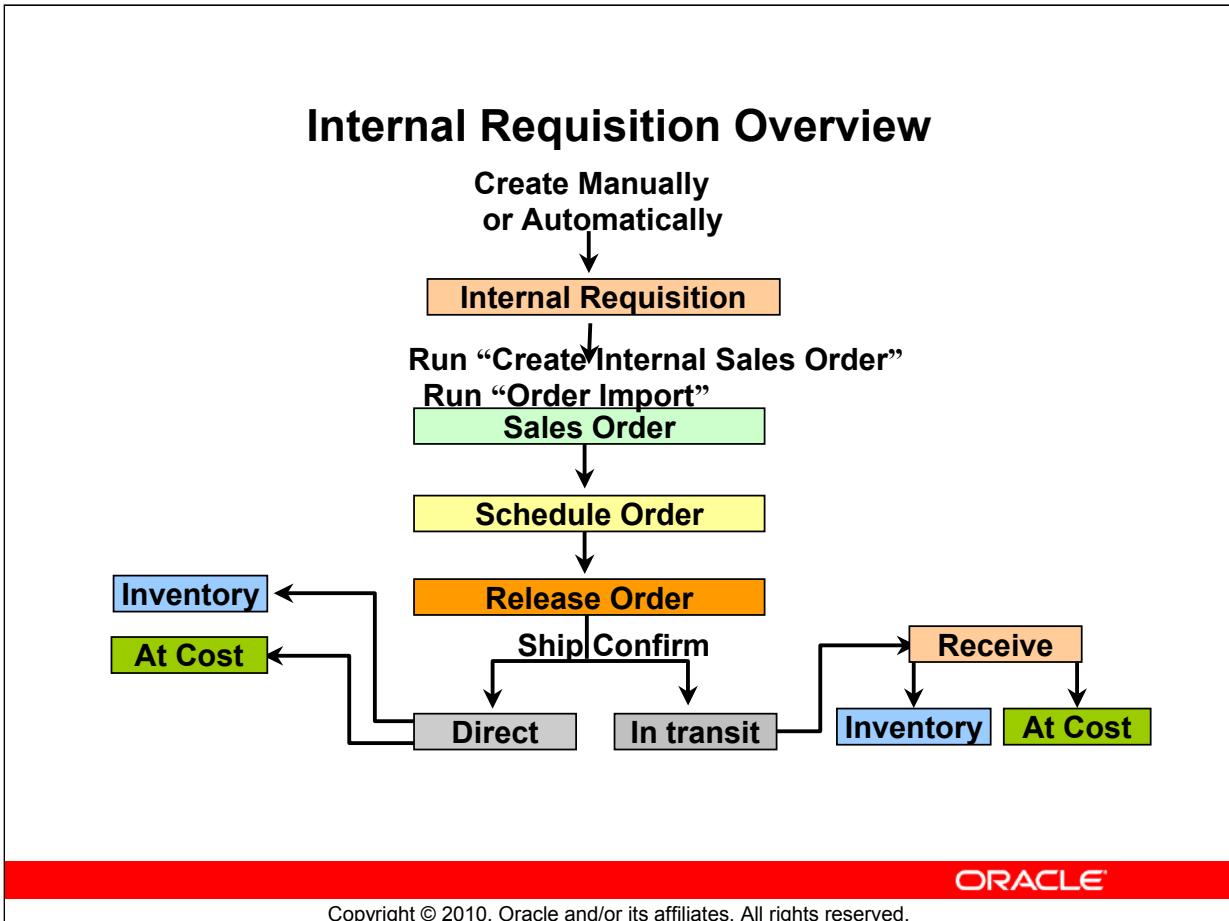
Purchasing receives an ASN (Advance Shipping Notice) when the supplier fills the order.

Purchasing performs a Receiving transaction which will post to the general ledger, creating an accounts payable transaction.

An automatic interface creates a Shipping transaction which updates the Order line with shipped data. This allows the Order to proceed to the workflow activity Invoicing. The Invoice Revenue account will be posted to the general ledger creating an accounts receivable transaction.

After you create the Purchase Requisition any changes made to the Drop Ship Sales Order will appear on the Order Discrepancy Report.

It is the responsibility of the Purchasing department to notify the Supplier if an Order changes.



Internal Requisition Overview

The purpose of an Internal requisition is to transfer inventory from one Organization to another. When using Internal requisitions:

- The Item must be Purchasable and must be enabled both in the Requesting Organization and the Shipping Organization.
- An Internal requisition may be used as an exception to a shortage, or it may be the normal replenishment process. The Requesting Organization's Shipping Network determines whether an Internal Requisition is required or not. The method of transfer and method of receipt will also be defined in the Shipping Network. The Shipping Network can also be used to add on an additional charge (percent or amount) to markup for shipping and handling.
- An Internal Requisition could be created automatically by Inventory's Min/Max Planning or Re-Order Point Planning programs if the shortage Item's Sourcing Type is set to Inventory.
- The Requesting Organization must be set up as a Customer and the Ship-to address must be associated with a Purchasing Location. The Requesting Organization will do an Purchase Receipt to record the receipt of material. This ends the process since all accounting is done at cost.

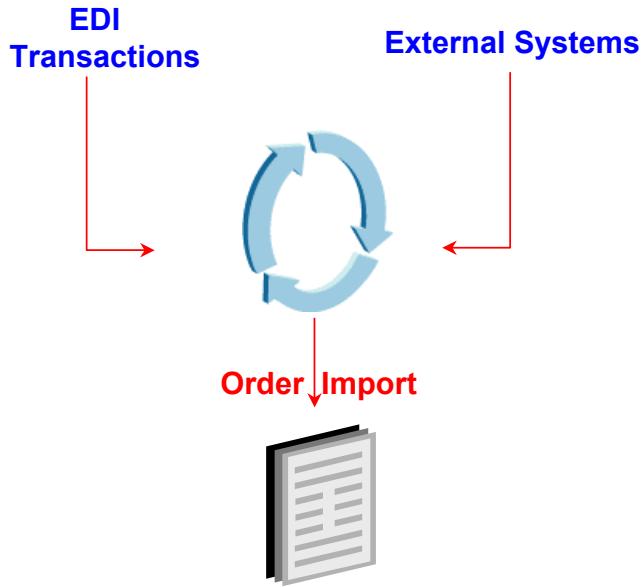
Agenda

- Overview
- Entering Orders: Header information
- Entering Orders: Line information
- Scheduling Orders
- Booking Orders
- Copying Orders
- Understanding Drop Shipments and Internal Orders
- Importing Orders
- Setting Up Sales Orders

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Import Orders Processing



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Import Order Processing

There are two ways other applications can pass Sales Orders to Order Management:

- Use the Order Capture API.
- By passing records through the Orders Interface table.

Running the Import Orders program passes records from the Interface table to the Orders table.

Defaulting Rules and Processing Constraints are used to assure that only valid orders are transferred.

When populating the Orders Interface, Order Management requires a Source be provided for each record. Example: Internal, EDI, External System.

Only sources created in the Order Import Source table will be recognized by the import program.

Orders can be pulled out of the Interface table by Source, enabling you to expedite rush orders.

Agenda

- Overview
- Entering Orders: Header information
- Entering Orders: Line information
- Scheduling Orders
- Booking Orders
- Copying Orders
- Understanding Drop Shipments and Internal Orders
- Importing Orders
- Setting Up Sales Orders

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Required Setup Steps for Entering Orders

The following setup steps are specific to the implementation of entering orders:

- Profile Options
- Parameters
- Invoicing
- Tax
- QuickCodes
- Workflow



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Required Setup Steps for Entering Orders

The following setup steps are specific to the implementation of entering orders:

- Document Sequencing
- Order Import Sources
- OM Transaction Types
- Customers
- Items



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Profile Options

Some key profile options related to Entering Orders:

- OM: Apply Automatic Attachments
- OM: Autoschedule
- OM: Invoice Source
- OM: Invoice Transaction Type
- OM: Item Flexfield
- OM: Source Code
- Sequential Numbering



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Profile Options

System Administrator

(N) Profile > System

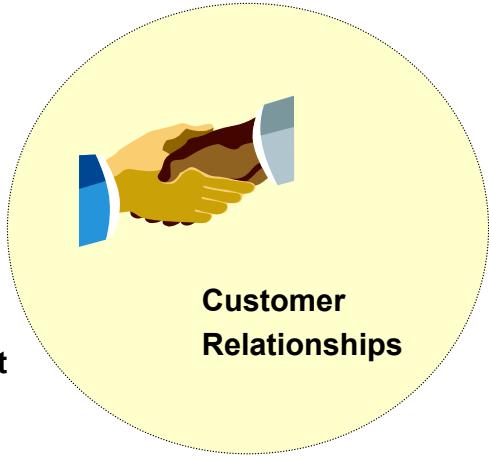
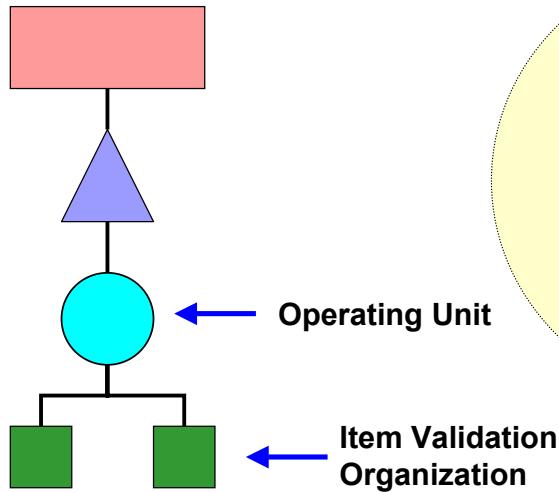
There are a number of Profile Options that will affect entering sales orders.

Some of the key profile options are:

- OM: Apply Automatic Attachments – This profile option determines whether rule-based attachments are applied without user intervention.
- OM: Autoschedule – This profile determines the default setting of the use of autoscheduling. There is no default value. If set to Yes, the order lines are automatically scheduled.
- OM: Invoice Source – This value is transferred if the value for your transaction type is null.
- OM: Invoice Transaction Type – This value is transferred if the value for your transaction type is null.

- **OM: Item Flexfield** – This required profile option determines the structure of the System Items flexfield used by Order Management. This structure should be the same across all applications in the same database.
- **OM: Source Code** – This required profile option defaults the value ORDER ENTRY and identifies the source code that Order Management passes to Inventory during scheduling. The source code should be defined as the third segment of the Sales Order Transaction Flexfield to guarantee that each transaction is unique.
- **Sequential Numbering** – This required profile option affects how sequential number is triggered within the E-Business Suite. The Order to Cash process uses Document Sequencing for Order Management document numbering.

Parameters



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Parameters

Order Management Super User, Vision Operations (USA)

(N) Setup > Parameters

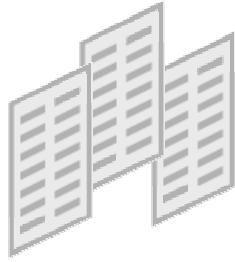
The parameters window in Order Management identifies:

- Operating Unit – The operating unit can provide additional defaulting information for processing orders and returns if certain order information is not entered.
- Item Validation Organization – indicates the inventory organization against which items are validated. Typically this value is the Item Master Organization for the implementation.
- Customer Relationships – enables the sharing of Ship To and Bill To locations between related customers. If this check box is not selected, you can only select Ship To and Bill To locations for an order that belong to the Customer sold to on the order.

Steps Related to Invoicing

Some set up steps affect invoicing, but are used within the enter orders process:

- Payment Terms
- AR Transaction Types
- Invoice Rules
- Invoice Batch Sources

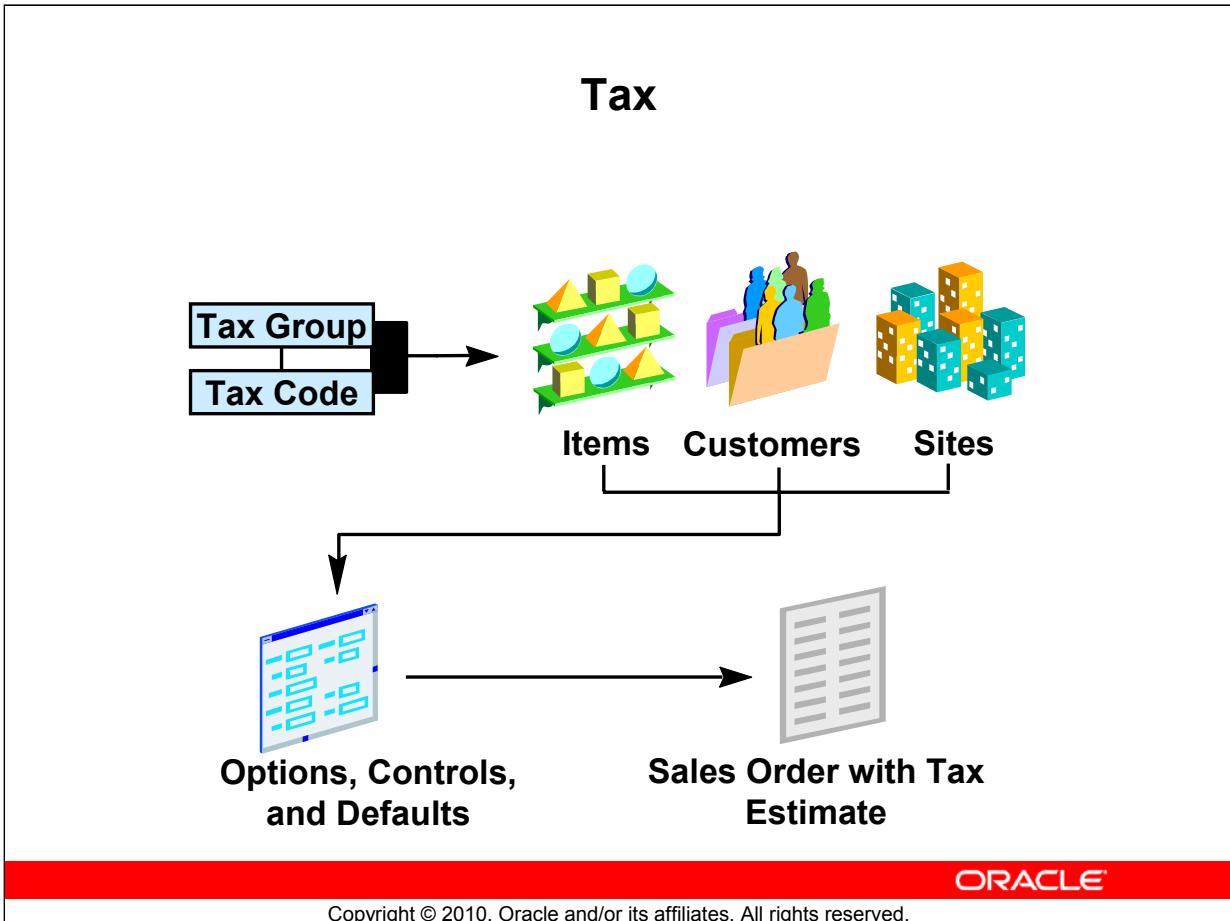


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Steps Related to Invoicing

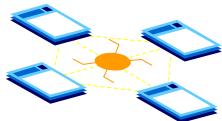
Payment Terms, AR Transaction Types, Invoice Rules and Invoice Batch Sources are all used during the order entry process and therefore must be considered during implementation of Entering Orders. However, for the purposes of this course, these topics are addressed in the lesson *Implement Customer Invoicing*.



Tax

Tax is an important part of the entering orders implementation. In this Order to Cash course please refer to the *Tax Accounting Overview* lesson and the *Advanced Topic: Global Taxes in Order to Cash*.

Quick Codes



Sales Channel



Freight Terms



Shipment Priority

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Quick Codes

Order Management Super User, Vision Operations (USA)

(N) Setup > Quick Codes > Order Management

You can create lookup codes for Order Management. QuickCode types that you can define include:

- Cancellation Codes
- Credit Cards
- Freight Terms
- Hold Types
- Note Usage Formats
- Release Reasons
- Sales Channels
- Shipment Priorities

You can create as many quickcodes as you require. You can also deactivate quickcodes.

Workflow



- Workflow allows Order Management to process different types of orders.
- This allows the order to travel from entry to fulfillment

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Workflow

Order Management enables you to model your organization's processes in terms of generic order processes. When defining a new workflow, you can start with the basic activities of order processing. You can model your business processes by copying and editing seeded processes or model your business processes by using seeded and custom activities as components.

Required set ups include evaluating the delivered order level and line level flows. As a part of this process you may need to define additional process flows or add customer specific workflow packages (PL/SQL).

Document Sequencing



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Document Sequencing

Order Management utilizes AOL Document Sequence functionality for order numbering. You can define document sequences that automatically generate numbers for your orders and returns as you enter them. You can define a single document sequence to assign unique consecutive numbers to all your orders and returns, or you can define multiple document sequences that are assigned to different order types. In the latter case, an order or return is uniquely identified by its type and its number, since orders and returns of different types may share numbers. Order and return numbers cannot contain alphabetic characters.

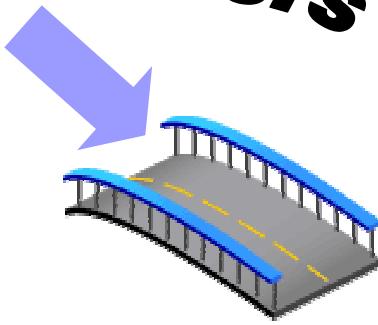
Order Management uses the Profile Option Sequential Numbering set to Always Used to guarantee the correct assignment of document numbers.

There are four steps that must be performed for document sequencing to be enabled:

- Set Sequential Numbering profile option
- Define Document Sequence – this is where the value is derived
- Define Document Category – this maps to the Order Management Transaction Type
- Assign Sequence to a Category

Order Import Sources

Sales Orders



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Order Import Sources

Order Management Super User, Vision Operations (USA)

(N) Setup > Orders > Import Sources

You can define Order Import Sources from which to import order information. You can import historical orders, orders from other quote or sales systems, and changes

to orders. Oracle recommends that you define a unique name for each source of order information you are importing. When you run the Order Import program, you can enter the source or sources for each execution. You can run Order Import for multiple sources at one time.

OM Transaction Types



OR



Price List



Credit Check

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OM Transaction Types

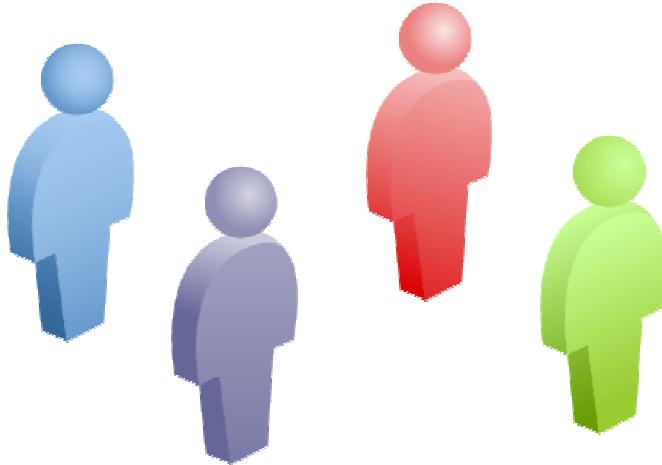
Order Management Super User, Vision Operations (USA)

(N) Setup > Quick Codes > Order Management

Order Management Transaction Types are used to classify and control sales orders and their lines. For each Transaction Type, which is labelled as an Order Type on the Sales Orders form, you can assign a default price list, payment terms, and freight terms in addition to the workflow and credit checking assignments which are also assigned on this entity.

Oracle does not deliver any Order Management Transaction Types, therefore all transaction types must be defined and implemented by the customer. The most important fields associated with the Transaction Type are the associated Header and Line level workflows that control how sales orders will be processed if associated with that specific transaction type.

Customers



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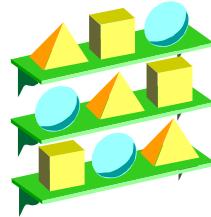
Customers

Order Management Super User, Vision Operations (USA)

(N) Customers > Standard

Customers are a required entity when entering a sales order. For more information about defining customers and parties please see the lesson *Managing Parties and Customers*.

Items



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Items

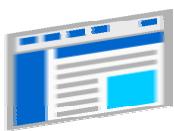
Order Management Super User, Vision Operations (USA)

(N) Inventory > Items > Master Items

Items are required for the order to cash process.

Describing Item Attributes – Order Management

Customer Orders Enabled



OE Transactable



Shippable



Returnable



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Describing Item Attributes – Order Management

Below are the attributes within the Order Management tab of the Item Definition window. Some the attributes on this tab are affect by attributes located on other tabs within the window. As with other settings within Oracle, many of these attributes allow implementers to set specific values to override ones previously defined in default hierarchies. As the item is considered to be the most specific level, these values will take precedence over inventory organization settings.

Customer Orders:

Indicate whether to allow an item to be ordered by external customers. You can add any customer orderable items to price lists in Order Management. This attribute must be turned off if the BOM Item Type attribute is set to Planning.

If you turn this attribute on, you can temporarily exclude an item from being ordered by turning Customer Orders Enabled off.

This is an item defining attribute. If you turn this attribute on, the item is automatically assigned to the default category set for the Order Management functional area.

Describing Item Attributes – Order Management (continued)

Customer Orders Enabled:

Indicate whether an item is currently customer orderable. If you turn this attribute on you can specify the item in the Enter Orders window in Order Management.

You can initially define an item with Customer Ordered Item turned on and Customer Orders Enabled turned off. This means prices can be defined for the item, but no orders can be placed for it.

This attribute is optionally set by the Item Status code.

Shippable:

Indicate whether to ship an item to a customer. Shippable items are released by Order Management's Pick Release program, creating confirmable shipping lines, and are printed on the pick slip. A warning is issued if you change the value of this attribute when open sales order lines exist.

For an item to be shippable, it must also be an Inventory Item and Stockable. Both of these attributes are listed on the Inventory Tab. This Shippable attribute must be turned off if the BOM Item Type attribute is set to Planning.

Internal Ordered:

Indicate whether to allow an item to be ordered on an internal requisition in Purchasing. These items then are transferred onto an Internal Sales Order in Order Management. If you turn this attribute on, you can temporarily exclude an item from being ordered on an internal requisition by turning Internal Orders Enabled off.

This is an item defining attribute. If you turn this attribute on, the item is automatically assigned to the default category set for the Oracle Purchasing functional area.

Internal Orders Enabled:

Indicate whether you can currently order an item internally. If you turn Internal Ordered Item on, you can temporarily exclude an item from being ordered on an internal requisition by turning this attribute off.

This attribute is optionally set by the Item Status code.

OE Transactable:

Indicate whether demand can be placed for an item by Order Management (OM), and whether shipment transactions are interfaced to Inventory. Most items with Shippable turned on also have OM Transactable turned on. For items you do not ship, you may still want OM Transactable turned on if you use the items in forecasting or planning. If you also want to reserve the item, turn Reservable on. A warning is issued if you change the value of this attribute when open sales order lines exist. You cannot turn this attribute off if demand exists.

Describing Item Attributes – Order Management (continued)

Default Shipping Organization:

Enter the warehouse from which you typically ship this product. This organization can default to the Enter Orders window if Item is the source attribute of the Warehouse object in the standard value rule set for the order. This organization defaults to the Enter Returns window if a receiving warehouse is not defined on the customer or order type.

Picking Rule

Enter the picking rule that defines the order in which subinventories, locators, lots, and revisions are picked.

Pick Components

Indicate whether an item has a bill of material with options, classes, or included items picked from finished goods inventory. Pick-to-order items must have this attribute turned on. Assemble-to-order items and items without a bill of material must have this attribute turned off.

Assemble to Order

Turn this attribute on if an item is generally built for sales order demand; a final assembly work order is created based on sales order details.

An item cannot have Pick Components turned on and this attribute turned on at the same time.

Check ATP

Select Check Material Only, Check Material and Resources, Check Resources Only, or None to indicate whether to check available to promise and/or capable to promise information when placing demand.

This attribute also determines whether you can view component ATP information for material requirements in Work in Process.

ATP Components

Indicate whether to include, in available to promise checking, additional components in the bill of material for ATO and PTO items. These components are included in ATP checking if Check ATP for the component is turned on.

ATP Rule

Enter a user-defined available to promise rule. ATP rules define supply and demand sources, time-fence parameters, and available-to-promise calculation methods. You can give ATP rules meaningful names, such as ATO ATP Rule.

If there is no ATP rule for the item, the organization's default ATP rule is used.

Describing Item Attributes – Order Management (continued)

Ship Model Complete:

Indicate whether any configuration derived from this model can ship only when all required quantities of all configuration components (options or included items) are available.

If you turn this attribute on, the Pick Components attribute and the profile option OE: Reservations must be Yes; the BOM Item Type attribute can be Model or Standard.

Returnable:

Indicate whether to allow customers to return an item. If an item is returnable, you can enter it on the Returns window in Order Management. Order Management uses this attribute along with Stockable and Transactable to determine which authorized returned items you can physically receive into inventory.

RMA Inspection Required

Indicate whether inspection is required for items returned by the customer. The item then must be separately transferred to inventory. Credits are never automatically generated by Order Management for customer return items awaiting inspection.

OverShipment Tolerance

The amount by which you want to allow shipments over the sales order quantity. This is expressed in terms of a percentage.

UnderShipment Tolerance

The amount by which you want to allow shipments under the sales order quantity. This is expressed in terms of a percentage.

OverReturn Tolerance

The amount by which you want to allow returns over the sales order quantity. This is expressed in terms of a percentage.

UnderReturn Tolerance

The amount by which you want to allow returns under the sales order quantity. This is expressed in terms of a percentage.

Financing Allowed

Indicate whether a customer can finance this item.

Describing Item Attributes - Invoicing

Invoicing Enabled

Sales Account Number



01-520-4510-0000-000

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Describing Item Attributes – Invoicing

Below are the attributes within the Invoicing tab of the Item Definition window. As with other settings within Oracle, many of these attributes allow implementers to set specific values to override ones previously defined in default hierarchies. As the item is considered to be the most specific level, these values will take precedence over inventory organization settings. Several of these values are able to default into the Sales Order and Return transactions in Order Management via the Defaulting Rules implemented by the customer.

Invoiceable Item:

Indicate whether to include an item on an Receivables invoice. If you turn this option on, you can temporarily exclude from invoicing when Invoice Enabled is turned off.

Describing Item Attributes – Invoicing (continued)

Invoice Enabled:

Indicate whether to activate an item for invoicing in Receivables. If Invoiceable Item is turned on, you can temporarily exclude from invoicing by leaving Invoice Enabled turned off.

If you turn this option on, the item appears in the Invoice Entry item list of values in Receivables. If you turn this feature off, the item does not appear in the list of values and AutoInvoice rejects the item.

This attribute is optionally set by the Item Status code.

Accounting Rule:

Enter an accounting rule to identify special revenue recognition rules for an item, such as recognizing revenue over time.

Invoicing Rule:

Enter an invoicing rule to determine the period in which you send an invoice when you recognize revenue over time (using accounting rules).

Tax Code:

Enter a tax code to use when calculating tax based on location and tax codes. You assign specific rates to a Tax Code in the Other Tax Rates window. Sales Account

This attribute is controlled at the Organization level only.

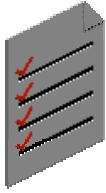
Sales Account

Enter the general ledger account Receivables can use to record revenue when you bill the customer. If AutoAccounting references standard line, this accounting combination can be used either whole or in part to create the invoice account combinations required.

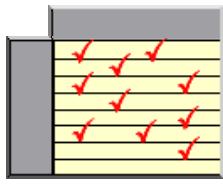
Payment Terms

Enter a valid payment terms code.

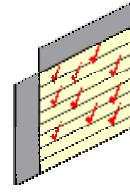
Describing Item Templates



What attributes are being enabled each time an item is created?



Use a template to enable those attributes with one keystroke as opposed to many.



The result: Attributes in template are applied to new item.

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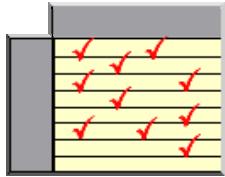
Describing Item Templates

Item templates are used to make defining items easier. There are over 190 attributes. It can take time to go through >190 attributes and determine which ones should be enabled especially if the same type of item is entered repetitively. Item Templates are designed to meet that need.

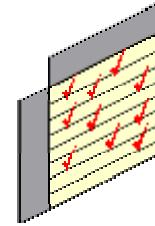
An item template contains values for any number of item attributes. When an item is created and a template applied, the values on the template are copied to the item so each attribute does not have to be addressed individually.

Note: The item status and primary unit of measure are item attributes and are on the templates. If you want to use the life cycle approach to parts, you might want to consider leaving these fields blank and forcing the user to enter the value when the item is created. Additionally, the item status and primary unit of measure can also be defaulted via profile option. You might want to consider leaving this null as well.

Creating Item Templates



Copy from an existing or predefined template; make changes as necessary to meet your business needs.



Start from Scratch and create a template that is meaningful to you.



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Creating Item Templates

Inventory, Vision Operations (USA)

(N) Setup > Items > Templates

There are several options with respect to creating item templates:

- Use Predefined Templates – there are templates that come pre-defined with Oracle. Examples include Finished Good, Planning Item, Purchased Item and Kit.
- Create your own template. This can be done in one of several ways.
 - Use an existing template and copy to a new template. Give the template a new name.
 - Create a template from scratch

No matter which option you choose in defining templates, Oracle Inventory will apply only those attributes to an item which are enabled. If the attribute is not enabled, then the attribute will not be applied to the item.

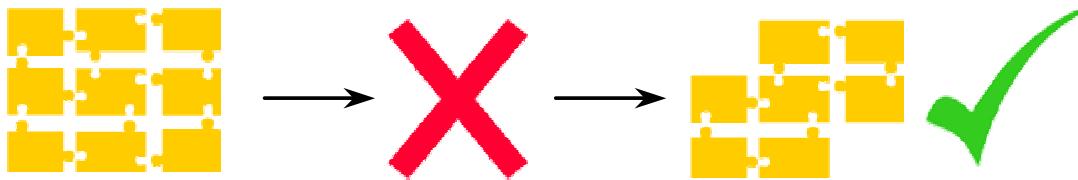
Creating Item Templates (continued)

Note: It is advisable to keep the pre-defined templates intact and not make changes to what comes with Oracle. It is better to create your own template by copying a pre-defined template and giving a name that is meaningful to your organization. This is because if you ever need that original template for reference you will have it. If you make changes to a template, the changes will be effective with the next time you use the template. Changes are not applied retroactively.

Implementation considerations:

- Are you going to use the existing templates?
- Review the existing templates and see if they either can be used or used to copy to a new template.
- Put a process in place for defining items such that templates are not applied on top of templates. The last template is the one that wins. The order in which templates are applied is extremely important
- What attributes reflect what is going on in your business?
- What is meaningful to you in terms of what a finished good or purchased part is?

Using Item Templates



Apply the template to a new item being created.

Make changes and deletions as necessary.

Verify you have the attributes you want on the item.

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Using Item Templates

Use Item templates to quickly apply attributes to an item. Templates can hold a complete set of attributes or a partial set. If a partial set, then only values stored in the template overwrite those on the item. More than one template can be applied, however, if more than one template is applied, the last template applied is the one whose attributes will be enabled for that item.

After the template(s) is used, make changes as necessary to a particular item. An item template can be changed, however, the changes do not affect any items already created using that template.

If you are changing an attribute more than 50% when using the same template, it might be better to change the attribute on the template.

Optional Setup Steps Entering Orders

Some setup steps may be helpful to within the Order to Cash process relating to Entering Orders:

- Salespersons
- Defaulting Rules
- Credit Checking
- Attachments
- Freight Charges and Carriers



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Optional Setup Steps for Entering Orders

These setup steps are considered optional, but are an important part of the entering sales order implementation process

Salesperson

Salespeople represent a defaulting location for account information within the order to cash process. In addition to the definition of the salesperson, related set ups include sales credit types and territories.

Defaulting Rules

Defaulting Rules are an optional set up within order to cash, but they will provide the greatest impact for reduced data entry. Default rules control when and where Oracle should obtain values for sales order entry.

Credit Checking

Credit Checking is initiated through the enter orders implementation and it's effect is felt throughout the order cycle. Credit Check rules determine what transactions should be considered as part of the outstanding credit extension. The application of the credit check rule on the transaction type then identifies when these rules will come into consideration.

Optional Setup Steps for Entering Orders (continued)

Attachments

Order Management is the only application that is able to define automatic attachment rules. By utilizing these rules, implementers are able to reduce the amount of keying done by end users. Also, we are able to increase efficiency and accuracy of the placement of standard attachments via these rules.

Freight Charges and Carriers

Freight Charges and Carriers are utilized during the enter orders process, but their definitions are held within the Pricing and Shipping modules.

Guided Demonstration – Items

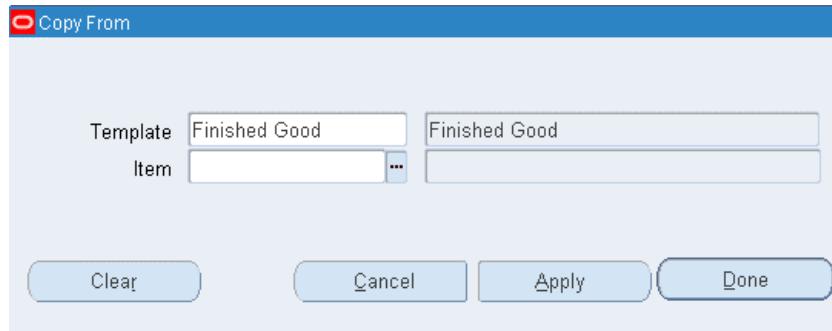
The screenshot shows the Oracle Master Item (V1) window. At the top, the organization is set to V1 Vision Operations, the item is XXMousepad, and the description is Mouse Pad. The 'Display Attributes' section is set to 'All'. Below this, there are tabs for Main, Inventory, Bills of Material, Asset Management, Costing, Purchasing, Receiving, and Physical Attributes. The Main tab is selected. In the Unit of Measure section, the Primary unit is set to 'Each'. Under 'Conversions', the 'Both' option is selected. Other fields include Tracking (Primary), Pricing (Primary), Secondary, Defaulting, Deviation Factor + (0 %), and Deviation Factor - (0 %). On the right, there are fields for User Item Type and Item Status (Active). A red bar at the bottom contains the ORACLE logo and the copyright notice: Copyright © 2010, Oracle and/or its affiliates. All rights reserved.

Guided Demonstration – Items

(N) Inventory > Items > Master Items

- Item Name : XXMousepad
- Description : Mouse Pad

Guided Demonstration – Items



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Guided Demonstration – Items (continued)

Copy the attributes from the Finished Good template:

- (M) Tools > Copy From...
- – Template: Finished Good
- (B) Apply
- (B) Done

Guided Demonstration – Items

The screenshot shows the 'Master Item (V1)' window with the following details:

- Organization:** V1 / Vision Operations
- Item:** XXMousepad
- Description:** Mouse Pad
- Display Attributes:** All selected
- Inventory Item:** Checked
- Stockable:** Checked
- Reservable (G):** Checked
- Transactable:** Checked
- Check Material Shortage:** Unchecked
- Lot Expiration (Shelf Life):**
 - Control: No Control
 - Shelf Life Days: 0
 - Retest Interval: []
 - Expiration Action Interval: []
 - Expiration Action: []
- Cycle Count Enabled:** Checked
- Negative Measurement Error:** []
- Positive Measurement Error:** []
- Serial:**
 - Generation: No Control
 - Starting Prefix: []
 - Starting Number: []
 - Grade Controlled: Unchecked
 - Default Grade: []
- Lot:**
 - Control: No Control
 - Starting Prefix: []
 - Starting Number: []
 - Maturity Days: []
 - Hold Days: []
- Locator Control:** No Control
- Restrictions:** Unchecked for Restrict Symbinventories and Restrict Locators.

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Guided Demonstration – Items (continued)

(T) Inventory. Verify the following settings:

- Inventory Item: Checked
- Stockable: Checked
- Transactable: Checked
- Reservable: Checked

Guided Demonstration – Items

The screenshot shows the Oracle Master Item (V1) window. At the top, the organization is set to V1 Vision Operations, the item is XXMousepad, and the description is Mouse Pad. The 'Display Attributes' section has 'All' selected. Below this, the 'Purchasing' tab is active, showing the following settings:

- Purchased (Z)
- Allow Description Update
- Outside Processing Item
- Unit Type: [dropdown]
- RFQ Required: No
- Taxable: No
- Input Tax Classification Code: [dropdown]
- Purchasable
- Use Approved Supplier
- Outsourced Assembly
- Invoice Matching:
 - Receipt Required: Yes
 - Inspection Required: [dropdown]
- Default Buyer: [dropdown]
- Receipt Close Tolerance: [dropdown] %
- UN Number: [dropdown]
- List Price: [dropdown]
- Price Tolerance: 0 %
- Encumbrance Account: 01-510-7530-0000-000
- Expense Account: 01-510-7530-0000-000
- Asset Category: [dropdown]
- Unit of Issue: [dropdown]
- Invoice Close Tolerance: [dropdown] %
- Hazard Class: [dropdown]
- Market Price: [dropdown]
- Rounding Factor: [dropdown]

At the bottom of the window, there is a red bar with the ORACLE logo and a copyright notice: Copyright © 2010, Oracle and/or its affiliates. All rights reserved.

Guided Demonstration – Items (continued)

(T) Purchasing.

