Oracle® Deal Management

Implementation Guide

Release 12 (12.1)

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Oracle Deal Management Implementation Guide, Release 12 (12.1)

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Preface

Intended Audience

Welcome to Release 12 (12.1) of the *Oracle Deal Management Implementation Guide.*

See Related Information Sources on page viii for more Oracle Applications product information.

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Structure

Related Information Sources

Oracle Deal Management User's Guide

Do Not Use Database Tools to Modify Oracle Applications Data

Oracle STRONGLY RECOMMENDS that you never use SQL*Plus, Oracle Data Browser, database triggers, or any other tool to modify Oracle Applications data unless otherwise instructed.

Oracle provides powerful tools you can use to create, store, change, retrieve, and maintain information in an Oracle database. But if you use Oracle tools such as SQL*Plus to modify Oracle Applications data, you risk destroying the integrity of your data and you lose the ability to audit changes to your data.

Because Oracle Applications tables are interrelated, any change you make using an Oracle Applications form can update many tables at once. But when you modify Oracle Applications data using anything other than Oracle Applications, you may change a row in one table without making corresponding changes in related tables. If your tables get out of synchronization with each other, you risk retrieving erroneous information and you risk unpredictable results throughout Oracle Applications.

When you use Oracle Applications to modify your data, Oracle Applications

automatically checks that your changes are valid. Oracle Applications also keeps track of who changes information. If you enter information into database tables using database tools, you may store invalid information. You also lose the ability to track who has changed your information because SQL*Plus and other database tools do not keep a record of changes.

1

Overview of Oracle Deal Management

This chapter covers the following topics:

- Overview of Oracle Deal Management

Overview of Oracle Deal Management

Oracle Deal Management is an end-to-end solution that can help you align your organization's entire pricing process with its business goals. Oracle Deal Management helps you make the most of your Oracle applications investment by providing existing information from these applications to improve profitability.

Oracle Deal Management provides a deal management workbench to assist sales representatives and pricing analysts to negotiate a deal with a customer.

> **Note:** The pricing analyst helps the sales representative determine an effective price and terms.

Using the Deal Management Workbench

Using the Deal Management Workbench in Oracle Deal Management, you can manage the process from the moment the sales representative enters a pricing request into the system. (The pricing request contains information about the deal.) You can analyze the proposed prices, view the pricing score, and compare the proposed prices across the segment to which they belong. You can also examine the effect of potential modifications to the deal, view margin impact of terms, view overall margin, and view customer background and history. You must submit a deal for approval if there are any pricing exceptions. All the pricing exceptions need to be previously approved.

Using the Deal Management Workbench, you can:

- Analyze price effectiveness.
- View price erosion and factors that are responsible for the erosion.

- View the true pocket price that was realized in a specific deal or order after accounting for on-invoice and off-invoice discounts, rebates, and terms.
- Monitor discount performance.
- Identify opportunities to improve the margins by identifying and showcasing the circumstances in which higher margins were achieved.
- Understand pricing trends to help the organization respond in a timely manner.
- Compare the pricing performance over multiple periods.
- Manage approvals of deals, if deal is violating any approval rules.

You can answer the following questions:

- Price Effectiveness
  - Are my prices too high or too low?
  - Why are margins lower than expected?
  - Is pricing aligned with financial targets and business goals?
  - Is pricing aligned with competitive and market trends?
- Pricing Consistency
  - Are my products priced consistently within the product family?
  - How are the products priced across sales channels?
- Pricing Compliance
  - Is the field complying with pricing policies and guidelines?
  - Which are the important policy exceptions?

You can use predefined reports to understand your organization's price performance and analyze data along a variety of dimensions.

Oracle Deal Management Administration

Use the *Oracle Deal Management Administrator* responsibility to implement and administer Oracle Deal Management. With this responsibility, you can complete the following tasks: define how you want to extract, transform, and load data; assign users; and fine-tune certain aspects of deal management.

Related Topics

See also the *Oracle Deal Management User's Guide*.

2

Implementation Overview

This chapter covers the following topics:

- Overview of Implementation Features
- Implementation Flow
- Implementation Considerations
- Integration with Oracle Quoting, Oracle Order Management, and Oracle Approvals Management

Overview of Implementation Features

Oracle Deal Management provides the following implementation features to minimize implementation time and customization costs.

Data Extraction

Oracle Deal Management provides delivered data extraction capabilities. Oracle Deal Management consolidates all relevant information for price analysis, eliminating the need for you to identify, collect, load, and cleanse pricing data. It provides interfaces to load:

- Orders from Oracle Order Management.
- Prices and discounts from Oracle Advanced Pricing.
- Costs associated with production, fulfillment, and other terms from Oracle Costing, Oracle Shipping, and Oracle Receivables.

Oracle Deal Management also provides an open interface to extract the data from any third-party application. You can use Oracle Warehouse Builder to load data from applications outside the Oracle E-Business Suite.

Pricing Datamart

You can use Oracle Deal Management to create pricing datamarts for deal analytical reports. Pricing datamarts store historical facts with respect to pricing along various dimensions and hierarchies. Pricing datamarts are instance-specific. Each analytic workspace (AW) contains only one datamart. An analytic workspace is a multidimensional data source.

You can analyze pricing datamart data to identify price erosions and other price improvement opportunities. You can create different datamarts to meet the analysis requirements of different lines of business. A user can have access to multiple datamarts based on business requirements.

Transformation Rules

Oracle Deal Management provides transformation rules, which offer the flexibility to create higher-level dimension members in a predefined hierarchy for that dimension. You can use either of the following conversion types:

- Dimension to Dimension Transformation

  In this approach, the system uses dimension/level attributes to group members of one level to form the next hierarchy level members. For example, you might want to create a bucket for adjustments in the Adjustment dimension. You can specify the attribute values for creating this hierarchy using the transformation rule definition setup that is provided in the Deal Management Administration user interface.

- Volume Band Transformation for Deal Lines

  In this approach, the volume bands are created for deal lines. These volume bands can be specified in the pricing policy setup if the pricing policies vary with volume bands.

Oracle Deal Management provides transformation groups, which provide the flexibility of carrying out a set of rules together. The transformation group is specified as the parameter to the Execute Transformation rules program. Each transformation group contains transformation headers.

The transformation header gives the transformation details like the from and to levels in the dimension hierarchy and the new level member value and description. The rules within the header specify the criteria for transformation.

