

Oracle® Retail Price Management

Release Notes

Release 12.1

October 2008

This document highlights the major changes for Oracle Retail Price Management (RPM) Release 12.1. RPM 12.1 is a full RPM release that includes functional and technical enhancements.

Product Overview

Oracle Retail Price Management (RPM) is a pricing and promotions execution system. RPM functionality includes the definition, maintenance, and review of price changes, clearances, and promotions. RPM capabilities range from simple item price changes at a single location to complex multi-buy promotions across zones.

Hardware and Software Requirements

See the *Oracle Retail Price Management Installation Guide* for information about the following:

- Hardware and software requirements
- Oracle Retail application software compatibility

Functional Enhancements

The following functional enhancements are included in RPM 12.1.

Enhanced Promotion Capabilities

The promotion structure was modified to add enhanced promotion capabilities. The new multi-buy promotion component type replaces the former buy/get component type. The multi-buy component type allows promotion types such as meal deal, link saver, and cheapest item free.

Multi-buy options, such as AND and OR conditions for buy and reward lists, allows considerable flexibility in the design of promotion components. The following are examples of new promotion types that are supported with the multi-buy component type:

- Meal deal promotion

This type of promotion allows for the purchase of items from buy lists for a discount. The discount can be either percent off, amount off, or fixed price.

This should be offered with multiple buy lists and no reward list. The reward

in this type of offer is not product-related: for example, buy a sandwich, a bag of chips, and a soda for \$5.00.

- **Link saver**

With a link saver, you can offer customers promotions with multiple buy lists and reward lists. The reward list in this type is product-related: for example, buy a laptop computer and a printer and get an ink cartridge for \$5.00.

- **Cheapest free**

This type of promotion allows the cheapest item from a list of buy items (minimum of 2 items in the list) to be offered at a fixed price or discount: for example, buy any 3 pairs of shoes and get the cheapest pair free.

- **Multi-buy with and/or conditions for buy and reward lists**

You can use both AND and OR selections in both the buy and reward lists: for example, buy a sandwich and chips or salad and get a cookie or drink free.

Margin Visibility

If a price change, clearance, or promotion will result in a negative margin for an item/location, after the user clicks Apply, the margin fields in the multi-record block are highlighted to provide visibility to price events that will result in negative margin. These fields are highlighted in the maintenance and price inquiry screens.

You can choose to take action and make a pricing change, or you can approve the price change, clearance, or promotion that will result in a negative margin.

Before you approve price changes, clearances, and simple promotions, you can view price change history for items. You can view:

- Up to 10 previous price changes (the number depends on your system options settings)
- Up to 3 future price changes

The system option Number of Past Markup Impact Events Displayed controls how many previous price changes can be displayed.

Default Unit of Measure on Fixed Price Events

For fixed price events, the selling unit of measure defaults to the current selling unit of measure for the item/location price event. If the selected item/location combination does not have a uniform selling unit of measure, you must enter a unit of measure before you can apply the price change.

Historical Setup Data for Promotions

Formerly, RPM users could copy promotions from approved or active promotions only. RPM has new functionality that allows you to view and copy the promotional data setup information from a completed promotion to a new promotion for simple, threshold and multi-buy promotion types. The purpose of this change is to allow the ability to use the setup details of a past promotion to create a future one.

You can copy any past promotions that are still stored in the promotion tables. After a promotion has been purged from RPM, it is no longer available for copy.

Configurable Location Move

The RPM application had restrictive rules for location move scheduling that restricted management of promotions and price changes. These rules and limitations, and the changes that were added to handle them, are as follows:

- When a location was moved from one zone to another, there could not be a promotion that overlapped the move date. For grocery, promotions typically run week to week, and there are no breaks in between promotions. Because of this, the RPM rule that restricted overlapping promotions for a location move was a hindrance to the normal business process. The only way to work around this was to change the business process, which was unlikely, or to schedule the location move and create an emergency promotion the morning after the location moved to the new zone.

RPM was modified to allow the user to schedule a location move with a promotion that overlaps the move date. New system options were added to allow the flexibility to configure how location moves should work regarding pending and active zone level promotions.

- When a location was moved from one zone to another, the location did not inherit the retail of the new zones except by manual creation of a price change. This method worked for some customers, but those who only perform zone level price changes preferred the location to automatically receive the retail of the new zone on the move date.

RPM was modified to allow the option for the location to inherit the zone level retails of the new zone into which it is moving, if it is in the primary zone group. This functionality is controlled by a system option and is configurable.

- A location could not be scheduled to move on a date that overlapped a pricing strategy worksheet review period. If a location move was scheduled, no worksheets for the zone into which or out of which the location was moving would be generated.

RPM was modified to allow a location move to be scheduled and a worksheet to be generated when a location move overlaps.

Other noteworthy changes to the location move process include the following:

- The addition of the status of Approve
- A batch process to process location moves

Merger of Oracle Retail Security Manager into RPM

Oracle Retail Security Manager (RSM) has been merged into the RPM application. To access the RSM client, use the application drop-down control on the task pad, as shown in [Figure 1](#).

Figure 1 Accessing RSM



System Options Changes

Numerous changes have been made to system options for RPM 12.1 to support new functionality and remove functionality no longer supported.

System Options for Multi-Buy Components

To support the new multi-buy promotion component functionality, three new system options were added:

- **Maximum Number of Buy Lists**
You must specify a limit on the number of buy lists that can be set up for one promotion component.
- **Maximum Number of Reward Lists**
You must specify a limit on the number of reward lists that can be set up for one promotion component.