- Verify the following settings:
 - Purchased: Checked
 - Purchasable: Checked
 - Enter the List Price: 2.00

Guided Demonstration – Items

The screenshot shows the 'Master Item (V1)' window with the following details:

- Organization:** V1 / Vision Operations
- Item:** XXMousepad
- Description:** Mouse Pad
- Display Attributes:** All selected
- Order Management Tab:** Active
- Customer Ordered:** Checked
- Internal Ordered:** Checked
- Pick Components:** Unchecked
- Assemble to Order:** Unchecked
- Ship Model Complete:** Unchecked
- Customer Orders Enabled:** Checked
- Internal Orders Enabled:** Checked
- Check ATP:** None
- ATP Rule:** (empty)
- ATP Components:** None
- Picking Rule:** (empty)
- Default Shipping Organization:** (empty)
- Default SO Source Type:** Internal
- Shipping SubInventory:** (empty)
- Charge Periodicity:** (empty)
- Tolerances:**
 - Over Shipment: (empty)
 - Under Shipment: (empty)
 - Over Return: (empty)
 - Under Return: (empty)

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Guided Demonstration – Items (continued)

(T) Order Management. Verify the following settings:

- Customer Ordered: Checked
- Customer Orderable: Checked
- Shippable: Checked
- OE Transactable: Checked

Guided Demonstration – Items

The screenshot shows the Oracle Master Item (V1) window. At the top, there are fields for Organization (V1 Vision Operations), Item (XXMousepad), and Description (Mouse Pad). To the right, there is a "Display Attributes" section with radio buttons for "Master", "Org", and "All", where "All" is selected. Below this is a navigation bar with tabs: MPS/MRP Planning, Lead Times, Work In Process, Order Management, Invoicing (which is selected), Process Manufacturing, and Service. The main content area contains several configuration options:

- Invoiceable Item
- Invoice Enabled
- Accounting Rule: [empty field]
- Invoicing Rule: Advance Invoice
- Output Tax Classification Code: [empty field]
- Sales Account: 01-510-4110-0000-000 (highlighted with a yellow background)
- Payment Terms: [empty field]

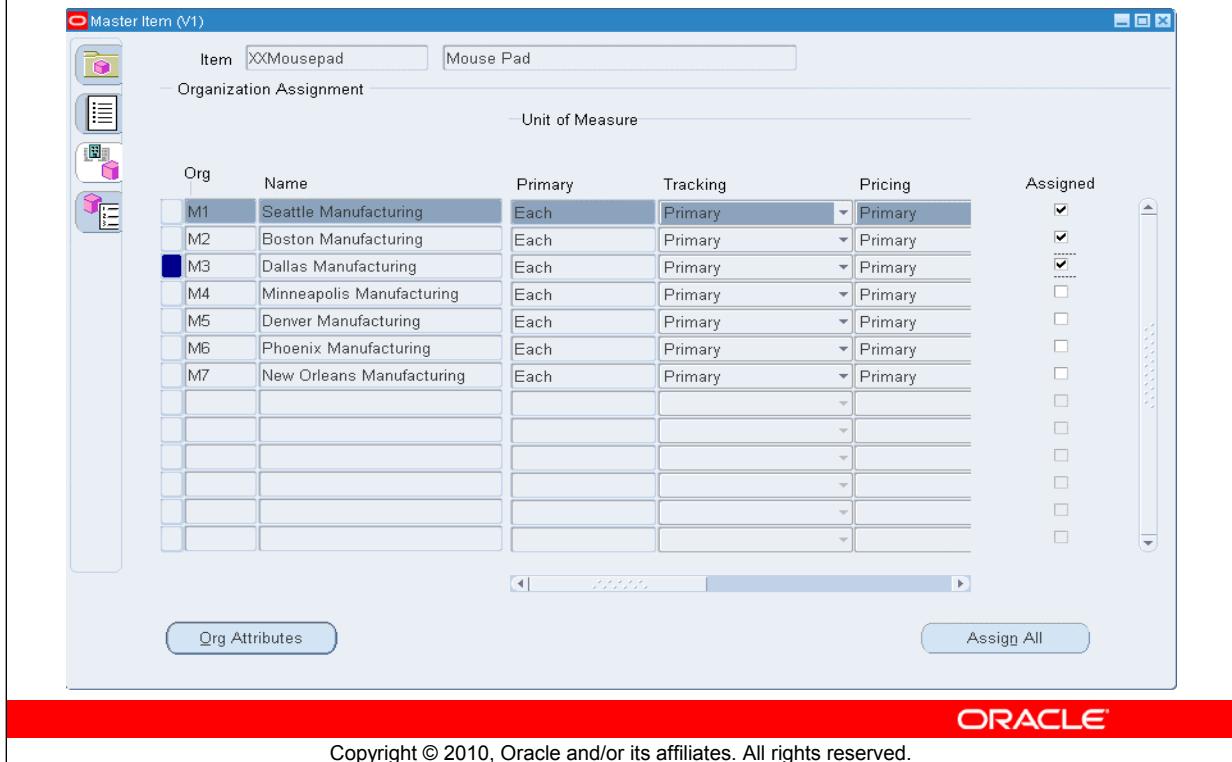
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Guided Demonstration – Items (continued)

(T) Invoicing. Verify the following settings:

- Invoiceable Item: Checked
- Save

Guided Demonstration – Items



Guided Demonstration – Items (continued)

Enable the Item in an Inventory Organization

- Navigate to the Organization Assignment window.
- (M) Tools > Organization Assignment
- Assign the item to the following inventory organizations:

Org Name Assigned

- M1 --- Seattle Manufacturing -Checked
- M2 --- Boston Manufacturing -Checked
- M3 --- Dallas Manufacturing –Checked
- Save

Guided Demonstration – Customer

Customer Information

* Organization Name	XX-Big City
Alias	
Name Pronunciation	
D-U-N-S Number	
URL	
Context Value	Must include: http:// ▼

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Guided Demonstration – Customer

Create a new customer: XX-Big City, with two addresses

Responsibility > Order Management Super User, Vision Operations (USA)

1. Navigate to the Find/Enter Customers window
2. (B) Create
3. In the Customer Information section

-Type Organization Name :XX-Big City

Guided Demonstration – Customer

Account Site Address

Suggestions	<input type="button" value="▼"/>
* Country	United States <input type="button" value="🔍"/>
* Address Line 1	Bay Area
Address Line 2	
Address Line 3	
Address Line 4	
City	
County	
State	
Province	
Postal Code	
Address Description	
<input checked="" type="checkbox"/> Identifying Address	
Geography Code Override	

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Guided Demonstration – Customer (continued)

4. In the Account Site Address Section

-Enter the Address Details

Guided Demonstration – Customer

Business Purposes					
Context Value	▼	Location	Bill To Location	Primary	Remove
Purpose					
Bill To	▼			<input type="checkbox"/>	
Ship To	▼		(Site Bill-to)	<input type="checkbox"/>	
Add Another Row					

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Guided Demonstration – Customer (continued)

5.In the Business Purpose area

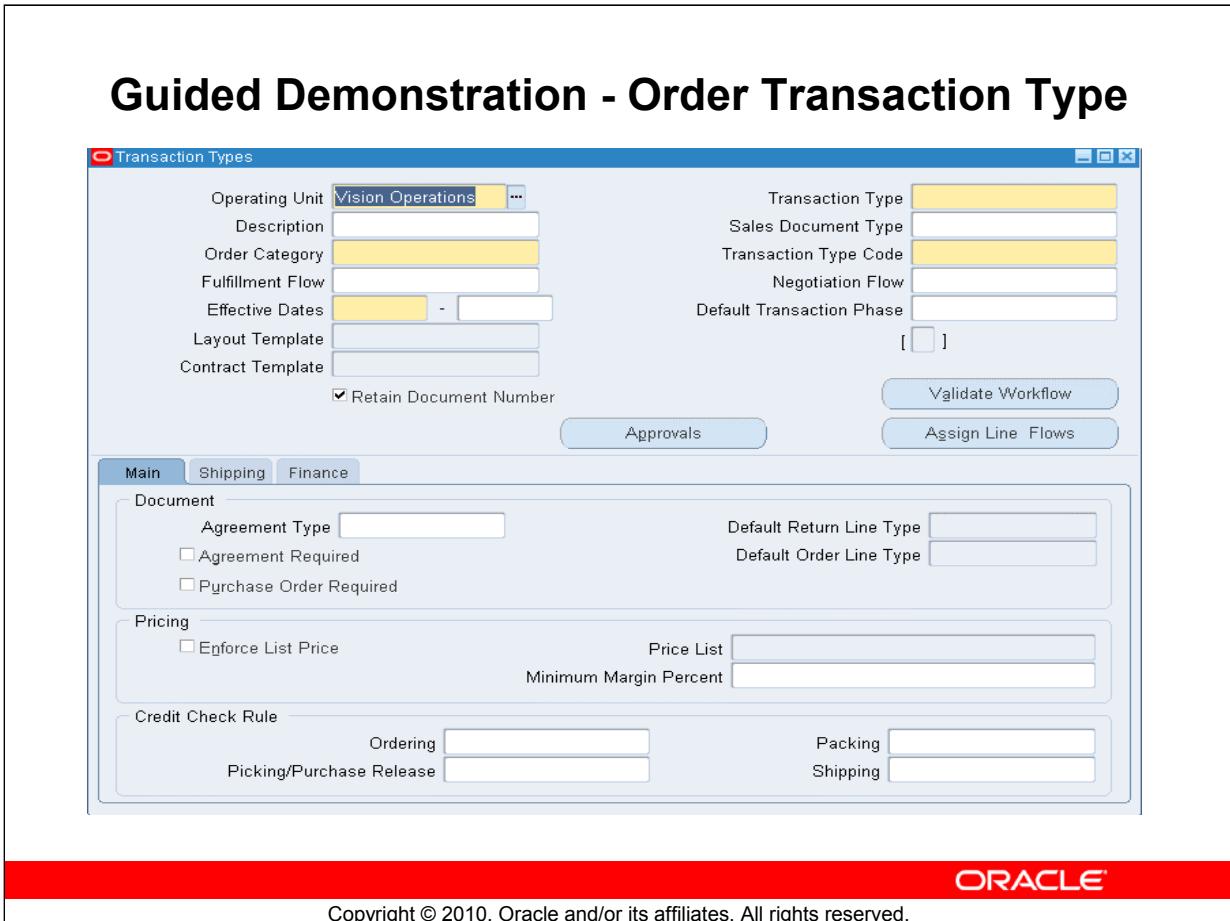
-(B) Add another row

-Purpose : Ship to

-Bill to location :(Site Bill-to)

6.(B) Apply

7.(B) Save



Guided Demonstration - Order Transaction Type

Responsibility: Order Management Super User, Vision Operations (USA)

The following steps create a line type for the order lines.

1. Navigate to the Transaction Types window
- (N) Setup > Transaction Types > Define
2. Create a new transaction type by entering the following information:
 - Operating Unit: Vision Operations
 - Transaction Type: StandardLine
 - Description: Standard Line Transaction Type
 - Sales Document Type: Sales Order
 - Order Category: Mixed
 - Transaction Type Code: Line
 - Effective Date – From: enter today's date
3. Save your transaction type.
4. Then click (I) New to create the order header transaction type.

Guided Demonstration - Order Transaction Type (continued)

5. Enter the following information:
 - Operating Unit: Vision Operations
 - Transaction Type: XX-StandardOrder
 - Description: Standard Order Transaction Type
 - Sales Document Type: Sales Order
 - Order Category: Mixed
 - Transaction Type Code: Order
 - Effective Date – From: enter today's date
6. In (T) Main, choose the following from the list of values of the Default Order Line Type field:
 - Default Order Line Type: StandardLine
7. Click (B) Assign Line Flows and enter the following information:
 - Order Type: XX-StandardOrder
 - Line Type: StandardLine
 - Process Name: Line Flow - Generic
 - Start Date: enter today's date
8. (B) OK to save and exit the window. Exit the Transaction Types window. Creating a document sequence and assign it to the StandardOrder transaction type
9. (N) Setup > Documents > Define
10. Enter the following information in the window:
 - Name: DocSeq
 - Application: Oracle Order Management
 - Effective From Date: enter today's date
 - Type: Automatic
 - Initial Value: 1
 - Start Date: enter today's date
11. Save your work and exit the window.
12. (N) Setup > Documents > Assign

Guided Demonstration - Order Transaction Type (continued)

13. In (T) Document enter the following information:
 - Application: Oracle Order Management
 - Category: XX-StandardOrder
14. In (T) Assignment enter the following information:
 - Start Date: enter today's date
 - Sequence: DocSeq
15. (I) Save and exit the window.
16. Enter a sales order with the Transaction Type as StandardOrder. The order number will be 1
and the line type will be defaulted to StandardLine.

Guided Demonstration - Entering Order Header

The screenshot shows the Oracle Sales Orders - Business World application window. The title bar reads "Sales Orders - Business World". The main area has tabs for "Order Information" and "Line Items", with "Order Information" selected. Below the tabs is a "Default" icon. The main content area is divided into two sections: "Main" and "Others". The "Main" section contains fields for Customer (Business World), Customer Number (1608), Customer PO (Demo-01), Customer Contact, Blanket Number, Ship To Location (San Jose (OPS), 2391 L Street, San Jose, CA, 95106, US), and Bill To Location (San Jose (OPS), 2391 L Street, San Jose, CA, 95106, US). The "Others" section contains fields for Order Number, Order Type (Mixed, highlighted in yellow), Date Ordered (26-FEB-2009 02:13:29), Price List (Corporate), Salesperson (Sprague, Mr. Howard), Status, Currency (USD), Subtotal (0.00), Tax (0.00), Charges (0.00), and Total (0.00). At the bottom are buttons for Actions, Related Items, Configurator, Availability, Book Order, and a red "ORACLE" logo.

Guided Demonstration - Entering Order Header

Responsibility: Order Management Super User, Vision Operations (USA)

(N) Orders, Returns > Sales Orders > (T) Main

1. Enter the following values to create a new order header:

- Customer: Business World
- Customer Number: 1608

2. The following values populate based upon the Defaulting Rules within the Vision demonstration environment.

- Order Type: Mixed
- Price List: Corporate
- Ship To: San Jose (OPS)
- Salesperson: Sprague, Mr. Howard
- Currency: USD
- Bill To: San Jose (OPS)

Guided Demonstration - Entering Order Header (continued)

Note: If the fields do not appear, then use the Folder functionality to display them.

3. Enter the Customer PO number of Demo-01.
4. Accept all other defaults on the Order Header Main tab and save your work.

Note: When you save the order the Order Number will be automatically generated by a

Document Sequence, which is linked to the Order Transaction Type.

5. Click (T) Others of the header region and note the values that have defaulted:

- Payment Term: 2/10, Net 30
- Warehouse: M1
- Shipping Method: DHL
- Freight Terms: Prepay & Add
- FOB: DEST
- Tax Handling: Standard

6. Change the Payment Terms to 30 Net.

7. Enter Packing Instructions: Please call Rachel Abbott in Customer Service upon packing.

8. (I) Save.

Guided Demonstration - Entering Order Line

Oracle Internal & Oracle Academy Use Only

Guided Demonstration - Entering Order Line

Go to the Lines Items region.

1. Enter the appropriate information for a sales order line:
 - Ordered Item: AS92689
 - Qty: 5
 - Request Date: today's date (Will default sysdate Date)

2. (T) Shipping – Shipment Pr

Save

Please check the all tabs in this form to ensure all fields are populated.

Pricing Tab > Unit selling price, Payment terms

Shipping Tab>Ware house,source type,request Date,Promise date,Shipping Method

Address Tab > Bill to, Ship to Address

Please note that statuses at both header and line status are Entered as this order is not yet booked.

Summary

In this module, you should have learned to:

- Enter Sales Order Header information
- Enter Sales Order Line information
- Perform Scheduling activities
- Book Orders
- Copy an Order
- Discuss Drop Shipments and Internal Orders
- Run order import
- Setting Up Sales Orders



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4

Basic Pricing

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Objectives

After completing this module, you should be able to do the following:

- Understand the Pricing Engine
- Create Price Lists
- Maintain Price Lists



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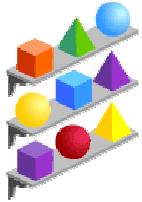
Agenda

- Understanding the Pricing Engine
- Entering Price Lists
- Using Price List Maintenance

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Pricing Engine Overview



What is being Priced?



**Who is asking for the Price?
Qualifiers**



**How should the Price be Adjusted?
Modifiers**

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Pricing Engine Overview

The Pricing Engine answers three questions:

- What is being priced
- Who is asking for the Price
- How is the base unit price to be adjusted.

Once it has all this information it selects the Price List Price and then applies any qualified modifiers in order to calculate the final Selling Price.

WHAT?

Based on the seeded Item Context and any user defined Pricing attributes that have been setup:

- The Item Context supported in Basic Pricing is the Item Number, Item Category, All Items.
- Using Pricing Attributes gives you the ability to factor in some characteristic about the item which would affect the selling price. For example: height and length. You could set up pricing attributes to represent height and length. When entering an Order the system will prompt for the height and length the customer is ordering and then the pricing engine will use that information to calculate the unit selling price.

Pricing Engine Overview (continued)

WHO?

The Pricing Engine uses Qualifiers passed from the Sales Order to determine WHO is asking for the Price. Then it uses the passed qualifiers to select which modifiers will be used to calculate the final selling price.

Price List qualifiers are not enabled with basic pricing so the validation is based on the Item value/unit of measure.

You can associate Qualifiers with Modifier Lists and Modifier Lines. These qualifiers act like rules protecting your Modifiers from being used incorrectly. Oracle seeds four qualifier contexts which you can use immediately. They are:

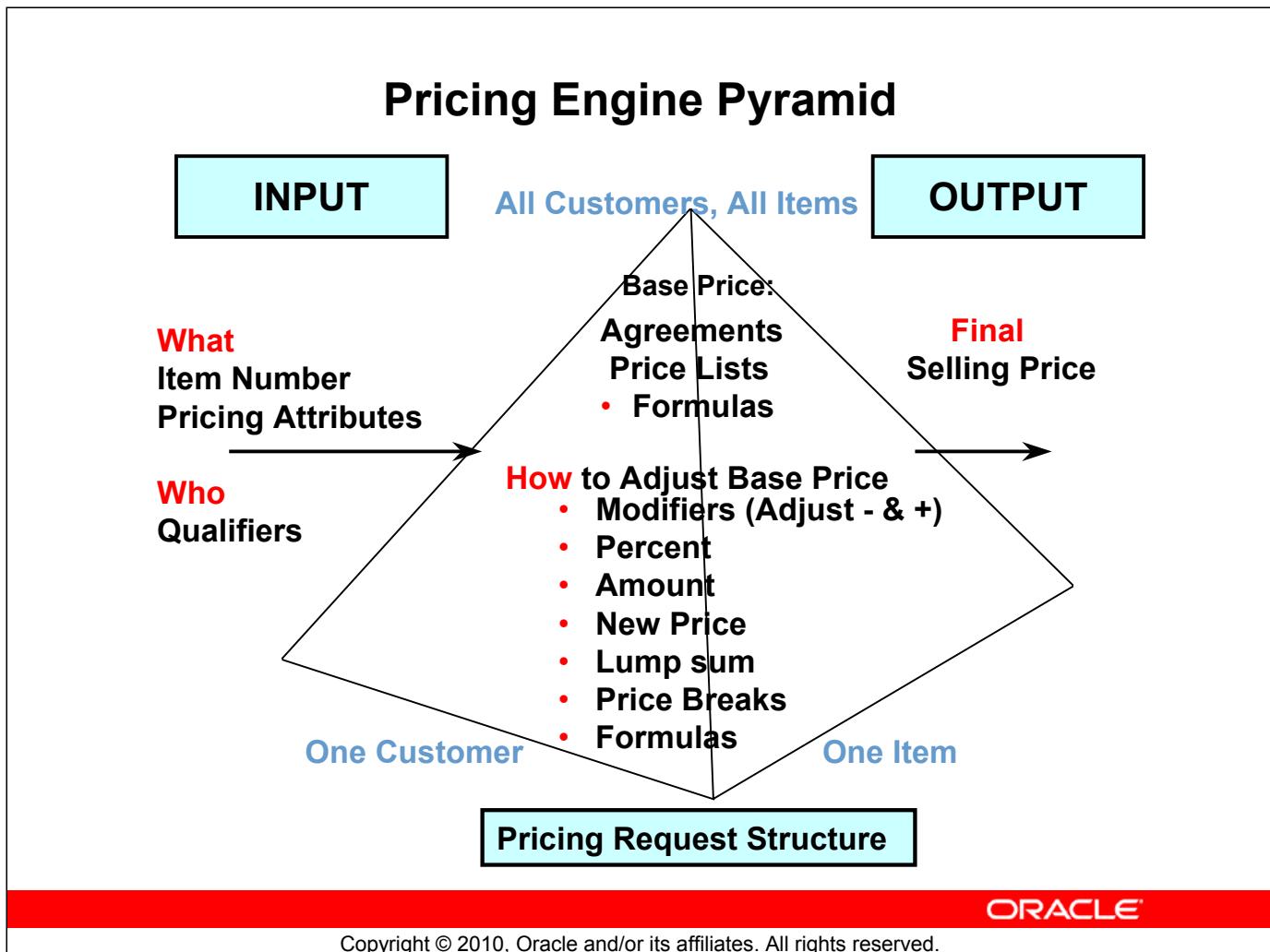
- Customer Context: Name, Bill-to, Ship-to, Customer Class, Sales Channel.
- Order Context: Order/Line Type, Customer PO, Agreement, Ship Date.
- Terms Context: Payment terms, Freight Terms.
- Modifier List Context: Price List.
- Volume Context: Order Amount, Line Volume

Note: These are not the only fields available with each context.

HOW?

Once the Pricing Engine has selected a unit price it determines HOW to adjust it by selecting qualified Modifiers. Modifiers can be in the form of a Discount, Surcharge or Freight and Special Handling.

- Discounts and Surcharges can be applied as a Percent, Amount, New Price or Lump sum to the unit price.
- Freight and Special Charges are not used in the calculation of the Unit Price. These values are stored separately and added to the Line and Order totals.



Pricing Engine Pyramid

The Pricing Engine Pyramid demonstrates the flexibility you have in setting up your prices. At one extreme you could have 1 price per item per customer. And at the other extreme you could have 1 price for all items for all customers.

The Input information comes from the Order which is being priced. It is made up of Item Number, pricing attributes and qualifiers. The Input information is used to generate the Pricing Request Structure that must be filled by the Pricing Engine.

The Base Price always comes off either a regular Price List or an Agreement Price List. The value that is used could be the result of a price break, or a formula. The Pricing engine selects qualified modifiers and resolves incompatibilities. The Pricing engine applies modifiers to base price to calculate the final selling price. This is returned as the Output to the calling application.

Agenda

- Understanding the Pricing Engine
- Entering Price Lists
- Using Price List Maintenance

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Price List Creation

Three ways to create a Price List



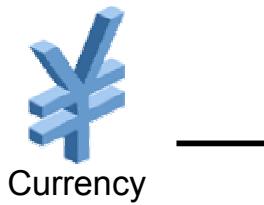
- Price List Setup User Interface
- Add Items from Inventory
- Copy Existing Price Lists

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Price List Header

Name: Fiscal Year 2002



Round to: -2

Secondary Price List

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Price List Header

Order Management Super User, Vision Operations (USA)

(N) Pricing > Price Lists > Price List Setup

The Pricing Engine requires that all Items, Services, Models, Option Classes and Options be on a price list.

You will need to set up a price list for each Currency you use. The Pricing Engine will only consider price lists that share the same currency as the Pricing Request. Therefore a sales order placed in Yen will have to utilize a Yen based price list.

There is a Round to field in Price List form. This field controls the rounding factor.

Entering a positive number affects positions to the left of the decimal. Entering a negative number affects positions to the right of the decimal. Example -2 would round to the nearest cent. The number of positions is controlled by the Profile Option

QP: UNIT_PRICE_PRECISION_TYPE.

Price List Header (continued)

Secondary Price Lists

As with other areas of pricing, the Basic Pricing license controls available functionality to the user. Basic Pricing allows one Secondary price list. A secondary price list allows the pricing engine to look at more than one price list to determine the value of the sales order line. The Pricing engine will look to the Secondary Price list if the requesting item and unit of measure is not on the Primary Price list. A secondary price list is a price list you have defined previously. Any price list has the ability to be used as a secondary price list.

Price Lists and Sales Order Defaults

Fields such as Payment Terms, Freight Terms and Freight Carrier are available on the Price List form. By defining the Order Management Defaulting Rules to use these fields from the Price List form, you are able to default values directly into the Sales Order based upon which price list has been selected for the order. For more information on Defaulting Rules see the Order Management User's Guide.

Price List Line

- Enter a line for each Item and unit of measure combination you sell
- Optionally enter one line with the Item's Primary UOM selected
- When the Primary UOM is selected Inventory's Unit of Measure conversions will be used by the Pricing Engine

Product Attribute	Product Value	UOM	Primary	Value
Item Number	BB-2100	Each	<input type="checkbox"/>	\$ 6.00
Item Number	BB-2100	Dozen	<input type="checkbox"/>	66.00
Item Number	BB-2200	Each	<input checked="" type="checkbox"/>	6.00

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Price List Line

Order Management Super User, Vision Operations (USA)

(N) Pricing > Price Lists > Price List Setup (T) List Line

The Product Attribute gives you the ability to enter one price per Item number, one price per Item Category, or one price for All Items. If you have entered all three prices on a Price List the Pricing Engine will always select the Item Number's price over the Item Category's and the Item Category's over All Items.

The List line UOM is a required element of the validation process. The Pricing request is for an Item/UOM and only price lists that have the same item and unit of measure will be considered.

- You can have the same item on the same price list if they have different units of measures. If your selling prices vary depending on the unit of measure this is how you will want to set up your price lists.
- Example: Price List setup: BB-2100 at \$6.00 each, and BB-2100 at \$66.00 a Dozen.
- Sales Order request: BB-2100 1 dozen. Result: \$66.00 unit price.

Price List Line (continued)

If you sell products in multiple units of measure because of the convenience of packaging and not because of a price break you will want to use the Primary UOM feature. This will enable you to enter one price list line that can be used to sell in any UOM conversion that has been set up in Inventory.

- If you have the Primary UOM checked and you enter an item/unit of measure combination on a Sales Order that is not on a Price list the Pricing engine converts the unit of measure on the order to the Item's primary UOM and then uses the UOM conversions to calculate the unit price.
- Example: Price List setup: BB-2200, \$6.00 each, Primary UOM is selected. Sales Order request: BB-2200 1 dozen. Result: $12 * 6.00 = \$72.00$ unit price.

Price List Line Values

- Absolute values
- Percentages of other prices
- Static Formulas
- Positive or Negative values
- Effective dates
 - Start date
 - End date



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List Line – List Line Values

You can enter an absolute value which represents the unit price of your List line item.

For Service Program Items you have a choice of pricing methods. You can enter an absolute value which represent the unit price of your Service Program or you can enter a Percentage value which represents the Percentage of other item's price. When you are selling a Service program on a Sales Order you are prompted for the Item which the Service Program will cover. The pricing engine finds the price of the covered item and calculates the price of the service program by multiplying the Percent times the item's unit price. It then takes that amount times the duration of the coverage. Example of Percent of other price:

Price List setup:

- Service Program's item number is set up at 10% per year.
- Sales Order request: Customer purchases 1 year's worth of coverage for an Item which sells for 1200.00.
- The Pricing engine calculates $.10 * 1200 * 1 \text{ (year)} = 120.00$.

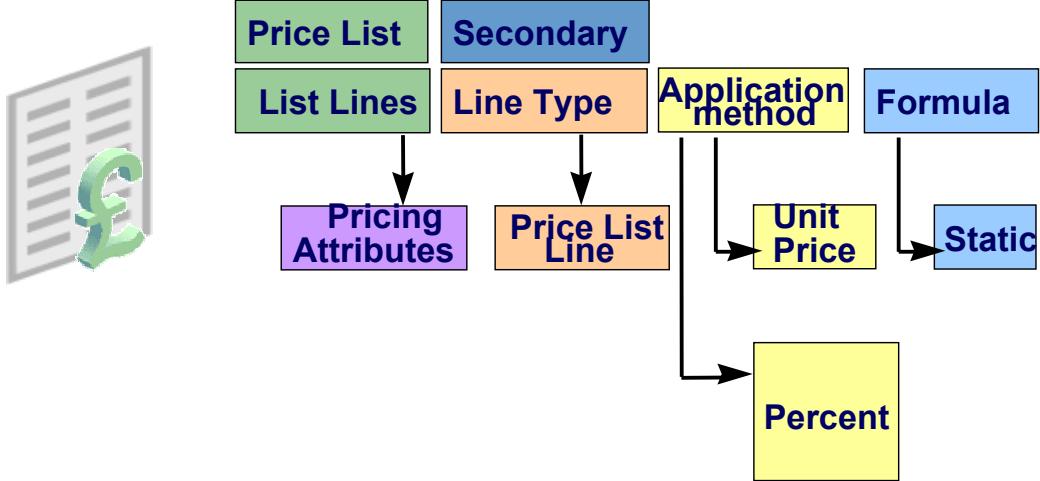
List Line – List Line Values (continued)

Formulas can be used to if you need an algebraic expression to calculate the selling price. Basic pricing will support entering a formula name in the Static Formula field. Static Formulas require that a concurrent program, Update Formula Prices, be run to populate the List Price value prior to being used by the Pricing Engine.

The Price list will support both Positive and Negative values. This enables you to create an Item which represent a re-stocking fee. Enter this item on your price list with a negative value, then enter this item on your Return order. When the Pricing Engine calculates the total value of the Return it will subtract the Restocking fee thus lowering the value of the Credit Memo.

Start and End dates are respected by the Pricing engine.

Price List Mapping for Basic Pricing



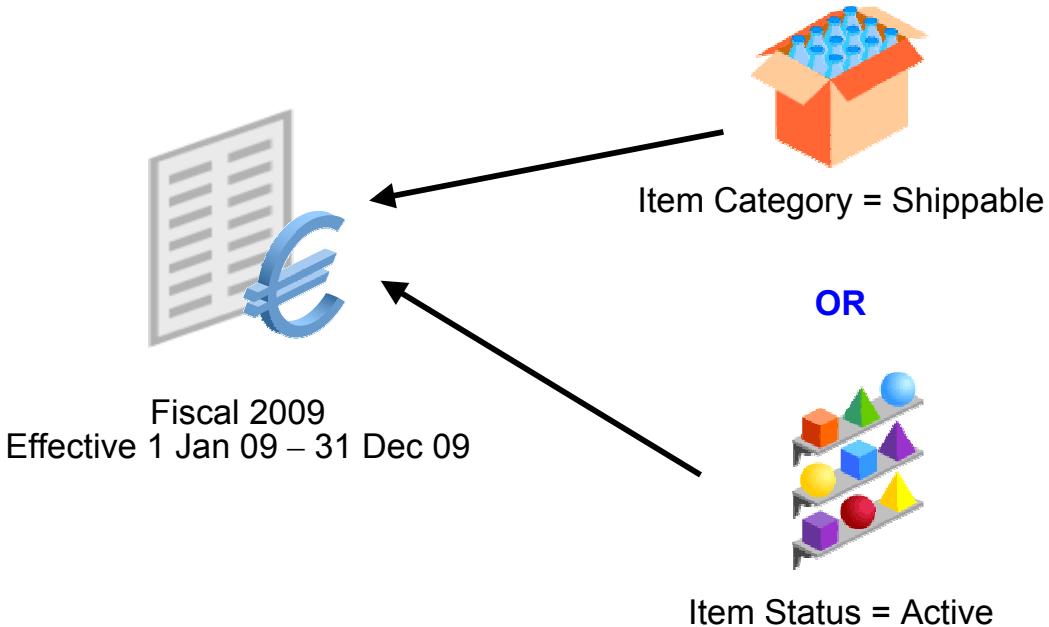
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Price List Mapping for Basic Pricing

Basic Pricing supports one Pricing Attributes context per Price List Line with up to 100 attributes.

Add Items to Price List



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Add Items to Price List

Order Management Super User, Vision Operations (USA)

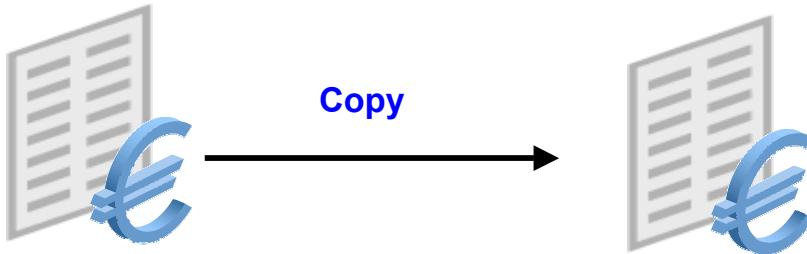
(N) Pricing > Price Lists > Add Items to Price List

The Add Items to Price List program allows you to quickly add items to an existing price list. This facilitates the quick creation of new price list by eliminating the need to add individual lines to the price list.

When using the Add Items to Price list functionality you are able to use a number of control attributes within the form to identify which items should be added to the list. These options include addition by the range of item numbers, item category and item status. One element you should note is that you can only add items from this form to one list at a time. This means that if you would like to add all of the items that have a category of Shippable to five different price lists, you must initiate the program from this form using five separate submissions, each time identifying the price list you wish to add the items to.

Using the Set Price Equal to Cost option, you are able to pull the current cost of the item from inventory into the price list when you are adding that item to the price list. Select the Inventory Organization you want to Add Items from. Be sure to enter an Organization that stores Item costs.

Copy Price List



Fiscal 2008
Effective 1 Jan 08 – 31 Dec 08

Mouse Pad
Currency Unit = 10
Desktop Computer
Currency Unit = 350

Fiscal 2009
Effective 1 Jan 09 – 31 Dec 09

Mouse Pad
Currency Unit = 10
Desktop Computer
Currency Unit = 350

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Copy Price List

Order Management Super User, Vision Operations (USA)

(N) > Pricing > Price Lists > Copy Price List

Copying a Price List allows you to quickly create a new price list without adding lines manually to the price list. You are able to utilize controls within the Copy Price List form to determine which line items will be copied during the concurrent process.

One option is to include the copying of discounts (modifiers) when copying an existing price list. This option will create new Modifiers for each existing Modifier that has the original Price List as either a Modifier List Qualifier or a Modifier Line Qualifier. The new modifier's name will be a concatenation of the original Modifier plus a sequence number and will have the new Price List as a Modifier List Qualifier.

When creating the new price list you are able to specify any applicable effective dates. As the Pricing Engine will not use the new Price List until it's Effective Date, this will allow you to create price lists in advance of when they will be needed within the pricing environment.

Agenda

- Understanding the Pricing Engine
- Entering Price Lists
- Using Price List Maintenance

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Price List Maintenance - Overview

Flexible Maintenance Features



- Manually Update



- Adjust Price List Process



- Add Items to Price List

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Manual Price List Updates

**Use Effective Start/End Dates to
Maintain Pricing History**

Corporate Price List for 2008				
Item Number	UOM	Start Date	End Date	Value
BB-1000	Each	01-JAN-2008	30-JUN-2008	200
BB-1000	Each	01-JUL-2008		220



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Manual Price List Updates

Order Management Super User, Vision Operations (USA)

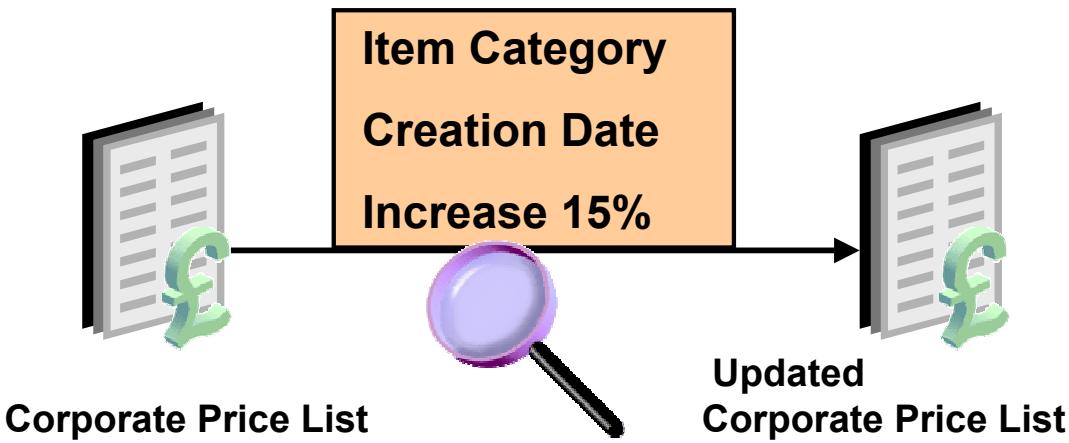
(N) Pricing > Price Lists > Price List Setup (T) List Line

To change existing Price Lists manually Navigate to the Price List Setup form and Find the Price list that needs maintenance.

Elements you are able to update:

- You can add or change the Secondary Price List.
- You can Add New List Lines to existing Price Lists.
- You can Change List Line Values. Be aware that if you key over the existing Value you have lost the ability to maintain a history of your previous price.
- The only way to keep a Pricing History is by manually entering an End Date on the List Line Value that is being discontinued, then add a new line with the same Item Number and unit of measure but with the new Value. The new List Line's Start Date must be greater than the End Date of the original line.
- The Pricing Engine always validates the Price List and List Line's Effective Dates.

Adjust Price List



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Adjust Price List

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(N) Pricing > Price Lists > Adjust Price List

Use the Adjust Price List program to Mass Update your Price List Values. Be aware that using the Adjust Price List program to change values does not create a history record. You will not be able to recapture the old price. If you need the ability to retrieve expired prices you do not want to use Adjust Price List.

Elements you are able to update:

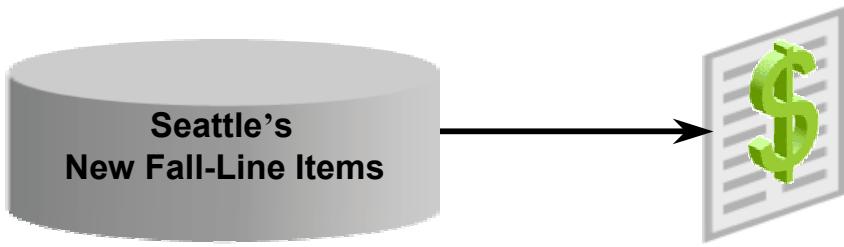
- Optionally adjust only a Range of Items.
- Optionally adjust only an Item Category. Many companies adjust their Items' selling prices annually or when the product cost has drastically changed. This is often done by Product Family. If you set up an Item Category to represent the Product Family you can quickly markup the a subset of Price List Lines.
- Optionally adjust only Items with a specific Item Status.
- Any time a new line is added to a price (manually, copy or Add Items) the system populates the Creation Date with the system date.

Adjust Price List (continued)

- Use the Creation Date to select only items that were added on a given date. This is very helpful when you have used the Add Items to Price List program to add new items At Cost. This enables you to markup the new items while leaving the older lines untouched.
- Adjust the Price List Value by a Percent or an Amount. This enables you to use the Copy program to created as many price list as your business procedures support and then Increase or Decrease as needed.

Add Items to Price List For Maintenance

- Quick way to add new Product Lines
- Does not write over matching Item/UOMs



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Add Items to Price List for Maintenance

Order Management Super User, Vision Operations (USA)

(N) Pricing > Price Lists > Add Items to Price List

Not only is the Add Items to Price List program great to create your first Price List, it is also a good tool to add Product Lines to existing price lists. When new product lines are added to your inventory give them unique Categories so that you can quickly add them to your existing Price Lists using the Add Items feature by Item Category.

If you're in an industry where your selling prices are set at a given Percent over cost add your items at cost with a Future Effective Start date. Then use the Adjust Price List program to markup the new items.

It is important to understand that the Add Items to Price List program does not write over any List Lines that have the same Item Number and Unit of Measure as the Inventory Item Number and it's Primary unit of measure. This means that you can't accidentally write over current valid values.

Summary

In this module, you should have learned how to:

- Understand the Pricing Engine
- Enter Price Lists
- Maintain Price Lists



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5

Shipping

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Objectives

After completing this module, you should be able to do the following:

- Understand the complete shipping cycle from Pick Release through Ship Confirm
- Release Sales Orders for Picking
- Ship Confirm picked orders
- Perform the necessary Shipping Setups
- Understand Shipping's APIs and Interfaces



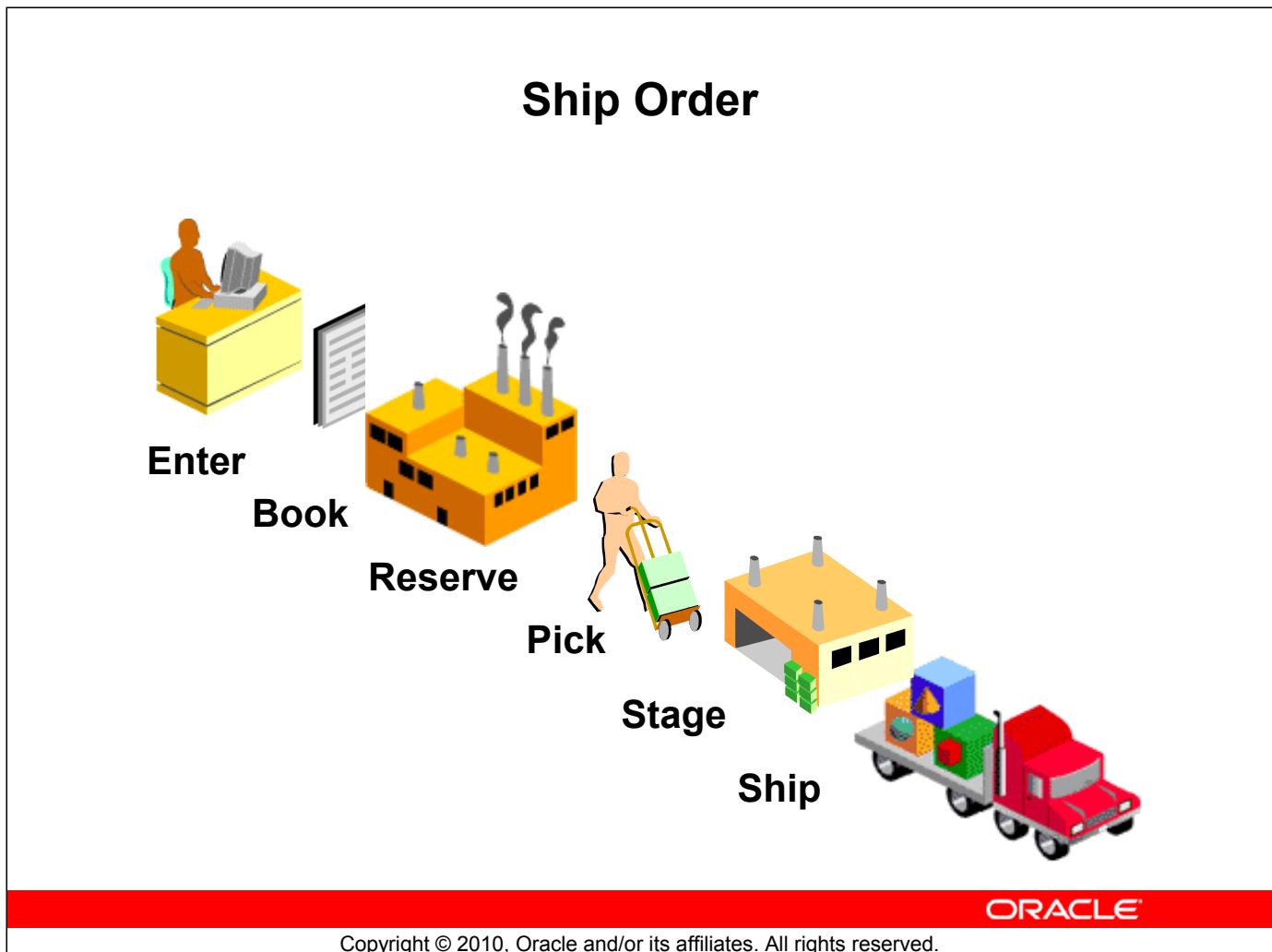
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Agenda

- Understanding Shipping Concepts
- Using Pick Release
- Entering Ship Confirm
- Defining Shipping Setups
- Shipping APIs and Interfaces



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Ship Order

Once a Sales Order has been booked, the Sales Order Lines must complete all workflow activities leading up to the Shipping Activity. Two typical preceding activities are Schedule – Line and Create Supply.

Schedule – Line:

Scheduling the line makes the Order Line's demand visible to Inventory for planning. It also sets the Shipment Schedule Date.

Create Supply:

Configurable items must complete the Create Supply activity which takes an order line through a build cycle. The final assemblies that are completed out of Work in Process are received to inventory as Reserved for a specific customer's order.

Drop ship order lines must complete the Create supply activity too. Once a Purchase Requisition has been passed to Purchasing the Order line advances to the Shipping Activity. Standard shippable items don't need to perform any of the Create Supply activities so directly advance to the Shipping activity.

Ship Order (continued)

Shipping:

When an Order Line reaches the ‘Ship Line’ workflow activity, Order Management calls Shipping APIs to indicate that a line is pick eligible.

The line status is changed to “Awaiting Shipping”. Order lines that are awaiting shipping are called “Delivery Lines” in the Shipping module.

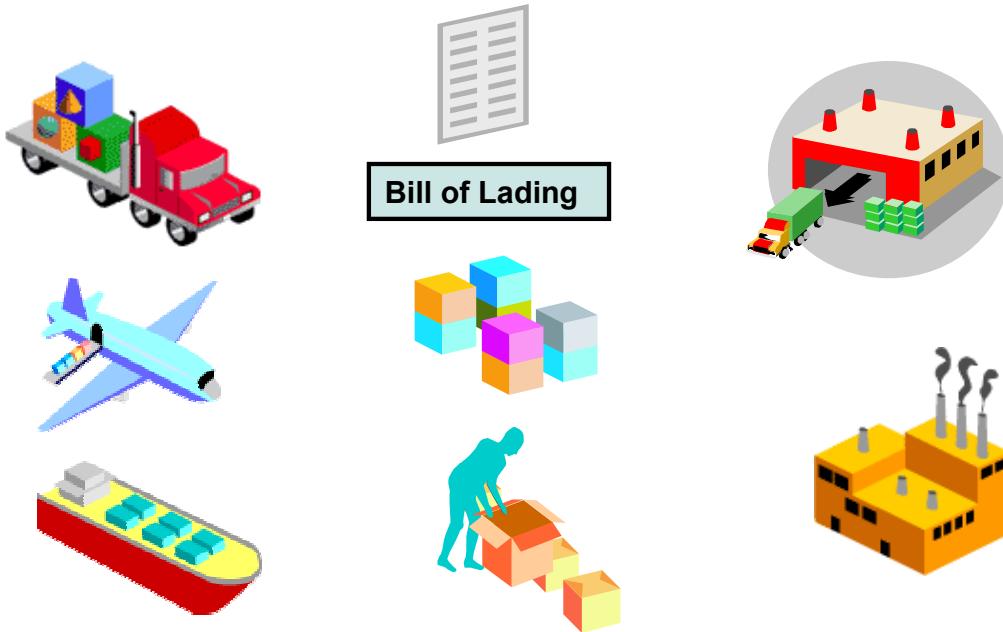
Pick Release moves orders to a staging location and reserves inventory. From the staging area shipments can be weighed, packed and shipped.