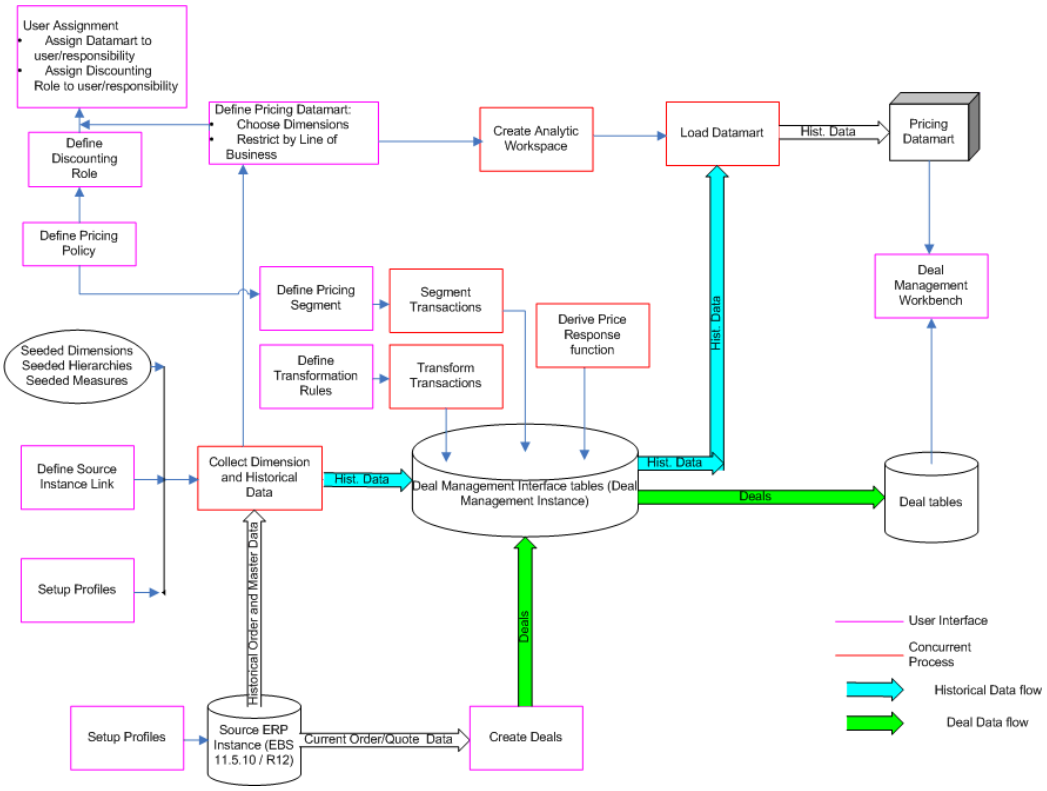
Loading Data to the Datamart

Oracle Deal Management provides concurrent programs that load data to the datamart. You can set up the concurrent programs for incremental data loading, so that data is refreshed as often as you require.

Implementation Flow

The following graphic illustrates the implementation flow for Oracle Deal Management:

Oracle Deal Management Implementation Flow Diagram



The implementation flow consists of the following main steps:

1. Set up profile options.
2. Define source instance and database link.
3. Define pricing datamart.
4. Define transformation rules.
5. Define policies.
6. Define pricing segment.
7. Define discounting role.
8. Assign discounting role and datamart to user or responsibility.

As part of this flow, concurrent programs are used to:

- Collect dimensional data, measure data from source instance, populate interface tables.
- Execute transformation rules.
- Associate each transaction in ODS to a pricing segment based on pricing segment setup.
- Calculate regression coefficients for each product per pricing segment.
- Create analytic workspace.
- Load datamart.

When a process quote request or an integrating application calls the Deal Management Workbench, the following actions occur:

- Pricing segment for each deal line is identified.
- Pricing policies and user limit for each deal line is identified.
- Manufacturing costs and historical terms costs are derived for every line.

The *Oracle Deal Management Implementation Guide* contains detailed information about each of the implementation steps.

Implementation Considerations

Oracle Deal Management extracts data from the following Oracle E-Business Suite products:

Source Application	Data Provided in Oracle Deal Management
Oracle Order Management	For sales, discounts, and shipping cost measures, Order dimensions, Sales Channel dimensions.
Oracle Advanced Pricing	On-Invoice Adjustment/Discount dimensions.
Oracle Accounts Receivable	Customer Credit/Cash Discount measures, Off-Invoice Adjustment dimensions.
Oracle Costing	COGS dimensions and measures data.
Oracle Bills of Material	Product dimensions.

Oracle Inventory	UOM conversions, Product dimensions.
Oracle Trading Community Architecture	Customer/Geography dimensions, Customer Profile measures.
CRM Foundation	Sales Representative dimensions.
Oracle Quoting	Quote measures.
Oracle General Ledger	Currency conversions, Time dimensions based on fiscal calendar.
Oracle Human Resources Management System	Organization dimensions.

Important: In cases where the Oracle Deal Management system and the transaction system exist in two different instances (for example, the transaction system in the Oracle E-Business Suite (EBS) 11.5.10 instance and the Oracle Deal Management system (EBS) in the 12.0 instance), then.it is not necessary to set up the master data in both instances. The transaction instance will have both transaction and master data setup and the Deal Management instance will have deal management and approval management setups.

Integration with Oracle Quoting, Oracle Order Management, and Oracle Approvals Management

Oracle Deal Management is integrated into Oracle Quoting, Oracle Order Management, and Oracle Approvals Management to streamline, automate, and optimize the deal process. Oracle Deal Management enforces pricing policy compliance in Oracle Quoting and Oracle Order Management by requiring quotes and orders that violate policies to obtain approval before proceeding. These safeguards prevent unprofitable deals from going unnoticed.

You can use Oracle Deal Management to establish pricing policies at different levels of pricing (Invoice Price, Pocket Price and Pocket Margin) to protect overall profitability. Oracle Deal Management also provides the flexibility to define the pricing policies for different pricing segments to implement targeted, segmented pricing strategies rather than a *one price fits all* approach.

Integration with Oracle Order Management

When Oracle Deal Management is integrated with Oracle Order Management, the following actions occur for a sales order as part of the integration (also occurs for a quote):

- Pricing Approval: Compliance Check

  All the approval rules (set up in Oracle Approval Management) will be evaluated for the sales order.