When an attempt is made to add more buy or reward lists than allowed by this system option setting, an error message is displayed: "The maximum number of <buy/reward> lists has been exceeded for a single promotion component. A new list can't be added."
- **Display And/ Or Condition**
For multi-buy components, this system option controls whether the OR condition is available. If this system option is selected, both AND and OR conditions can be used in multi-buy components (default AND). If this system option is not selected, only AND conditions can be used.

System Option for Number of Past Markup Impact Events Displayed

The system option Number of Past Markup Impact Events Displayed has been added. This option allows you to specify the maximum number of past dates that have a cost or retail change to be displayed in the Markup Change Date column, so that you can review cost/retail change history. The value of this system option can be an integer from 1 to 10 (default 1).

System Option for Maximum Number of Overlapping Promotion Component Details

The RPM_FUTURE_RETAIL table now allows an unlimited number of promotion slots (see "[Normalization of RPM_FUTURE_RETAIL Table](#)"). This number of promotion slots is controlled by a new system option Maximum Number of Overlapping Promotion Component Details. With this change, the number of promotions no longer pertains to promotion exclusions, only inclusive promotions. The number of exclusions is not restricted.

System Option Promotion End Date Required (for ORPOS Integration)

The system option Promotion End Date Required has been added to support integration with the Oracle Retail Strategic Store Solutions suite of applications.

Oracle Retail Point-of-Service (ORPOS) requires an end date for promotions. When a promotion is sent that does not have an end date, it is rejected by ORPOS and not executed. To avoid this, the system option Promotion End Date Required must be enabled for integration with ORPOS.

System Options Clean-Up

Several system options are no longer required and have been eliminated:

- Allow Buy/Get Cycles: With the introduction of the multi-buy promotion, component type, this system option is no longer necessary.
- Background Conflict Check (price change, clearance, promotion, worksheet): With the removal of this system option, conflict checking is always in background mode.
- Future Retail Seed Days Before VDate: This system option was used during the New Item Location batch process to decide the action date that should be used to seed the RPM_FUTURE_RETAIL table. Without this system option, the action date for the seed record is decided as follows:
 - If there is no active promotion for the item/location to inherit, the action_date of the seed record is VDate minus 1.
 - If there are active promotions for the item/location to inherit, the action_date of the seed record is the minimum active promotion start date minus 1.

Removal of the Total Markup System Option and Field

The Total Markup system option and field are completely removed from RPM.

Changes to Promotions Search

RPM promotions search was modified to provide search capabilities consistent with other price events. Changes include the following:

- Ability to search by zone
- Ability to search by department
- Ability to enter multiple component IDs in the promotion ID search field

Removal of Department Header Security

It is no longer necessary to enter valid departments at the promotion header level. The workflow "Add Department to Promotion" is removed from the task pane.

Removal of Promotion Exclusion Date Field

Start or end dates are disabled from the exclusion dialog for promotions. Dates are still held in the RPM_FUTURE_RETAIL table to account for back-end exclusions created as a result of the new item/location batch and location move batch, but you can no longer edit dates associated with exclusions through the user interface.

Technical Enhancements

The following technical enhancements are included in RPM 12.1.

Merger of RPM and RSM

Both the server and client components of Oracle Retail Security Manager (RSM) have been merged with RPM. It is no longer necessary to install a standalone RSM application, although a separate LDAP server is still required. The RPM application server now contains all server components that were previously deployed within the RSM application, and the RPM client now contains all RSM workflows.

The RSM schema was merged into the RPM schema, and all tables and sequences were renamed with an RSM prefix. No functional changes have been made to the RSM application, other than merging the application with RPM.

Normalization of RPM_FUTURE_RETAIL Table

The RPM_FUTURE_RETAIL table was restructured. The promotion information was moved from the RPM_FUTURE_RETAIL table to a new child table named RPM_PROMO_ITEM_LOC_EXPL. This enhancement removed the limitation of maximum two promotions per item/location per day and two promotion components per promotion per item/location per day.

Restructuring of Promotion Data and Object Model

To support new multi-buy promotion component types and possible future promotion types, the RPM promotion data model and object model was restructured. In the previous version, the data and object model are different for different types of promotion. In this release, simple, threshold, and multi-buy promotion components all have the same data and object models.

Restructuring of Promotion RIB messages

The RIB messages structure was modified to work with the new promotion data and object model. Because RPM now has only one promotion data and object model for all types of promotion components (simple, threshold, and multi-buy, there is only one RIB message structure for all types of promotion components.

Replacement of Finite State Machine in Promotion State Model

In previous versions, the promotion state model was implemented using a finite state machine that was complex and difficult to maintain and debug. In this release, the finite state machine for the promotion component detail state model was replaced with Core Services, implemented using the Business Process Framework.

Integration Using Oracle Streams Advanced Queuing

Prior versions of RPM used SeeBeyond software as the RIB integration layer. Among other changes to the RIB, the SeeBeyond software has been replaced with Oracle Streams Advanced Queuing (AQ) as the Java Messaging Service (JMS) provider.

For more information about AQ, see the Oracle Streams Advanced Queuing documentation.

Known Issues

The following is a known issue with RPM 12.1:

- In the Worksheet Detail screen, if the user clicks on the promotion column for an item/zone that has a promotion, the user gets a fatal exception error. The workaround for this is to open the promotion manually using the Maintain Promotion screen. Internal bug # 7451498 was logged to track this issue.

Related Documentation

For more information, see the following documents in the Oracle Retail Price Management Release 12.1 documentation set:

- *Oracle Retail Price Management Data Model*
- *Oracle Retail Price Management Installation Guide*
- *Oracle Retail Price Management Online Help*
- *Oracle Retail Price Management Operations Guide*
- *Oracle Retail Price Management User Guide*
- *Oracle Retail Merchandising Batch Schedule*
- *Oracle Retail Merchandising Data Conversion Operations Guide*
- *Oracle Retail Merchandising Implementation Guide*

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