Orders are ship confirmed out of the staging location.

When a delivery is ship-confirmed, Shipping calls OM APIs to communicate the event, triggering the line flow to move forward.

Shipping Concepts

Trips Deliveries Delivery Lines LPNs Locations



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Shipping Concepts

Trip

- A trip is carrier specific and represent a unique instance of that carrier leaving your warehouse carrying deliveries.
- The carrier could be a public carrier such as UPS, DHL, FedEx, or could be a company's own fleet of trucks
- A trip could represent a truck, air cargo, ship cargo, or railcar. These entities would be set up as Items in Inventory with an item type of "vehicle".
- Each trip has a minimum of two stops, Pick-Up and Drop-Off.
- A trip can be created automatically or manually from the Shipping Transaction form or can be automatically created from the Ship Confirm form.
- Companies that use public carriers let the system automatically create Trips as part of the Ship Confirm process. This eliminates unnecessary transactions.

Shipping Concepts (conintued)

Stops

- A Stop is a point along the route that a trip makes to it's final destination.
- The Ship Confirm process initiates the "Pick-Up" stop and putting the Delivery "In-Transit".
- Manually record all stops made by the Trip using the Shipping Transaction form or have the Ship Confirm process automatically close a Trip, which creates and closes the "Pick up" stop and changes the Delivery status to "Shipped".
- Companies that use public carriers let the system automatically close a Trip as part of Ship Confirm.

Delivery leg

- A Delivery Leg consists of two stops where the delivery is picked up and dropped off, respectively on the same trip. The delivery might travel through several legs to get to its final destination. A Delivery leg is synonymous to the Bill of Lading.
- A bill of lading is a receipt, listing all the goods that were signed over to a carrier.
- The Ship Confirm form has the option to generate a bill of lading which can then be printed as part of the Delivery Document Set.

Deliveries

- A Delivery is required to perform Ship Confirm. It represent all the goods that were shipped from the same warehouse, going to the same Customer location.
- The grouping of delivery lines into deliveries is restricted by the grouping rules that are established on the Shipping Parameters - Delivery Grouping Tab.
- A Delivery can be created automatically or manually from the Shipping Transaction form at any time after the order lines have become "Awaiting Shipment" or can be automatically created during the Release Sales Order process.

Delivery Lines

- Delivery Lines are Sales Order Lines which have completed all their workflow activities that are prerequisites to Shipping such as Schedule – Line or Create Supply.
- Delivery lines are visible from the Shipping Transaction form. They are also visible from the Sales Order Line's Additional Information – Deliveries tab.

LPNs

- LPN, (License Plate Number) are also known as Containers.
- A container can be loaded inside of another container, for example, pack an item into a box and then pack that box onto a pallet.
- Containers must be setup as inventory items.
- Containers can be made mandatory using your Shipping Parameters.

Ship From

- The Ship From location represents the warehouse that is performing the shipping transaction. A warehouse is an Inventory Organization. Each address that you can ship from within an organization must be setup as an Inventory location.

Ship to:

- The Ship To location represents a "Ship-To" address that has been setup on the Customer's record.

Pick Release Concepts

Which Orders to fill?



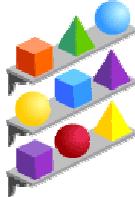
Release Rules

In what order to fill?



Release Sequence Rules

What material to use?



Picking Rules

How to group on Pick Slip?



Pick Slip Grouping Rules

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Pick Release Concepts

Release Rules

- Release Rules define the criteria to be used during Pick Release. Only orders which meet the criteria and are eligible will be Released. An Order line is eligible if it has completed the prerequisite workflow activities, such as Schedule - Line or Create Supply.

Release Sequence Rules

- Release Sequence Rules determines the order in which inventory is allocated to sales orders. Users can choose to allocate by order, outstanding Invoice value, Scheduled Date, Departure Date & Shipment Priority.
- The order in which sales orders are filled could be very important. If a company has a problem of running out of material before all of their orders have been filled it is very important that they have filled their most important orders first.

Pick Release Concepts (continued)

Picking Rules

- Picking Rules, which are created and maintained in Inventory, suggests which material to use, based on inventory controls such as Revision control, Lot control, FIFO (first in first out) or subinventory/locator picking numbers.
- Picking Rule is an Item Attribute. Create a variety of picking rules and associate them with the appropriate items. If there isn't a Picking Rule associated with the item, the system will use the Organization's default Picking Rule which is found on the Shipping Organization's Parameters.
- Note: Picking Rules are covered in Inventory. To learn more see Inventory's users guide.

Pick Slip Grouping Rules

- Pick Slip Grouping Rules organize how released order lines are grouped on Pick Slips for ease of picking. For Example: By using the Pick Slip Grouping Rule "Sub-Inventory" the user can reduce the number of trips to a particular subinventory by grouping all lines for that sub-inventory on to one Pick Slip.

Shipping Transactions User Interface



Query Manager

- Trips
- Stops
- Deliveries
- Delivery Lines
- Containers
- Saved Queries
- Folder enabled

Data Manager

- Pick Release
- Ship Confirm

Create/Plan

- Trips/Stops
- Deliveries
- Delivery Lines
- Containers

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Shipping Transactions user interface

Order Management Super User, Vision Operations (USA)

(N) > Shipping > Shipping Transaction

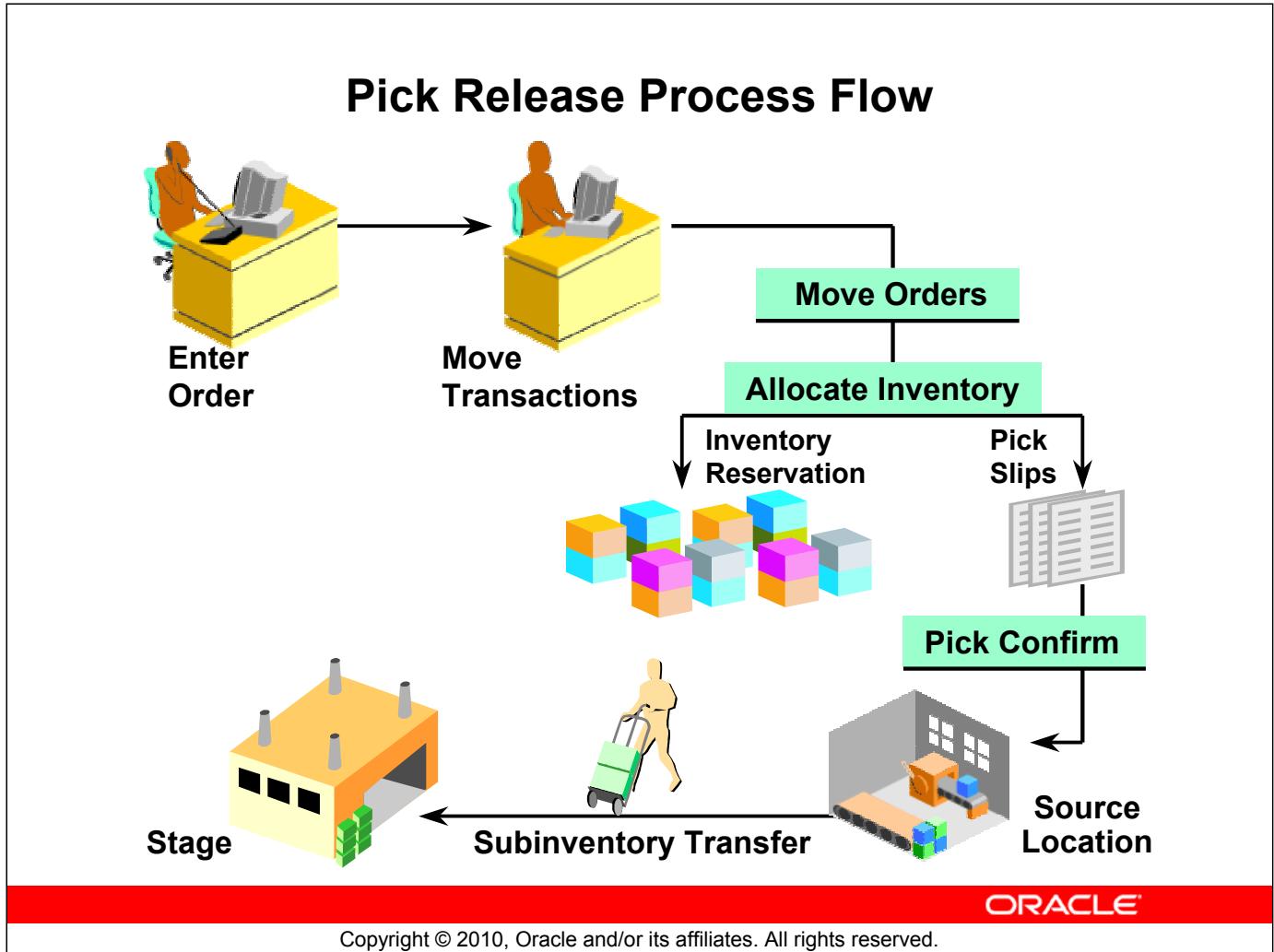
The Shipping Transaction form is a workbench that consolidates planning, executing and viewing all aspects of the Shipping Process. The user interface is composed of two elements; the Query Manager and the Data Manager. It allows for extensive use of Oracle Folders and Tree Capabilities. Change prompts, move fields, hide/retrieve fields.

Query Manager

- The query manager finds trips, stops, deliveries, delivery lines and containers.
- Define and Save queries using the query manager for fast retrieval of data.

Data Manager

- Create or change data easily using the Data Manager.
- Plan trips, stops, deliveries, delivery lines and containers.
- Perform Pick Release and Ship confirm from the same form.
- Pick Release can be launched directly from the Shipping Transaction form based on criteria set up in shipping parameters or the Release Sales order form can be called from the Tools menu.
- Use the Ctrl - Right mouse button to select multiple records to transact at one time.



Pick Release Process

What Happens during Pick Release:

- A pre-approved Move Order is automatically created in Inventory.
- A Move order is a request for a subinventory transfer from the source (stocking) subinventory to the destination (staging) subinventory.
- A Move order is created for every Sales Order Line that has the status of “Awaiting Shipping” and passes the picking criteria (Use your Release Rules to guide this process).
- The Destination subinventory is the Staging subinventory entered on the Release Sales Orders form or defaulted from the Shipping Parameters. Only one staging subinventory is allowed per Picking Batch.
- Note: A Picking Batch is the total number of Order Lines that were released at one time.
- Inventory uses the move order to manage material requisitions within an Organization.

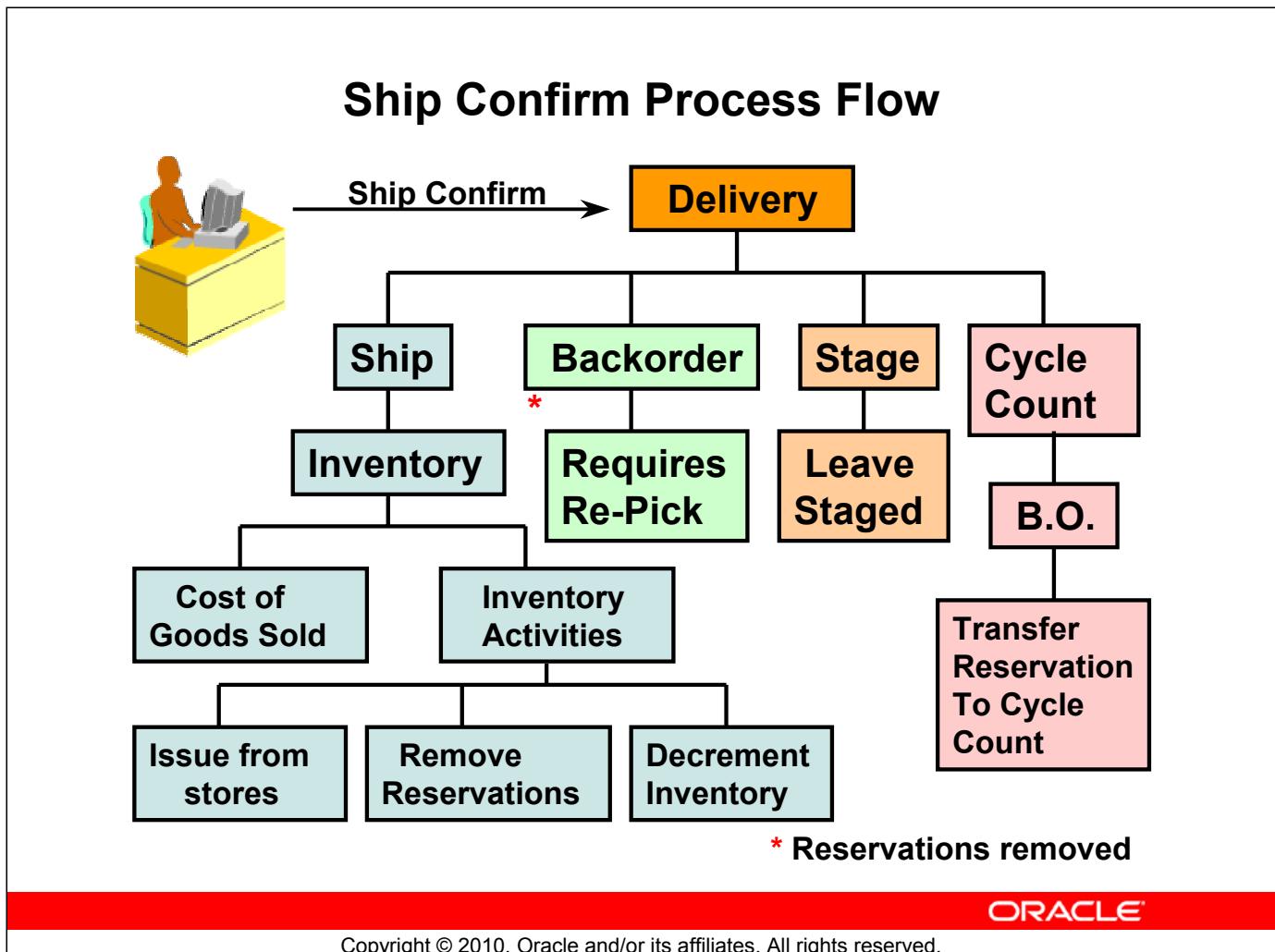
Pick Release Process (continued)

Allocate Inventory to the move order

- Allocating can be done automatically after the move order is created by setting “Auto Allocate” to yes on the Release Sales Order form or postponed until later, then manually allocated from the Transaction Move Orders form.
- The Release Sequence Rule, that was entered on the Release Sales Orders form, or defaulted from the Shipping Parameters, will be used to determine in what sequence to fill the move orders.
- Move orders use inventory’s picking rules to suggest the material that should be allocated. The sourcing values for subinventory, locators, revisions, and lots are defaulted on to the move order.
- Serial Numbers can be allocated if the profile option: INV: Detail Serials = “Yes”. If it is set to “No” serial numbers can be entered before Pick Confirm from the Move Orders form or after Pick Confirm from the Shipping Transaction form.
- The source defaults can be manually updated from the Transaction Move Orders form.
- A high level reservation is placed for the Move Order’s material requirements.
- Allocating inventory is a prerequisite for printing Pick Slips. The Pick Slip Grouping Rule entered on the Release Sales Orders form or defaulted from the Shipping Parameters is used while printing pick slips.

Pick Confirm the move order

- Pick Confirm can be done automatically during the picking process by setting “Pick Confirm” to yes on the Release Sales Orders form or by unchecking the Pick Confirm Required checkbox in the Organization Parameters form. If it is not done automatically during pick release it can be done manually from the Transaction Move Orders form by selecting the Transact button.
- The Pick Confirm transaction executes the subinventory transfer, moving the material from its source location to its destination staging location. Only 1 staging subinventory is supported per picking batch.
- The high level reservations are replaced with detail reservations.
- Note:** A high level reservation puts a reservation on a given quantity. For example if the sales order line needs ten 12" Monitors and you have 15 on hand, the reservation will guarantee that 10 of them will be available for this order but it doesn't specify which 10. Detail reservations puts a reservation on specific subinventory, locator, revision, and lot number.
- If you transact less than the requested quantity, the Move Order will stay open until the total quantity is transacted, or the order is closed or cancelled.
- The status of the Sales Order Line, which is linked to the Move Order, is changed to “Picked” making it eligible for Ship Confirm.
- If not all of the Move order quantity was transacted the status of the Sales Order Line, is changed to “Picked Partial”. During Ship Confirm the order line will split into 2 shipment schedules (e.g. 1.1 and 1.2). The status of the unfilled line will be changed to “Awaiting Shipping”.
- If there is a shortage of material a shortage messages alerts the appropriate individual.
- If an organization’s actual picks rarely deviate from the suggested material, it is suggested that you run your picking process with Auto Allocate and Pick Confirmed set to Yes to cut down on the overhead which is required to transact manually..



Ship Confirm Process

What happened during Ship Confirm:

The results of the picking process are recorded against a Delivery.

- Ship Confirm can only be performed on Deliveries with Delivery Lines that have been Pick Confirmed.
- Ship confirming a delivery records the results of the picking process. These results could be shipped, backordered, staged or cycle count or a combination of all 4.
- The workflow activity will be completed when the quantity picked is recorded as “Shipped”.
- If the ordered item is set up with the item attribute “Shippable” checked, Ship Confirming is a prerequisite for Invoicing.
- The Sales Order – Action- Additional Line Information – provides a complete history of the line’s shipping process from “Ready to Release” through “Shipped”.

Ship Confirm Process (continued)

Over/Under Tolerances

- The Ship Confirm process will check the Over/Under tolerance associated with the customer, the item, as well as the corporate policies set up using profile options. OM: Under Shipment Tolerance, OM: Over Shipment Tolerance.
- At ship confirm, you can confirm a quantity greater than the quantity on the line if it is within the over-shipment tolerance. If it is greater than the over shipment tolerance, a warning will be given. The actual quantity shipped is recorded on the line. The point of using over-ship tolerances is to allow a greater quantity to be shipped without having to add another line to the Sales Order.
- The under-shipment tolerance works a little different - at ship confirm, you can confirm a quantity less than the quantity on the line - but if the quantity shipped is within the under-shipment tolerance, then the line will be closed once the shipment is processed. If the quantity shipped is outside the tolerance, the line will split into 2 lines - the one line representing the quantity shipped and the other containing the difference. The point of using under-ship tolerance is to save the user from having to cancel any remaining little bits of a line, if there is no intention or need to ship it.
- Invoicing of over shipments will be controlled by the profile option, OM: over shipments Invoice Basis - which will control whether to invoice for the quantity shipped or quantity ordered. Under shipments are always invoiced at quantity shipped.

Shipped Quantities

- Once the delivery is closed the Order Line is updated with the shipped quantities and the status of the line is changed to “Shipped”. This enables the order line to proceed to its next workflow activity.
- The Ship Confirm transaction initiates the Inventory Interface to generate the “Issue of Stores” transactions which will decrement inventory and remove the material reservation. Then the OM interfaces is initiated to update the Sales Order Line with Shipped quantities, freight charges, etc.
- The Cost of goods sold account number that is passed to inventory is workflow generated. In Inventory it creates a Material Distribution record that is ultimately passed to the General Ledger.
- If Ship confirm is partial the remaining quantity can be either staged or backordered.

Backordered Quantities

- Backordered quantities are left in the Staging Subinventory. They are not automatically returned to their source location.
- A new pick release will be required before they can be ship confirmed.
- The backordered quantity is removed from the delivery being Ship Confirmed and the reservation is removed making the quantity available to ATP.
- The Sales Order line splits into shipment schedules. One schedule will have the quantity that was shipped and a status of “Shipped”. The other schedule will have the quantity that was backordered and a status of “Awaiting Shipment”. Example of resulting split.

Ship Confirm Process (continued)

Original Sales Order line:

Line	Item	Ordered	Shipped	Status
1.1	BB-2002	10	Picked	After Ship Confirm (8 shipped 2 backordered)
1.1	BB-2202	8	8	Shipped
1.2	BB-2202	2		Awaiting Shipment

Staged Quantities

- Staged quantities are left in the Staging subinventory and can be Ship Confirmed at a later time. The staged quantity is removed from the delivery being confirmed and optionally linked to a new delivery number.
- The Sales Order line splits into shipment schedules. One schedule will have the quantity that was shipped and a status of “Shipped”. The other schedule will have the quantity that remained Staged with a status of “Picked”.
- Example of an automatic split performed by the shipping process.

Original Sales Order line:

Line	Item	Ordered	Shipped	Status
1.1	BB-2002	10		Picked
After Ship Confirm (8 shipped 2 staged)				
1.1	BB-2202	8	8	Shipped
1.2	BB-2202	2		Picked

Cycle Count

The Cycle Count capabilities will be available with a future family pack.

- Without Cycle count the Backordered quantity’s reservation is automatically removed during the Ship Confirm process. This sometimes is not appropriate since it frees up the inventory to be reserved by another delivery line. By using the Cycle count functionality you have the option to transfer the reservation on a pick released item to Cycle Count and simultaneously backorder the delivery line quantities which helps keep available inventory accurate.
- This would be used if unexpected situations occur while staging orders such as, an item is damaged or physical inventory is out of balance with the system inventory. By transferring the reservation to Cycle Count, future reservations cannot be placed against that quantity.
- If you select “Cycle Count all” the entire reserved quantity for a delivery is transferred to Cycle Count and the delivery line status is changed to backordered.
- If only specific quantities should be transferred to cycle count you must first enter a Shipped quantity on the delivery line’s detail form. Then from the Ship Confirm form select “Ship entered quantities” and in the “Unspecified quantities” LOV select Cycle Count. The result is that only the shipped quantities are confirmed and the balance of the delivery lines will be Backordered and the reservations for that quantity will transfer to Cycle Count. Example of resulting split.

Ship Confirm Process (continued)

- Original Sales Order line:

Line	Item	Ordered	Shipped	Status
1.1	BB-2002	10		Picked
After Ship Confirm (8 shipped 2 backordered)				
1.1	BB-2202	8	8	Shipped
1.2	BB-2202	2		Awaiting Shipment

Delivery Line Processing Statuses



- Ready to Release
- Released to Warehouse
- Staged
- Backordered
- Confirmed
- In Transit
- Shipped

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Delivery Line Processing Statuses

The Shipping process provides Delivery Line statuses to reflect at what stage in the shipping process the delivery line is current at.

Ready to Release

The Order Line has been booked and passed to shipping execution. It is now a delivery line which is eligible for Pick Release.

Release to Warehouse

Pick Release has started but not completed. Either no allocations were created or the allocations have not been Pick Confirmed.

Staged

Staged occurs after pick confirm to indicate that the subinventory transfer has been executed. The quantities are now staged and ready for shipping.

Backordered

The delivery line has been pick released but no allocations were created or partial allocations occurred.

Delivery Line Processing Statuses (continued)

Confirmed

This delivery status indicates that the delivery line is either shipped or backordered and the trip stops are still open.

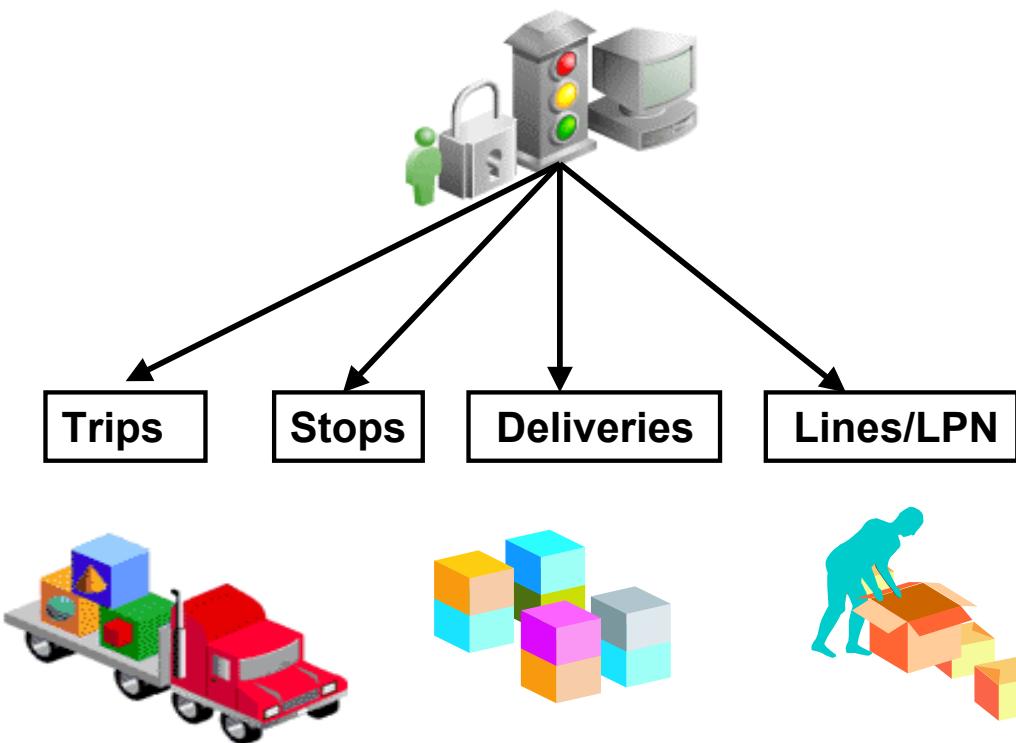
In transit

This delivery status indicates that the delivery associated with the line is ship confirmed and the pick up stop is closed.

Shipped

This pick status indicates that the delivery associated with the delivery line has been confirmed. The Shipping process ends and the sales order line advances to it's next workflow activity.

Shipping Roles and User Security



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Shipping Roles and User Security

Order Management Super User, Vision Operations (USA)

(N) > Shipping > Setup > Grants & Roles Definitions

Shipping Execution is made up of many functional areas such as, Trips, Stops, Deliveries, Delivery Lines and LPNs (Containers). It is not always appropriate to allow all users to perform all of these shipping functions.

Using Roles and Grants controls users access to only the options consistent with their role. This in turn secures shipping data by selectively hiding or displaying view-only fields or granting full edit mode.

New users must be granted permissions to the shipping areas that are appropriate to their shipping role.

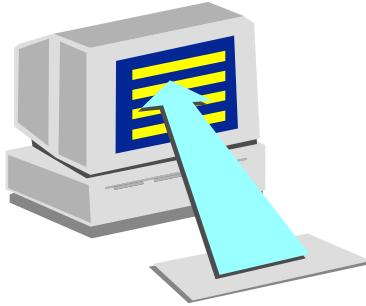
Agenda

- Understanding Shipping Concepts
- Using Pick Release
- Entering Ship Confirm
- Defining Shipping Setups
- Shipping APIs and Interfaces

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Pick Release Parameters



Controls the Picking Process

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Pick Release Parameters

Pick Release parameters are Organization specific. Once the organization is entered on the Release Sales Order form the parameters will default values and establish controls on the picking batch.

If a Release Rule is used either from the Release Sales Order form or by SRS, the Release Rule's defaults are used in place of the Pick Release Parameters.

If Pick Release is launched from the Shipping Transaction's Action button, the picking parameters for the shipping organization are used to provide the default values.

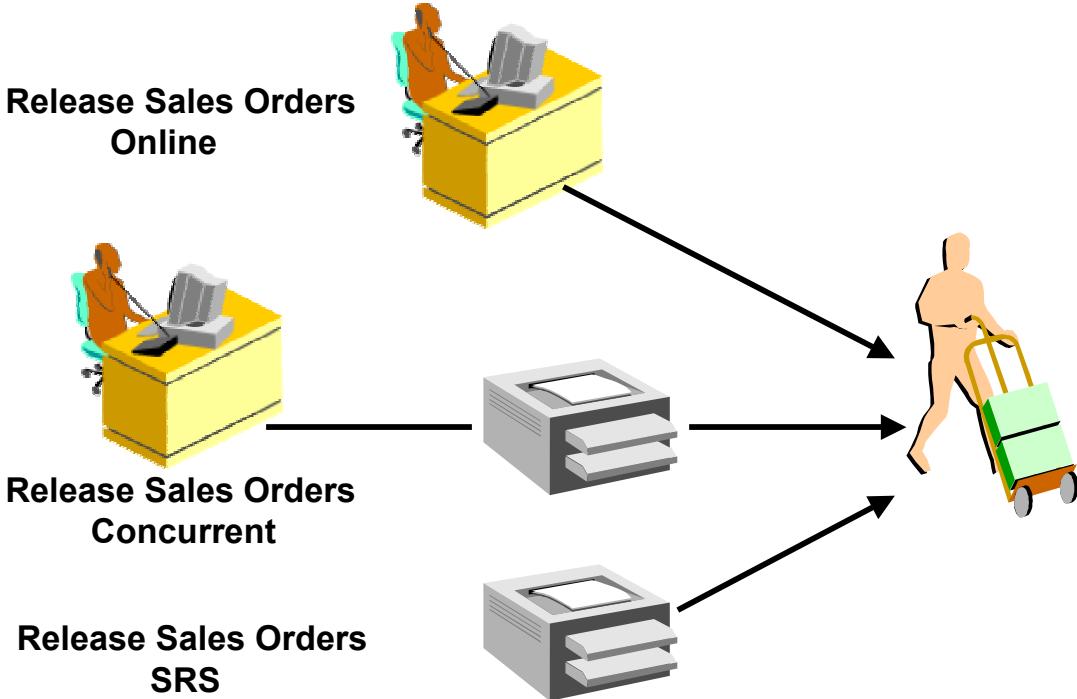
Default Values:

- Release Sequence Rule, Pick Slip Grouping Rule, Picking Document Set, Staging Subinventory, Staging locator.

Controls:

- Whether to print pick slips immediately, or wait until the process is complete.
- Whether grouping delivery lines into Deliveries will be restricted to within an Order or across Orders.
- Whether to automatically create deliveries as part of the picking process.
- Whether to automatically allocate inventory as soon as the mover order is created.
- Whether the Picking process should respect Ship sets and Ship Model Complete sets.

Methods to Pick Release



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Methods to Pick Release

Online

- When the Release Sales Orders is submitted from the user interface, as “Online”, it releases one order immediately, eliminating waiting for the order to process through the Concurrent Manager queue.
- Only one Sales Order at a time is allowed.
- A Release Rule and Document set are required.

Concurrent

- When the Release Sales Orders is submitted via the user interface, as “Concurrent”, it runs Pick Release in the background, allowing you to run other processes simultaneously.

Standard Report Submission (SRS)

- When a Standard Report Submission (SRS) runs Release Sales Orders it runs in the background on an automatic, scheduled basis. Using SRS and your Release Rules, you can run a specific release at the same time every day

Note: The Shipping Transaction’s Tools menu provides a link to the Release Sales Order UI to allow picking either “Online” or “Concurrent”.

Configurable Process

Pick Release Sales Order	Results after Pick Release
One Step Picking: Auto Allocate = Yes Auto Pick Confirm = Yes	Move Order Created Inventory Allocated * Material moved to Stage
Two Step Picking: Auto Allocate = Yes Auto Pick Confirm = No	Move Order Created Inventory Allocated
Three Step Picking Auto Allocate = No Auto Pick Confirm = No	Move Order Created

*** The picking process is complete when the material has been moved to the Staging Subinventory**

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Configurable Process

One-Step Process

Auto Allocate is set to Yes and Auto Pick Confirm is set to Yes.

- When the request is submitted the system automatically creates a Move Order for all eligible order lines that meet the picking criteria.
- The Release Sequence Rule is used to sequence the orders for inventory allocation.
- Inventory's Picking Rule is used to detail the Move Order with suggested material.
- Pick Slips are printed and can be reprinted if needed later.
- The subinventory transfer is executing moving the material from it's source location to the destination staging subinventory.
- The Order Line status is "Picked", making it eligible to be Ship Confirmed.

One Step Shipping Scenario:

The One Step process would be for an organization who's shipment profile is one where the order lines do not require a lot of change. Typically the majority of what is picked is Shipped in full and the process requires minimal manual intervention. This type of process is also appropriate for shipment profiles that are simple and repetitive. High volume non MSCA non WMS would probably use a one step process.

Configurable Process (continued)

Two-Step Process

Auto Allocate is set to Yes and Auto Pick Confirm is set to No.

- When the request is submitted Move Orders are created.
- Inventory is allocated and the Move Order is detailed with source information.
- Pick Slips are printed.
- The Order Line status is still “Awaiting Shipping”.

Manually Pick Confirm from the Transact Move Orders form to complete the picking process.

Two Step Shipping Scenario:

The Two Step process allows some automation by having the system allocate the material but gives the Material Handler more control by allowing changes to be made at the Pick Confirmation step. The two step process is typically used by organizations that use mobile scanning devices where the Material handler scans material as its being picked. Probably not used by organizations who pick and ship from the desk top due to the number of transactions necessary to process the shipment via the forms.

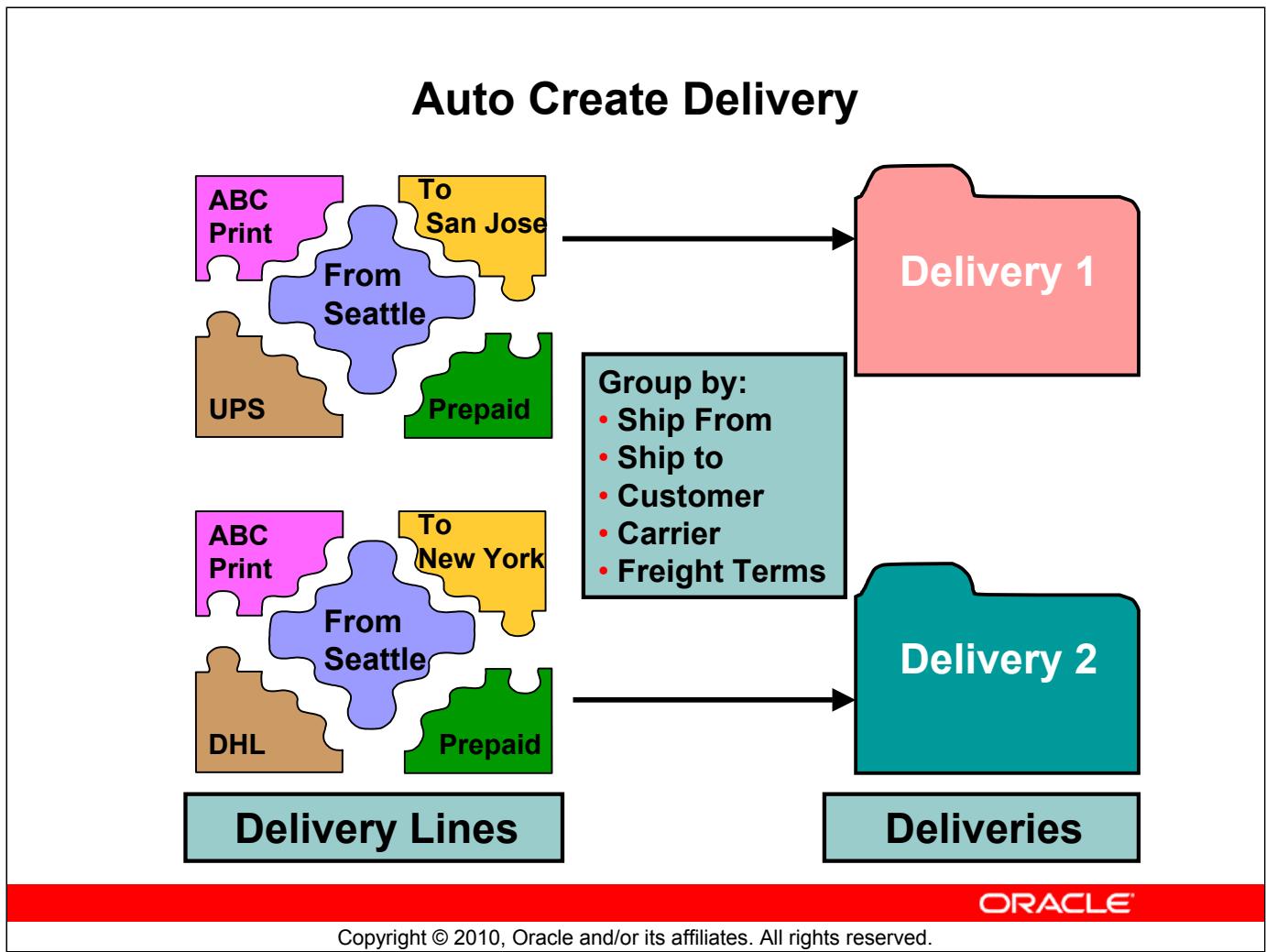
Three-Step Process

Auto Allocate is set to No and Auto Pick Confirm is set to No.

- When the request is submitted Move Orders are created.
- The Move Order has not been detailed.
- Pick Slips cannot be printed.
- The Order Line status is still “Awaiting Shipping”.
- Manually allocate inventory from the Transaction Move Orders form
- Manually Pick Confirm from the Transaction Move Orders form.

Three Step Business Scenario:

The Three Step process would be for organizations that have full RF Mobile device capabilities. The number of transactions required to process a shipment requiring all three steps would be unreasonable using the desk top but it could be done. It also has the most control and the most flexibility in the picking process.



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Auto Create Delivery

Deliveries are required to perform Ship Confirm.

Deliveries can be automatically created from the Release Sales Order form during Pick Release or from the Shipping Transaction's Action menu any time prior to Ship Confirm.

If Autocreate is not executed, Deliveries can be manually created from the Shipping Transaction form.

Deliveries Lines

Delivery Lines are Sales Order Lines which have completed all their workflow activities that are prerequisites to Shipping such as Schedule – Line or Create Supply.

Delivery Grouping Tab

Lines are grouped based on the grouping attributes specified on the your Organization's Shipping Parameters – Delivery Grouping Tab. There are two mandatory attributes, Ship From location and Ship to location. Optionally, group by Customer, Freight Terms, FOB, Intermediate ship to location, Ship Method, and Carrier.

Release Sales Orders

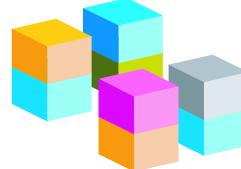
- First Step in Shipping Process
- Line Status: Awaiting Shipping
- Prior Reservations only
- Document set
- Move Orders Created
- Holds (User Hold/Credit Hold)



Selection Criteria

Ship From: Seattle
Ship Date From: Null
Ship Date To: Current Date
Carrier: UPS

Find all the orders that are scheduled to ship today (or earlier) from Seattle, that are shipping UPS.



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Release Sales Orders

Order Management Super User, Vision Operations (USA)

(N) > Order Management > Shipping > Release Sales Order > Release Sales Order

Releasing Sales Orders for picking is the first step in the shipping process.

- The Shipping activity must be in the Line's workflow. The line status must be "Awaiting Shipment" and the item's attribute Shippable must be selected.
- Some companies have a problem with material shortages or incorrect balances. To combat these issues it may be necessary for a Scheduler to manually reserve inventory for specific Sales Order Lines, prior to picking. In order to assure that the picking process selects only the orders planned by your schedulers, select "Prior Reservations Only" from the Release Sales Order form.
- The Document Set defines what reports will be printed from your picking process. For example you may request that Pick Slips and an Exception Report be printed.
- Move Orders are created for every Sales Order Lines that is released.

Release Sales Orders (continued)

Holds

- All user defined holds must be removed from the Order or Order Line prior to picking.
- Credit Check holds that are placed on an order at booking may automatically be removed by the picking process if the Customer's AR balance has been decreased or their credit limits have been increased.
- The picking process could apply a credit check hold if the order's Transaction Type has a value in the Credit Check Rule – Shipping field.
- If a credit hold is manually removed prior to pick release the system will not perform a credit check, even if the Order Transaction Type has a value in the Credit Check Rule – Shipping field.

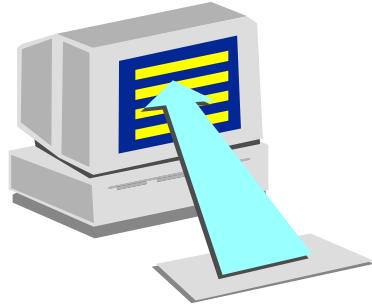
Agenda

- Understanding Shipping Concepts
- Using Pick Release
- **Entering Ship Confirm**
- Defining Shipping Setups
- Shipping APIs and Interfaces

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Shipping Parameters



Controls the Ship Confirmation Process

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Shipping Parameters

Shipping parameters are Organization specific. During the Ship Confirm process the shipping parameters are used to control the confirmation process.

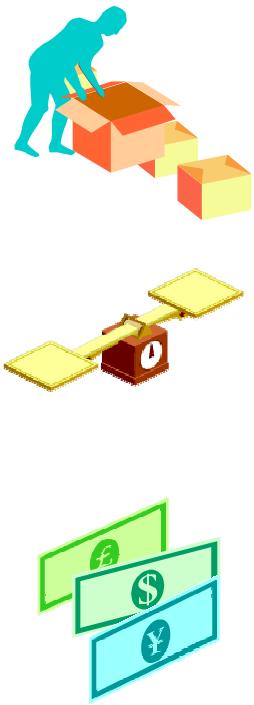
Defaults:

- Delivery Document Set. Packing papers, mailing labels, Bill of Lading, commercial invoice for international shipments.
- Defer Interface (yes or no). Should Interfaces run immediately or not.

Controls:

- Whether weight and volume is calculated automatically.
- Whether Containers are required.
- Whether printing a pack slip is required.
- Whether a Ship Method is required.