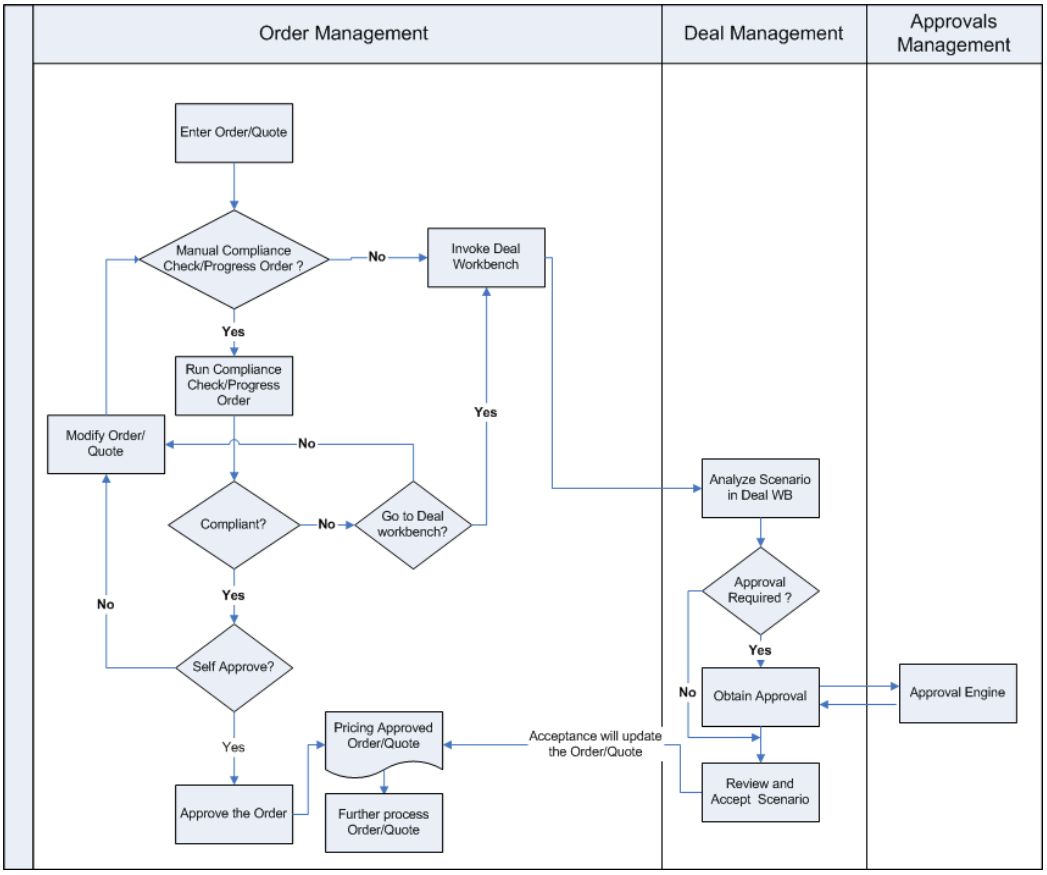
  - If no rule is violated, you can self-approve the order.
  - If an approval rule is violated, a failure message appears. To correct this, you can change the prices and run the compliance check again.

- Pricing Approval: Invoke Deal Management Workbench

  This action calls the Deal Management Workbench and creates a deal scenario for the current order. Before approving or submitting an order (or quote) for approval using the Deal Management Workbench , you can analyze the deal by doing a *what-if analysis* and segment comparison. After a deal scenario is approved, the sales representative can review and accept the scenario from the Deal Management Workbench. This action updates the order with the approved price and terms.

The following graphic shows the integration flow of Oracle Deal Management with Oracle Order Management.

Integration Flow of Oracle Deal Management with Oracle Order Management



Important: You need to assign the form functions *Deal Management Deal Workbench* and *Deal Management Deal Negotiation* to the Order Management responsibility menu to enable access to deal management actions in Oracle Order Management.

Integration with Oracle Quoting

When Oracle Deal Management is integrated with Oracle Quoting, you can click the Deal link from Oracle Quoting to access the Deal Management Workbench to do the following actions:

- View Compliance Information: If the quote is compliant, you can approve the quote; if it is not compliant, you can submit it for approval.

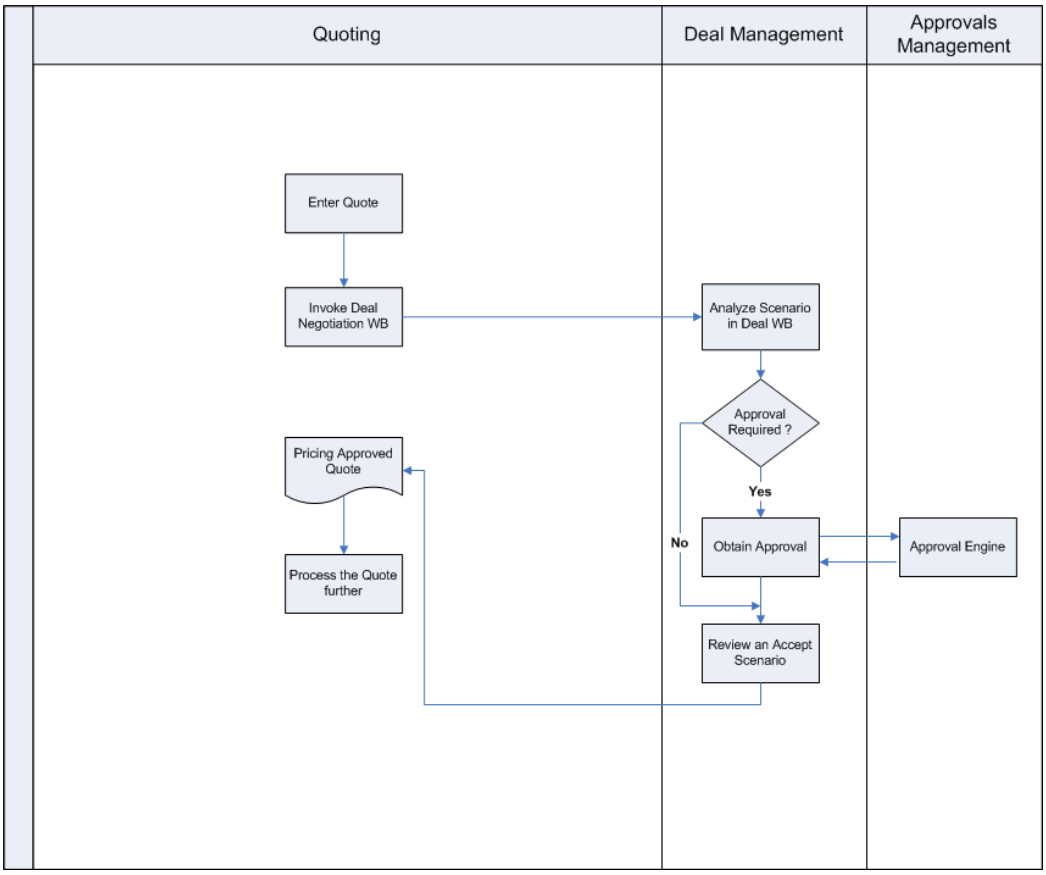
- Deal Analysis, Segment Comparison: Before approving or submitting for approval user can analyze the deal performing what-if analysis and segment comparison. After a deal scenario is approved, the sales representative can review and accept the

scenario from deal workbench. This updates the quote with the approved price and terms.

> **Note:** To confirm the availability of integration with Oracle Quoting, see note # 472612.1 on Oracle*MetaLink*.

The following graphic shows the integration flow of Oracle Deal Management with Oracle Quoting:

Integration Flow of Oracle Order Management to Oracle Deal Management



Integration with Oracle Approvals Management

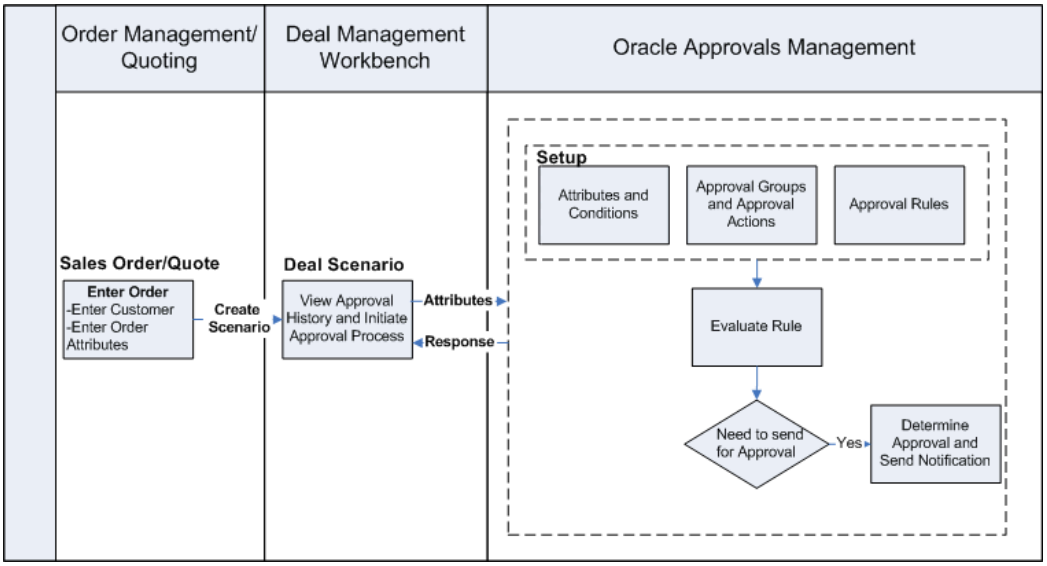
In the Oracle Approvals Management (AME) application, you can define approval rules that determine the approval processes for Oracle applications. You can create approval groups in AME using Human Resources hierarchy, sales group hierarchy, or any other custom hierarchy for use in approval rules.

From the rules set up in AME, Oracle Deal Management manages the approvals process using workflow and maintains the approval history.

Note: The deal approval is supported and managed only at the deal header level (even if there are line level attributes).

The following graphic illustrates the approval flow process used when Oracle Deal Management is integrated with Oracle Approvals Management:

Example of Integration Flow with Oracle Approvals Management



Seeded Attributes in Oracle Approvals Management

The seeded attributes in AME for Oracle Deal Management is Deal Approval. The following seeded attributes are provided in AME with the transaction type of Deal Approval.

Level	Attribute Name	Meaning
Header	ON INVOICE DISCOUNTING LIMIT VIOLATION	Signifies the on-invoice discount limit violation for any deal line for the user. Values (Yes or NO).
Header	OFF INVOICE DISCOUNTING LIMIT VIOLATION	Signifies the off-invoice discount limit violation for any deal line for the user. Values (Yes or NO).
Header	FLOOR POCKET MARGIN VIOLATION	Signifies the Floor pocket margin violation for any deal line for the user. Values (Yes or NO).

Level	Attribute Name	Meaning
Header	DEAL SCORE	Deal score (from 1 to 10)
Line	LINE ON INVOICE DISCOUNTING LIMIT VIOLATION	Signifies the on Invoice discount limit violation for the deal line in consideration for the user. Values (Yes or NO).
Line	LINE OFF INVOICE DISCOUNTING LIMIT VIOLATION	Signifies the off-invoice discount limit violation for the deal line in consideration for the user. Values (Yes or NO).
Line	LINE FLOOR POCKET MARGIN VIOLATION	Signifies the floor pocket margin violation for the deal line in consideration for the user. Values (Yes or NO).
Line	DEAL LINE SCORE	Deal Line score (from 1 to 10)
Line	DEAL_LINE_PRODUCT	Product of a given deal Line
Line	PRICING SEGMENT	Pricing segment of a given deal line
Line	DEAL_LINE_PERCENT_POCKET_MARGIN	Percent pocket margin of a given deal line
Line	DEAL_LINE_INVOICE_REVENUE	Invoice revenue of a given deal line
Line	DEAL_LINE_POKCET_REVENUE	Pocket price revenue of a given deal line
Line	DEAL_LINE_ON_INVOICE_DISCOUNT_PERCENT	Percent on-invoice discount of a given deal line
Line	DEAL_LINE_OFF_INV_ADJUSTMENT	Off-invoice adjustment of a given deal line
Header	DEAL_ON_INVOICE_DISCOUNT_PERCENT	Percent on-invoice discount on the deal
Header	TOTAL_OFF_INV_ADJUSTMENT	Total off-invoice adjustment for the deal
Header	DEAL_INVOICE_REVENUE	Deal invoice revenue
Header	DEAL_POCKET_REVENUE	Deal pocket revenue

Level	Attribute Name	Meaning
Header	DEAL_POCKET_MARGIN_AMOUNT	Deal pocket margin amount
Header	DEAL_PERCENT_POCKET_MARGIN	Percent pocket margin for the deal
Line	DEAL_LINE_RECOMMENDED_PRICE	Recommended price of Deal line
Line	DEAL LINE CEILING POLICY INVOICE PRICE	Deal line Ceiling Policy Invoice Price
Line	DEAL LINE CEILING POLICY POCKET MARGIN	Deal Line Ceiling Policy Pocket Margin
Line	DEAL LINE CEILING POLICY POCKET MARGIN	Deal Line Ceiling Policy Pocket Margin Percent
Line	DEAL LINE CEILING POLICY POCKET PRICE	Deal Line Ceiling Policy Pocket Price
Line	DEAL LINE CORPORATE POLICY INVOICE PRICE	Deal line Ceiling Policy Invoice Price
Line	DEAL LINE CORPORATE POLICY POCKET MARGIN	Deal Line Ceiling Policy Pocket Margin
Line	DEAL LINE CORPORATE POLICY POCKET MARGIN	Deal Line Ceiling Policy Pocket Margin Percent
Line	DEAL LINE CORPORATE POLICY POCKET PRICE	Deal Line Ceiling Policy Pocket Price
Line	DEAL LINE FIELD_USER POLICY INVOICE PRICE	Deal line Ceiling Policy Invoice Price
Line	DEAL LINE FIELD_USER POLICY POCKET MARGIN	Deal Line Ceiling Policy Pocket Margin
Line	DEAL LINE FIELD_USER POLICY POCKET MARGIN	Deal Line Ceiling Policy Pocket Margin Percent