Ship Confirm



- **Last Step in Shipping Process**
- **Delivery Status: Staged**
- **Containers**
- **Calculate Weight & Volume**
- **UPS**
- **Add Shipping costs**
- **Enter quantities**
- **Set Delivery In-Transit**
- **Close Trip**
- **Document set**
- **Generate the Bill of Lading**

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Ship Confirm

Order Management Super User, Vision Operations (USA)

(N) > Shipping > Shipping Transaction (T) Delivery (B) Action – Ship Confirm

Ship Confirm is the last step in the Shipping Process. Order lines that have been ship confirmed as “shipped” will be allowed to continue through the workflow to the Invoicing activity.

A Delivery is required for Ship Confirming. The status of the delivery must be “Staged”.

Ship Confirm is executed from the Shipping Transaction form.

Containers/LPNs

Containers (LPNs) are optional. Pack delivery lines into containers. Pack containers into vehicles. Using the Shipping Transaction form Automatically pack delivery lines associated to a delivery into containers. When auto-packing a delivery, the delivery lines are grouped together by shared attributes such as ship-to location. Auto Pack uses the Container Load Details record.

Ship Confirm (continued)

Calculate Weight and Volume

Whether a company uses containers or not it is often necessary to calculate the weight and volume of deliveries. The weight and volume entered in the Physical Attributes tab of the item record is used. Calculate Weight and Volume can be done manually from the Shipping Transaction form or set up through your Shipping Parameters to be automatic.

Calculate the tar (empty container), gross (container + delivery lines) and net (delivery lines only) weight for delivery as well as the Percent fill value. A warning will display if the fill is less than the minimum percent fill specified on the container's item record.

UPS

Oracle and UPS have entered into a collaboration to fill multiple shipping needs.

Oracle-UPS APIs is a set of programs which integrate shipping information, provided by UPS Online Tools into Oracle Applications suite to help customers streamline operations in the shipping process.

Oracle - UPS integration will enable you to:

- Verify shipment address/postal code.
- Inquire about time in transit for ground shipments.
- Get shipping costs for deliveries.
- Track the packages after shipment.

Each of these functions are accessible using the Shipping Transaction's Action menu.

Set the Profile Option: WSH: Internet Proxy to enable UPS-Oracle API.

Add Shipping Charges

You can assign shipping costs to trips, stops, deliveries, delivery lines, delivery legs, or containers. Insurance, Duty fees, Special Handing and freight charges are seeded Freight Charge Types. Shipping Charges can be in any currency. They are not restricted by the Sales Order currency. The currency will be converted to the currency of the sales order during the shipping process.

Enter Quantities

Enter the quantities that were shipped, backordered or left in the staging area.

There is a checkbox available for creating a delivery with the split off staged quantities. This provides the ability to group all staged lines together in a new delivery.

Optionally, Ship-all, Backorder-all, or Cycle Count-all.

Set Delivery in Transit

Set delivery in-transit creates trips and stops for the delivery. Closes Pick-Up stop of the delivery, but leaves the Drop-off stop open. It sets status of the delivery to in-transit and initiates Oracle Order Management (OM) and Inventory interfaces.

Close Trip

Closes trip, all open stops. When the delivery's trip stops have been closed, the delivery closes.

Ship Confirm (continued)

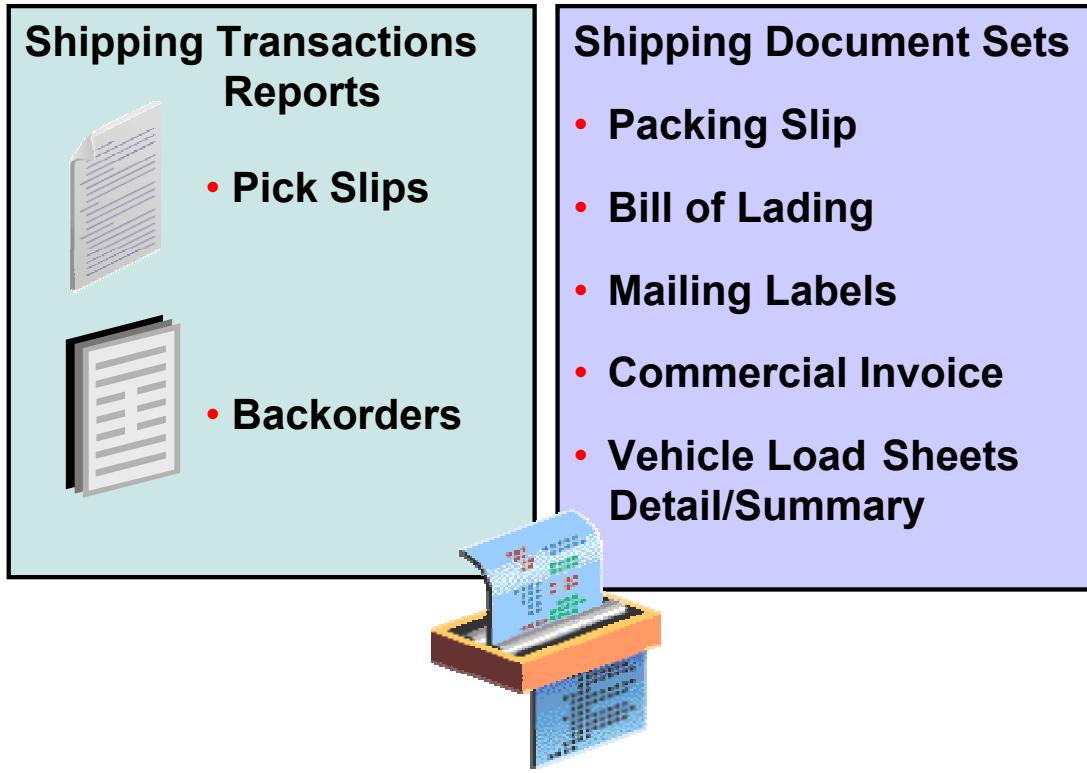
Document set

The document set associated with Ship Confirm could include Pack Slips, Commercial Invoice, mailing labels and Bill of Lading.

Bill of Lading

Select the create Bill of Lading checkbox to have the system automatically create the shipment's Bill of Lading.

Shipping Documents



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Shipping Documents

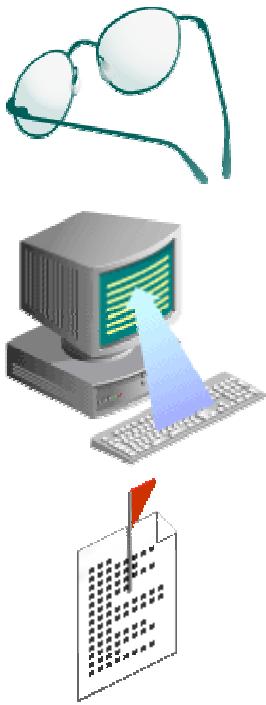
Shipping Transaction Reports

- Pick Slip Reports are printed at Pick Release for all delivery lines which were released. Lines are grouped according to the Pick Slip Grouping Rules.
- Backorder Reports provide information on Orders that have been backordered either because there wasn't enough inventory to allocate or as the result of Ship Confirm.

Shipping Document Sets

- Pack Slip lists all the goods being shipped on a delivery. Optionally print the customer's Item number rather than your internal number.
- Bill of Lading is usually a pre-printed form. It lists information for all the delivery lines that were confirmed on a delivery.
- Use the Choose Printer form to route Mailing Labels to a printer that is loaded with printable labels.
- Commercial Invoice lists all ship confirmed items in a delivery along with their currency value.
- Detail Vehicle Load Sheet prints the loading sequence of items within a delivery.
- Summary Vehicle Load lists all deliveries assigned to a trip.

Shipping Exceptions



- View Exceptions
- Update Existing Exceptions
- Enter New Shipping Exceptions

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Shipping Exceptions

Order Management Super User, Vision Operations (USA)

(N) > Shipping > Exceptions

In the View Exceptions window, view, log, and update current and past exceptions that have been logged either manually or automatically.

Use the Find Exceptions window to find selected exceptions or all exceptions. The search displays the results in a series of tabs in the View Exceptions window: the Exception tab displays general information about the exception such as the exception name and exception ID. The other tabs--Trip, Delivery, Container, and Inventory tabs--display additional information about the exception such as the trip, delivery, container, and inventory associated with the exception(s). This information helps identify the source of the exception so that the appropriate handling action can be taken.

Select a single exception to view or update it. Single exceptions display in the Log Exceptions window.

In both the View Exceptions and Log Exception windows, update details about a selected exception by choosing the tab that corresponds to the information that needs to updated.

Shipping Exceptions (continued)

Some exceptions are set up to notify automatically if an exception occurs during a shipping process (such as ship confirm). The notification alerts that an exception has occurred and displays details to help identify the exception.

Note: Exceptions and processes for exception handling must already be set up before exceptions can be viewed, logged, or updated. For more information, see: Define Exceptions in the setup section.

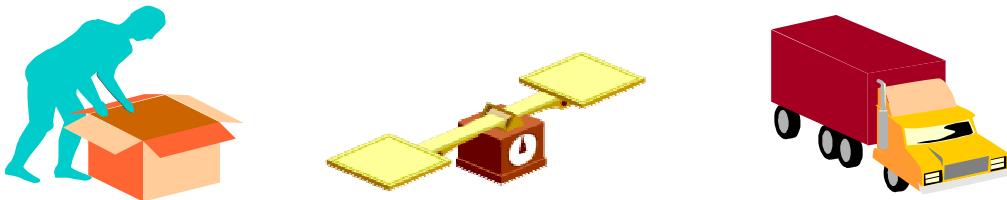
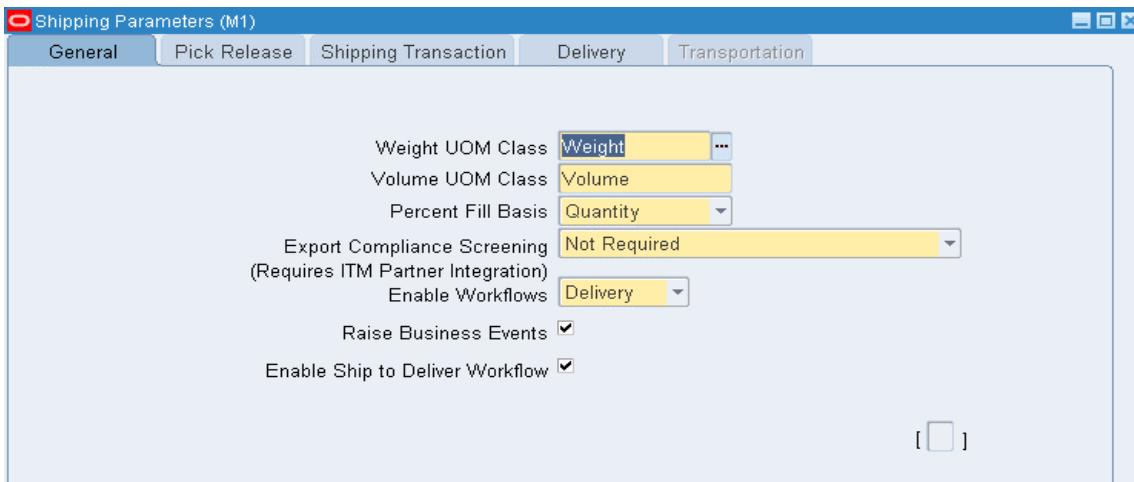
Agenda

- Understanding Shipping Concepts
- Using Pick Release
- Entering Ship Confirm
- Defining Shipping Setups
- Shipping APIs and Interfaces

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Shipping Parameters



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Shipping Parameters

Order Management Super User, Vision Operations (USA)

(N) > Shipping > Setup > Shipping Parameters (T) General (T) Shipping

General Tab Shipping Transaction Tab

Note: Shipping Execution uses the weight and volume classes to calculate the weight, volume and percent fill for a shipment.

Weight UOM Class: The values in the LOV are set up in Inventory. Select the weight class that contains the units of measure used to set up your Items, containers and vehicles physical attributes.

Volume UOM Class: The values in the LOV are set up in Inventory. Select the volume class that contains the units of measure used to set up Items, containers and vehicles physical attributes.

Percent fill basis: There are three choices in the LOV, weight, volume, quantity.

- If weight or volume is chosen, the calculation will be made from the item's and container's physical attributes set up in Inventory.
- If quantity is chosen, the calculation is made based on the container load details setup, which specifies the maximum quantity of a given Item that will fit into a given container.

Shipping Parameters (continued)

Shipping Transaction Tab

The Shipping Transaction tab on the Shipping Parameters form sets most of the parameters that relate to the functionality in the Shipping Transaction form.

Default delivery document Set: Select from the LOV the document set which was designed for this organization shipping process. It will default during Ship Confirm of the delivery.

Weight/Volume calculation: Choices are automatic or manual.

- If “automatic” is chosen, the weight and volume will be automatically calculated when a delivery status is set to “Confirmed”.
- If “manual” is chosen., the weight and volume can be calculated using the Shipping Execution’s Action button.

Enforce Packing in Containers: Choices are Yes or No.

- If “Yes” is chosen, a warning message will appear during ship confirmation if any item in a delivery is not assigned to a container. This message can be bypassed to complete a shipment if necessary.
- If “No” is chosen, the system will not check to see that all items in a delivery are assigned to a container.

Container Inventory Control: Future use.

Pack Slip required checkbox:

- If checked, the system checks to see that a pack slip is printed for the delivery. An error message will appear if a packing slip is not created.
- If this box is not checked, the system will not check to see that a packing slip has been generated.

Goods Dispatched Account: This is known as the Cost of Goods Sold Account to use for this organization and is used if the OM workflow cannot determine one for the sales order issue transaction.

Freight Class Category Set: Defaults the Freight Class Category set that is used for all items in that organization.

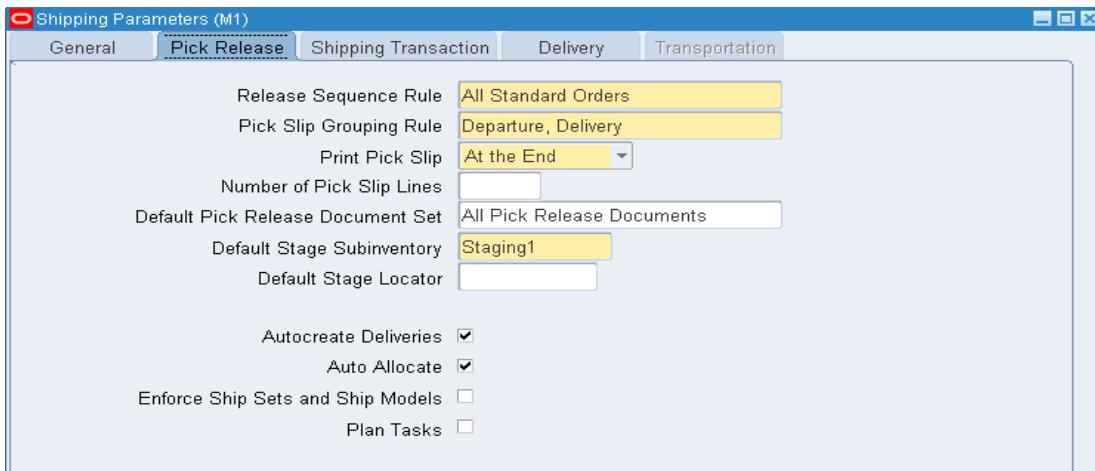
Commodity Code Category Set: Defaults the Commodity code that is used for all items in that organization.

Enforce Ship Method checkbox: When Enforce Ship Method is checked, a ship method is required at ship confirm.

Defer Interface checkbox: When Defer Interface is checked, the Interfaces do not run immediately at ship confirm. In this case, the Interface concurrent programs would be scheduled to run at user defined intervals.

Note: Defer Interface and Enforce Ship Method are settings for across all organizations.

Pick Release Parameters



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Pick Release Parameters

Order Management Super User, Vision Operations (USA)

(N) > Shipping > Setup > Shipping Parameters (T) Pick Release

The Pick Release tab on the Shipping Parameters form sets most of the parameters that relate to the picking process.

Since Shipping Parameters are organization specific, each of your shipping organizations can have their own values defined.

Release Sequence Rule: Select a value from the LOV to default in the Release Sales Orders form. This value can be over written before submitting the release, if applicable.

Pick Slip Grouping Rule: Select a value from the LOV to default in the Release Sales Order form. It can be over written if necessary.

Print Pick Slip: The LOV has two values, At the End or Immediate.

- If “At the End” is selected, the system will wait until the pick release job is finished before sending them to a printer.
- If “Immediate” is selected, the system will send a pick slip immediately to the printer.

Note: There is less impact on the system resources if “immediate” is used.

Pick Release Parameters (continued)

Default Pick Release Document Set: Select a value from the LOV to default on the Release orders form if a Release Rule isn't used. This value can be over written before submitting the release.

Autocreate delivery within an order: The choices are Within an Order or Across Orders'.

- If "Within an Order" is chosen, the Autocreate delivery process will create deliveries from the selected order lines based on the order number and standard delivery grouping attributes.
- If "Across Order" is chosen, the Autocreate delivery process will create deliveries from the selected order lines based on the standard delivery only. This could result in grouping orders across order numbers if all the grouping attributes match, i.e.. Same customer, same ship to, same carrier.

Default Stage Subinventory: Select a value from the LOV to default during the Release Sales Order process. This value can be over written.

Default Stage Locator: Select a value from the LOV. This is an Optional value.

Number of Pick Slip Lines: Enter the number of rows to print on each Pick Slip.

Auto Allocate checkbox: Select Yes or No. This value will default during the Release Sales Order process. It can be over written.

- If "Yes" is selected, the system will automatically allocate inventory to the move orders.
- If "No" is selected, the inventory will be allocated manually from the Transaction Move Order form.

Autocreate Deliveries: Select Yes or No. This value will default during the Release Sales Order process and can be over written.

- If "Yes" the system will automatically create deliveries for the released order lines.
- If "No" the delivery will need to be created from the Shipping Transaction form.

Enforce Ship Sets & Ship Models checkbox: Shipping Execution enforces ship models and ship sets during pick release when checkbox is checked.

Delivery Grouping

Delivery Grouping Attributes

- Ship From Location Ship To Location
- Customer Intermediate Ship To Location
- Freight Terms Ship Method
- FOB Code

Autocreate Delivery Criteria: Across Orders
Appending Limit: Do Not Append

Transportation

Enabled

Delivery Weight Limits

Delivery Detail Max Net Weight: []
Delivery Max Gross Weight: []
UOM: Lbs

Icons:
 1. Yellow shipping container with black dashed lines and four grey cylindrical top fittings.
 2. Three stylized human figures in orange, green, and blue.
 3. A red rectangular truck with a white cab and a yellow trailer.
 4. A yellow building with a brown roof and two grey cylindrical top fittings.

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Delivery Grouping

Order Management Super User, Vision Operations (USA)

(N) > Shipping > Setup > Shipping Parameters (T) Delivery Grouping

The Shipping Parameters – Delivery Grouping tab defines the Shipping Organization's grouping rules that will be used for grouping Delivery Lines into a Deliveries. Whenever a Delivery is created either automatically or manually the Delivery Grouping rules must be adhered to. There are two mandatory grouping attributes:

- Ship From location (Shipping Inventory Organization) and
- Ship to location (Customer's Ship-to site).

Optionally select

- Customer,
- Freight Terms
- FOB code
- Intermediate ship to location
- Ship Method

Null values for Freight terms, FOB code, Ship Method and Carrier will be grouped with orders that do have values.

Shipping Exceptions



- Define exceptions per business requirements
- Define handling processes for exceptions (Workflow)
- Record shipping exceptions during shipment process
- Initiate exception handling
- View and track exceptions

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Shipping Exceptions

Order Management Super User, Vision Operations (USA)

(N) > Shipping > Setup > Define Exception

The shipping exceptions feature helps you identify and correct shipping exceptions that violate the requirements of your operation or that of your carriers and customers.

The shipping exceptions feature gives you the ability to define exceptions and processes for handling them. You can record exceptions automatically from within Oracle Shipping Execution, or you can log exceptions manually through the user interface input forms. You can initiate exception handling, and view and track the exceptions as you manage them to resolution.

Any automation requires user defined workflow activities.

API's are provided that allow you, with some custom programming, to use third party applications to log exceptions.

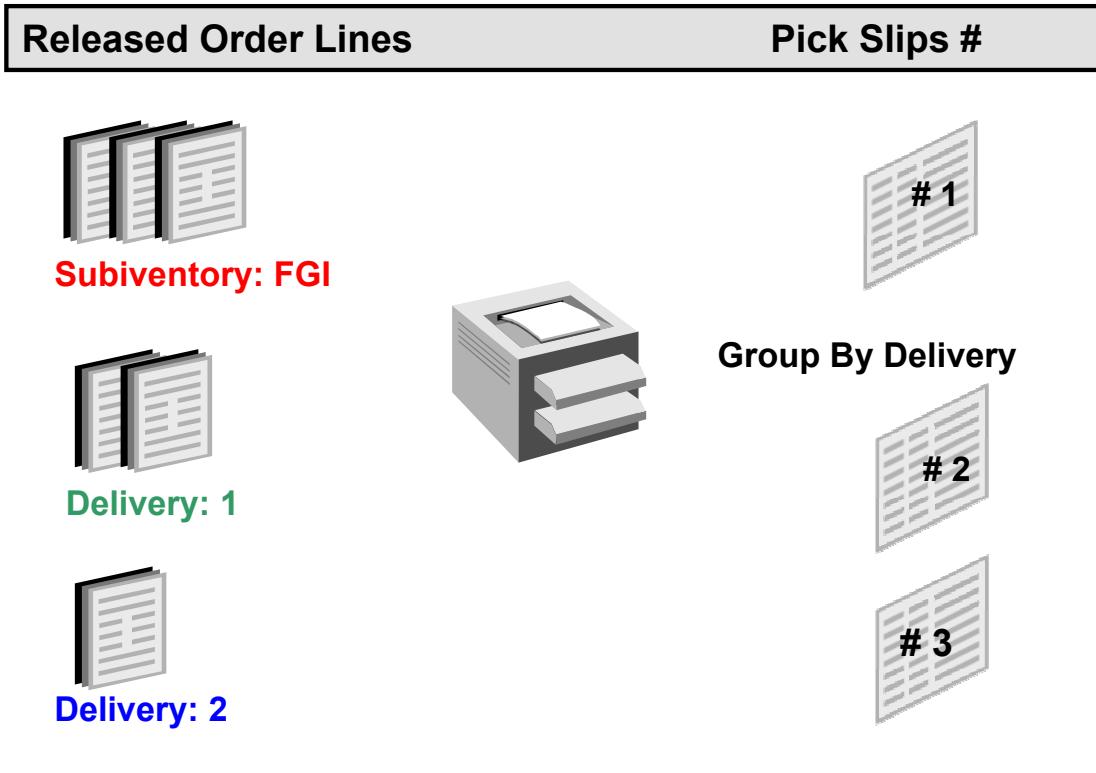
Shipping Exceptions (continued)

Seeded Exception are:

- WSH_PICK_BACKORDER
 - Backorder occurred at picking time.
- WSH_PICK_HOLD
 - Hold on the line at picking time.
- WSH_INVALID_PACKING
 - Invalid Packing: Item(s) should be unpacked from the container.
- WSH_INVALID_DELIVERY_PLANNING
 - Planned delivery has changes
- WSH_INVALID_PACKING_PLANNING
 - Invalid Packing Planning: Planned packing has changes.
- WSH_UNPACK_ITEM
 - Packing Exception.
- WSH_CUSTOMER_MERGE_CHANGE
 - Change to delivery detail due to customer merge.

See the Shipping Technical Reference Manual for further information about the seeded exceptions.

Pick Slip Grouping Rules



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Pick Slip Grouping Rules

Order Management Super User, Vision Operations (USA)

(N) > Order Management > Shipping > Setup > Picking > Define Pick Slip Grouping Rules Form

Pick Slip Grouping rules define how Released Order Lines will be grouped on Pick Slips. Have multiple grouping rules to meet a variety shipping needs. By associating Grouping Rules with Release Rules, control what will be picked and how they will appear on pick slips.

Group orders by subinventory so that all Orders filled from one subinventory would be filled before going to the next subinventory.

Select Delivery as a grouping criteria, all picking lines for the same delivery are grouped together on a pick slip. If there are multiple deliveries, multiple pick slips are created.

The Pick Methodology of “User Defined” allows group by Order#, Subinventory, Customer, Ship to, Carrier, Trip Stop, Delivery and Shipment Priority.

The other methodologies are reserved for Oracle’s Warehouse Management System. Also, there are grouping selections which are only available to WMS, Item number, Locator, Lot, and Revision. See the WMS User’s Guide for more information.

Release Sequence Rules

Released Order Lines



Prioritize by:

- Shipment Priority
- Schedule Dates
- Order Number
- Customer's Open Invoice value

Ascending or Descending

Inventory Allocations



Source Move Orders with:

- Subinventory
- Locator
- Revision
- Lot Number

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Release Sequence Rules

Order Management Super User, Vision Operations (USA)

(N) > Order Management > Shipping > Setup > Picking > Define Release Sequence Rules Form

Release Sequence Rules are used during the Pick Release process to determine in what order to allocate material to the Released Sales Order Lines. This can be very important if inventory balances are less than 100% accurate. If material runs out, the most important orders get filled first.

Default the appropriate Release Sequence Rule on to the Release Sales Order form by using a Release Rule.

Assign a numeric value to Order Number, Shipment Priority, Schedule Date and Departure Date to prioritize the importance of each attribute within the rule. The lower the value the higher the priority.

Release Sequence Rules (continued)

Specify whether the attribute should be evaluated in an ascending or descending order

Example:

Priority	Order	Meaning
Shipping Priority: 1	Descending	(Highest to Lowest Value)
Schedule date: 2	Ascending	(Lowest to Highest Value)

The result would be that the highest priority released order lines with the earliest scheduled date would have material allocated first.

One the choices for allocating material is the Customer's Outstanding Invoice Value. It would allocate inventory to the order which will be generating the most revenue. Customer's Outstanding value is mutually exclusive.

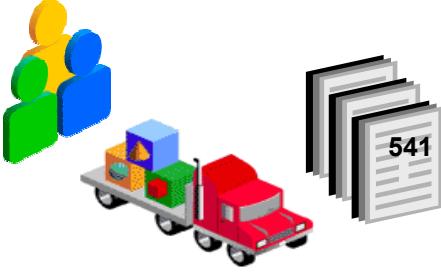
Example of how orders are selected if Customer's Outstanding Invoice Value is used:

- Sales Order 5000 has a total revenue of 1000 currency units and a Backordered quantity of 15.
- Sales Order 5200 has a total revenue of 1200 currency units with a Backordered quantity of 2.
- Since the total invoice value of sales order 5200 is greater it would receive the first available material.

Release Rules

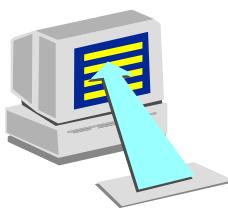
Criteria to Release Orders

- By Customer
- Carrier
- Order #
- Date Range



Ship Date From:
Ship Date to: 05-May-2002

Release Sales Orders



“Based on Rule”

Release Sales Orders SRS



“Release Rule Name”

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Release Rules

Order Management Super User, Vision Operations (USA)

(N) > Order Management > Shipping > Setup > Picking > Define Release Rules Form

Release Rules are used during the pick release process to define the criteria used to determine which Order Lines will be released for picking. There are two ways you can use Release Rules:

- On the Release Sales Orders form as the “Based on Rule”. If used in this way it acts as a defaulting tool. The values that are defaulted can be overwritten prior to submitting the request.
- On the Release Sales Orders SRS form as the “Release Rule Name” to dictate the release criteria which will execute in the background from a concurrent request. A Release Rule is required to use SRS, standard report submission.

If Carriers are on a regular schedule, such as DHL comes in the morning and UPS comes in the afternoon. Create Carrier specific Release Rules, then set up several Release Sales Orders SRS schedules to run the appropriate Release Rule at the appropriate time.

Release Rules (continued)

Although the Release Rule is the first setup to be used during the Pick Release process it is not the first rule you would create. Both the Release Sequence Rules and the Pick Slip Grouping Rules would be set up first since they are used by the Release Rule.

Release Rules can be created based on criteria represented in three different tabs. This will enable you to create rules that can respond to all of your picking needs.

Order tab - criteria = order type, order number, customer, item, unreleased/backordered/all, ship set # , scheduled ship dates from and to, request dates from and to.

Note: Enter the current date (today's date) in the "to" Date fields so that whenever the rule is used, the system will automatically reset them to the current date.

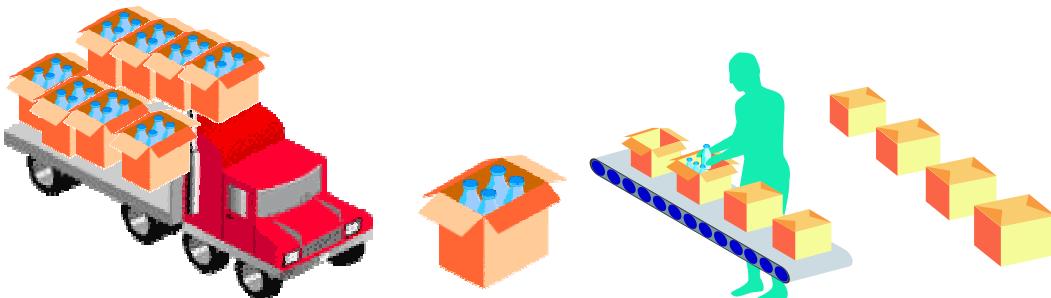
Shipping tab - criteria = carrier, ship from, shipment priority, release sequence rule, auto create delivery, shipment priority.

Inventory Tab - criteria = warehouse, pick slip grouping rule, auto allocate, auto pick confirm.

Warehouse is a required field. Once you enter a warehouse the Shipping Parameters for that warehouse will be used to default values into the Inventory and Shipping tabs. These values can be over written, as needed.

Container Load Details

Container Item	Load Item	UOM	Max Quantity	Preferred Flag
Box4	BB-2002	Ea	4	<input checked="" type="checkbox"/>
Pallet	Box4	Ea	8	<input checked="" type="checkbox"/>



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Container Load Details

Order Management Super User, Vision Operations (USA)

(N) > Shipping > Setup > Container Load Detail

A container load record is required for calculating Percent Fill if the Shipping parameter has “Quantity” as the fill bases.

Container-item relationships specify the maximum number of load items (Monitor, Keyboard), that can be packed into a load item (Box, Pallet).

A container can be a load item. For example: pack a Monitor into a box for the convenience of the customer and then pack the box into a pallet for the convenience of shipping.

Ship Methods- Carriers- Relationships

Define Freight Carries

Define Ship Methods

Define Relationships

**Link a Document set to a
Ship Method**

Ship Method	Org	Freight Carrier	Service Level	Web Enabled
UPS-1 DAY AIR	M1	UPS	Next Day	<input checked="" type="checkbox"/>
UPS-2 ND DAY AIR	M1	UPS	2 nd Day	<input checked="" type="checkbox"/>
UPS Ground	M1	UPS	Ground	<input checked="" type="checkbox"/>

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Carrier-Ship Method Relationship

Order Management Super User, Vision Operations (USA)

(N) > Shipping > Setup > Freight > Define Carrier Ship Method

Shipping can respond to a customer's shipping requests by assigned a shipping method to a freight carrier.

Establishing a relationship between the Freight Carrier and the Ship Method is a mandatory step prior to assigning a Ship Method to an order or delivery.

Carrier-Ship Method Relationships are Organization specific allowing you to eliminate carriers which are not available in certain regions.

Using the Document Categories form it is possible to associate different document sets with each Carrier-Ship Method combination. For example, you may want to include a Commercial Invoice only if it is an International shipment.

Three setup steps are required:

- Create Freight Carriers
- Create Ship Method
- Assign Ship Method to a Freight Carrier

Carrier-Ship Method Relationship (continued)

Define Freight Carriers:

(N) > Shipping > Setup > Freight > Define Freight Carriers

Since Freight Carriers are Organization specific you will be prompted to select an Organization code prior to entering the Define Freight Carriers form.

Enter the name and description of the carrier along with an account number. This account can be used when you perform inter-organization transfers and specify freight costs. The account number is also available to the Account Generator workflow to build the account numbers that will be used to capture shipping charges that will be passed to AR.

Create Ship Methods:

(N) > Inventory > Setup > Organizations > Shipping Methods

Ship Method can be applied at any time prior to Ship Confirm. Once a delivery has been Ship Confirmed, the Ship Method becomes a permanent record associated with that shipment and cannot be changed.

Ship Method is a prerequisite in order to create a Bill of Lading for a delivery.

If the Ship Method is entered on the Sales Order and then changed during the shipping process, the change is not passed back to the Sales Order.

The Ship Confirm form is your last opportunity to enter or change the Ship Method for a delivery.

You can put controls on your Ship Method by selecting the checkbox “Enforce Ship Method” on the Shipping Parameters form. When this feature is checked you are required to enter a ship method before ship confirm. A error message will be displayed and you will be prevented from completing your ship confirm process, if there is no Ship Method associated with the delivery.

Companies using public carriers will want to use this option. However, a company with a private fleet of trucks may elect to NOT enforce ship methods since their own trucks are always used to transport shipments.

Shipping Method is a lookup code which is available across all organizations.

Lookup codes have an Access Level. In order to be able to add new Shipping Methods the access level must be set to User or Extensible.

Enter a unique alpha-number code describing the Ship Method you are creating.

The Meaning should be a short descriptive statement, (maximum, 80 characters).

The description field allows the you to clearly state the type of service which will be provided by this ship method, (maximum, 240 characters).

You can optionally enter a Tag to describe your Ship Method. The tag can be used to categorize lookup values, such as modes of transport, (rail, truck, marine, air). Maximum, 30 characters.

Carrier-Ship Method Relationship (continued)

Carrier-Ship Method Relationship

(N) > Shipping > Setup > Freight > Define Carrier Ship Methods

A Ship Method must be assigned to a Freight Carrier to be available within an organization.

The same Ship Method can be assigned to the same Freight Carrier in multiple organizations.

However, a Ship Method cannot be used more than once within an organization.

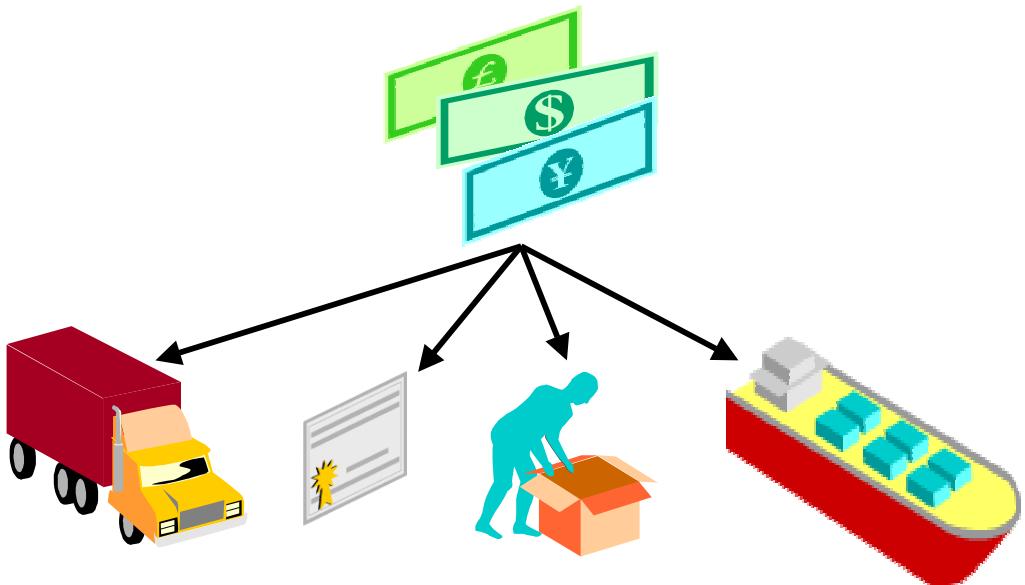
You can establish grouping rules using a Carrier-Ship Method as a processing criteria. By selecting Ship Method, you can process orders according to the carrier who will transport the shipment to better manage your deliveries.

The Service level feature allows you to specify service levels ONLY when the carriers listed in the Freight column is “UPS”. Standard UPS service levels are seeded in the LOV. This list of values cannot be changed.

The web enabled checkbox is used by Oracle iStore to determine which ship methods they want to offer the web user.

Freight Cost Types

- Enter an Amount for each Type



Freight - Insurance - Handling - Export Fees - Duty Fees

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Freight Cost Types

Order Management Super User, Vision Operations (USA)

(N) > Shipping > Setup > Freight > Freight Cost Types

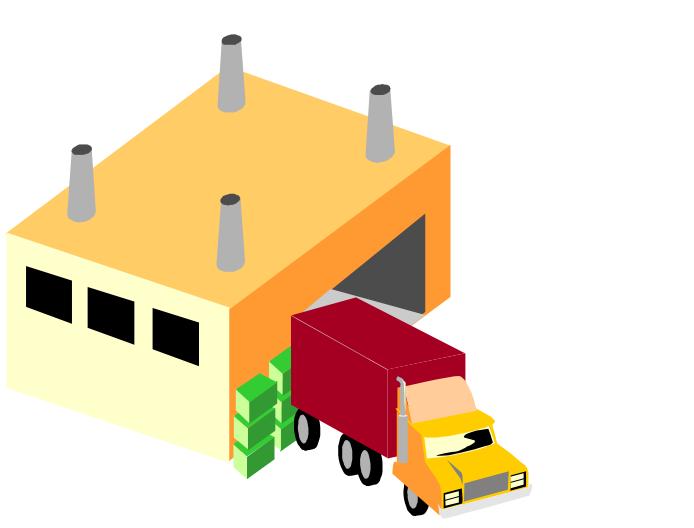
Freight Costs are the actual costs incurred for the movement of goods by a carrier.

Freight Costs include, but are not limited to: freight cost, handling charge, insurance, import/export license fees and miscellaneous charges, such as, restocking fees, return fees, miscellaneous fees and charges for late payment. These miscellaneous charges are seeded Freight Cost type lookup codes which can be linked to a Freight Cost Type record.

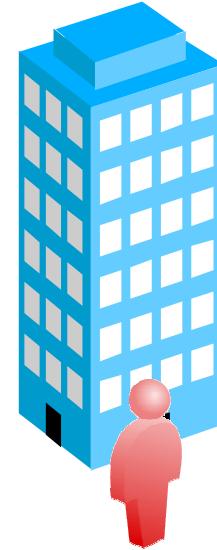
You can assign a currency and an “estimated” amount to each Freight Cost record. The amount is defaulted on to the Ship Confirm form when a freight cost is entered, but can be over written when appropriate.

Use the “Map to Charge” checkbox if you have created Freight and Special Charge modifiers.

Freight Cost – Freight Charges



Shipper's Costs



Customer's Charges

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Freight Costs – Freight Charges

Charges

Freight and Special Charges are defined as the dollar amount applied to the customer invoice for movement of a shipment to a destination.

Freight and Special Charges may be for the order header or order line.

The user has the ability to apply the charges to the order manually, through order import, an open API or automatically based on the modifier setup.

Costs

Freight Costs are the actual costs incurred for the movement of goods that the carrier is moving and is billed to OM Shipping.

Freight Costs include, but are not limited to: freight cost, handling charge, insurance, import/export license fees and miscellaneous charges, such as, restocking fees, return fees, miscellaneous fees and charges for late payment. These miscellaneous charges are standard seeded values. In order to apply these charges to the order, the user must setup a modifier type of Freight and Special Charges.

Freight Costs – Freight Charges (continued)

The main setup difference between freight charges and freight costs is where the user applies the charges. Shipping captures the freight costs and passes them through to OM; OM uses them as a basis for applying freight charges to the customer invoice.

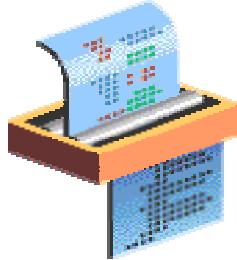
For freight charges, the user defines a modifier to setup the attributes in order to apply the charges to the order.

For freight costs, the user defines a cost type, such as, Freight, and applies the costs at the time of shipment.

A cut-off point exists for processing charges to a customer invoice. The shipper has the ability to enter freight and special charges at any time. However, only those costs entered prior to Ship Confirm will qualify for processing with the customer invoice.

Shipping Document Sets

- Logical grouping of reports for:
The Pick Release Process
The Ship Confirm Process
- Use seeded Document Sets
- Define new Document Sets



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Shipping Document Sets

Order Management Super User, Vision Operations (USA)

(N) > Shipping > Setup > Document > Document Sets

Specify if the document set you're creating is for the Pick Release or Ship Confirm process.

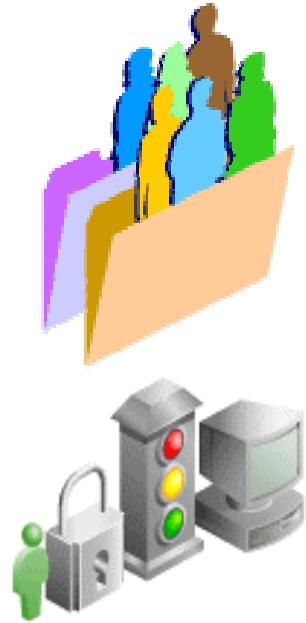
Select from the LOV the reports you want to attach to the Document Set.

Use the sequence field to define the printing order for the reports attached to the document set.

There are three seeded document sets that you can use immediately.

- Pick Release Documents
- All Shipping Documents
- Pack Slip Only

Shipping Roles and User Security



- **Define Roles**
 - ✓ **Edit**
 - ✓ **View Only**
 - ✓ **Disable**
- **Grant Privileges**

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Roles and User Security

Order Management Super User, Vision Operations (USA)

(N) > Shipping > Setup > Grants & Roles Definitions > Define Roles

Define Roles

Define shipping roles such as Shipping Manager, Shipping Clerk, and Customer Service, specifying access levels of Edit, View or None (disable) to 60+ actions defined for Trips, Stops, Deliveries, and Lines.

Grants

(N) > Shipping > Setup > Grants & Roles Definitions > Grants

Next grant access to Shipping Roles for each combination of Role and User.

Warehouse is an optional value. A blank warehouse grants a user the same role across all organizations. Generally a user should only have a single active grant per warehouse.