Level	Attribute Name	Meaning
Line	DEAL LINE FIELD_USER POLICY POCKET PRICE	Deal Line Ceiling Policy Pocket Price
Line	DEAL LINE GSA POLICY INVOICE PRICE	Deal line Ceiling Policy Invoice Price
Line	DEAL LINE GSA POLICY POCKET MARGIN	Deal Line Ceiling Policy Pocket Margin
Line	DEAL LINE GSA POLICY POCKET MARGIN	Deal Line Ceiling Policy Pocket Margin Percent
Line	DEAL LINE GSA POLICY POCKET PRICE	Deal Line Ceiling Policy Pocket Price
Line	DEAL LINE REGIONAL POLICY INVOICE PRICE	Deal line Ceiling Policy Invoice Price
Line	DEAL LINE REGIONAL POLICY POCKET MARGIN	Deal Line Ceiling Policy Pocket Margin
Line	DEAL LINE REGIONAL POLICY POCKET MARGIN	Deal Line Ceiling Policy Pocket Margin Percent
Line	DEAL LINE REGIONAL POLICY POCKET PRICE	Deal Line Ceiling Policy Pocket Price
Line	DEAL LINE TARGET POLICY INVOICE PRICE	Deal line Ceiling Policy Invoice Price
Line	DEAL LINE TARGET POLICY POCKET MARGIN	Deal Line Ceiling Policy Pocket Margin
Line	DEAL LINE TARGET POLICY POCKET MARGIN	Deal Line Ceiling Policy Pocket Margin Percent
Line	DEAL LINE TARGET POLICY POCKET PRICE	Deal Line Ceiling Policy Pocket Price
Line	DEAL_LINE_ON_INOVICE_ADJUSTMENT	Deal Line On Invoice Adjustment Amount

Level	Attribute Name	Meaning
Line	DEAL_LINE_OFF_INOVICE_ADJUSTMENT	Deal Line Off Invoice Adjustment Amount
Header	TOTAL_ON_INVOICE_ADJUSTMENT	Deal Toal On Invoice Adjustment
Header	TOTAL_OFF_INVOICE_ADJUSTMENT	Deal Off Invoice Adjustment

Related Topics

For more information, see the *Oracle Approvals Management Implementation Guide*.

3

Implementation Steps for Deal Management

This chapter covers the following topics:

- Overview of Implementation Steps for Oracle Deal Management
- Setting Profile Options
- Transaction Instance Profile Options
- Defining Deal Management Setups
- Defining the Pricing Datamart
- Defining a Pricing Policy
- Creating Transformation Rules
- Creating an Instance
- Defining a Pricing Segment
- Defining a Discounting Role
- Assigning a Pricing Datamart and a Discounting Role to a User or Responsibility (User Assignment tab)
- Collecting Data from Source Systems
- Creating Datamarts and Analytic Workspaces
- Other Setups

Overview of Implementation Steps for Oracle Deal Management

This section describes the implementation steps for Oracle Deal Management. You must be assigned the *Oracle Deal Management Administrator* responsibility to access the administration pages and to complete the following implementation steps. This information is available in the online Help and in the *Oracle Deal Management Implementation Guide*.

The main steps for setting up Oracle Deal Management include:

1. Setting profile options, page 3-2.

2. Defining the deal management setups such as pricing datamart, pricing segment, pricing policy and discounting role. See deal management setups, page 3-7.

3. Assigning pricing datamart and discounting role to a user or responsibility. See Assigning Users to the Datamart, page 3-14.

Setting Profile Options

During implementation, profile options can be set to specify how Oracle Deal Management controls access to and processes data. Typically, the System Administrator is responsible for setting up and updating profile option values. For more information, see: *Oracle Applications System Administrator's Guide*, Setting User Profile Options.

To view a list of all the site level profile options for Oracle Deal Management, enter QPR% in the Profile field on the System Profile Values window, and click Find.

You can set up the following types of profile options:

- *Profile Options for the Deal Management Instance*: The following profile options need to be set up in the Oracle Deal Management instance (if the Transaction and Deal Management instances are different).

- *Profile Options for the Transaction Instance*: The profile options for the Transaction instance are listed after the Deal Management instance profile options. For more information, see Transaction Instance profile options, page 3-5.

QPR: Allocate Historical cost to Model/Option class

If you want to allocate your costs to a Model/Option class (average historical cost from the datamart associated with the deal line), then this profile option must be set to 'Yes'. If the value of this profile is 'No', then no cost are allocated to the Model/Option Class.

QPR: Allow Volume update in Deal

If volume-change needs to be allowed in the Deal Workbench as part of what-if analysis, then the value of this profile option should be set to Yes. If the profile is set to 'No', then you will not be provided an option to modify the volume in the Deal Workbench.

QPR: Argument for Transformation Function

If the function in profile *QPR: Transformation function for regression* requires an argument to be specified, this profile will be used to specify the argument. For example if the value *log* is provided then the base to be used will be specified in this profile.

QPR: Attribute for Competitor Name

If you want to capture the Competitor Name at the order/quote line level, a DFF must be enabled (Title - The Additional Line Attribute Information). The attribute number of the enabled DFF must be provided as a value of this profile option.

QPR: Attribute for Competitor Price

If you want to capture the Competitor Price at order/quote line level, a DFF must be enabled (Title - The Additional Line Attribute Information). The attribute number of the enabled DFF must be provided as a value of this profile option.

QPR: Category Set Name

The category set that contains the categories that are used to build the product category hierarchy in the Product dimension. If any product-category assignment does not exist in the specified set, then the product is assigned to a null category in the product category hierarchy in the Product dimension. Similarly, if a product is assigned to multiple categories in the specified category set, then the product is assigned to a null category set. The Product Category Set does not filter items. It only finds the categories to build the product category hierarchy.

QPR: Collect Internal Customers

This profile determines if internal customers are to be collected as part of customer master data collection.

QPR: Conversion Type

The conversion type that converts the source transactions into the currency in the Currency Code profile. The conversion type is also used to convert the transactions into the datamart currency when the datamart is loaded.

QPR: Currency Code

The currency in which the sales order transactions need to be stored in the interface tables. All the transactions from the source instance are stored in a single currency. When data is collected, all transactions are converted into the specified currency using the conversion type that is specified in the Currency Conversion Type profile.

QPR: Customer Attribute

The Customer Header Descriptive flexfield (DFF) segment number (1 to 15) to be specified in this profile. Only those customer are collected during the dimension collections for which the value is setup as 1 in the segment number specified in this profile. If no value is specified in this profile then all the customers are collected.

QPR: Default Cost Allocation to Base Model

Used to calculate margin for assemble-to-order (ATO) and pick-to-order (PTO) base models. It is used only for items for which cost cannot be determined from Oracle Costing.