Agenda

- Understanding Shipping Concepts
- Using Pick Release
- Entering Ship Confirm
- Defining Shipping Setups
- Shipping APIs and Interfaces

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Shipping Programs and APIs



- OM Shipping APIs
- Inventory Interface
- Order Management Interface

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Shipping Programs and APIs

Order Management API

Order Management provides APIs to Shipping to view lines that are eligible for delivery, planning, picking and shipping. The view returns all open, booked, shippable lines that are not interfaced to Shipping. When an order line reaches the “Ship Line” workflow activity, Order Management calls Shipping APIs to indicate that a line is pick eligible and communicate changes to the line once it is interfaced to Shipping. When a delivery is ship Confirmed, Shipping calls OM APIs to communicate the event, triggering the line flow to move forward.

Inventory Interface

The Inventory Interface is run to update inventory with the ship confirmation information. Inventory balances are decremented and reservations relieved. This program always spawns the Order Management Interface. It is very important in the process flow that the inventory Interface complete before the Order management interface to ensure the integrity of the reservations.

Order Management Interface

This program is run to update order management with the ship confirmation information. Order line shipped quantities will be updated.

Summary

In this module, you should have learned how to:

- Understand what makes up the compete shipping process
Define items and item organizations
- Perform a Pick Release
- Ship Confirm picked orders
- Perform the necessary Shipping Setups
- Understand Shipping's APIs and Interfaces



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Overview of Oracle Receivables Process



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Objectives

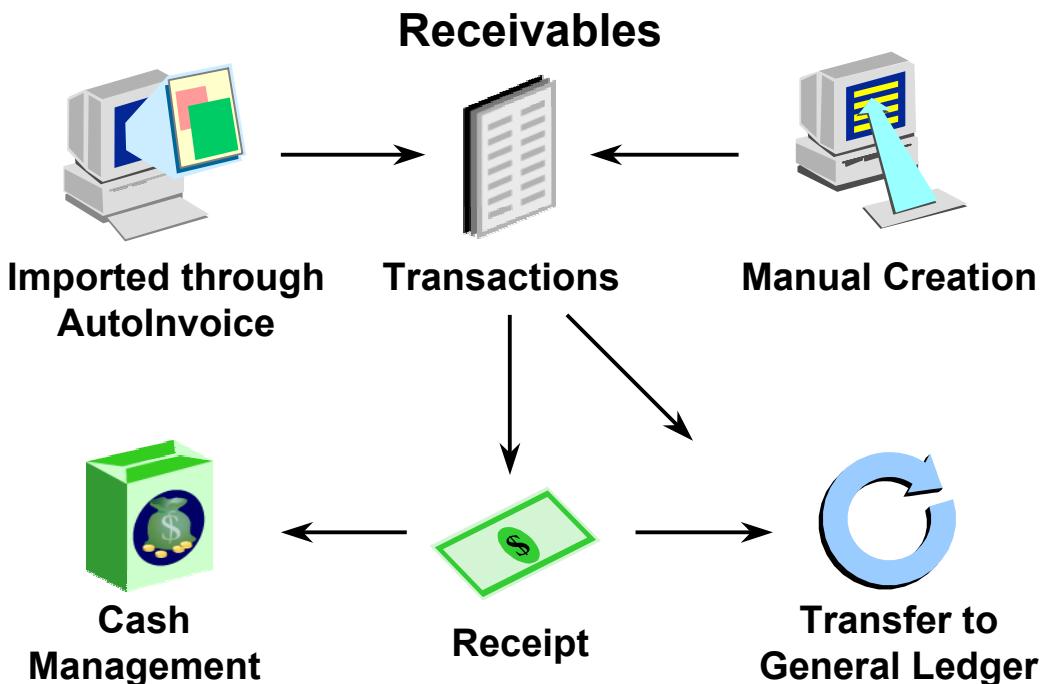
After completing this module you should be able to do the following:

- Explain where the Receivables processing is positioned within the Order to Cash Life Cycle
- Describe the overall Receivables Process
- Discuss the key areas in the Receivables Process



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Overview of Receivables in the Order to Cash Process



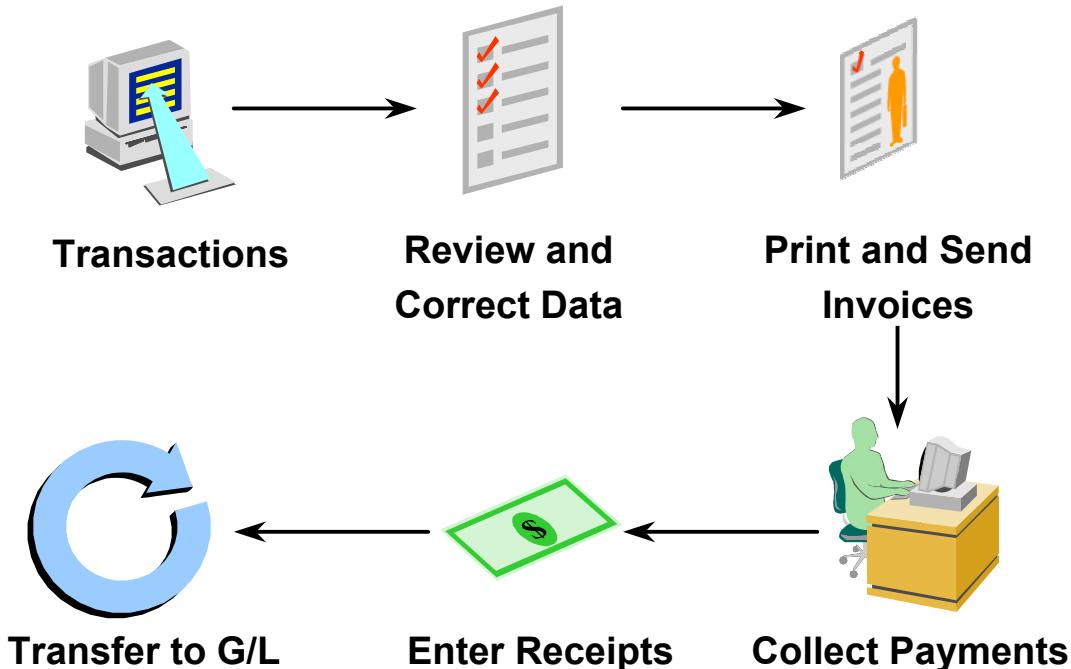
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Overview of Receivables in the Order to Cash Process

Receivables can generate transactions from imported data brought through the AutoInvoice program from Oracle Order Management, Oracle Service, Oracle Projects, and legacy systems. Transactions may also be created manually in the Receivables application. After being completed the transaction information is ready to be transferred to the General Ledger. Receipts that have been entered and remitted are available to be used by Cash Management to reconcile bank statements. Receipts are available to be transferred to the General Ledger after they are entered and saved.

Overview of the Receivables Process



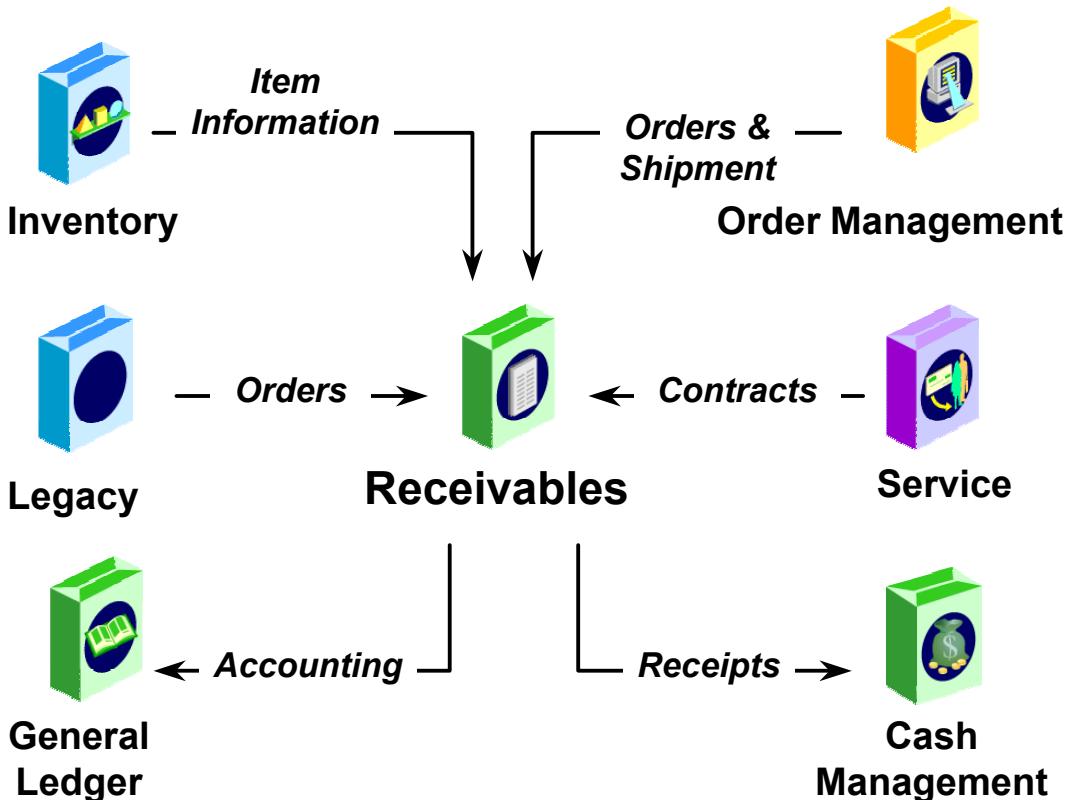
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Overview of the Receivables Process

The transactions are created either by importing them or by manually creating them. The transactions can then be reviewed and corrected before being completed. Once completed, they are ready to be printed and sent to the customer for payment. However, there is a system option Allow Changes to Printed Transactions, which will allow the correction of printed transactions as well. Then the transactions go through the collection process. Once collected, the receipts are enter and applied. The transactions can be transferred to the General Ledger once they are completed. Finally, the receipts can be transferred once they are completely entered.

Overview of Receivables Integration



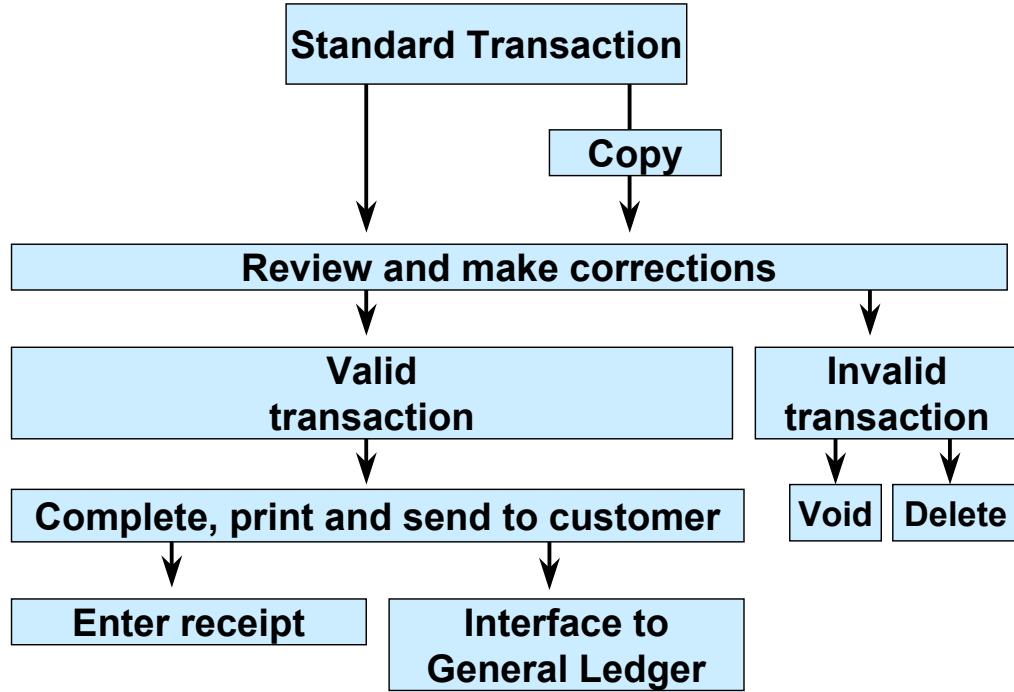
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Overview of Receivables Integration

Inventory sends item information to Receivables for any manually created transactions, although no inventory is decremented from any transactions created or modified in Receivables. Transactions can be created by importing data from Order Management (which may include orders from the CRM Suite of products), other applications and legacy systems. Receivables sends accounting information to the General Ledger. Receipts are available for bank reconciliation in Cash Management.

Overview of the Transaction Process



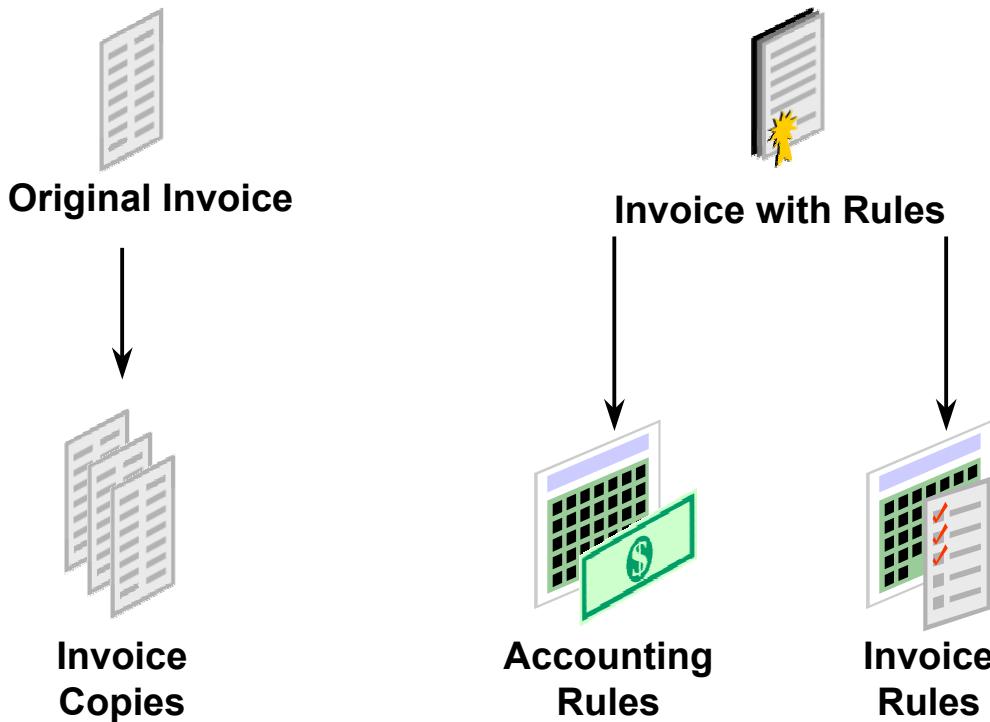
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Overview of the Transaction Process

Transactions can be copied in Receivables. A standard transaction would follow the path of being reviewed, corrected, completed, printed, and sent to the customer. A receipt would be entered against the transaction. The accounting information would be transferred to the General Ledger after the transaction was completed.

Overview of Other Invoice Operations



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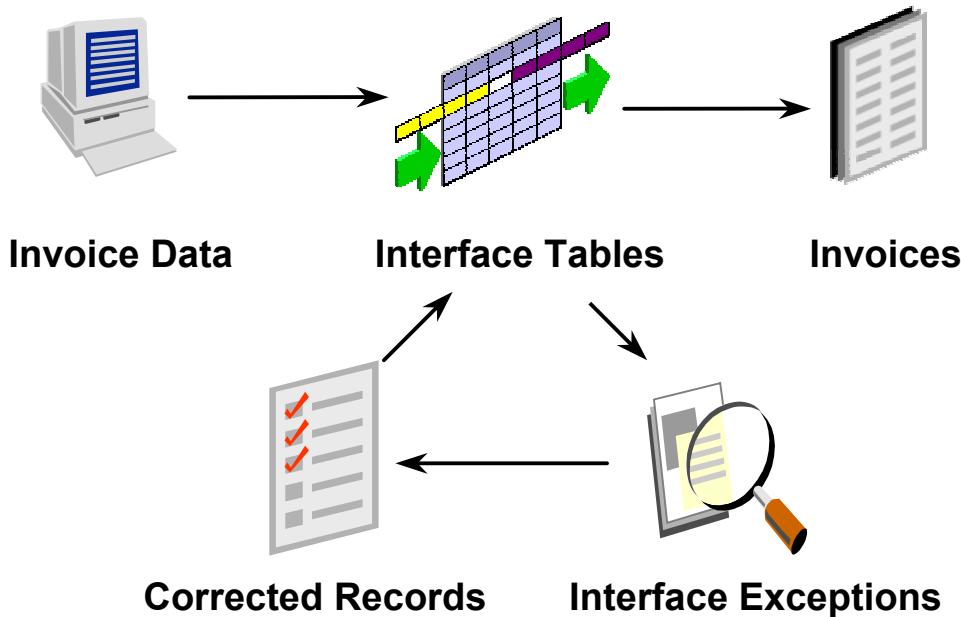
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Overview of Other Invoice Operations

You can use an invoice to make copies. This process can be applied for invoices which will be the same over a period of time.

Invoices can be created with or without rules. Invoices with rules can be imported or manually created. The accounting rule indicates when revenue recognition should take place. The invoicing rule indicates whether to bill in advance (the first period) or to bill in arrears (the last period).

Overview of the AutoInvoice Process



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Overview of the AutoInvoice Process

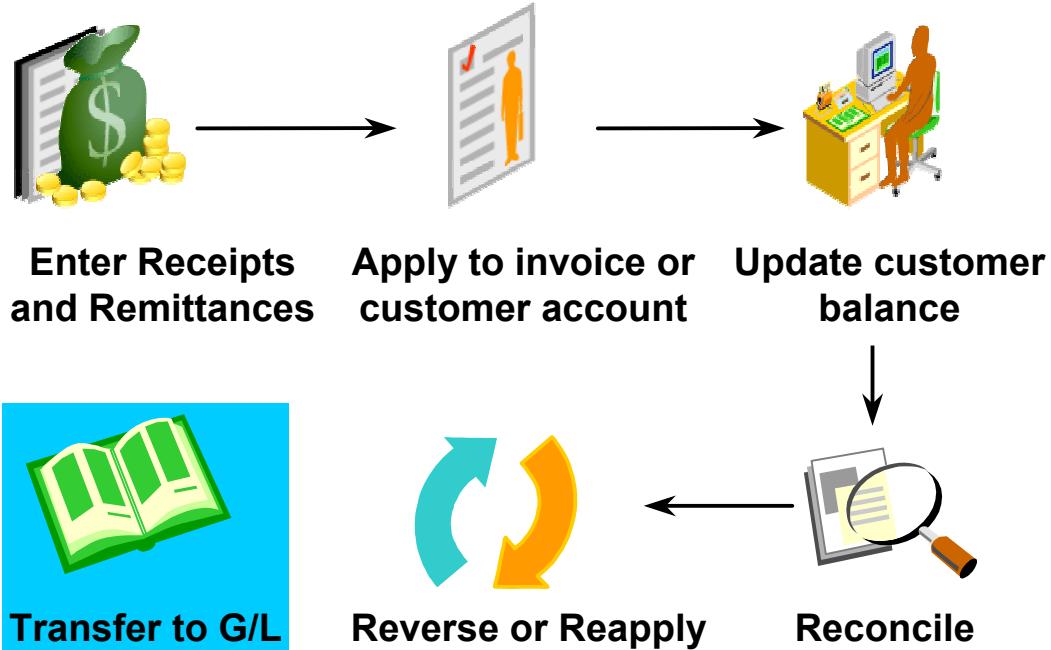
Invoice data can be sourced from a number of locations for example: Order Management, Contracts, and legacy systems.

When the data is brought into the interface tables errors are pushed to the interface exceptions table to be corrected.

Correct data gets pushed into Receivables as invoices.

AutoInvoice Exceptions: Errors are sent to the interface exceptions table where they can be corrected. Once corrected, they are can be processed into invoices.

Overview of Receipts and Remittances



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Overview of Receipts and Remittances

Receipts can be entered in one of three ways:

- Manual: Which includes cash and miscellaneous receipts.
- QuickCash: Which includes cash and AutoLockbox.
- Automatic: Which includes credit cards, bills of exchange, and direct debits.

Remittances are a group of receipts remitted to the same bank similar to bank deposit tickets.

Receipts that are applied to an invoice or customer account can be reversed or reapplied at any time as long as they have not been purged from the system.

Note: Once entered and saved the receipt information can be transferred to the General Ledger. They do not have to be reconciled or applied to an invoice.

Summary

In this module you should have learned how to:

- Explain where the Receivables processing is positioned within the Order to Cash Life Cycle
- Describe the overall Receivables Process
- Discuss the key areas in the Receivables Process



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Process Invoices

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Objectives

After this module, you should be able to:

- Describe the way processing invoices fits into the Receivables process
- Enter and complete invoices



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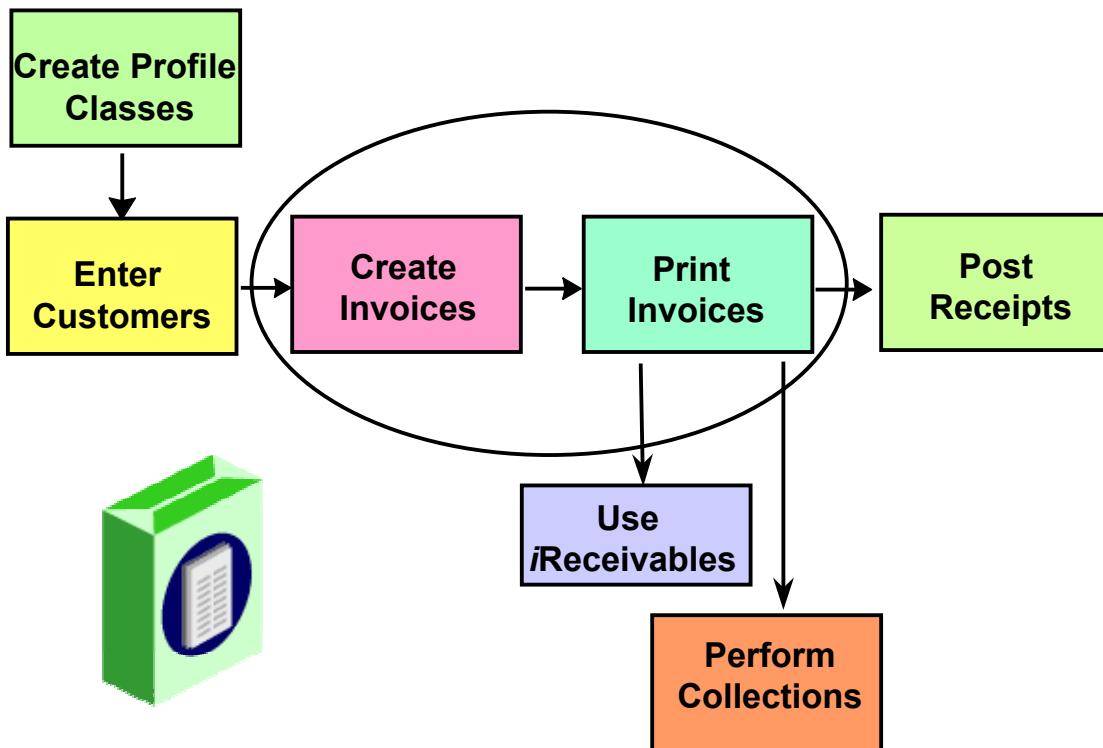
Agenda

- Overview of invoice process
- Entering and completing invoices



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Oracle Receivables Overview



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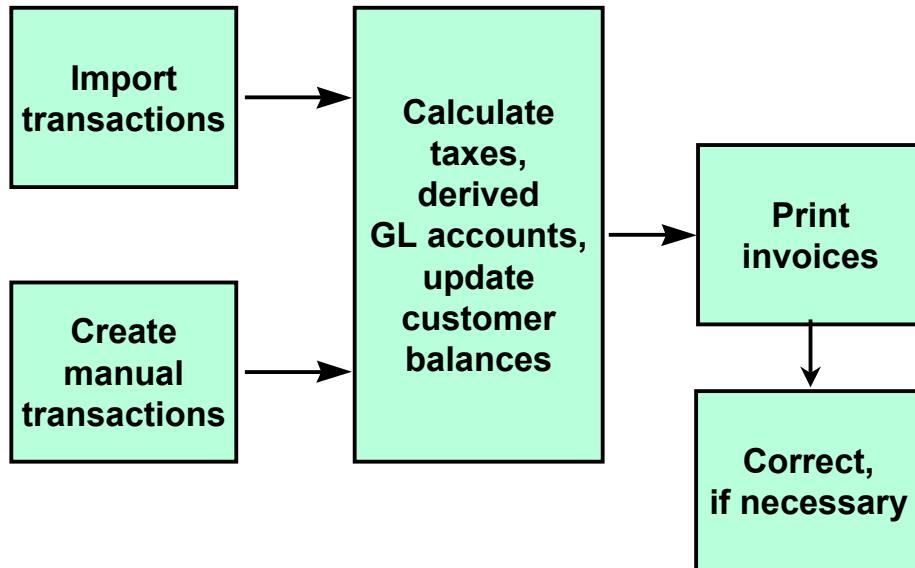
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Oracle Receivables Overview

Oracle Receivables provides the capability to create all the necessary transactions to correctly bill customers, record payments, and perform adjustments to customers accounts. These transactions include: invoices, credit memos, debit memos, guarantees, deposits, bills receivable, adjustments, and chargebacks. The Oracle Receivables process consist of several major steps. The Create Invoices and Print Invoices steps will be discussed in this topic.

- Create Profile Classes: Defines several default values for customers with similar credit terms and invoicing requirements.
- Enter Customers: Creates information for the customer, defines the addresses for the customer, and the business purpose(s) at each address.
- Create Invoices: Uses AutoInvoice or manually created invoices to bill customers for goods and services.
- Print Invoices: Produces invoices to mail to customers.
- Use *iReceivables*: Allows customers and employees to access customer accounts on line to see the status of invoices and receipts and to request credits on line.
- Post Receipts: Permits posting of customer payments as they are received.
- Perform Collections: Enables collectors to use informational windows and reports to perform timely and accurate collection activities.

Transactions Overview



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Transactions Overview

Transactions can be imported from Oracle Order Management, Projects, Service, Property Management and non-Oracle systems. Transactions can also be created manually. In the Transaction process, tax can be calculated, General Ledger accounts created, and customer balances updated. Invoices can be printed and corrections can be entered, if necessary.

Transactions Workbench Windows

**Transactions
Summary**

- Create
- Adjust
- Credit
- Complete
- Review
- Copy

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Transactions Workbench Windows

Receivables, Vision Operations (USA)

(N) > Transactions > Transactions Summary

The Transactions Summary window consists of a workbench, which has buttons that open windows where the following can be done:

- Create New transactions.
- Create adjustments and credit memos.
- Complete transactions.
- Review transactions and cash applications.
- Copy transactions.

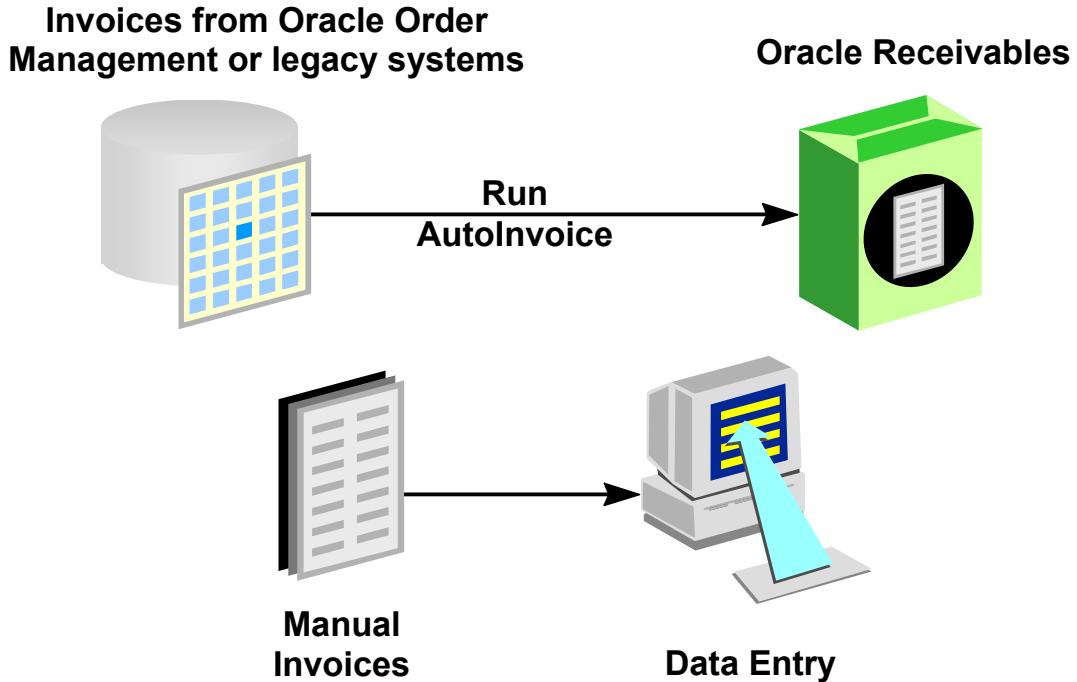
Agenda

- Overview of invoice process
- Entering and completing invoices



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Invoice Entry Methods



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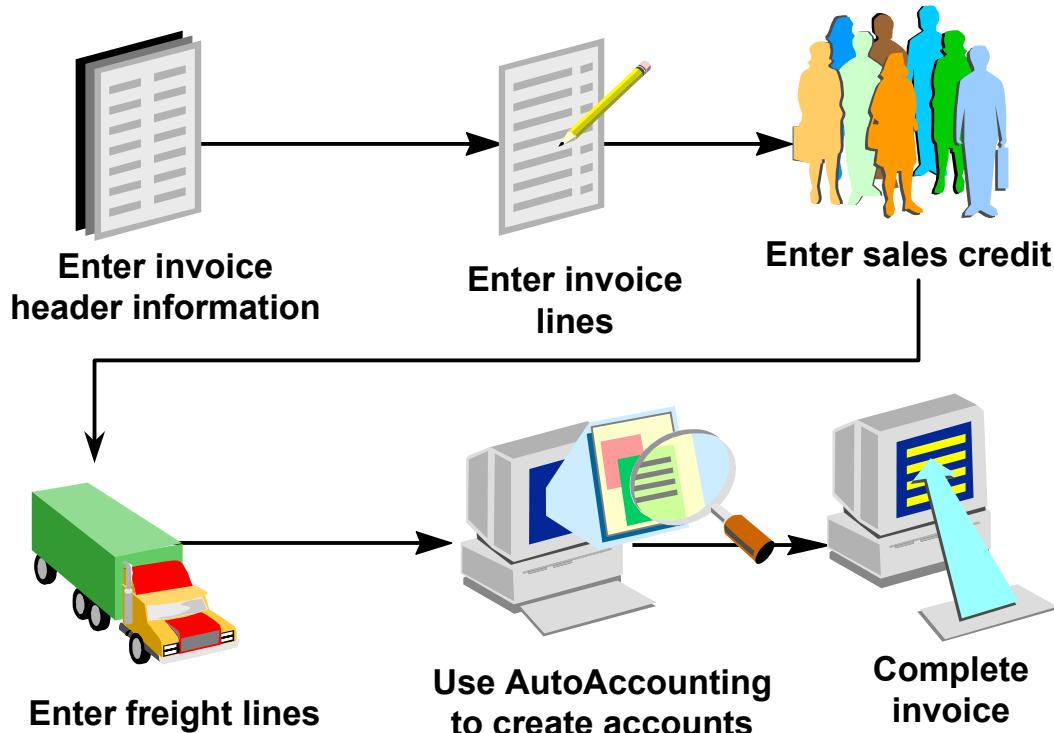
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Invoice Entry Methods

Enter standard invoices according to your business needs:

- AutoInvoice: Import transactions from Oracle Order Management or legacy systems.
- Manual Invoices: Enter transactions for invoices that do not originate in a feeder system, such as invoices for miscellaneous items, services, or freight.

Creating a Standard Invoice Manually



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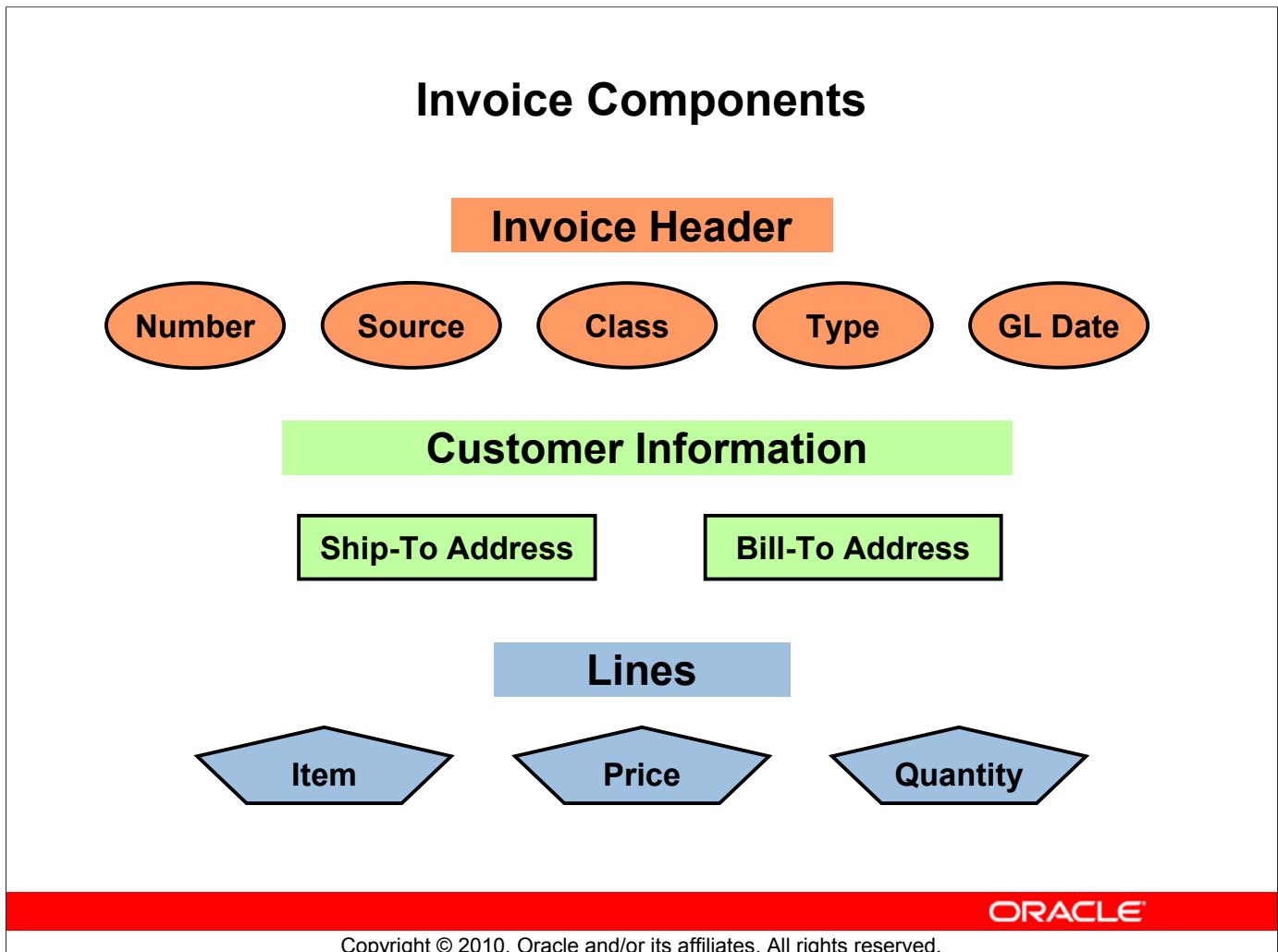
Creating a Standard Invoice Manually

Receivables, Vision Operations (USA)

(N) > Transactions > Transactions

A Standard Invoice is created manually in Oracle Receivables using the following process.

- Enter invoice header information: Identify the customer and type of invoice. Can be modified to include transaction source.
- Enter invoice lines: Record goods and services to be invoiced.
- Enter sales credit: Optionally, record sales commissions.
- Enter freight lines: Optionally, record freight charges.
- Use AutoAccounting to create accounts: Create the General Ledger distribution accounts by using preconfigured AutoAccounting Rules.
- Complete Invoice: Finish the process and prepare the invoice for printing.



Invoice Components

Receivables, Vision Operations (USA)

(N) > Transactions > Transactions

Invoices consist of three major components, Invoice Header, Customer Information, and Lines.

Invoice Header

- Number: If the Batch Source specifies automatic invoice numbering then Receivables assigns a number when you save the transaction or you can enter the number manually.
- Source: Sets default values and AutoInvoice options. Controls numbering. Turn on Automatic as well as entering the range of numbers for the system to use.
- Class: Provides a dropdown list of classes of transactions, chargeback, credit memo, debit memo, deposit, guarantee, and invoice.
- Type: Determines whether Receivables amounts are recorded and posted to the General Ledger.
- GL Date: Sets the General Ledger period for posting of transaction distributions.

Invoice Components (continued)

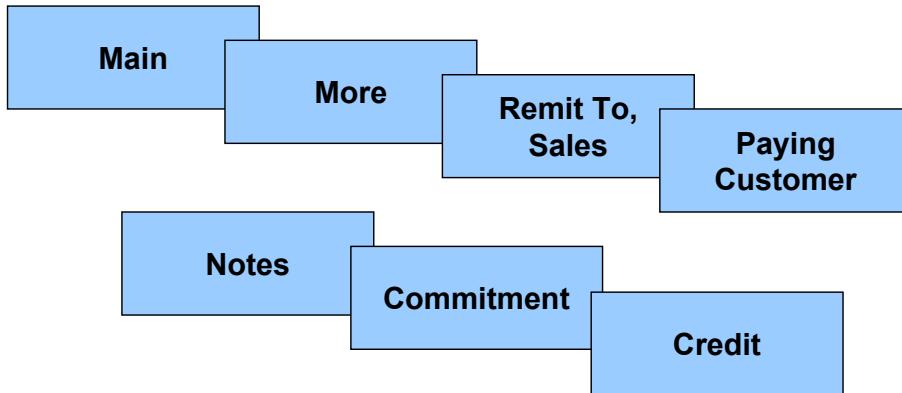
Customer Information

- Ship-To Address: (Optional) Ship goods or provide services at this customer address.
- Bill-To Address: Send the invoice to this customer address.

Lines

- Item: Goods or services provided to the customer.
- Price: Unit price or total amount to be charged the customer.
- Quantity: Amount ordered or one when entering the total amount.

Transactions Window Tabs



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Transactions Window Tabs

Receivables, Vision Operations (USA)

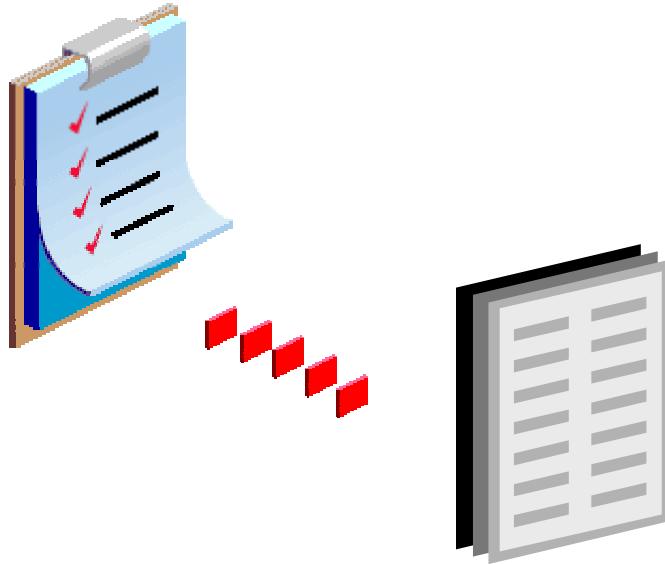
(N) > Transactions > Transactions

The tabs in the Transaction window is where the following information is entered:

- Main: Customer Bill-to, Ship-to, Due Date, Terms, Salesperson and Commitment.
- More: Invoicing Rule, Print Option, Default Tax, Status, Finance Charges, Cross Reference, Original Transaction, Agreement, Dispute Amount and Date, Special Instructions, Comments, Document Number, Print Date, and Purchase Order information.
- Remit to, Sales: Remit-to-address, Sold To Customer and Number, and Sales Territory.
- Paying Customer: Paying Customer Number and Location, Payment method, Customer Bank information, and Expiration Date.
- Notes: Date, Source, and Memo.
- Commitment: Effective Dates, Amount, Item, Memo Line, Description , and Transaction. (Used with Commitments).
- Credit: Reason, Customer Reference and Date, Rules and Split Term Method, Credited Transactions Source, Reference, Amount, GL Date, Number, Bill-to, Balance Due, and Transaction Date. (Used with Credit Memos).

Required Transaction Information

- Date
- Source
- Class
- Type
- GL Date
- Bill-to
- Terms
- Remit-to



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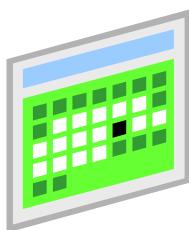
Required Transaction Information

A number of fields are required during invoice entry. They include the following:

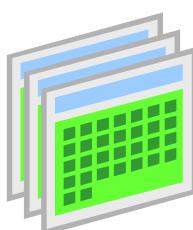
- Date: Transaction date.
- Source: List of values showing where transaction originates. New sources can be added to the list of values.
- Class: Classifies the transaction as an Invoice, Credit Memo, Debit Memo, Guarantee, Deposit, or Chargeback.
- Type: Determine whether a transaction updates open receivables, can be posted to your General Ledger, Receivables calculates tax, and other defaults are entered.
- GL Date: Enters the current date the transaction will use when transferring to the General Ledger.
- Bill-to: Determines where the final document is sent.
- Terms: Records the payment terms for the transaction.
- Remit-To: Provides your address information for the payment remittance.

Entering Invoice Dates

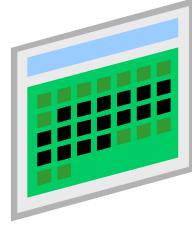
- Enter invoice dates in any period. The invoice date plus the payment terms determine the due date.
- Enter General Ledger dates in open and future accounting periods. This date determines when the journal entry can be created.



Open



Future



Closed

**Available for entry
and posting to GL**

Available for entry

Not available

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Entering Invoice Dates

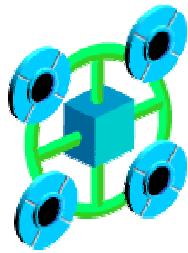
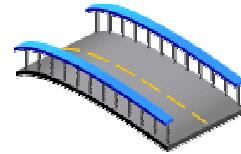
- An invoice date can be entered any time. This determines the due date only.
- The General Ledger (GL) date determines when the transaction can be transferred to the General Ledger. The GL date defaults to the transaction date if it is in a open period. Otherwise, it defaults to the last day of the month of the current open period.
- The Receivables calendar can be opened or closed independently of the General Ledger calendar. (The General Ledger calendar is shared by Receivables so no separate setup is required.)

Transaction Defaults

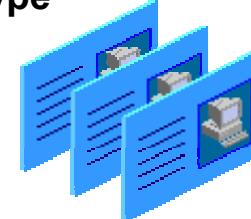


**Transaction
Source**

Transaction Type



**Accounting
Rules**



**Customer
Record**

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Transaction Defaults

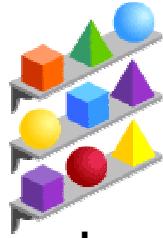
Transaction defaults save data entry time and reduce errors. There are several sources for these defaults.

- Transaction Source defaults:
 - Transaction type
 - Transaction numbering
- Transaction Type defaults:
 - Transaction class
 - Payment terms (if not set at the customer)
 - Accounting
 - Credit memos for invoices
 - Invoice information for commitments
- AutoAccounting defaults:
 - Accounts for transactions
 - Validates Accounts

Transaction Defaults (continued)

- Customer Record defaults:
 - Ship-to and bill-to address
 - Payment terms
 - Salesperson
- Accounting Rules default from:
 - An item
 - A standard memo line
- Statement cycles default from the customer profile class.

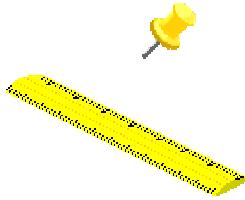
Standard Invoice Line Types



Inventory Item



**Standard Memo:
Non-Inventory
Item and
Services**



**Free Form:
Special Items
and Services**

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Standard Invoice Line Types

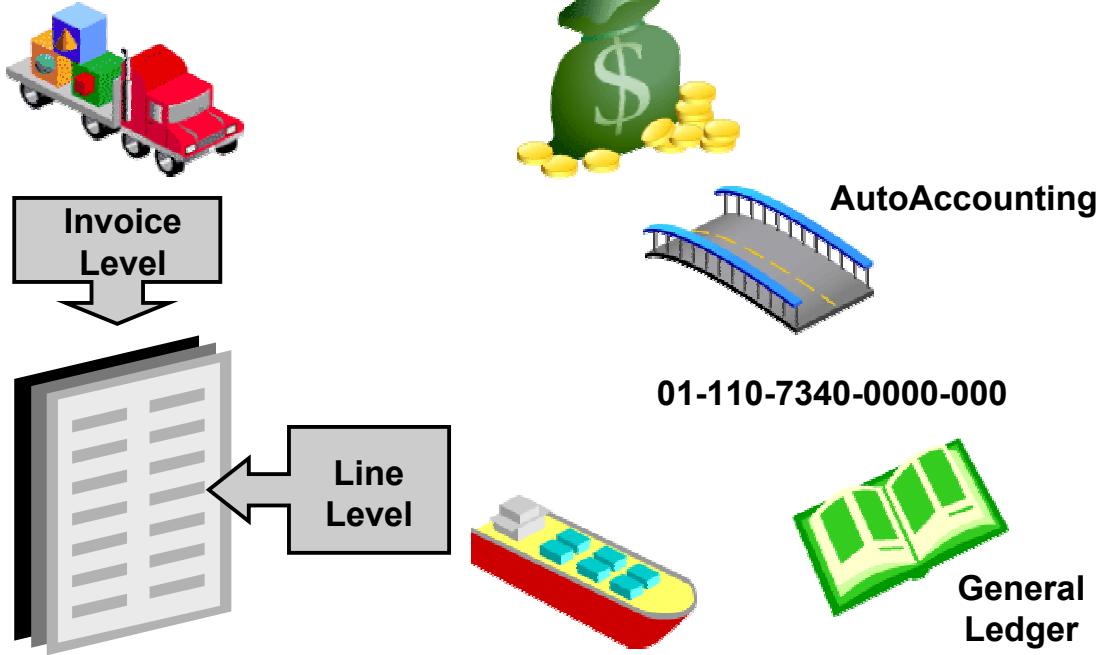
Receivables, Vision Operations (USA)

(N) > Transactions > Transactions > (B) Line Items

There are three types of standard invoice line types that can be used during invoice entry.

- Inventory item: Enter items available in inventory, using a list of values.
- Standard Memo line: Enter non-inventory products or services, such as extended warranties or maintenance contracts, using a list of values.
- Free Form line: Enter a description.

Entering Freight Invoices or Lines



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Entering Freight Invoices or Lines

Receivables, Vision Operations (USA)

(N) > Transactions > Transactions > (B) Line Items

If the transaction type assigned to this invoice allows freight charges, enter freight amounts.

Bill freight charges for the entire invoice or for each line:

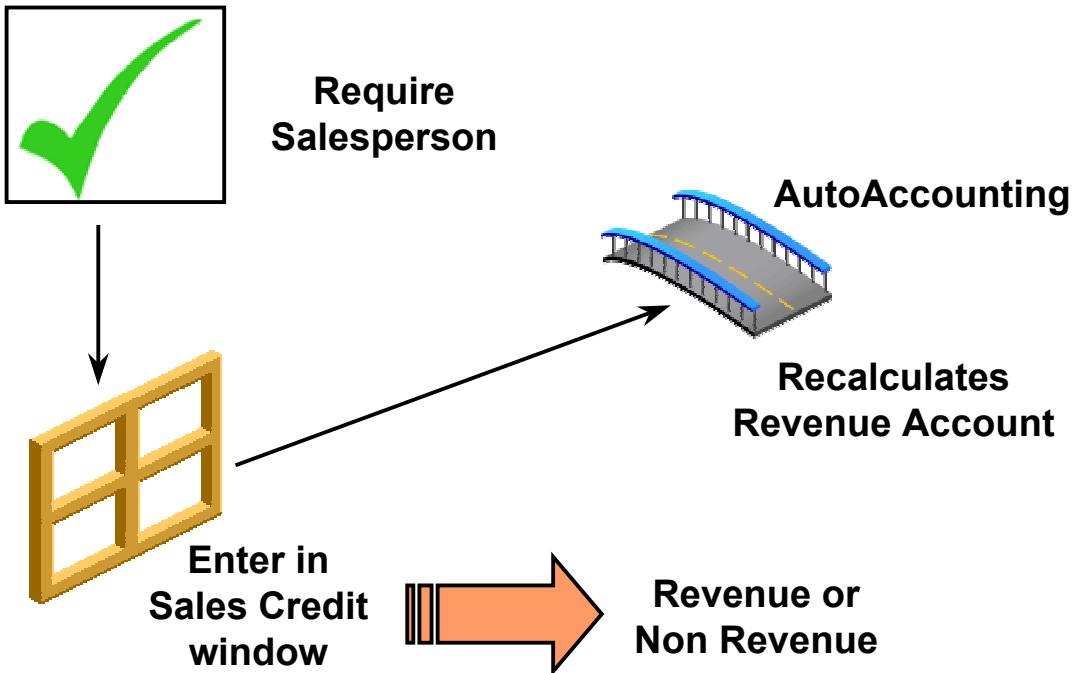
- Click the Freight button in the Transactions window to enter at invoice level.
- Click the Freight button in the Lines window to enter at lines level.

Note: If you click the freight button at invoice level, then the freight charges apply to the entire invoice. If click the freight charge at line level, it will apply to that particular line.

AutoAccounting determines the default freight account.

Note: Users can calculate and report tax on freight by creating inventory items with the type of Freight. AutoAccounting identifies these standard invoice lines with an inventory item type of Freight and derives your General Ledger accounts based on the rules you have defined for freight transactions.

Entering Sales Credits



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Entering Sales Credits

Receivables, Vision Operations (USA)

(N) > Setup > System > System Options

- If the Require Salesperson check box in the Miscellaneous tab of the System Options window is selected, a salesperson must be assigned to each invoice.

Receivables

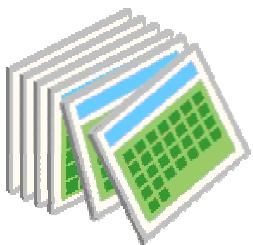
(N) > Transactions > Transactions > (B) Sales Credits

- Use the Sales Credits window to allocate sales credit among salespeople, and record both revenue (credit based on invoice lines) and non-revenue sales credit (credit in excess of your revenue sales credit such as bonuses or incentives). This information defaults to line-level sales credits.

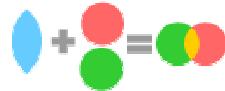
Note: The percentage of revenue sales credits must add up to 100%.

- AutoAccounting will recalculate the revenue account assignment.
- Additional non revenue sales credits (above 100%) can be assigned for bonus or incentive purposes.
- Allocate different percentages or to different salespeople by line, using the For This Line region of the Sales Credits window. Access this window by clicking Sales Credits in the Lines window.

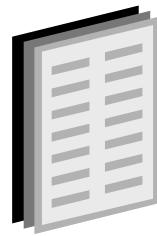
Completing Transactions



Open or Future Period



**Lines
Distributions =
Total**



One or More Lines

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Completing Transactions

Receivables, Vision Operations (USA)

(N) > Transactions > Transactions

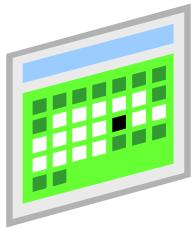
When all required information has been entered, click the Complete button to complete (finish) the invoice.

- Payment schedules and aged receivable amounts are calculated when the Complete button is selected.
- Completed transactions can be transferred to the General Ledger.
- Only completed transactions can be printed.

The requirements for Completing an invoice:

- An invoice must have at least one line, or at the header level be a freight invoice.
- The General Ledger date of the invoice must be in an open or future period.
- The invoice sign must match the sign of the transaction type.
- The sum of distributions for each line must equal the invoice line amounts.
- If Calculate Tax for transaction type is set to Yes, tax is required on each line.

Creating Invoice Batches

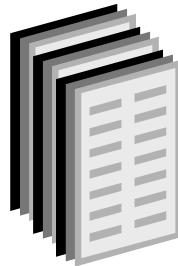


**Invoice Date
Defaults**

Pounds Yen



Different Currencies



**Payment by
Invoice Batch**



Control Total = Actual Total



Identifies the Source

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Creating Invoice Batches

Receivables, Vision Operations (USA)

(N) > Transactions > Batches

Invoice Batching can be used to create groups of invoices. Batching provides checks and balances not available in a single invoice. Some of the elements of a batch are:

- The batch date defaults to the invoice date.
- If a batch is entered, Oracle Receivables uses the source assigned to the batch for each of the invoices.
- Batches must match control and actual invoice counts and amounts.
- Actual count and amount are updated as each invoice is entered.
- A batch can contain invoices with different currencies.
- Invoices can be printed by batch.
- Oracle Receivables uses invoice batches to import invoice data.
- Batch information identifies the originating system when importing transactions.

Summary

In this module, you should have learned how to:

- Describe the way processing invoices fits into the Receivables process
- Enter and complete invoices



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Process Invoices Using AutoInvoice

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Objectives

After this module, you should be able to do the following:

- Describe the AutoInvoice process
- Define AutoInvoice
- Correct errors by using AutoInvoice Exception Handling



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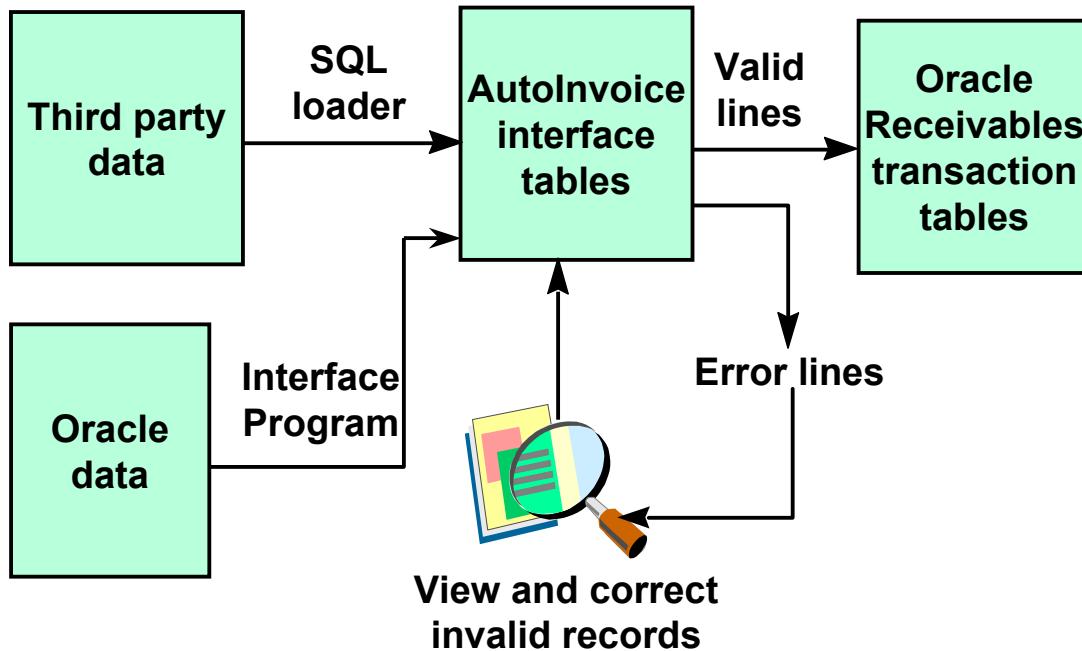
Agenda

- Overview of the AutoInvoice process
- Defining AutoInvoice process
- Correcting errors during import



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AutoInvoice Process



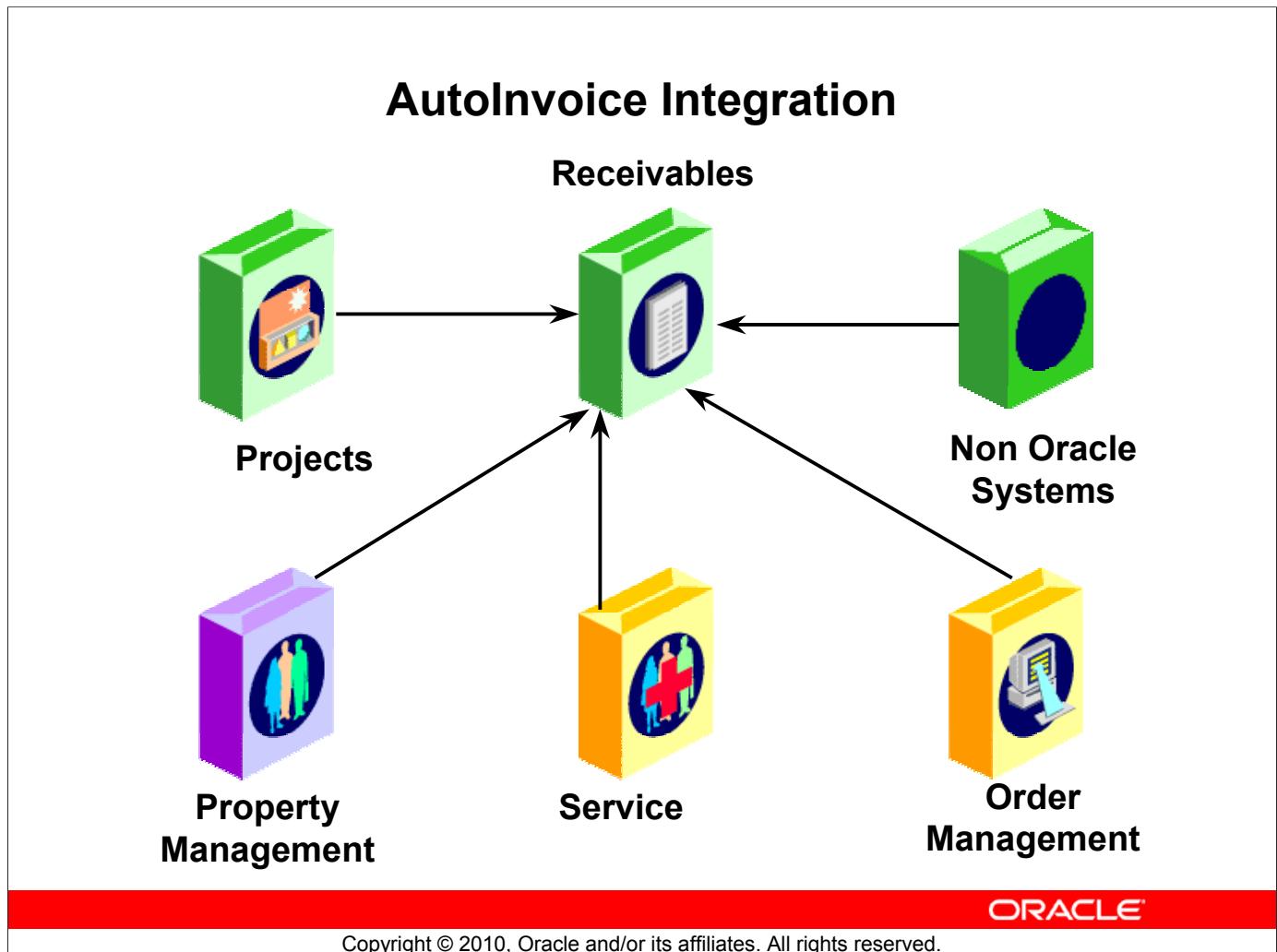
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AutoInvoice Process

- The AutoInvoice process imports large numbers of transactions for seamless integration from Oracle or non-Oracle systems.
 - Invoices
 - Debit memos
 - Credit memos
 - On-account credits
- The AutoInvoice process also calculates taxes for the imported transactions, or passes the tax through the tables where the tax is calculated.
- Errors are easily corrected online with user interfaces.
- Oracle Receivables uses grouping rules to import lines.

Note: You cannot import deposits or guarantees.



AutoInvoice Integration

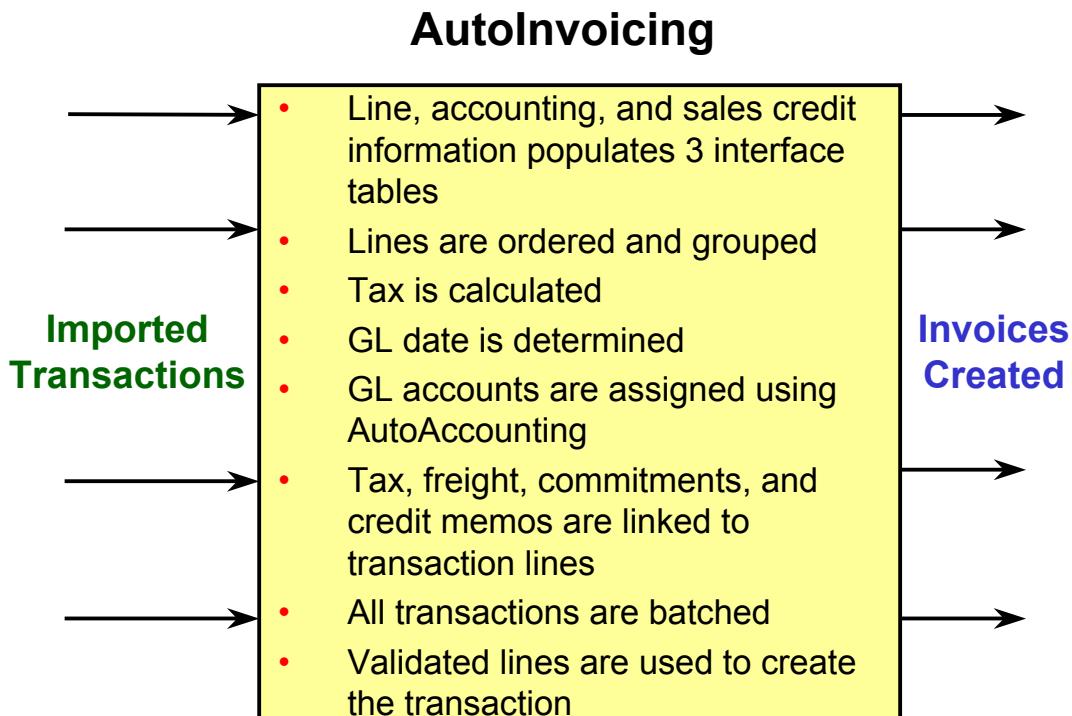
In Oracle Receivables, you can create invoices from the following Oracle applications:

- Order Management
- Projects
- Service
- Property Manager

Oracle Receivables can create invoices from the following non-Oracle applications:

- Legacy system (for transaction history)
- Non-Oracle billing applications
- Non-Oracle order entry applications

What Occurs During AutoInvoice



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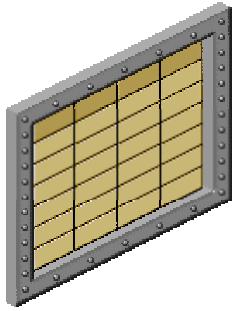
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What Occurs During AutoInvoice

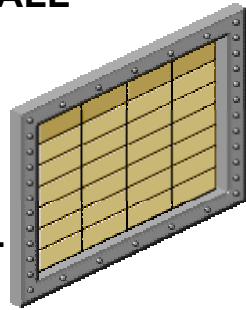
When imported transactions are processed through the AutoInvoice program, the following events happen:

- Line, accounting, and sales credit information populates three Receivables interface tables.
- Lines are ordered and grouped by the rules defined.
- Tax is calculated by the Sales Tax Engine.
- GL (General Ledger) date is determined by the rules or, if rules are not used, from the ship or sales order date.
- GL accounts are assigned using AutoAccounting.
- Tax, freight, commitments, and credit memos are linked to transaction lines based on the Reference ID or Reference flexfield.
- All transactions are batched by batch source name and request ID.
- Validated lines are used to create the transactions.
- Error lines remain in the Interface Table for correction.

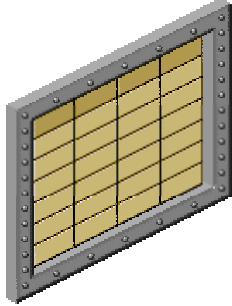
AutoInvoice Interface Tables



RA_INTERFACE_LINES_ALL



RA_INTERFACE_DISTRIBUTIONS_ALL



RA_INTERFACE_SALESCREDITS_ALL

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AutoInvoice Interface Tables

Every line must use the RA_INTERFACE_LINES_ALL table. The other two tables are optional.

RA_INTERFACE_LINES_ALL Table

This table contains information related to all transactions to be processed by AutoInvoice. Transactions include invoices, debit memos, credit memos, and on-account credits. This table holds the key data such as bill-to customer, ship-to customer, and transaction date.

- Each record contains line, tax, freight, or finance charges information.
- The Line_Type field identifies the type of information contained in the record.
- A record can be a parent record: Line, Header Freight, or Charges; or a child record: Tax or line-level Freight.
- A child record is linked to the parent record using the Link-To Transaction flexfield.

AutoInvoice Interface Tables (continued)

RA_INTERFACE_DISTRIBUTIONS_ALL Table

Oracle Order Management does not use this table because AutoAccounting creates the distributions in Oracle Receivables.

- This table contains accounting distributions to be used by the transactions defined in RA_INTERFACE_LINES_ALL.
- Accounts defined in this table override any accounts created using AutoAccounting.
- You can choose to pass some or all account information to AutoInvoice. Any accounts that are not passed will be derived using AutoAccounting.
- Records in this table are linked to records in the RA_INTERFACE_LINES_ALL table using the Transaction flexfield.

RA_INTERFACE_SALESCREDITS_ALL Table

This table contains all sales credit information for the transactions in the RA_INTERFACE_LINES_ALL table.

- The two tables are linked using the Transaction flexfield.
- This table is required to track sales credits.

Agenda

- Overview of the AutoInvoice process
- Defining AutoInvoice process
- Correcting errors during import

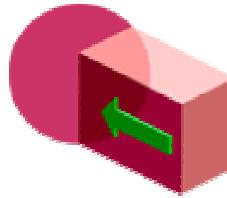


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Transaction Batch Sources



Batch Source



“IMPORTED”

The batch source allows you to:

- Reject or automatically correct the tax code
- Reject transactions with invalid lines, or create transactions excluding the invalid lines
- Reject or automatically adjust the GL date if the transaction date falls in a closed period

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Transaction Batch Sources

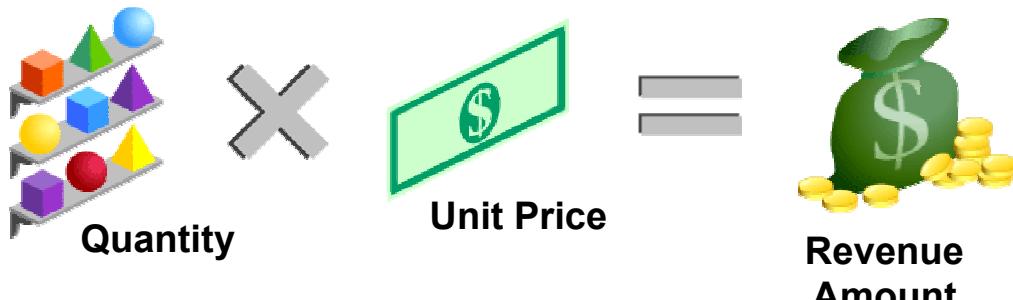
Assign a batch source type of “Imported” to invoices created by AutoInvoice.

The batch source allows you to:

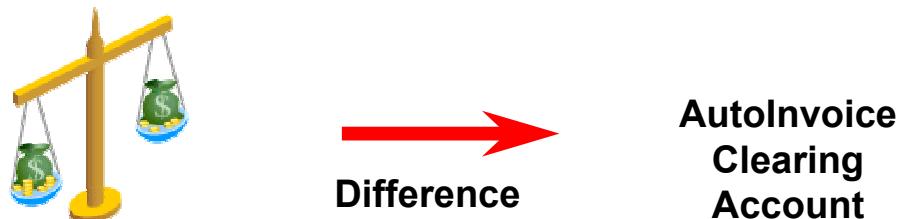
- Reject or automatically correct the tax code.
- Reject transactions with invalid lines, or create transactions excluding the invalid lines.
- Reject or automatically adjust the GL date if the transaction date falls in a closed period.

If the transaction date is in a closed period, you can adjust the date to the first GL date of the next open or future period, or you can reject the transaction.

Defining Transaction Batch Sources



Passed = Calculated Revenue Amount



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Defining Transaction Batch Sources

Receivables, Vision Operations (USA)

(N) > Setup > Transactions > Sources

AutoInvoice calculates the revenue amount by multiplying the quantity and unit selling price.

Use the AutoInvoice Clearing account to post the difference between the passed and calculated revenue amount.

If you do not want to use the AutoInvoice Clearing account, the passed and calculated revenue amount must be the same.

Grouping Rules

AutoInvoice Records			Transaction Flexfields	
Currency	Bill-to	Item	Attr (Order #)	Attr2 (Order Type)
USD	ACME	A	5001	Domestic
USD	ACME	B	5002	Domestic
USD	ACME	C	112	No Ship
USD	ACME	D	501	International
USD	ACME	E	502	International

Grouping Rules
All mandatory rules (includes currency and bill to)
+ optional rule: Transaction Flexfield Attribute2



Invoice 1
Order #
5001 & 5002



Invoice 2
Order # 112



Invoice 3
Order # 501
& 502

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Grouping Rules

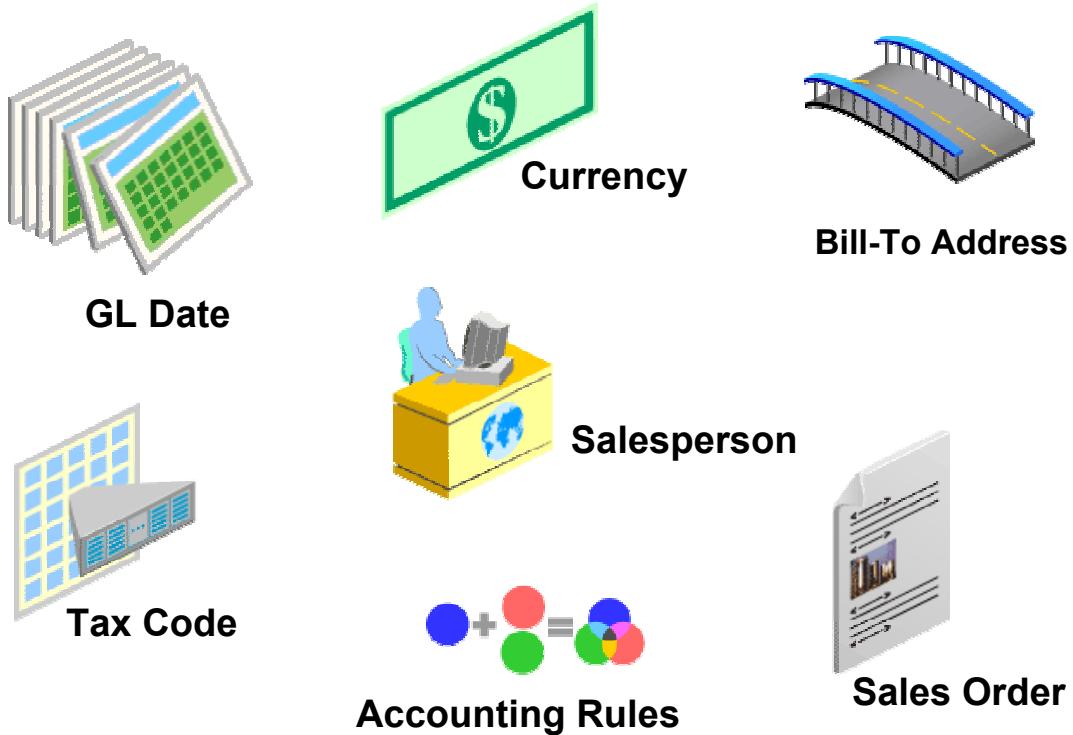
Receivables, Vision Operations (USA)

(N) > Setup > Transactions > AutoInvoice > Grouping Rules

In the example shown in this slide the invoices are grouped by Currency, Bill-to and lastly, Transaction Flexfield Attribute 2, Order Type.

- Grouping rules are mandatory and determine how transaction lines are grouped into transactions.
- Optionally, you can use line ordering rules to determine the order in which lines are displayed on a transaction.
- To uniquely identify imported transactions and link the tax, freight, commitments, and credit memos, define the Transaction flexfields.
- AutoInvoice validates your data by ensuring that the columns in Receivables Interface Tables reference the appropriate values and columns in Receivables.

Grouping Transaction Attributes



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Grouping Transaction Attributes

Receivables provides two different types of transaction attributes: required and optional.

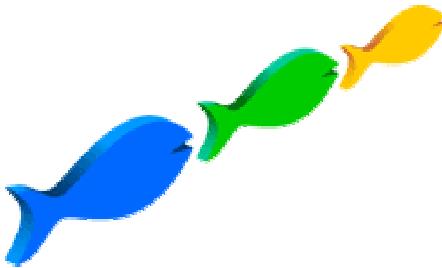
- You cannot add or delete required transaction attributes, but you can always add optional ones.
- A default grouping rule is provided with Receivables which groups lines using required transaction attributes.
- Optional transaction attributes are available to create custom grouping rules.
- Grouping and Ordering Rules must include required attributes and may include optional attributes.

Required attribute examples: Bill-To Address, Currency, GL (General Ledger) Date, Primary Salesperson.

Optional attribute examples: Accounting Rules, Sales Order, Tax Code.

Grouping Rule Hierarchy

Assign Grouping Rules to: <ul style="list-style-type: none">• Invoice Sources• Customer Credit Profile Classes• System Options	Hierarchy to determine which Grouping Rule to use: <ol style="list-style-type: none">1. Invoice Source2. Customer Credit Profile Class3. System Options
--	---



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Grouping Rule Hierarchy

Assign Grouping Rules to Invoice Sources, Customer Credit Profile Classes, or System Options.

AutoInvoice uses the following hierarchy to determine which Grouping Rule to use:

- Invoice Source
- Customer Credit Profile Class
- System Options.

Line Ordering Rules



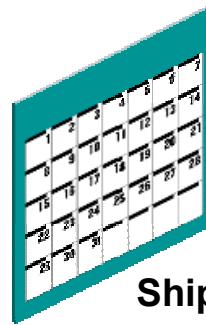
**Sales Order
or Sales
Order Line**



**Ascending
or
Descending**



Ship Via



Ship Date

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Line Ordering Rules

Receivables, Vision Operations (USA)

(N) > Setup > Transactions > AutoInvoice > Line Ordering Rules

AutoInvoice uses Line Ordering Rules to order and number the lines grouped into transactions. For example, you might want to use Line Ordering Rules to ensure that the highest invoice line amounts are listed first.

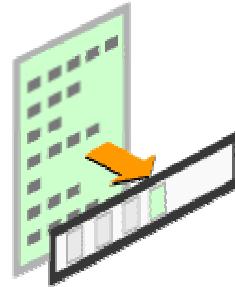
If an Ordering rule is not defined, lines will appear on transactions in random order.

You can specify a Line Ordering Rule for each Grouping Rule.

You can also assign transaction attributes to your Line Ordering Rules. You can assign a priority to these attributes for each of your invoice Line Ordering Rules. You can also specify an ascending or descending order for each transaction attribute assigned to a rule. For example. Create an invoice Line Ordering Rule with attribute SALES_ORDER_LINE.

Transaction Flexfields

- Invoice Header (optional): Specifies invoice header information.
- Line (required): Uniquely identifies invoice lines.
- Link-To (optional): Links tax and freight to invoice lines.
- Reference (optional): Links credit memos to transactions.



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Transaction Flexfields

Transaction flexfields are descriptive flexfields that AutoInvoice uses to uniquely identify transaction lines.

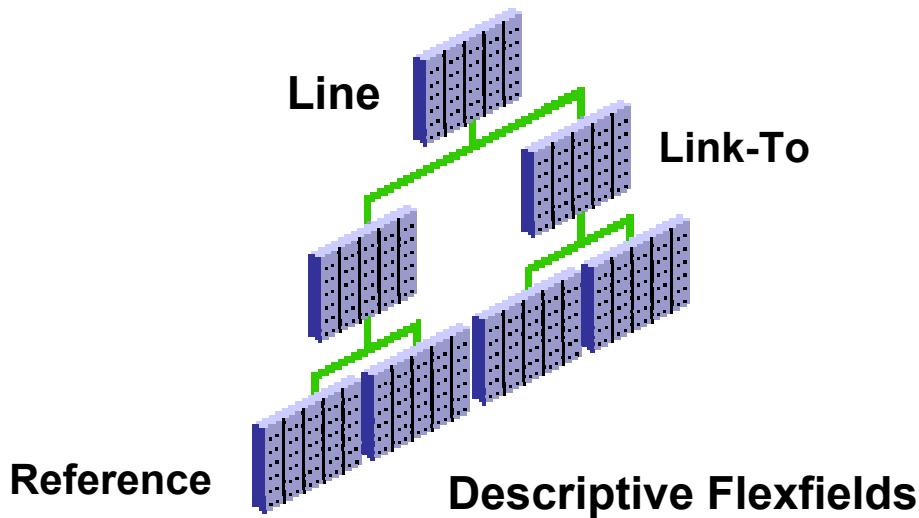
Because they are unique for each transaction line, they can also be used to reference and link to other lines.

Receivables lets you determine how you want to build your transaction flexfield structure and what information you want to capture.

Define a flexfield for each import source. Specify which one to use during import.

Use the Reference Flexfield to link a credit memo line to a transaction. This passes information like order number, project number, and shipping information.

Defining Transaction Flexfields



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Defining Transaction Flexfields

Receivables, Vision Operations (USA)

(N) > Setup > Financials > Flexfields > Descriptive > Segments

Transactions Flexfields are descriptive flexfields that AutoInvoice uses to uniquely identify transaction lines.

- Define Transaction Flexfields in the Descriptive Key Segments window.
- The Line, Link-To, and Reference structures must be identical.

Note: AutoInvoice always uses the Line Transaction Flexfield structure for both the Link-to and Reference information when importing transactions. Define the Link-to, Reference, and Invoice Transaction flexfield structures only if this information is to be displayed on a custom windows.

- (Optional), use transaction flexfield information for imported invoices in lists of values throughout the product. Use the profile option AR: Transaction Flexfield QuickPick to select the Transaction Flexfield Segment want to display. For example, if you want to be able to reference the order, you need to assign the transaction flexfield segment that holds the order number to the AR: Transaction Flexfield QuickPick profile option. The order number will then display in the reference column of all invoice lists for imported invoices.

Determining Tax Liability

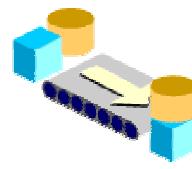


VAT TAX

SALES TAX



Ship-To Address



Sales Tax Engine

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Determining Tax Liability

AutoInvoice gives you the flexibility to handle all your taxing needs for the following tax methods:

- VAT (Value Added Tax)
- Sales Tax

Sales tax is calculated by AutoInvoice using the tax rates associated with your shipping address.

AutoInvoice automatically uses the Sales Tax Engine to calculate tax for the invoice lines. You can import additional manual tax lines through the interface table.

AutoInvoice Validation

Checks Lines for: Accounting Rules & Accounting Periods

Checks Interface Tables with those in Receivables for:



- Existence
- Batch Sources
- Uniqueness
- Precision
- Cross Validation

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AutoInvoice Validation

Validates lines for:

- Accounting rules
- Accounting periods

AutoInvoice validates your data for compatibility with Receivables. It ensures that the columns in Receivables' interface tables reference the appropriate values and columns in Receivables. It checks for:

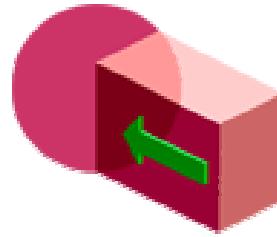
- **Existence:** Ensures that the values for some columns are already defined.
- **Batch Sources:** Ensures consistent values for fields in the Transaction Sources window.
- **Uniqueness:** Ensures that the invoice number you supply is unique within a given batch source.
- **Precision:** Ensures that the amount and accounted amount have the correct precision.
- **Cross Validation:** Ensures that column values agree with each other.

Submitting AutoInvoice

AutoInvoice Master Program

Parameters:

- Source
- Default Date
- Transaction Type
- Bill-To Customer Number/Name Range
- GL Date Range
- Ship Date Range
- Transaction or Sales Number Range
- Invoice Date Range
- Ship-To Customer Number/Name Range



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Submitting AutoInvoice

Receivables, Vision Operations (USA)

(N) > Interfaces > AutoInvoice > (B) Single Request > (B) OK

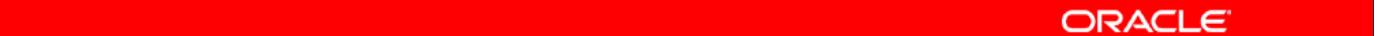
The AutoInvoice Master Program can be submitted from the Standard Report Submission (SRS) window. This process can be scheduled to run on specific intervals using the SRS scheduling features.

- Process specific transactions or a range of transactions by entering report parameters as listed on the slide above.
- Use different selection criteria to submit individual transactions or groups of transactions.
- Submit a maximum of fifteen instances.

Note: An instance refers to how AutoInvoice groups and processes your transactions. Submitting a greater number of instances lets you import transactions into Receivables more quickly.

Managing AutoInvoice System Options

- Specify the indices for the GL_CODE COMBINATIONS, MTL_SYSTEM_ITEMS, and RA_TERRITORIES tables
- Use SQL*Trace to tune AutoInvoice
- Select to manually or automatically purge successfully transferred records
- Adjust the amount of memory allocated to AutoInvoice for validation
- Specify the level of detail required in the AutoInvoice log file

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Managing AutoInvoice System Options

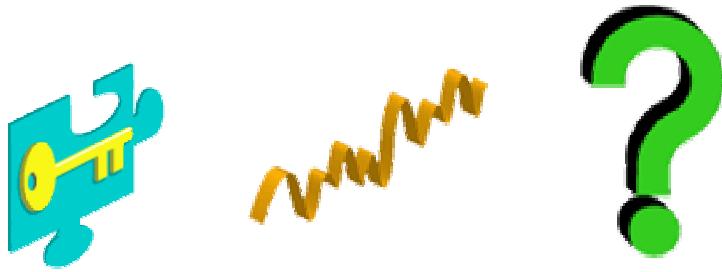
Receivables, Vision Operations (USA)

(N) > Setup > System > System Options

AutoInvoice System Options are set in the AutoInvoice region of the Trans and Customers tab of the System Options window.

Implementation Considerations

- What type of transactions or lines will be imported?
- Will you need to modify the Transaction flexfield?
- How and when will errors be identified?
- Who is responsible for correcting the errors?
- Will you need to create Grouping Rules with optional attributes?