QPR: Default Pricing Policy

If no pricing segment is found for a deal line, the deal line gets assigned to a default segment called Others. In this case, the pricing policy specified in this profile will be applicable for this deal line.

QPR: Include Transactions without Currency Conversion

Instructs the system to include transactions that do not have conversion rates to the datamart currency. The system uses 1 as the conversion rate when it loads these transactions. It can have values Yes or No.

QPR: Include Transactions without UOM Conversion

Instructs the system to include transactions that do not have conversion rates to the datamart unit of measure. The system uses 1 as the conversion rate when it loads these transactions. It can have values Yes or No.

QPR: Instance Id of this Server

This profile is used to specify the Instance ID to be used in the Deal Instance to determine the pricing segment and pricing datamart.

QPR: Margin Score Weight

This profile is used to specify the weight of pocket margin component, in the deal line score. It can have values from 0 to 10.

QPR: Master Organization

The organization in the source instance from which the items, bills of material, and unit of measure conversions are collected.

QPR: Recommended Price Score Weight

This profile is used to specify the weight of recommended component, in the deal line score. It can have values from 0 to 10.

QPR: Reports Rounding Precision Type

This profile determines the precision of datamart and deal currency. The currency fields in Deal Management Workbench will be displayed as per the value set in this profile. It

can have values as Standard or Extended.

QPR: Transformation Function for Recommended Price Derivation

This is to specify the function to be used to arrive at the recommended price when a transformation is applied on the historical data. For example if LN (Natural Log) transformation is applied on the historical data, user will specify EXP (exponential) in this profile.

QPR: Transformation Function for Regression

Specifies how the function (sql function or any custom pl/sql function) transforms the historical price and quantity data.

QPR: Volume band transformation group

The transformation group that contains the rules for the volume band transformation for deal lines. As pricing policies are based on volume bands, all the headers under this transformation group will be shown in the volume band LoV in the policy definition UI.

Transaction Instance Profile Options

The following profiles need to be set up in the transaction instance (if the Transaction and Deal Management instances are different):

> **Note:** If the Deal Management and Transaction instances are the same then all these profiles will be set up only in that instance.

QPR: Attribute for Competitor Name

If you want to capture the Competitor Name at the order/quote line level, a DFF must be enabled (Title - The Additional Line Attribute Information). The attribute number of the enabled DFF must be provided as a value of this profile option.

QPR: Attribute for Competitor Price

If you want to capture the Competitor Price at order/quote line level, a DFF must be enabled (Title - The Additional Line Attribute Information). The attribute number of the enabled DFF must be provided as a value of this profile option.

QPR: Category Set Name

The category set that contains the categories that are used to build the product category hierarchy in the Product dimension. If any product-category assignment does not exist in the specified set, then the product is assigned to a null category in the product category hierarchy in the Product dimension. Similarly, if a product is assigned to multiple categories in the specified category set, then the product is assigned to a null

category set. The Product Category Set does not filter items. It only finds the categories to build the product category hierarchy.

QPR: Conversion Type

The conversion type that is used to convert the source transactions into the currency in the Currency Code profile. The conversion type is also used to convert the transactions into the datamart currency when the datamart is loaded.

QPR: Currency Code

The currency in which the sales order transactions need to be stored in the interface tables. All the transactions from the source instance are stored in a single currency. When data is collected, all transactions are converted into the specified currency using the conversion type that is specified in the Currency Conversion Type profile.

QPR: Customer Attribute

The Customer Header Descriptive flexfield (DFF) segment number (1 to 15) to be specified in this profile. Only those customer are collected during the dimension collections for which the value is setup as 1 in the segment number specified in this profile. If no value is specified in this profile then all the customers are collected.

QPR: DB link to Price Negotiation server

DB Line to Price Negotiation Server.

QPR: Include Transactions without Currency Conversion

Instructs the system to include transactions that do not have conversion rates to the datamart currency. The system uses 1 as the conversion rate when it loads these transactions. It can have values of Yes or No.

QPR: Instance ID of this Server

This profile is used to specify the Instance ID to be used in the Deal Instance to determine the pricing segment and pricing datamart.

QPR: Master Organization

The organization in the source instance from which the items, bills of material, and unit of measure conversions are collected.

QPR: Price Difference Modifier

When there is a difference between the selling price of approved deal line and order/quote line, the difference will be adjusted against this modifier.

Defining Deal Management Setups

On the Define tab, you can define and maintain the following setups for deal management:

1. Pricing Datamart, page 3-7
2. Pricing Policy, page 3-8
3. Transformation Rule, page 3-10
4. Instance, page 3-12
5. Pricing Segment, page 3-13
6. Discounting Role, page 3-14

Defining the Pricing Datamart

A pricing datamart contains historical data that is required for analysis. This data is stored along various dimensions and hierarchies. You can load the datamart from the interface tables that are populated from the Oracle E-Business Suite transaction system. When you create a pricing datamart, you specify the creation of data for the analytic workspace (AW).

To find an existing datamart, do a search at the top of the page.

To create a new datamart, you need to:

1. Enter general information about the datamart, such as name, effective dates, unit of measure (UOM), and currency.
2. Select dimensions and hierarchies.
3. Restrict scope by line of business (LOB).
4. Review datamart properties.

A check mark appears in the Use for Deal column.

To create a pricing datamart:

1. Click Create New to define a new datamart.
2. Enter general information about the datamart (selected fields described):
    - Start Date

Indicates which transactions to load to the datamart. Transactions from this date or later are loaded.

- Instance

  The instance where the datamart will be created.

- Currency

  Converts and displays transactions from the source system to the currency that is specified here.

  You must select an instance before selecting the currency if the conversions are collected from another instance. Currency depends upon the instance selection only for the above case.

- Unit of measure (UOM)

  Converts and displays transactions from the source system to the UOM that is specified here. The UOM depends upon the instance selection if the conversions are collected from another instance.

To select dimensions:

1. Select the dimensions that you want to load into the datamart. Mandatory dimensions are selected by default. You can delete the optional dimensions, but then you will not be able to run reports on them.

2. Click Assign Hierarchy to select the default hierarchy that you want to load to the datamart.

To add a line of business:

Use lines of business to define the scope of your datamart and to provide security for it. The line of business serves as the boundary for the datamart. For more information, see Security in the *Oracle Deal Management Implementation Guide*.

If you select the same dimension twice, then the system treats it with the OR condition. If you select two different dimensions, the system uses the AND condition.

> **Note:** Oracle strongly recommends that you read the entire *Oracle Deal Management Implementation Guide* before you begin setup.

Defining a Pricing Policy

A pricing policy contains the discounting guidelines at various levels (ceiling, field, regional, target, corporate and GSA) for different price points (invoice price, pocket price, and pocket margin) that an organization establishes. For each deal line, the

pricing policies are shown as overlays in the Deal Line waterfall report and also in the Cross Tab report.

You can create a new policy type or edit an existing policy type.

To define a pricing policy:

Create a new pricing policy using the provided fields. Some of the fields are explained subsequently.

- Measure Type

  Select one of the following measure types:

  - On Invoice Discount: To define pricing policies at invoice price.
  - Off Invoice Discount: To define pricing policies at pocket price.
  - Pocket Margin: To define pricing policies for pocket margin.

- Policy Type

  Select one of the following policy types based on your business requirements:

  - Ceiling
  - Corporate
  - Field user
  - GSA
  - Regional
  - Target

- Value Type

  Select a percent value to express the policy limitation.

- Volume Band

  Specify a volume band if your pricing policies differ with volume band. This is not a mandatory field.

  Note: Volume bands are created as part of transformation.

- Limit Value

  The numerical value of the limit. For example, if you want to create a corporate pricing policy discount limit of 15 percent, then enter 15 in this field and Percent in

the Value Type field.

- Effective Dates

  You can use these dates to limit the duration of the policy.

Creating Transformation Rules

Use transformation rules to change the level at which dimension data is collected from the database. In dimension-to-dimension transformation, you can use dimension and level attributes of one hierarchy level to form the next hierarchy level. In Volume Band Transformation for Deal Lines, the volume bands are created for deal lines. These volume bands can be specified in pricing policy setup if pricing policies vary with volume bands.

To create a transformation group:

A transformation group is a set of transformation rules that are performed together. A transformation group contains transformation headers.

1. Click Create New to create a new group.

2. To update an existing group, use the search fields at the top of the page to locate it. When the group appears in the table, click Update to change it.

To update a transformation group:

Use rule headers to create new members in the hierarchy level.

If you reached the Transformation Group page by clicking a group name in the Transformation Rules page, then you can only view information on this page. You cannot make any changes.

To create and update transformation headers:

Specify how you want data transformed. The fields that appear on the Transformation Headers page depend on the type of transformation you are performing: dimension-to-dimension or Volume Band Transformation for Deal Lines. Some of the fields are explained subsequently.

> **Note:** If you reached the Transformation Headers page by clicking a header name in the Details of Transformation Group page, then you can only view information on this page. You cannot make any changes.

1. Select the dimension-to-dimension transformation values:

   - Header Name: This is a mandatory field.

- Dimension: The dimension that you want to convert (transform).
- Hierarchy: The hierarchy that contains the level you want to convert.
- From Hierarchy Level: Designate the level from which you want to move within the hierarchy. This selection is mandatory.
- To Hierarchy Level: Designate the level to which you want to move the level from the previous selection. This selection is mandatory.
- New Level Member Value: The new level member value to be created in the specified To level in the hierarchy. See the Dimension Level Member Sources table in Appendix A of the *Oracle Deal Management Implementation Guide* for information about dimensions, hierarchies, and levels.

2. Select the Volume Band Transformation for Deal Lines:
   - To Dimension: The dimension in which you are creating the new level.
   - To Hierarchy Level: The hierarchy level to which the measure is being converted.
   - From Measure: The measure that is being converted to a hierarchy level. This is populated automatically when you select the To Dimension.
   - Use Dimension Qualifier: Set this value to Yes if you want to specify to which product to apply the rule. You might want to use this option if the rule you are defining is not appropriate for all products.

     For example, if you are defining a low volume band, you might specify that quantities from one to 50 fall within the low volume band. For a small product such as a bolt, however, one to 50 is not appropriate. For such a small product, one to 5000 is a more accurate classification of low volume.
   - New Level Member Value: See Dimension-to-Dimension Transformation.
3. Click Create New to create a transformation rule.

To create or update transformation rules:

Create or update a transformation rule. If you reached the Transformation Rules page by clicking a rule name in the Transformation Headers page, then you can only view information on this page. You cannot make any changes.

The following describes many of the fields.

- Consider Level Member Value as Number: If the dimension level member value is a number, then set this value to Yes.

- Allow Partial Match: If you want to use a wild card or partial match on the dimension member value or description, then set this value to Yes.
- From Level Member Value: The From value of the levels based on which the transformation needs to be done.
- To Level Member Value: The To value of the levels based on which the transformation needs to be done.
- From Level Member Description: The From description of the levels based on which the transformation needs to be done.
- To Level Member Description: The To description of the levels based on which the transformation needs to be done.

  Note: See the Dimension Levels Member Sources table in Appendix A of the *Oracle Deal Management Implementation Guide* for information about dimensions, hierarchies, and levels.

1. Select the dimension attributes:
   - From/To: Specify the value range of the dimension attribute based on which the transformation needs to be done.
   - Consider as Number: If the dimension attribute is a number, then set this value to Yes.

   Take the attributes from the Dimension Levels Member Sources table in Appendix A of the *Oracle Deal Management Implementation Guide*.

Creating an Instance

Define instances as sources of data for your datamarts. The database link to each instance is specified as an instance property.

To create an instance:

Create the instance code and list the database link to which the instance should point. If the DB Link field is blank, then the database points to the current instance in which Oracle Deal Management is installed. By default, one instance is available.

1. Click Add to add a new instance.
2. To edit an existing instance name or database link, perform a search for the instance. Click Edit to update the instance name or database link.

To edit an instance:

You can update the instance code or database link. If the DB Link field is blank, then the database points to the current instance in which Oracle Deal Management is installed.

Defining a Pricing Segment

A pricing segment represents the intersection of various dimensional attributes defined by your business requirements. A pricing policy is associated with each pricing segment. This means that the applicable policy for a deal or deal line depends upon the segment to which it is associated. It would be an implementation choice of how the policy needs to be implemented. You can define pricing segments using the following dimensions and their associated hierarchies:

- Customer
- Geography
- Organization
- Product
- Sales Channel
- Sales Representative

For example, the following table outlines the segment hierarchy for the dimension of Geography:

Example of Segment Hierarchy

Dimension	Hierarchy	Level	Operator	Description
Geography	Geography	Country	=	United States

A segment definition can de defined at a granular level so that deal lines could be associated with different pricing segments. To define segments at header level attributes, use dimensions such as Customer, Geography, Sales Channel, or Organization.

When a deal scenario is created, every deal line is evaluated by matching the line's attributes to the pricing segment attributes. When the appropriate pricing segment is identified for the deal line, then the applicable policy is retrieved.

When you view a deal in the Deal Analysis page, the pricing segment is identified for the deal line in the Pricing Segment column.

Defining a Discounting Role

You can create a discounting role to define discounting limits for a user or responsibility for on-invoice discounts, off-invoice discounts and pocket margin. You can define limits based on pricing policies (ceiling, corporate, field user, GSA , regional, and target) or List Price.

You can then assign a discounting role to a each user and responsibility. A user's discounting limit is derived in the deal management workbench from the user's discounting role.