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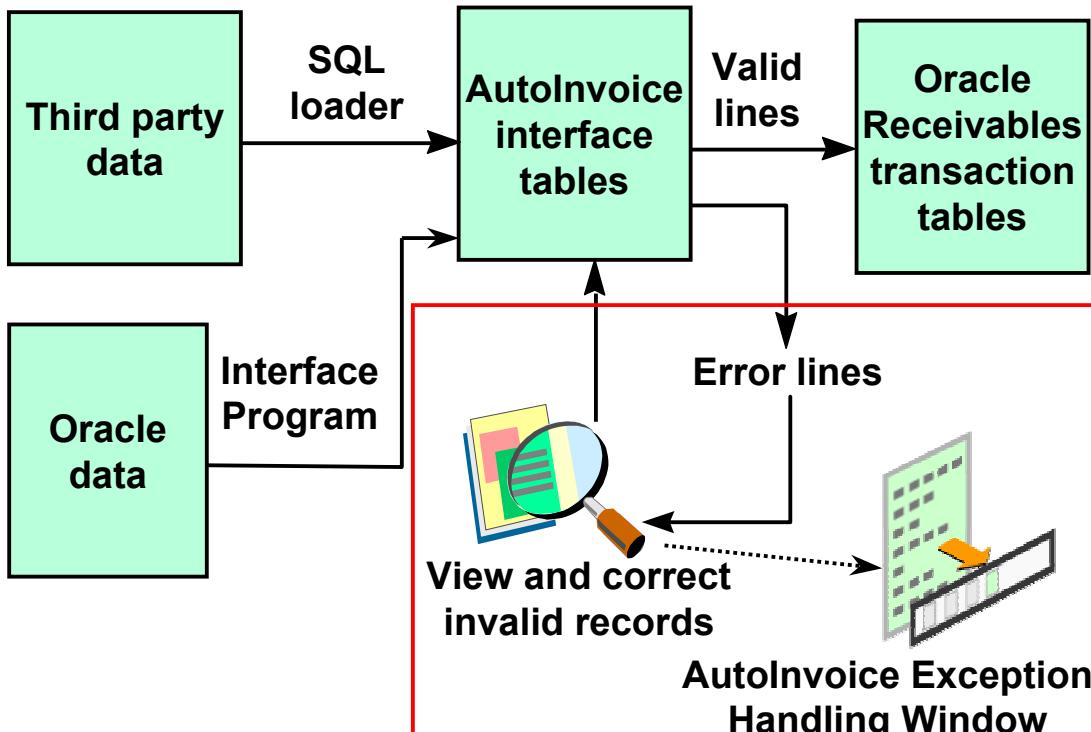
Agenda

- Overview of the AutoInvoice process
- Defining AutoInvoice process
- Correcting errors during import



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Correct Errors Overview



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Correct Errors Overview

The AutoInvoice Exception Handling Windows can be used to correct errors that are in the AutoInvoice Interface Table.

- Records that pass validation are transferred into Receivables transaction tables.
- Records that fail validation are called exceptions; these records remain in the AutoInvoice interface tables.
- Once you have corrected the errors, you must resubmit AutoInvoice.
- Valid lines cannot be changed in the AutoInvoice Exception Handling windows. Only those lines with errors can be changed.

AutoInvoice Exception Handling Windows



Interface Exceptions Window



Interface Lines Window



Line Errors Window

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AutoInvoice Exception Handling Windows

Receivables, Vision Operations (USA)

(N) > Control > AutoInvoice > Interface Lines

(N) > Control > AutoInvoice > Interface Exceptions

Interface Exceptions Window

- Displays the interface ID, exception type, error message, and the invalid value associated with each error.
- Cannot edit data in this window, but you can view the error message and easily correct the error by clicking the Details button.

Note: The error message and column name with erroneous data is displayed in the Message column, and the value that needs to be corrected is displayed in the Invalid Value column.

Interface Lines Window

- Displays all records in the interface tables that failed validation, provides an error message, and can be used to correct invalid records.
- Click the Details button, the window opens where the errors can be corrected. Buttons are provided to correct specific types of errors.
- Correct errors in these windows.

AutoInvoice Exception Handling Windows (continued)

Line Errors Window

- Displays all errors associated with a specific line and can only be opened from the Interface Lines window.
- View all errors associated with a single line by clicking the Errors button in the Interface Lines window.
- Displays the interface ID, the error type, error message, and the invalid value.

Note: You might use this window when you access the Interface Lines window directly, which does not display the error messages. The type indicates which button to click in the Interface Lines window.

Summary

In this module, you should have learned how to:

- Describe the AutoInvoice process
- Define AutoInvoice
- Correct errors by using AutoInvoice Exception Handling



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Practice#1 O2C Standard Cycle

9

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Objectives

After this Lesson, you should be able to do the following:

- Enter Sales Order Header information
- Enter Sales Order Line information
- Book orders
- Pick Release order
- Shipping Order
- Workflow Background Process



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Assumptions

The Following setups are in the system

- Item
- Customer
- Transaction Type
- Documents

Note : Ledger and Subledger Accounting periods should be open (GL,Inventory,AR,PO)



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Assumptions

Before we start the Exercise we assume the following setups are exits in the system

- 1.Item
- 2.Customer
- 3.Transaction Type
- 4.Documents

And Ledger and sub ledger accounting period should be open for the current period in the following

- 1.General Ledger
- 2.Inventory
- 3.Receivables
- 4.Purchase order

Assumptions (continued)

To check the Accounting Period:

1.General Ledger:

Responsibility: General Ledger,Vision Operation (USA)

(N)setup>Open/Close

Ledger name is defaulted to 'Vision Operations (USA)'

Click on Find

Check for current period is opened or not, if not open it

2.Inventory

Responsibility: Inventory,Vision Operation (USA)

(N)Accounting Close Cycle>Inventory Accounting Period

Select Organization code : M1 (Seattle Manufacturing)

Check for periods

3.Receivables

Responsibility: Receivables,Vision Operation (USA)

(N)Control>Accounting>Open/Close Periods

4.Purchase order

Responsibility: Purchasing,Vision Operation (USA)

(N)Setup>Financials>Accounting>Control Purchasing Periods

Tables

The Important tables involved in the cycle

Order Management Tables

- OE_ORDER_HEADERS_ALL
- OE_ORDER_LINES_ALL
- WSH_DELIVERY_DETAILS
- WSH_DELIVERY_ASSIGNMENTS
- WSH_NEW_DELIVERIES
- WSH_DEVLIVERY_LEGS
- WSH_TRIP_STOPS
- WSH_TRIP



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Tables

Receivables Tables

- RA_INTERFACE_LINES_ALL(Interface Table)
- RA_CUSTOMER_TRX_ALL
- RA_CUSTOMER_TRX_LINES_ALL
- AR_PAYMENT_SCHEDULES_ALL
- AR_CASH_RECEIPTS_ALL
- AR_RECEIVABLE_APPLICATIONS_ALL
- RA_CUST_TRX_LINE_GL_DIST_ALL

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Tables

Inventory Tables

- MTL_RESERVATIONS
- MTL_DEMANDS
- MTL_SALES_ORDER
- MTL_MATERIAL_TRANSACTIONS
- MTL_ONHAND_QUANTITIES

General Ledger Tables

- GL_JE_BATCHES
- GL_JE_HEADERS
- GL_JE_LINES

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Steps for Standard Order

The Steps Involved in the order to Cash Cycle

- Enter Sales order Header
- Enter Sales Order Line
- Booking Order
- Pick Release the order
- Shipping Activity
- Run Workflow background Process
- Create receipt against the invoice
- Post to GL



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Enter Sales Order Header

Sales Orders (Vision Operations) - [New]

Order Information		Line Items	
<input type="checkbox"/> Default Customer: A. C. Networks Customer Number: 1143		Enter the Customer Name Or Customer No.	
		Note The Order Number Order Number: 66155 Order Type: Mixed	
		Date Ordered: 26-FEB-2009 23:31:35 Price List: Corporate Salesperson: Green, Suzanne Status: Entered Currency: USD Subtotal: 0.00 Tax: 0.00 Charges: 0.00 Total: 0.00	
<input type="button" value="Actions"/> <input type="button" value="Related Items"/> <input type="button" value="Configurator"/>		<input type="button" value="Availability"/> <input type="button" value="Book Order"/>	
			
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Enter Sales Order Header

Responsibility > Order Management, Vision Operations(USA)

(N)Order>Returns > Sales Order

Key in the Customer Name : A. C. Networks

Customer : Number :1143

This will default Ship to location, Bill to location,order Type

Save the form

After saving the form Order number will get Generated from Document Sequence

Order Number : 66156

Data Model

Table: **OE_ORDER_HEADERS_ALL**

Column	Description
HEADER_ID	Order Header Identifier
ORG_ID	Operating Unit which performed this transaction
ORDER_TYPE_ID	Order Transaction Type Identifier
ORDER_NUMBER	User-visible number of the order
SOLD_FROM_ORG_ID	Selling Organization
SOLD_TO_ORG_ID	Sold to customer
SHIP_FROM_ORG_ID	Ship From Organization Id - Warehouse
SHIP_TO_ORG_ID	Ship to Organization Id
INVOICE_TO_ORG_ID	Invoice To Organization ID
CANCELLED_FLAG	Cancelled Flag
OPEN_FLAG	Indicates whether the order has been closed ('N') or not ('Y')
BOOKED_FLAG	Indicates whether order is booked ('Y') or not ('N')
FLOW_STATUS_CODE	Workflow status for the header

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Data Model for OE_ORDER_HEADERS_ALL

Description:

OE_ORDER_HEADERS_ALL stores header information for orders in Order Management

Data Model for OE_ORDER_HEADERS_ALL (continued)

Query 1

```
SELECT ooh.order_number ,  
       ooh.ordered_date ,  
       ooh.org_id ,  
       ooh.sold_to_org_id ,  
       ooh.ship_to_org_id ,  
       ooh.open_flag header_open_flag ,  
       ooh.booked_flag header_booked_flag,  
       ooh.flow_status_code flow_header_status  
FROM oe_order_headers_all ooh  
WHERE ooh.order_number = '66155';
```

Order Number :66155

Ordered_date : when this order is created

Org_id : 204 Order Belongs to which Operating Unit

Sold_to_org_id :1290 (Customer Number)

Query:

```
select account_number from hz_cust_accounts  
where cust_account_id = 1290;
```

The Above query will fetch the account number for the customer (For the above Example it is 1143)

Ship_to_org_id : 1425

It is the ship to use site of the customer

Query:

```
select *from hz_cust_site_uses_all  
where site_use_id = 1425
```

Open Flag : ‘Y’ Indicates the order is in open status

Booked Flag : ‘N’ Indicates the order is not yet booked

Flow_status_code : Entered -Indicates the order status

Note : All Other tables are not yet populated because order header is in Entered Status and line details is also not yet Entered

Check On-hand Quantities

The screenshot shows the Oracle Material Workbench application. The left pane displays a tree view of organizations, with 'M1' selected. Under 'M1', 'On-hand' is expanded, showing a sub-inventory named 'Staging1'. The right pane is a grid of data with columns: Org, Sub, Item, On-hand, Rev, and Pr. A red box highlights the row for 'M1 Staging1 AS54888', which has an 'On-hand' value of 138.

Org	Sub	Item	On-hand	Rev	Pr
M1	Engineer	AS54888	0		Ea
M1	CustReturn	AS54888	65		Ea
M1	Staging1	AS54888	138		Ea
M1	FldSvc	AS54888	100		Ea
M1	FGI	AS54888	4226		Ea
M1	FS_Truck6	AS54888	0		Ea

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Check On-hand Quantities

Enter Sales Order Lines

Before Entering the Line Items, Please check the Items Available in the Inventory system

Responsibility >Inventory,Vision Operations (USA)

(N)On-hand,Availability>On-Hand Quantity

Enter the Item Name : AS54888 (We will use this item for the sales order)

Check the Any items are present in the Staging1 Sub inventory, If not you have to do misc. receipts to this Sub inventory

Use the following Query to check

```
SELECT sum(transaction_quantity) FROM MTL_ONHAND_QUANTITIES
where inventory_item_id = 149
and subinventory_code = 'Staging1'
and organization_id = 207 -- M1 Seattle Manufacturing
```

Enter Sales Order Lines

The screenshot shows the Oracle Sales Orders application interface. The title bar reads "Sales Orders (Vision Operations) - 66155, A. C. Networks". The main window has tabs for "Order Information" and "Line Items", with "Line Items" being active. A sub-tab "Default" is selected. The "Main" tab is currently selected in the grid header. The grid contains one row of data:

Line	Ordered Item	Qty	UOM	Unit Price	Extended Price	Request Date	Schedule Ship
1.1	AS54888	5	Ea	1,599.00	7,995.00	26-FEB-2009 23:3	

Below the grid, summary fields show "Line Total" as 7,995.00, "Line Qty" as 5, and "Service Total" as blank. The "Description" field contains "Sentinel Standard Desktop". At the bottom of the screen, there are several buttons: Actions, Related Items, Configurator, Availability, and Book Order. The Oracle logo is at the bottom right, and a copyright notice "Copyright © 2010, Oracle and/or its affiliates. All rights reserved." is at the bottom center.

Enter Sales Order Lines

In the Above order Header Form Go to Line Items Tab to enter the Line Details

In the Line Items Enter the following

Item Name : AS54888

Qty : 5

After entering Item and Qty , Please make all others are defaulted

Please check the all tabs in this for to ensure all fields are populated

Pricing Tab > Unit selling price, Payment terms

Shipping Tab>Ware house,source type,request Date,Promise date,Shipping Method

Address Tab > Bill_to ,Ship to Address

Save the form

Please note that order line status is also in Entered status

Data Model

Table :OE_ORDER_LINES_ALL

Column	Description
LINE_ID	System Generated Line Identifier.
ORG_ID	Operating Unit which performed this transaction
HEADER_ID	Foreign key ref. to; OE_ORDER_HEADERS_ALL the order to which this line belongs
LINE_NUMBER	Line sequence number within the order
ORDERED_ITEM	Stores name of Ordered Item
SCHEDULE_SHIP_DATE	Date Scheduled to ship item
ORDERED_QUANTITY	Ordered Quantity
SHIPPED_QUANTITY	Shipped Quantity
CANCELLED_FLAG	Cancelled Flag
OPEN_FLAG	Indicates whether the order has been closed ('N') or not ('Y')
BOOKED_FLAG	Indicates whether order is booked ('Y') or not ('N')
RETURN_REASON_CODE	This column stores return reason code for a return line, and is required for a return line
SHIPPING_INTERFACED_FLAG	Shipping Interfaced Flag to indicate whether a line has been interfaced to shipping or not

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Data Model

Description

OE_ORDER_LINES_ALL stores information for all order lines in Oracle Order Management

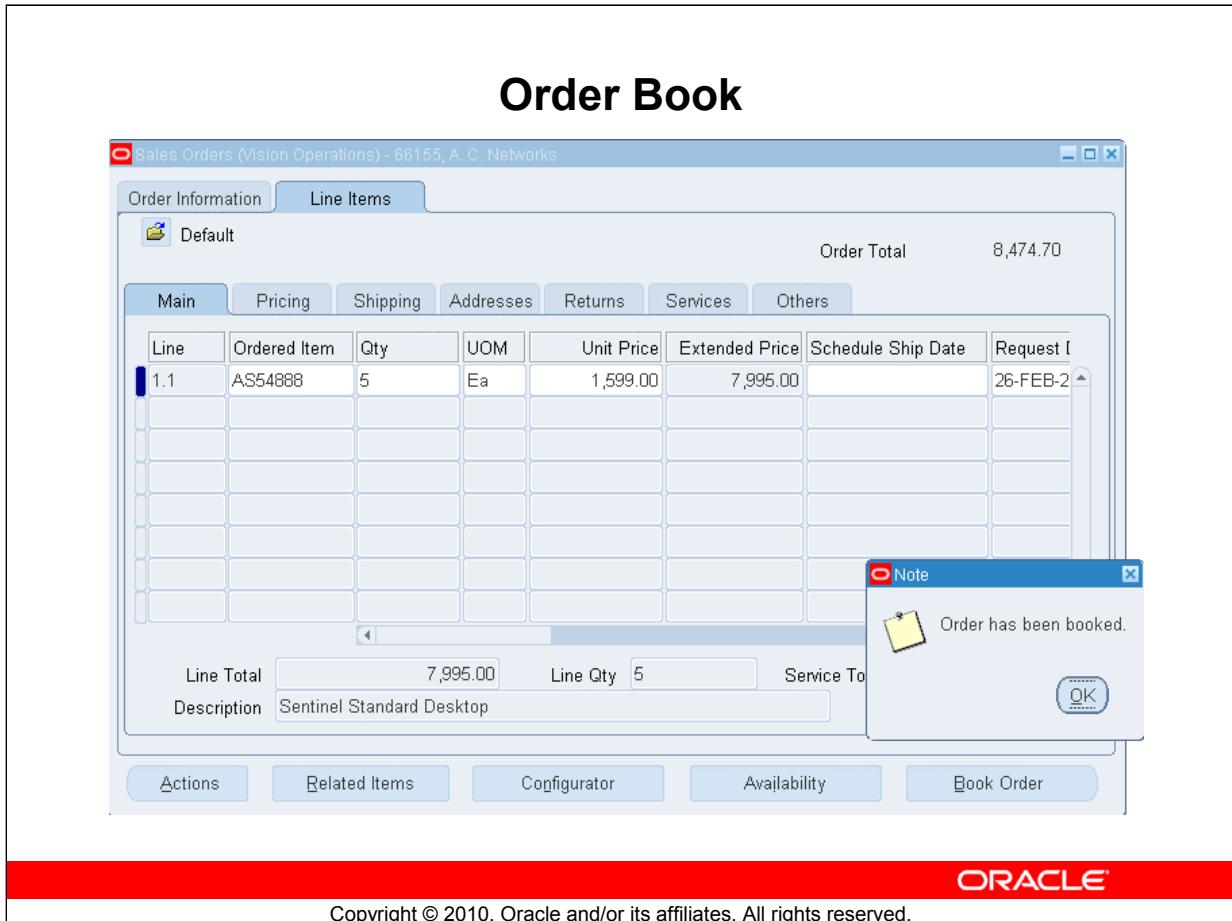
```

SELECT msi.segment1 , oll.schedule_ship_date,  oll.ordered_quantity,
oll.shipped_quantity,
oll.unit_selling_price, oll.unit_list_price, oll.tax_value, oll.open_flag
line_open_flag, oll.booked_flag, oll.shipping_interfaced_flag, oll.line_id,
oll.flow_status_code FROM oe_order_headers_all ooh,
oe_order_lines_all oll , mtl_system_items_b msi
WHERE oll.inventory_item_id = msi.inventory_item_id
AND ooh.header_id      = oll.header_id
AND msi.organization_id = oll.org_id
AND ooh.order_number = '66155';

```

Data Model (continued)

- Segment1 : Inventory item (AS43888)
 - Schedule_ship_date : Null (because Schedule will happen only after Order Book)
 - Ordered Quantity : 5
 - Shipped_quantity : Null
 - Unit selling Price : 1599 (after Discounts if any)
 - Unit list price : 1599 (Price from the price list)
 - Tax_value: 479.7
 - Open Flag : Y –order line is open
 - Booked_flag : ‘N’ –Order line is not yet booked
 - Shipping_interfaced_flag : ‘N’ –Since the order is not yet booked, the line information is not yet populated to shipping module Table
- Like WSH_DELIVERY_DETAILS, WSH_DELIVERY_ASSIGNMENTS



Order Book

To book the order in the above form press the “Book Order” Button

One note will populate saying “Order Has been booked”

Now the order header status is changed to “Booked”

And line status changed to “Awaiting Shipping”

Now check the queries to observe the change in Database level

Order Book (continued)

Execute the Query:

Query1

```
SELECT ooh.order_number      ,
       ooh.ordered_date    ,
       ooh.org_id          ,
       ooh.sold_to_org_id   ,
       ooh.ship_to_org_id   ,
       ooh.open_flag header_open_flag  ,
       ooh.booked_flag header_booked_flag,
       ooh.flow_status_code flow_header_status
  FROM oe_order_headers_all ooh
 WHERE ooh.order_number = '66155'
```

Now the booked_flag : ‘Y’

And flow_status_code : “BOOKED”

Query2:

```
SELECT msi.segment1 , oll.schedule_ship_date,  oll.ordered_quantity,
       oll.shipped_quantity,
       oll.unit_selling_price, oll.unit_list_price, oll.tax_value, oll.open_flag
       line_open_flag, oll.booked_flag, oll.shipping_interfaced_flag, oll.line_id,
       oll.flow_status_code FROM oe_order_headers_all ooh,
       oe_order_lines_all oll , mtl_system_items_b msi
  WHERE oll.inventory_item_id = msi.inventory_item_id
    AND ooh.header_id      = oll.header_id
    AND msi.organization_id = oll.org_id
    AND ooh.order_number = '66155';
```

In the result of the above query

Schedule_ship_date is populated : ’27-FEB-09’

Booked_flag : ‘Y’

Shipping_interfaced_flag :’Y’

Flow_status_code :"AWAITING_SHIPPING"

Data Model

Table: **WSH_DELIVERY_DETAILS**

Column	Description
DELIVERY_DETAIL_ID	Primary Key to identify delivery line
SOURCE_CODE	OE/WIP/PO
SOURCE_HEADER_ID	For eg, it can be sale order header ID
SOURCE_LINE_ID	OE, WIP, or PO line identifier. For example, it can be sales order line ID
CUSTOMER_ID	Foreign Key to HZ_CUST_ACCOUNTS. CUST_ACCOUNT_ID
INVENTORY_ITEM_ID	Foreign key to MTL_SYSTEM_ITEMS
SRC_REQUESTED_QUANTITY	As ordered by customer
REQUESTED_QUANTITY	As shipping quantity for customer
SHIPPED_QUANTITY	In shipping_quantity_UOM
MOVE_ORDER_LINE_ID	Move order line identifier
RELEASED_STATUS	Pick Release Status
OE_INTERFACED_FLAG	Indicates if line is interfaced to OM
INV_INTERFACED_FLAG	Indicates if line is interfaced to INV

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Data Model

Description :

WSH_DELIVERY_DETAILS Stores delivery details of each sales order line

Data Model (continued)

Query-3

To see changes on the shipping module tables, Please execute the following query

```

SELECT wdd.delivery_detail_id,
       wdd.source_header_id      ,
       wdd.source_line_id        ,
       wdd.shipped_quantity     ,
       wdd.delivered_quantity   ,
       wdd.released_status      ,
       wda.delivery_assignment_id ,
       wda.delivery_id           ,
       wdd.customer_id
FROM  wsh_delivery_details wdd,
      wsh_delivery_assignments wda
WHERE wdd.delivery_detail_id = wda.delivery_detail_id
      AND wdd.source_header_id    = 183314;--order header_id
Source_header_id --Sales order Header id
Source_line_id --sales order line id
Shipped_quantity -- Null (Shipping Activity is not yet done)
Released_status --R (Ready to Release)
Delivery_id --Null (Pick Release activity is not yet done)
WSH_NEW_DELIVERIES, WSH_DELIVERY_LEGS, WSH_TRIP_STOP, WSH_TRIP
tables will populate once you create the delivery

```

Data Model

Table: MTL_DEMAND

Column	Description
DEMAND_ID	Unique identifier of a demand row, from sequence MTL_DEMAND_S
ORGANIZATION_ID	Organization identifier
INVENTORY_ITEM_ID	Inventory item identifier
DEMAND_SOURCE_TYPE	Code to indicate the source of the demand
DEMAND_SOURCE_HEADER_ID	Header ID for the source of the demand. For Sales order demand: MTL_SALES_ORDERS.SALES_ORDER_ID
DEMAND_SOURCE_LINE	Line id of demand source. For Sales Order demand this is: SO_LINES.LINE_ID
LINE_ITEM_QUANTITY	Demand or reservation quantity expressed in units defined in UOM_CODE column

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Data Model (continued)

Description:

This table stores demand and reservation information used in Available To Promise, Planning and other Manufacturing functions. There are three major row types stored in the table: Summary Demand rows, Open Demand Rows, and Reservation Rows.

Impact on Inventory table

In Inventory module the booked items will get reserved and create demand for the line , So it will populate below table

```
SELECT inventory_item_id,
line_item_quantity  ,
reservation_type
FROM MTL_DEMAND a
WHERE demand_source_line = 375845 --Sales order Line id
```

Data Model

Table:**MTL_RESERVATIONS**

Column	Description
RESERVATION_ID	Reservation identifier
REQUIREMENT_DATE	Reservation requirement date
INVENTORY_ITEM_ID	Identifier of organization in which reservation is made
DEMAND_SOURCE_TYPE_ID	Indicates demand source for which reservation is made
DEMAND_SOURCE_LINE_ID	Line ID for demand source. For Sales Order: OE_ORDER_LINES.LINE_ID
PRIMARY_RESERVATION_QUANTITY	Quantity reserved in PRIMARY_UOM_CODE
STAGED_FLAG	Indicates if the reservation is in staged area

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Data Model (continued)

Description:

This table stores reservation information. Each record is a reservation that ties an item/organization combination with a demand source and a supply source. Demand source information comprises demand source type (Sales Order, Account, Account Alias, Inventory), demand source header, demand source line and demand source name. Supply source information comprises supply source type (Inventory, WIP jobs), supply source header, supply source line, supply source name and inventory controls (revision, lot, subinventory, locator).

Data Model (continued)

Impact on Inventory table

In Inventory module the booked items will get reserved and create demand for the line , So it will populate below table

```
SELECT requirement_date,  
inventory_item_id ,  
reservation_quantity ,  
primary_reservation_quantity  
FROM MTL_RESERVATIONS a  
WHERE demand_source_line_id = 375845 -- Sales order Line id
```

Pick Release

Release Criteria

Order Number: 66155
 Prior Reservations Only

Destination Type: Ship-To Location
Customer: A. C. Networks

Item

Scheduled Ship Dates
From: _____ To: _____

Requested Dates
From: _____ To: _____

Execute Now Concurrent

Pick Release Process

Responsibility > Order Management, Vision Operations

(N)Shipping>Release Sales Order>Release Sales Order

-Based On Rule : Standard

-Document Set:All Pick Release Documents (Should Default After entering the Rule)

Order Tab

-Orders : Unreleased

-Order Number : 66155

-After Entering the Order Number , will default Order Type and Customer Number

Pick Release

Release Sales Orders For Picking

Based On Rule: Standard Document Set: All Pick Release Docum []

Batch:

Release Criteria

Order Shipping Inventory

Trip:	Stop:
Delivery:	Ship From: M1- Seattle Mfg : 3455
Ship Method:	Shipment Priority:
Line/Container:	<input type="checkbox"/> Include Assigned Lines
Release Sequence Rule:	Autocreate:
Autocreate Delivery:	Delivery Criteria:
Auto Pick Confirm:	Autopack Delivery: No
Ship Confirm Rule:	Append Deliveries:
Actual Departure Date:	

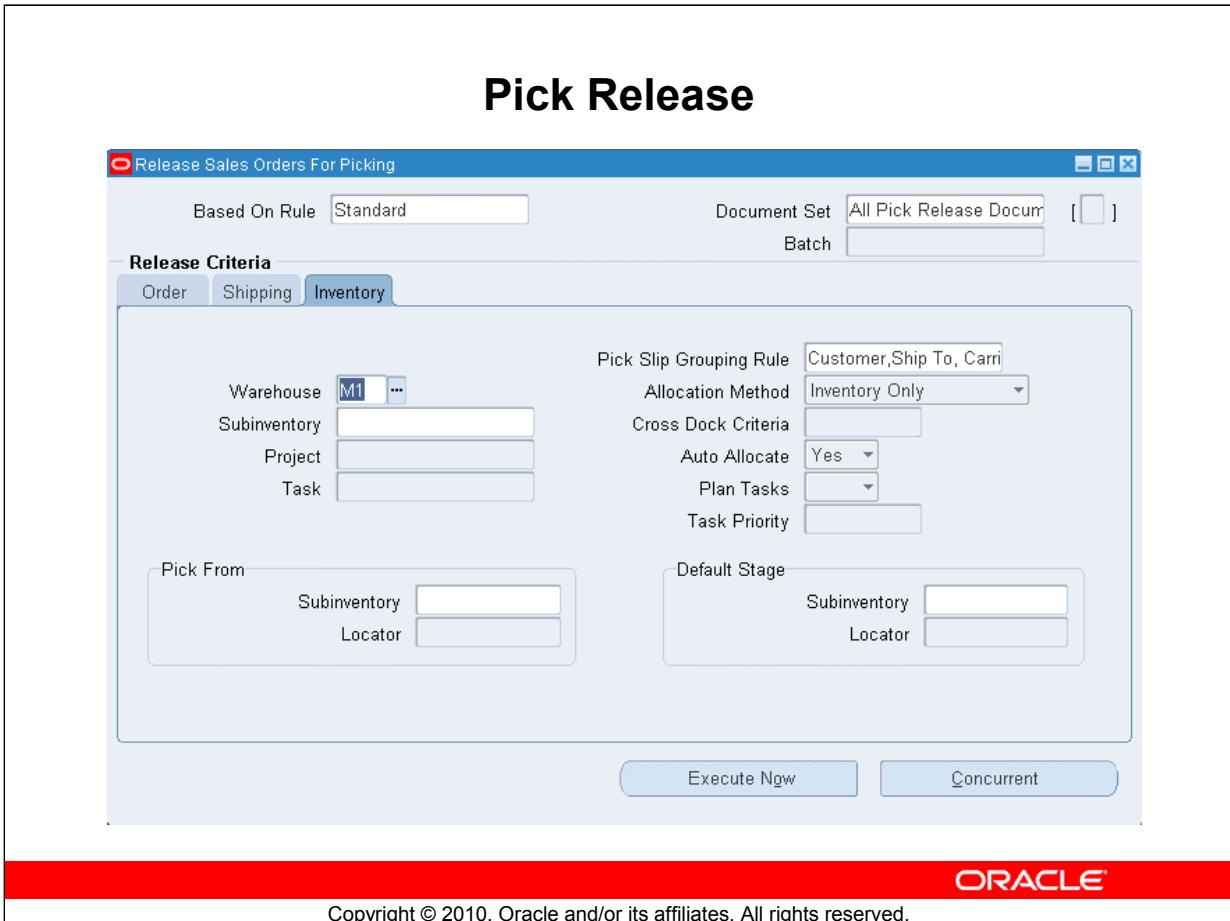
Execute Now Concurrent

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Pick Release Process (continued)

1. Go To shipping Tab
- Make sure that following fields populated
- Release Sequence Rule :All Standard Orders
- Auto Create Delivery : Yes
- Auto Pick Confirm : Yes



Pick Release Process (continued)

Go to Inventory Tab

-Warehouse :M1

(Will default from Sales order line if you are entered warehouse information in Shipping tab of Sales order Line)

-Auto Allocate : Yes

-Pick Slip Grouping Rule:Customer,Ship To, Carrier

Allocation Method : Inventory Only

Press Button Concurrent to process the Pick Release.

Now will populate note with Request ID for this process

Now View the concurrent Request

You can see the 3 Concurrent Program related to Pick slip program

-Pick Selection List Generation

-Pick Slip Report

-Shipping Exceptions Report

Pick Release Process (continued)

Impact on tables after this Process

Shipping Table:

After pick Release process Delivery is created in WSH_NEW_DELIVERIES TABLES

Query 1

```
select
wdd.delivery_detail_id,wdd.source_header_id,wdd.source_line_id,wdd.shipped
_quantity,wdd.delivered_quantity,wdd.released_status,
wda.delivery_assignment_id,wda.delivery_id, wdd.customer_id from
wsh_delivery_details wdd,wsh_delivery_assignments wda
where
wdd.delivery_detail_id = wda.delivery_detail_id
and wdd.source_header_id = 183314; --order header_id
-Released Status : 'Y' (Staged/Pick Confirmed)
-Shipped Quantity : null (Line is note yet shipped)
-Delivery_id :3386343 ( Pick Release program will create delivery for the line)
```

Inventory Tables

Query 3

```
select requirement_date,inventory_item_id, reservation_quantity,
primary_reservation_quantity,ship_ready_flag From mtl_reservations a
where demand_source_line_id = 375845; --sales order line id
```

With pick release program now the item has become hard reservations

Ship_ready_flag : 'Y'

Query 4

```
select transaction_id, transaction_date, inventory_item_id,
mmt.transaction_type_id, mtt.transaction_type_name, transaction_quantity
, pick_slip_number, subinventory_code,mmt.move_order_line_id from
mtl_material_transactions mmt,mtl_transaction_types mtt
where mmt.transaction_type_id = mtt.transaction_type_id
and trx_source_line_id = 375845
```

In the above query we will get 2 records, because the item is moving from one sub inventory to another, So on-hand quantity is reduced in One sun inventory and increased another sub inventory

Data Model

Table: WSH_NEW_DELIVERIES TABLES

Column	Description
DELIVERY_ID	Primary Key to identify delivery
NAME	Unique Delivery Name
PLANNED_FLAG	Planned flag (N = unplanned; Y = planned)
STATUS_CODE	Delivery shipping status ,e.g., OP for Open delivery
INITIAL_PICKUP_DATE	Date on which the delivery is first picked up
CONFIRMED_BY	The Shipper of the goods
DELIVERY_TYPE	Type of delivery - STANDARD, CONSOLIDATED

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Data Model

Description:

Stores the delivery information of lines

Query 2

```
select * From wsh_new_deliveries
where delivery_id = 3386343;
```

Now you can see the data in this table

Shipping

The screenshot shows the 'Lines' tab of the Oracle Order Management Shipping interface. The 'Source System' dropdown is set to 'Order Management'. The 'From Order Number' field contains '66155'. The 'Line Status' dropdown is set to 'Not Shipped'. The 'To Order Number' field also contains '66155'. A red box highlights the 'Find...' button at the bottom right of the search panel.

Source System	Order Management	Org Code
Consignee		
Ship From		Ship Method
From Schedule Date		Ship To
From Order Number	66155	To Schedule Date
Order Type		To Order Number
Assigned Lines		Line Status
Item		Assigned LPNs
From LPN		Container Item
Shipment Priority		To LPN
From Pick-Up Date		Freight Terms
From Tracking Num		To Pick-Up Date
		To Tracking Num

Buttons at the bottom: Copy, Delete..., Clear, Find... (highlighted with a red box).

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Shipping

Responsibility > Order Management, Vision Operations

(N)Shipping>Transactions

-Key in order number: 66155

-Press find Button

Shipping

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Shipping (continued)

Go to Delivery Tab

-Select the Action :Ship Confirm

-Press Go Button



Shipping (continued)

Now Confirm Delivery Form will populate to confirm the ship

- Select the Radio Button Ship Entered Quantities
- Check Create Delivery For Staged Quantities
- Press OK to Confirm Ship

You will get a message “Delivery Was Successfully Confirmed”

Shipping (continued)

Impact on Tables

Order Management tables

```

SELECT msi.segment1 , oll.schedule_ship_date, oll.ordered_quantity,
oll.shipped_quantity,
oll.unit_selling_price, oll.unit_list_price, oll.tax_value, oll.open_flag,
oll.booked_flag, oll.shipping_interfaced_flag, oll.line_id,
oll.flow_status_code

FROM oe_order_headers_all ooh,
oe_order_lines_all oll      ,
mtl_system_items_b msi

WHERE 1          =1
AND ooh.org_id      = 204
AND oll.inventory_item_id = msi.inventory_item_id
AND ooh.header_id      = oll.header_id
AND msi.organization_id  = oll.org_id
--and msi.organization_id = 204
AND ooh.order_number = '66155';

```

In the Above query now you observe the Shipped Quantity has been populated with quantity 5

And Flow_status_code : SHIPPED

Shipping (continued)

Shipping Table

Query 2

```

select
wdd.delivery_detail_id,wdd.source_header_id,wdd.source_line_id,wdd.shipped
_quantity,wdd.delivered_quantity,wdd.released_status,
wda.delivery_assignment_id,wda.delivery_id,
wdd.customer_id,wdd.inv_interfaced_flag,wdd.oe_interfaced_flag from
wsh_delivery_details wdd,wsh_delivery_assignments wda
where
wdd.delivery_detail_id = wda.delivery_detail_id
and wdd.source_header_id = 183314; --order header_id

```

In the above result will populate the following column

Shipped_qunatity : 5

Release Status : C(Closed)

Inv_interfaced_flag : 'Y'

Oe_interfaced_flag : 'Y'

The Significance of the above two flags , whether this shipping activity has been updated in inventory Module and Order Entry Madule

That means, as record has been created in

MTL_MATERIAL_TRANSACTION table and

OE_ORDER_LINES_ALL.SHIPPED_QUANTITY filed has been updated with shipped quantity

Query 3

```

select delivery_id, pick_up_stop_id from wsh_delivery_legs
where delivery_id = 3386343;

```

Query 4

```

select * from wsh_trip_stops
where stop_id = 2780628 --pick_up_stop_id

```

Query 5

```

select * from wsh_trips
where trip_id = 2737332 --trip_id

```

Data Model

Table: MTL_MATERIAL_TRANSACTIONS

Column	Description
TRANSACTION_ID	Transaction identifier
INVENTORY_ITEM_ID	Inventory item identifier
ORGANIZATION_ID	Organization identifier
TRANSACTION_TYPE_ID	Transaction type identifier
TRANSACTION_ACTION_ID	Transaction action identifier
TRANSACTION_SOURCE_TYPE_ID	Transaction source type identifier
TRANSACTION_QUANTITY	Transaction quantity
TRANSACTION_DATE	Transaction date
PICK_SLIP_NUMBER	Pick Slip number for the transaction line
TRX_SOURCE_LINE_ID	Line level transaction source id
SUBINVENTORY_CODE	Transaction secondary inventory

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Data Model

Description:

MTL_MATERIAL_TRANSACTIONS stores a record of every material transaction or cost update performed in Inventory

Records are inserted into this table either through the transaction processor or by the standard cost update program. The columns TRANSACTION_TYPE_ID, TRANSACTION_ACTION_ID, TRANSACTION_SOURCE_TYPE_ID, TRANSACTION_SOURCE_ID and TRANSACTION_SOURCE_NAME describe what the transaction is and against what entity it was performed.

Data Model (continued)

Inventory Tables

The Record in MTL_DEMAND and MTL_RESRVATION table has been deleted as the line has shipped and Demand is fulfilled

Query

```

SELECT transaction_id      ,
transaction_date      ,
inventory_item_id      ,
mmt.transaction_type_id ,
mtt.transaction_type_name,
transaction_quantity   ,
pick_slip_number      ,
subinventory_code      ,
mmt.move_order_line_id

FROM mtl_material_transactions mmt,
mtl_transaction_types mtt

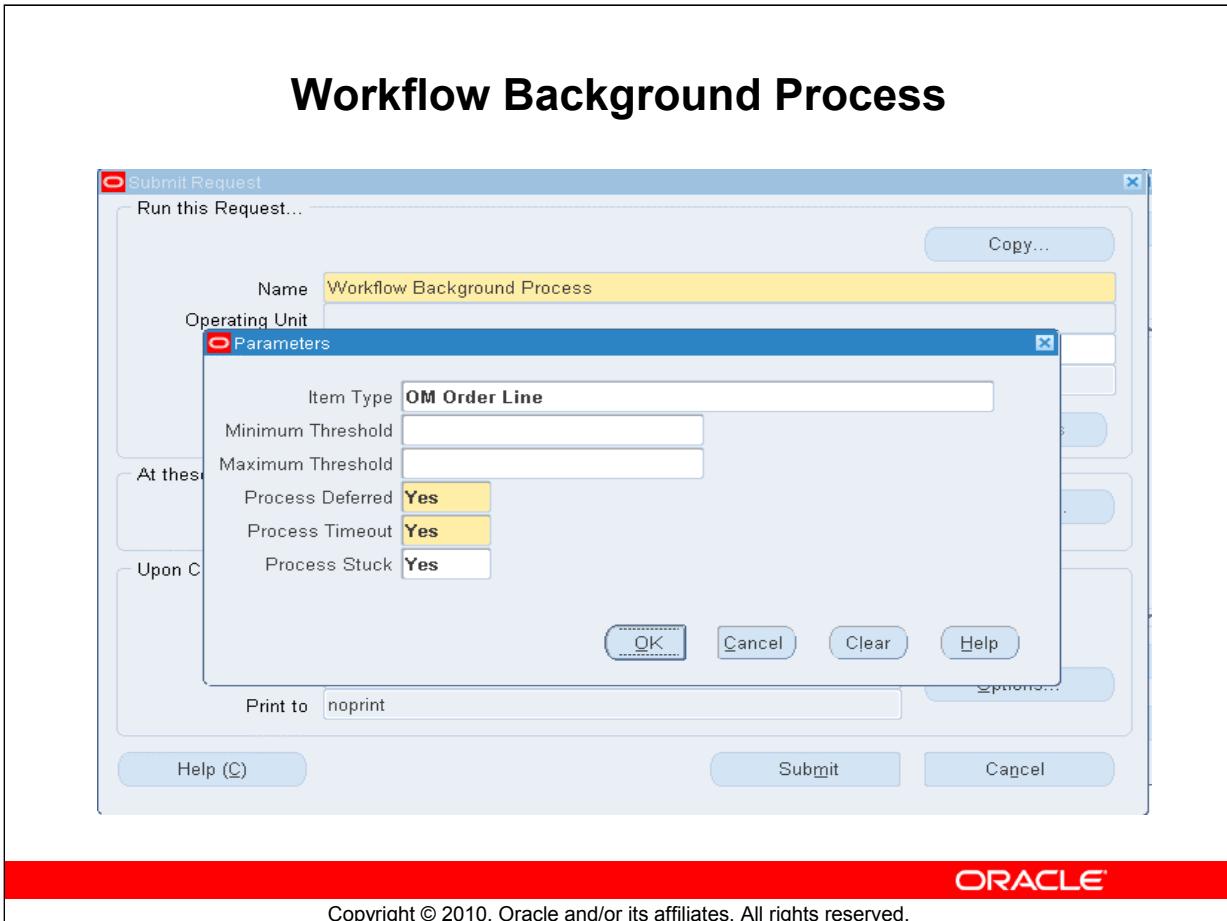
WHERE mmt.transaction_type_id = mtt.transaction_type_id
AND trx_source_line_id      = 375845;--sales order line id

```

In the result of the Above Query fetch the 3 record as this table has already 2 record for Sub inventory transfer from MAIN Sub inventory to Staging Sub Inventory.

The 3 Record is for Item is transacting from staging Sub inventory to Customer, So it is not created any pick slip number and No Move order

-Transaction Type Name : Sales order Issue



Workflow Background Process

To Submit workflow background process

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

Type Workflow Background Process in the name column

Parameters:

Item Type: OM Order Line

Process Deferred: Yes

Process Timeout: Yes

Process Stuck :Yes

Click [B] OK.

Click [B] Submit.

This request submit Internally “DS, (Autoinvoice Master Program)” Which will import the invoice to Receivables Module

Note: Normally Workflow background Process Concurrent program will Scheduled in production.

Data Model

Table: RA_CUSTOMER_TRX_ALL

Column	Description
CUSTOMER_TRX_ID	Transaction unique identifier
TRX_NUMBER	Invoice Number
CUST_TRX_TYPE_ID	Transaction Type ID
TRX_DATE	Trsaction Date
SET_OF_BOOKS_ID	Ledger ID
BATCH_SOURCE_ID	Batch Source ID
SOLD_TO_CUSTOMER_ID	Sold to Customer
BILL_TO_CUSTOMER_ID	Bill to Customer ID
COMPLETE_FLAG	Complete Flag for the invoice

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Data Model

Description:

Header-level information about invoices, debit memos, chargeback, commitments and credit memos

Query 1

```
select customer_trx_id, trx_number, trx_date, interface_header_attribute1,
       interface_header_attribute2, interface_header_attribute3
  from ra_customer_trx_all
 where interface_header_attribute1 = '66155' --Sales Order Number
       -trx_number (Invoice Number) : '10036922'
       -trx_date -transaction Date : '28-FEB-09'
       -Interface_header_attribute1 (Sales Order Number) :66155
       -Interface_header_attribute2 (Sales order Type) : mixed
       -Interface_header_attribute3 (Delivery ID) 3386343
       -Interface_header_attribute6 (Line_id):375845
```

Data Model

Table: RA_CUSTOMER_TRX_LINES_ALL

Column	Description
CUSTOMER_TRX_LINE_ID	Transaction line unique identifier
CUSTOMER_TRX_ID	Transaction Header Unique identifier
LINE_NUMBER	Line number
INVENTORY_ITEM_ID	Inventory item identifier
QUANTITY_INVOICED	Invoiced Quantity
SALES_ORDER	Sales order number
EXTENDED_AMOUNT	Line Amount (Sum of this amount is invoice amount)

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Data Model (continued)

Description:

Invoice, debit memo, chargeback, credit memo and commitment lines

Query 2

```
select inventory_item_id, description, quantity_ordered, quantity_invoiced,
sales_order, line_type, extended_amount, customer_trx_line_id
from ra_customer_trx_lines_all
where customer_trx_id = 717475
```

Data Model

Table: RA_CUST_TRX_LINE_GL_DIST_ALL

Column	Description
CUST_TRX_LINE_GL_DIST_ID	Transaction unique identifier
CUSTOMER_TRX_LINE_ID	Transaction line unique identifier
CODE_COMBINATION_ID	Code combination ID, Foreign Key to GL_CODE_COMBINATIONS Table
SET_OF_BOOKS_ID	Ledger ID
AMOUNT	Line Amount
GL_POSTED_DATE	GL Posted Date
POSTING_CONTROL_ID	If the Control ID is '-3' then this line is not posted to GL
ACCOUNT_CLASS	Class of the line (Revenue ,tax,Recognize)

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Data Model (continued)

Description: Accounting records for revenue, unearned revenue and unbilled receivables

Query 3

```
select customer_trx_line_id,amount,gl_date,gl_posted_date,
posting_control_id,account_class,acctd_amount from
RA_CUST_TRX_LINE_GL_DIST_ALL
where customer_trx_id = 717475
-Gl_posted_date : Null (This line is not yet Posted to GL)
-Posting_Control_id = -3 (No GL batch id is created)
-Account Class :Revenue line or tax line . Rec Accounr class the Recognized
amount will sum of all Revenue and tax amount
```

Data Model

Table: **AR_PAYMENT_SCHEDULES_ALL**

Column	Description
PAYMENT_SCHEDULE_ID	Identifies the payment schedule
DUE_DATE	Due date of this installment
AMOUNT_DUE_ORIGINAL	The original amount due, Invoice Amount
AMOUNT_DUE_REMAINING	The current amount due remaining
STATUS	Lookup code for the status of the item
CLASS	Lookup code for the class of the payment schedule
CUST_TRX_TYPE_ID	Identifies the transaction type of the item
CASH_RECEIPT_ID	Identifies the payment (cash receipt)
AMOUNT_APPLIED	Amount applied to the item
AMOUNT_CREDITED	The amount credited against the item

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Data Model (continued)

Description: All transactions except adjustments and miscellaneous cash receipts

The AR_PAYMENT_SCHEDULES_ALL table stores all transactions except adjustments and miscellaneous cash receipts. Oracle Receivables updates this table when activity occurs against an invoice, debit memo, chargeback, credit memo, on-account credit, or receipt. Oracle Receivables groups different transactions by entering one of these values in the CLASS column:

- {{"bul:1"}} INV - Invoice
- {{"bul:1"}} DM - Debit Memo
- {{"bul:1"}} GUAR - Guarantee
- {{"bul:1"}} CM - Credit Memo
- {{"bul:1"}} DEP - Deposit
- {{"bul:1"}} CB - Chargeback
- {{"bul:1"}} PMT - Receipt
- {{"bul:1"}} BR - Bills Receivable

Transaction classes determine if a transaction relates to either the RA_CUSTOMER_TRX_ALL table or the AR_CASH_RECEIPTS_ALL table.

Data Model (continued)

Using the CUSTOMER_TRX_ID foreign key column, the AR_PAYMENT_SCHEDULES_ALL table joins to the RA_CUSTOMER_TRX_ALL table for non-payment transaction entries, such as the creation of credit memos, debit memos, invoices, chargebacks, or deposits. Using the CASH_RECEIPT_ID foreign key column, the AR_PAYMENT_SCHEDULES_ALL table joins to the AR_CASH_RECEIPTS_ALL table for invoice-related payment transactions.

Query 4

```
select payment_schedule_id, amount_due_original,  
due_date,amount_due_remaining, status,class from ar_payment_schedules_all  
where customer_trx_id = 717475
```

This table will store records for amount due remaining, Due_date of any customer invoice

Amount_due_original : The invoice amount

Due_date : Due date of the invoice

Amount_due_remaining: Outstanding amount for the invoice

Create Receipts

Receipt

Receipt Method	Cash
Receipt Number	Test1234
Receipt Amount	USD
Receipt Type	Standard
State	Cleared

Balances

Unidentified
Applied
On Account
Unapplied
Cash Claims
Prepayments

Main More

Detail

Identify By

Trans Number

Customer

Name	A. C. Networks
Number	1143
Location	Provo (OPS)
Taxpayer ID	34-67420

Earned Discounts

Unearned Discounts

Bank Charges

Customer Bank

Name
Account

Remittance Bank

Name	Bank of America
Branch	New York
Account	*****-619

Reference

Comments

Buttons

- Confirm... 1
- Reverse... 1
- Receipt History
- Search and Apply
- Apply

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Create Receipts

Responsibility >Receivables,Vision Operations (USA)

-Receipt Method :Cash

Receipt Number :Test1234

Receipt Amount :8474.7

(T) Main : Customer Frame

Name : A. C Network

Save the form

Data Model

Table: AR_CASH_RECEIPTS_ALL

Column	Description
CASH_RECEIPT_ID	Unique Identifier
AMOUNT	Receipt Amount
SET_OF_BOOKS_ID	Ledger ID
PAY_FROM_CUSTOMER	Customer Number
STATUS	Status of the receipt
TYPE	Type of the Receipt
RECEIPT_NUMBER	Receipt Number
RECEIPT_DATE	Receipt Date

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Data Model

Description: Detailed receipt information

Query 1

```
select cash_receipt_id, amount, pay_from_customer, status, type from
ar_cash_receipts_all
where receipt_number = 'Test1234'
```

Data Model

Table: **AR_RECEIVABLE_APPLICATIONS_ALL**

Column	Description
RECEIVABLE_APPLICATION_ID	Identifies the receivable application
GL_DATE	Date that this application will post to the General Ledger
DISPLAY	Y or N flag to indicate whether this is the latest application
APPLY_DATE	Date the application was applied
APPLICATION_TYPE	Lookup code for the type of application
STATUS	Lookup type for the status of the application
PAYMENT_SCHEDULE_ID	Identifies the payment schedule of the payment or credit memo that is being applied
CASH RECEIPT_ID	Identifies the payment being applied
APPLIED_CUSTOMER_TRX_ID	Identifies the debit item or credit memo to which a payment or credit memo is applied

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Data Model (continued)

Description: Accounting information for cash and credit memo applications

The AR_RECEIVABLE_APPLICATIONS_ALL table stores all accounting entries for both your cash and credit memo applications. The APPLICATION_TYPE column stores either CASH or CM (for credit memo applications). Each row in this table includes the amount applied, status, and accounting flexfield information.

Possible application statuses include:

{ "bul:1" } APP - Applied

{ "bul:1" } UNAPP - Unapplied

{ "bul:1" } ACC - On-Account

{ "bul:1" } UNID - Unidentified

{ "bul:1" } ACTIVITY - Receivable Activity

{ "bul:1" } OTHER ACC - Other Receipt Application

{ "bodytext" } Receivables looks at the application status to determine which flexfield account to use.

Data Model (continued)

Receivables uses the CODE_COMBINATION_ID foreign key column to associate this payment with the Unidentified flexfield account. The CODE_COMBINATION_ID column stores valid Accounting Flexfield segment value combinations that are credited in General Ledger when this application is posted.

Query 2

```
select receivable_application_id, amount_applied, code_combination_id,  
display, application_type, status, payment_schedule_id, posting_control_id  
from ar_receivable_applications_all
```

```
where cash_receipt_id = 104499
```

-Display :N (As no invoice applied against this Receipt)

Status : UNAPP

Create Receipts

The screenshot shows the Oracle Applications interface for creating receipts. At the top, there are input fields for Customer Name (A. C. Networks), Customer Number (1143), Location (Provo (OPS)), and Receipt Amount (USD 8,474.70). Below these are summary fields for Unapplied (0.00), On Account (0.00), Cash Claims (0.00), Prepayments (0.00), and Exchange Gain/Loss (0.00). The main area is titled 'Applications' and contains a grid of rows. One row is selected, with its 'Apply To' field highlighted by a red box and the value '10036922'. A red callout box with the text 'Enter the Invoice No. Here' points to this field. At the bottom of the grid are buttons for Chargebacks, Adjustments, and Apply in Detail.

Create Receipts

(B) Apply

-Enter the Transaction Number in the Apply to Field(10036922)

Save the form

Query 1

```
select cash_receipt_id, amount, pay_from_customer, status,type from
ar_cash_receipts_all
where receipt_number = 'Test1234';
```

Query 2

```
select receivable_application_id, amount_applied, code_combination_id,
display,application_type, status, payment_schedule_id, posting_control_id
from ar_receivable_applications_all
where cash_receipt_id = 104499
```

Summary

Now you able to do the following:

- Enter Sales Order Header information
- Enter Sales Order Line information
- Book orders
- Pick Release order
- Shipping Order
- Workflow Background Process
- Create Receipts



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10

Practice#2 Drop Ship Cycle

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Objectives

After this Lesson, you should be able to do the following:

- Understanding Drop Ship Functionality
- Enter Sales Order Header Information
- Enter Sales Order Line Information
- Book orders
- Create Supply
- Requisition Import
- Auto Create PO
- PO Receipt



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Understanding Drop Ship Functionality

Drop shipment is a method of order fulfillment where the organization taking the order does NOT maintain their own inventory for the drop-shipped product, but fulfill their orders through 3rd party vendors who directly ship to the end customer ordering the product

For Example: (C=Customer, M=Organization, S=Supplier)

- C orders item x from M
- M orders item x from S
- S ships Item x to C
- S bills M for the order, M bills C for the order
- C pays M for the order, M pays S for the order



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Functionality Overview

- Order processing is managed using workflow
- Links Order Management and purchasing to provide visibility through entire supply chain
- Drop ship functionality is based on source type of an order line (Internal/External)
- Drop ship process uses standard OM workflows. Hold and approval steps can be added to order processing flow.

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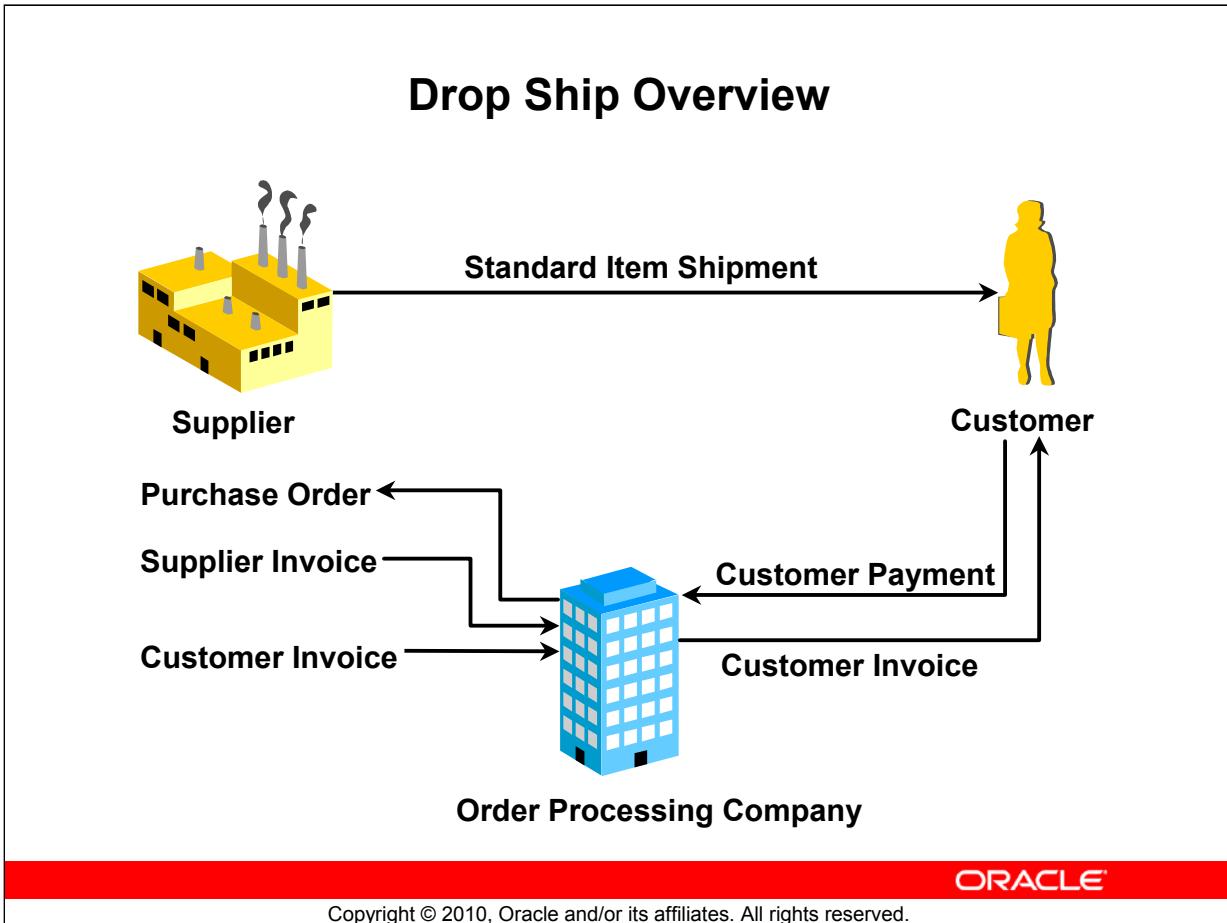
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Steps for Drop Ship

- Enter Sales Order against the PO from customer with EXTERNAL source type.
- Import Requisition for fulfillment
- Create PO using Auto Create Functionality
- Receipt will be done against PO sent to supplier
 - No change in on-hand quantity, even we do receipt
- Sales Order gets fulfilled and we can send Invoice to customer against the sales order.

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Drop Ship Overview

Drop Ship Order Lines ship directly from your supplier to your customer.

Order Management creates the Purchase Requisition and passes it to Purchasing. The Purchase Order is created from the requisition. The Approved Purchase Order is released to your Supplier.

Purchasing receives an ASN (Advance Shipping Notice) when the supplier fills the order.

Purchasing performs a Receiving transaction which will post to the general ledger, creating an accounts payable transaction.

An automatic interface creates a Shipping transaction which updates the Order line with shipped data. This allows the Order to proceed to the workflow activity Invoicing. The Invoice Revenue account will be posted to the general ledger creating an accounts receivable transaction.

After you create the Purchase Requisition any changes made to the Drop Ship Sales Order will appear on the Order Discrepancy Report.

It is the responsibility of the Purchasing department to notify the Supplier if an Order changes.

Tables

The Important tables involved in the cycle

Order Management Tables

- OE_ORDER_HEADERS_ALL
- OE_ORDER_LINES_ALL
- OE_DROP_SHIP_SOURCES



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Tables

Purchasing Module

- PO_REQ_INTERFACE_ALL
- PO_REQ_HEADERS_ALL
- PO_REQ_LINES_ALL
- PO_REQ_DISTRIBUTIONS_ALL
- PO_HEADERS_ALL
- PO_LINES_ALL
- PO_DISTRIBUTIONS_ALL
- RCV_SHIPMENT_HEADERS
- RCV_SHIPMENT_LINES
- RCV_TRANSACTIONS

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Tables

Receivables Tables

- RA_INTERFACE_LINES_ALL(Interface Table)
- RA_CUSTOMER_TRX_ALL
- RA_CUSTOMER_TRX_LINES_ALL
- AR_PAYMENT_SCHEDULES_ALL
- AR_CASH_RECEIPTS_ALL
- AR_RECEIVABLE_APPLICATIONS_ALL
- RA_CUST_TRX_LINE_GL_DIST_ALL

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Enter Sales Order Header

Enter the Customer Name Or Customer No.

Customer	A. C. Networks
Customer Number	1143
Customer PO	
Customer Contact	
Blanket Number	
Ship To Location	Provo (OPS) 3405 East Bay Blvd. Provo, UT, 84606, US
Bill To Location	Provo (OPS) 3405 East Bay Blvd. Provo, UT, 84606, US

Note The Order Number

Order Number	66157
Order Type	Mixed
Date Ordered	01-MAR-2009 23:21:32
Price List	Corporate
Salesperson	Green, Suzanne
Status	Booked
Currency	USD
Subtotal	7,995.00
Tax	479.70
Charges	0.00
Total	8,474.70

Actions Related Items Configurator Availability Book Order

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Enter Sales Order Header

Responsibility > Order Management, Vision Operations(USA)

(N)Order>Returns > Sales Order

Key in the Customer Name : A. C. Networks

Customer : Number :1143

This will default Ship to location, Bill to location,order Type

Save the form

After saving the form Order number will get Generated from Document Sequence

Order Number : 66157

Enter Sales Order Lines

Order Information Line Items

Default

Main	Pricing	Shipping	Addresses	Returns	Services	Others	
Line	Ordered Item	Qty	UOM	Unit Price	Extended Price	Status	Request Date
1.1	AS54888	5	Ea	1,599.00	7,995.00	Booked	01-MAR-2009 23:2

Order Information Line Items

Default

Main	Pricing	Shipping	Addresses	Returns	Services	Others	
Line	Ordered Item	Qty	Warehouse	Receiving Org	Source Type	Schedule Ship Date	Sch
1.1	AS54888	5		M1	External		

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Enter Sales Order Lines

In the Above order Header Form Go to Line Items Tab to enter the Line Details

In the Line Items Enter the following

Item Name : AS54888

Qty : 5

After entering Item and Qty , Please make all others are defaulted

(T) Shipping

Change the source type as External (this source will recognize as this is drop ship order)

Save the form

Book the order.

Now you see the status changed to “Booked”

Enter Sales Order Lines (continued)

Please check the impact on Data base tables

Query1 :

```
SELECT HEADER_ID,ooh.order_number      ,
       ooh.ordered_date      ,
       ooh.org_id      ,
       ooh.sold_to_org_id      ,
       ooh.ship_to_org_id      ,
       ooh.open_flag header_open_flag ,
       ooh.booked_flag header_booked_flag,
       ooh.flow_status_code flow_header_status
  FROM oe_order_headers_all ooh
 WHERE ooh.order_number = '66157'
```

Query 2

```
SELECT msi.segment1 , oll.schedule_ship_date, oll.ordered_quantity,
       oll.shipped_quantity,
       onoll.unit_selling_price, oll.unit_list_price, oll.tax_value, oll.open_flag,
       oll.booked_flag, oll.shipping_interfaced_flag, oll.line_id,
       oll.flow_status_code
  FROM oe_order_headers_all ooh,
       oe_order_lines_all oll      ,
       mtl_system_items_b msi
 WHERE 1      =1
   AND ooh.org_id      = 204
   AND oll.inventory_item_id = msi.inventory_item_id
   AND ooh.header_id      = oll.header_id
   AND msi.organization_id  = oll.org_id
   --and msi.organization_id = 204
   AND ooh.order_number = '66157';
```

As this drop ship order this order will not interfaced to Shipping Module, as no shipping activity involved in this organizati

Creating Supply

- Run workflow background
 - This will process the record/s and will put eligible records in Interface
- Run Requisition import program and make sure the requisition gets generated
 - This will pull the records from Interface and then create requisition/s.

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Creating Supply

To Interface this order to Purchasing Module,

1.Run the workflow background process

Responsibility > Order Management,Vision Operations(USA)

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

Type Workflow Background Process in the name column

Parameters:

Item Type: OM Order Line

Process Deferred: Yes

Process Timeout: Yes

Process Stuck :Yes

Click [B] OK.

Click [B] Submit.

This program will put the records into

PO_REQUEST_INTERFACE_ALL

Creating Supply (continued)

Query1

```
select * from OE_DROP_SHIP_SOURCES  
WHERE HEADER_ID = 183340
```

Now this table has been populated ,But no requisition_id is populated because the requisition is not yet imported

Query2

```
SELECT * FROM PO_REQUSITIONS_INTERFACE_ALL  
where transaction_id is null  
and interface_source_code ='ORDER ENTRY'
```

Now this table is also populated

2.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.

Creating Supply

The screenshot shows two windows. On the left is a 'Requests' grid titled 'D Requests'. It lists various requests with their IDs and names. The row for request ID 5528085, named 'Requisition Import', is highlighted with a red border. On the right is a web browser window displaying the URL http://eg3463.us.oracle.com/OA_CGI/FNDWRR.exe?temp_id=2108597997. The page title is 'Requisition Import Run Report Date: 02-MAR-09'. Below the title, there is a summary message: 'Number of approved requisitions created = 1', 'Number of unapproved requisitions created = 0', and 'Number of interface lines in error = 0'. Both the 'Requests' grid and the browser window have red boxes drawn around them.

Creating Supply (continued)

Check the output of request “Requisition Import”

Query 1

```
select * from OE_DROP_SHIP_SOURCES
WHERE HEADER_ID = 183340;
```

Now in the above table Requisition_header_id and requisition_line_id is populated

Now check the table **PO_REQUISITION_HEADERS_ALL** and **PO_REQUISITION_LINES_ALL**

Creating Supply (continued)

Query 2

```
SELECT prh.segment1,  
prh.requisition_header_id,prh.authorization_status,interface_source_code  
FROM PO_REQUSITION_HEADERS_ALL prh,OE_DROP_SHIP_SOURCES  
ods  
WHERE prh.requisition_header_id = ods.requisition_header_id  
and ods.HEADER_ID = 183340
```

The Above query will fetch the information of the requisition for drop ship order

Query3

```
select prl.*  
FROM PO_REQUSITION_LINES_ALL prl,OE_DROP_SHIP_SOURCES ods  
WHERE prl.requisition_header_id = ods.requisition_header_id  
and ods.HEADER_ID = 183340
```

Find Requisition

The screenshot shows the 'Find Requisitions' dialog box. At the top, there are several search fields: 'Operating Unit' (set to 'Vision Operations'), 'Requisition Number', 'Preparer', 'Buyer', 'Reference Num', 'Type', 'Requester', 'Modified', and 'Import Source'. Below these are 'Line' and 'Line Type' dropdowns. A tab bar at the bottom includes 'Status', 'Date Ranges', 'Sourcing', 'Deliver To', 'Related Documents' (which is selected and highlighted in blue), and 'Accounting'. In the 'Related Documents' section, there are fields for 'Document Type', 'Document', 'Line Number', 'Purchase Order', and 'Sales Order' (with the value '66157' entered). To the right, a 'Results' panel contains three radio buttons: 'Headers' (selected), 'Lines', and 'Distributions'. At the bottom of the dialog are 'Clear', 'New', and 'Find (B)' buttons, and the Oracle logo.

Find Requisition

Responsibility > Purchasing, Vision Operations(USA)

(N) Requisition > Requisition Summary

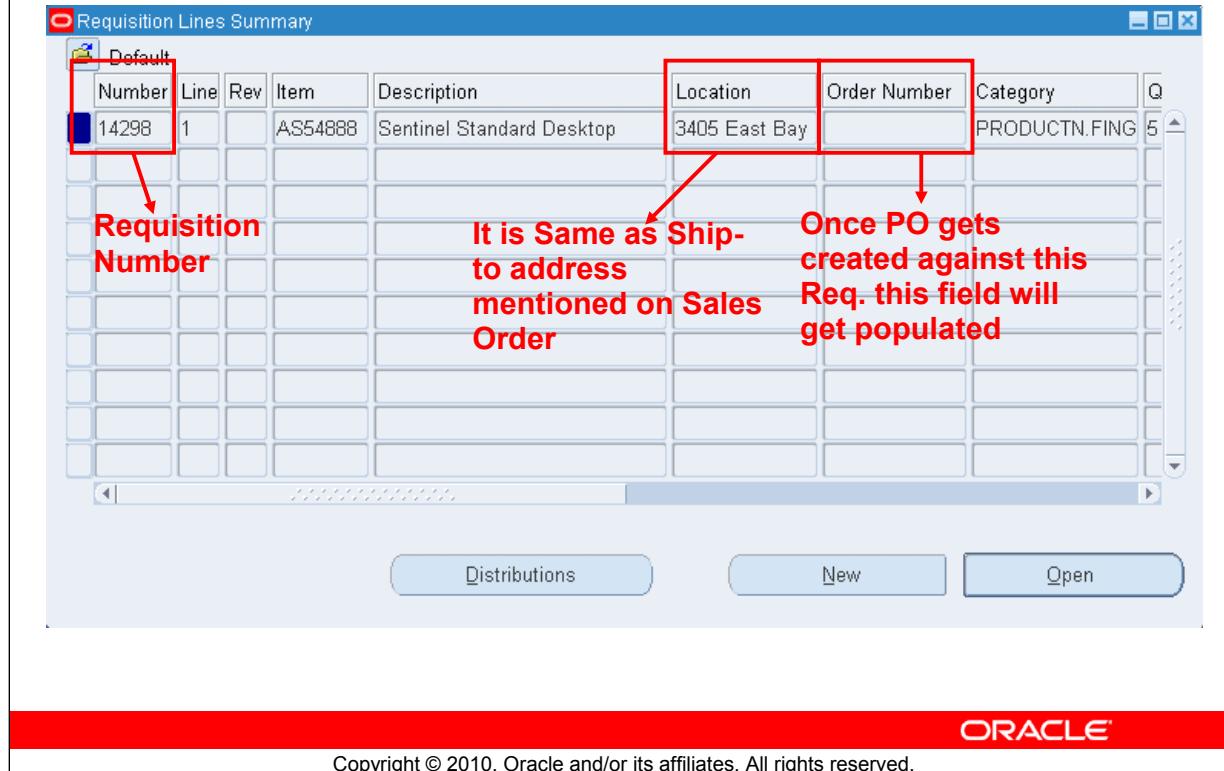
(T) Related Documents

Enter Sales Order Number : 66157

(B) Find

Now you can view the Requisition

View Requisition



Auto Create PO

Find Requisition Lines

Operating Unit	Vision Operations	Buyer	
Approved	Yes	Requester	
Requisition	14298	Preparer	
Emergency PO Number		Supplier List	
Supplier Sourcing		Supplier Site	
Supplier		Document	
Document Type		Negotiation Number	
<input type="checkbox"/> Global		Minimum Amount	
<input type="checkbox"/> VMI Only		Currency	
<input type="checkbox"/> Show External Locations		Rate Type	
Ship-To			
Line Status			
Item, Rev			
Job			
Category			
Description			
Line Type			
Clear Find			

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Auto create PO

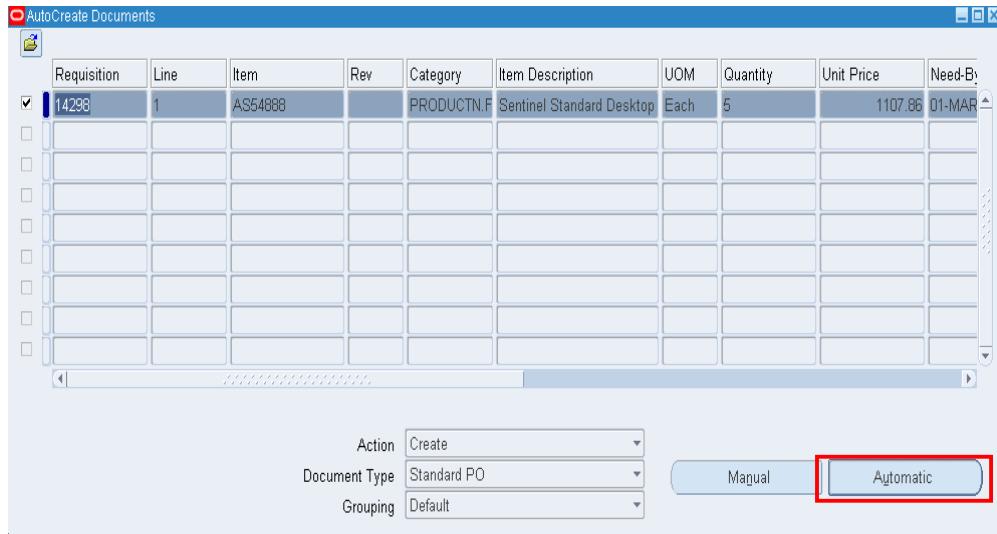
Responsibility > Purchasing, Vision Operations(USA)

(N)AutoCreate

Enter the Requisition number :14298

(B) Find

Auto Create PO



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Auto Create PO (continued)

1. check the check box against requisition line
 - Action :Create
 - Document Type :PO
 - Grouping :Default
2. press (B) Automatic

Auto Create PO

New Document

Global Agreement	[Text Box]	Purchasing Org	Vision Operations
Document	[Text Box]	RFQ Type	[Text Box]
Release	[Text Box]	Release Date	[Text Box]
Supplier	3M Health Care	Supplier Site	CORP HQ
		Supplier List Name	[Text Box]
Currency			
Source	Default	Line	[Text Box]
Requisition	[Text Box]	Rate Type	[Text Box]
Currency	USD	Rate	[Text Box]
Rate Date	02-MAR-2009		
		Create	Cancel

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Auto Create PO (continued)

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

Auto Create PO

Oracle Internal & Oracle Academy Use Only

Auto Create PO (continued)

Before Approving the PO, please check the status of the sales order line

Auto Create PO (continued)

Query 1

```

SELECT msi.segment1 , oll.schedule_ship_date, oll.ordered_quantity,
oll.shipped_quantity,
oll.unit_selling_price, oll.unit_list_price, oll.tax_value, oll.open_flag,
oll.booked_flag, oll.shipping_interfaced_flag, oll.line_id, oll.fulfilled_quantity,
oll.flow_status_code
FROM oe_order_headers_all ooh,
oe_order_lines_all oll      ,
mtl_system_items_b msi
WHERE 1          =1
AND ooh.org_id      = 204
AND oll.inventory_item_id = msi.inventory_item_id
AND ooh.header_id      = oll.header_id
AND msi.organization_id = oll.org_id
--and msi.organization_id = 204
AND ooh.order_number = '66157';

```

Now the order status is “AWAITING_RECEIPT”

And fulfilled_quantity is null

2.After opening of the PO form Cross check all fields.

3.Approve the PO

4.Now check the OE_DROP_SHIP_SOURCES the purchase order information has been updated

Query 1

```

select * from oe_drop_ship_sources
WHERE HEADER_ID = 183340

```

5.Check the

PO_HEADERS_ALL,PO_LINES_ALL,PO_LINE_LOCATION_ALL AND
PO_DISTRIBUTIONS_ALL table for this record

Auto Create PO (continued)

Query 2

```
SELECT ph.type_lookup_code,ph.segment1,  
ph.po_header_id,ph.authorization_status  
FROM PO_HEADERS_ALL ph,OE_DROP_SHIP_SOURCES ods  
WHERE ph.po_header_id = ods.po_header_id  
and ods.HEADER_ID = 183340
```

6.Check for the sales order line status

-Line status should be in Awaiting Receipt

PO Receipt

Find Expected Receipts (M1)

Supplier and Internal	Customer
Operating Unit: Vision Operations Source Type: Supplier Purchase Order: 5962 Line: Requisition: Line: Supplier: 3M Health Care Receiving Location: Release: Shipment: Shipment: Supplier Site: <input type="checkbox"/> Include Closed POs	
Item Date Ranges Shipments Destination Item, Rev: Category: Description: Supplier Item: 	
Unordered Clear Find 	

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PO Receipt

Responsibilities > Purchasing, Vision Operations(USA)

(N)Receiving >Receipts

- 1.Select Organizations as M1 as we have mentioned this organization as receiving organization in Sales order(Refer Slide No12)
- 2.Enter the Purchase order Number (5962)
- 3.(B) Find

PO Receipt

Oracle Internal & Oracle Academy Use Only

PO Receipt (continued)

- 1.Check the check box for this receipt
 - 2.Select Drop ship in sub inventory field
 - 3.Save the form
 - 4.Impact on OM table

PO Receipt (continued)

Query 1

```

SELECT msi.segment1 , oll.schedule_ship_date, oll.ordered_quantity,
oll.shipped_quantity,
oll.unit_selling_price, oll.unit_list_price, oll.tax_value, oll.open_flag,
oll.booked_flag, oll.shipping_interfaced_flag, oll.line_id, oll.fulfilled_quantity,
oll.flow_status_code
FROM oe_order_headers_all ooh,
oe_order_lines_all oll      ,
mtl_system_items_b msi
WHERE 1          =1
AND ooh.org_id      = 204
AND oll.inventory_item_id = msi.inventory_item_id
AND ooh.header_id      = oll.header_id
AND msi.organization_id = oll.org_id
--and msi.organization_id = 204
AND ooh.order_number = '66157';
-Now the flow_status_code is "SHIPPED"

```

5.Impact on Receiving table

- RCV_SHIPMENT_HEADERS
- RCV_SHIPMENT_LINES
- RCV_TRANSACTIONS

Query 2

```

SELECT shipment_header_id,shipment_line_status_code,to_subinventory
FROM RCV_SHIPMENT_LINES
WHERE PO_HEADER_ID = 104739;

```

Query 3

```

select * from rcv_shipment_headers
where shipment_header_id = 4280670

```

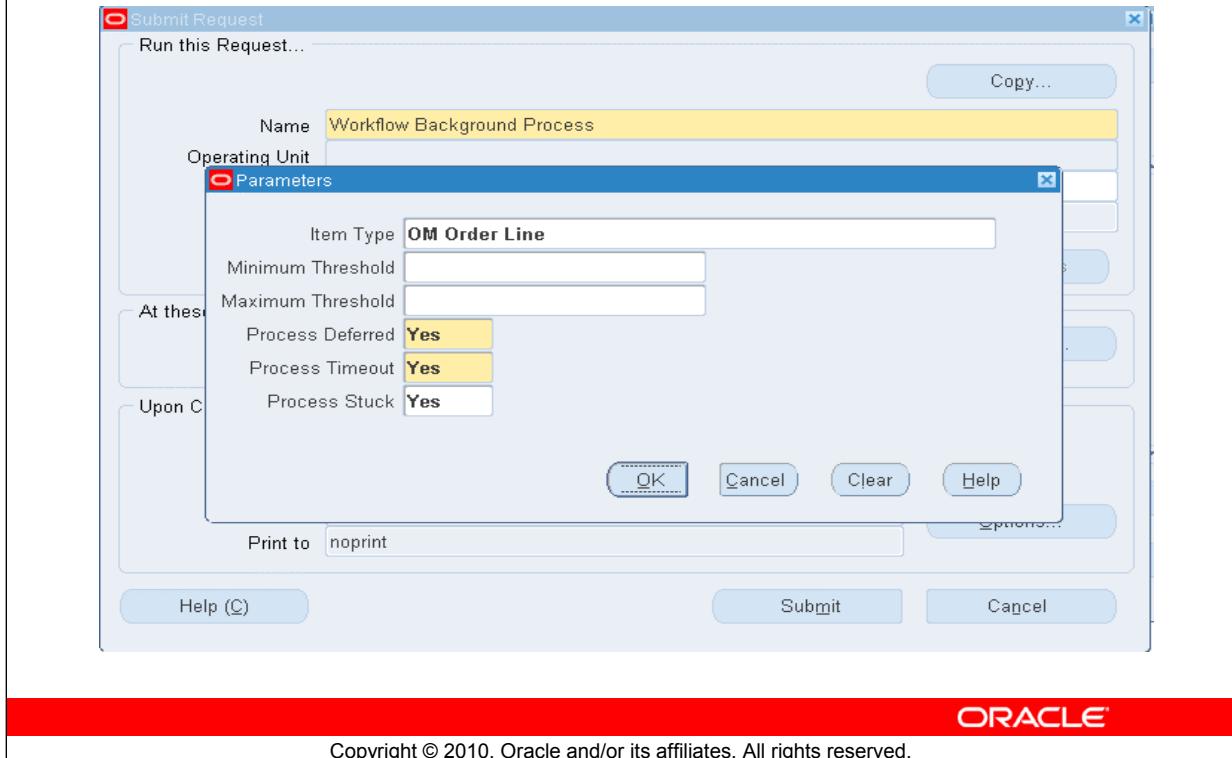
Query 4

```

select
transaction_id, transaction_type, quantity, destination_type_code, destination_co
n_text, transaction_date from rcv_transactions
where shipment_header_id = 4280670

```

Workflow Background Process



Workflow Background Process

To Submit workflow background process

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

Type **Workflow Background Process** in the name column

Parameters:

Item Type: OM Order Line

Process Deferred: Yes

Process Timeout: Yes

Process Stuck :Yes

Click [B] OK.

Click [B] Submit.

This request submit Internally “ADS, (Autoinvoice Master Program)” Which will import the invoice to Receivables Module

Note: Normally Workflow background Process Concurrent program will Scheduled in production.

Workflow Background Process (continued)

Receivables Tables

Query 1

```
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 = '66156' --Sales Order Number
      -trx_number (Invoice Number) : '10036942
      -trx_date -transaction Date : '02-MAR-09'
      -Interface_header_attribute1 (Sales Order Number) :66157
      -Interface_header_attribute2 (Sales order Type) : mixed
      -Interface_header_attribute6 (Line_id):375845
```

Query 2

```
select inventory_item_id, description, quantity_ordered, quantity_invoiced,
sales_order, line_type, extended_amount, customer_trx_line_id
from ra_customer_trx_lines_all
where customer_trx_id = 717477
```

Query 3

```
select customer_trx_line_id, amount, gl_date, gl_posted_date,
posting_control_id, account_class, acctd_amount from
RA_CUST_TRX_LINE_GL_DIST_ALL
where customer_trx_id = 717477
      -Gl_posted_date : Null (This line is not yet Posted to GL)
      -Posting_Control_id = -3 (No GL batch id is created)
      -Account Class :Revenue line or tax line . Rec Accounr class the Recognized
amount will sum of all Revenue and tax amount
```

Query 4

```
select payment_schedule_id, amount_due_original,
due_date, amount_due_remaining, status, class from ar_payment_schedules_all
where customer_trx_id = 717475
```

This table will store records for amount due remaining, Due_date of any customer invoice

Amount_due_original : The invoice amount

Due_date : Due date of the invoice

Amount_due_remaining: Outstanding amount for the invoice

Create Receipts

Receipt

Receipt Method	Cash	Receipt Date	02-MAR-2009	Balances	
Receipt Number	DROPSHIP1	GL Date	02-MAR-2009	Unidentified	0.00
Receipt Amount	USD 8,474.70	Maturity Date	02-MAR-2009	Applied	0.00
Receipt Type	Standard	Functional Amount	8,474.70	On Account	0.00
State	Cleared			Unapplied	8,474.70

Main More

Detail

Identify By	Earned Discounts	Customer Bank
Trans Number	0.00	Name <input type="text"/>
	Unearned Discounts	Account <input type="text"/>
	Bank Charges	Remittance Bank
		Name <input type="text"/> Bank of America
		Branch <input type="text"/> New York
		Account <input type="text"/> *****619

Customer

Name	A. C. Networks
Number	1145
Location	Provo (OPS)
Taxpayer ID	34-67420

Reference

Comments

Buttons

- Confirm... 1
- Reverse... 1
- Receipt History
- Search and Apply
- Apply

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Create Receipts

Responsibility >Receivables,Vision Operations (USA)

-Receipt Method :Cash

Receipt Number :DROPSHIP1

Receipt Amount :8474.7

(T) Main : Customer Frame

Name : A. C Network

Save the form

Query 1

```
select cash_receipt_id, amount, pay_from_customer, status,type from
ar_cash_receipts_all
where receipt_number = 'DROPSHIP1'
```

Create Receipts (continued)

Query 2

```
select receivable_application_id, amount_applied, code_combination_id,  
display, application_type, status, payment_schedule_id, posting_control_id  
from ar_receivable_applications_all  
where cash_receipt_id = 104519
```

-Display :N (As no invoice applied against this Receipt)

Status : UNAPP

Create Receipts

**Enter the Invoice No.
Here**

Create Receipts (continued)

(B) Apply

-Enter the Transaction Number in the Apply to Field(10036942)

Save the form

Query 1

```
select cash_receipt_id, amount, pay_from_customer, status,type from
ar_cash_receipts_all
where receipt_number = 'DROPSHIP1';
```

Query 2

```
select receivable_application_id, amount_applied, code_combination_id,
display,application_type, status, payment_schedule_id, posting_control_id
from ar_receivable_applications_all
where cash_receipt_id = 104519
```

Summary

Now you able to do the following:

- Understanding Drop Ship Functionality
- Enter Sales Order Header Information
- Enter Sales Order Line Information
- Book orders
- Create Supply
- Requisition Import
- Auto Create PO
- PO Receipt



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