Deriving Policy and User-Discounting Limits for Deal Lines

When a deal scenario is created, every deal line is evaluated by matching the line's attributes to the pricing segment attribute. The appropriate pricing segment is identified for the deal line so that the applicable policy is retrieved.

When you open a deal scenario, the user-discounting limits are also derived as percentage of the policy applicable (based on your discounting role).

Assigning a Pricing Datamart and a Discounting Role to a User or Responsibility (User Assignment tab)

In the User Assignment tab, you assign a discounting role and datamart to each user or responsibility.

> **Note:** You can also search for existing assignments from the search page.

To assign a discounting role or datamart:

1. Click Create New on the search page.
2. Select the role type: User or Responsibility.
3. Select the role name.
4. Select the discounting role to be assigned to the role.
5. Click Add to assign a datamart to the selected role.
6. Select a datamart to be assigned and click Save to complete the assignment.

To view datamart user assignment:

You can view the users who are assigned to the datamart. You can find out the names of the approvers, and the start and end dates of the user assignments. Similarly, you can

search for a user and add datamarts to that user.

Collecting Data from Source Systems

After you set up profile options, instances, pricing datamarts, transformation rules, pricing segments, discounting roles, and pricing policies, and assign users to the datamarts, you are ready to run the concurrent programs that will collect the data that populates the datamart and analytic workspace.

Concurrent Program	Description
Build Gregorian Calendar	This program builds the Time dimension members using the Gregorian calendar.
Collect Currency Rates	Based on the parameter *collect currency conversions*, this program collects the currency conversion rates from the specified source instance and stores them in the Oracle Deal Management instance. The parameter for this program is instance name.
Collect Dimensions Data	This program collects the dimension members from the source instance. If you select All in the dimension parameter, then the system collects members of all the dimensions.
Collect Measure Data	This program collects the measure data from the specified source instance.
Collect Cost Data from Oracle Costing	This program collects the cost data for the products from Oracle Costing in the specified source instance.
Collect Measure Data from Oracle Order Management	This program collects the measure data from Oracle Order Management in the specified source instance.
Collect Off-Invoice Adjustments Data from Oracle Receivables	This program collects the off-invoice data from Oracle Receivables in the specified source instance. The off-invoice amount that is accumulated within From Transaction Date and To Transaction Date is allocated to the order lines within the date range Order Date From and Order Date To. Specify the name of the transaction types that you use to credit off-invoice amounts to customers.
Collect Time Data based on Fiscal Calender	Collects time members based on the specified calendar that is defined in the system.

Concurrent Program	Description
Collect UOM Conversion	Based on the profile option*Collect UOM Conversions*, this program collects the UOM conversion rates from the specified source instance and stores them in the Oracle Deal Management instance.
Consolidate and Update Transaction Data	Run this program after you run all the collection programs.
Perform Dimension to Dimension Transformation	Performs the dimension-to-dimension transformation according to your specifications in Transformation Rules. Performs transformation rules on transaction data. Run this program after all the transaction and dimension data are collected from the source instance.

Creating Datamarts and Analytic Workspaces

After you collect data from the source system, run the following concurrent programs to create the analytic workspace and load the data into the datamart:

- Create Price Plan/Datamart Analytic Workspace

  This program creates the analytic workspace (metadata) in accordance with the datamart definition. After the analytic workspace is created, you can run another concurrent program to load the data to the datamart. You cannot alter the datamart definition after you create the analytic workspace. Parameters for this program are Price Plan/Datamart name.

- Upload Data into Pricing Datamart

  This program uploads the data from the interface table into the specified datamart. The currency is converted as specified in the parameter.

Other Setups

You can copy the definition of one datamart into another datamart. You can also delete a datamart and analytic workspace. Use the following concurrent programs:

Copy Price Plan/ Datamart Definition

This program copies the existing datamart definition into a new datamart.

Parameters

- Source Plan/Datamart Name

- Copy details from template (Y/N): If this parameter is set to Y, then the system copies all the dimensions, hierarchies, and measures into the new definition from the internal template. Otherwise, the system copies only details from the source datamart/plan definition.

Delete Price Plan/Datamart Analytic Workspace

This program deletes the specified Price Plan/Datamart Analytic workspace, with the option of also deleting the definition.

Parameters

- Price Plan/Datamart Name
- Delete metadata (Y/N)

Pricing Segment Evaluation

Run the concurrent program *Evaluate transactions to determine Pricing Segments* after the data collection. This program determines the pricing segment for each transaction in ODS.

Regression Coefficients Determination

Run the concurrent program *Determine Regression Coefficients for Pricing Segments* after data collection. This program determines the regression coefficients for each product in a given pricing segment. These coefficients determine the recommended price for the product at the given quantity.

Using Descriptive Flexfields Segments

Descriptive flexfields (DFF) segments (1 to 15) capture the information you require. For example, if the two segments on the quote line are enabled to capture Competitor Price, and Competitor Name, then the segments can be specified in the respective profile options. This causes the system to source the values from those attributes.

Similarly, to restrict the collection of customers, you can enable a DFF on the customer master header and specify a value of 1 to indicate extraction of that customer. You need to specify the segment that stores this value in the parameter Attribute for Customer Selection. If you do not enter a value in a field for the customer attribute, then all customers are collected. If the other two attributes are not filled, then the competitor price and name are not collected.

4

Security

Datamart Security

You create security by limiting the scope of the datamart. When you create the datamart, you define a line of business, which serves as the boundary for the datamart. For example, you can select the scope for a datamart for a given operating unit and for two products that belong to a product category of five products. The user who is assigned to this datamart sees only the data for these two products, and the data for these two products can be rolled up to the product category level.

Related Topics

Defining the Pricing Datamart, page 3-7

A

Dimension Level Member Sources

Dimensions

Use the values in this table to set up transformation headers.

Dimension	Hierarchy Name	Level Code	Description	Level Value	Description Value
On Invoice Adjustment	Adjustment Buckets	ALL_ADJUSTMENTS	All Adjustments	all_adj_pk	All adjustments
On Invoice Adjustment	Adjustment Buckets	ADJUSTMENT_GROUP	Adjustment Group	null_pk	As created by Admin through transformation
On Invoice Adjustment	Adjustment Buckets	ADJUSTMENT_TYPE	Adjustment Type	null_pk	As created by Admin through transformation
On Invoice Adjustment	Adjustment Buckets	ADJUSTMENT	Adjustment	qp_list_lines.list_line_id	Modifier name
On Invoice Adjustment	Adjustment Buckets	Dimension Attributes	--	--	--

Dimension	Hierarchy Name	Level Code	Description	Level Value	Description Value
On Invoice Adjustment	Adjustment Buckets	Attribute1	--	qp_list_lines.list_line_type_code	NA
On Invoice Adjustment	Adjustment Buckets	Attribute2	--	qp_list_lines.automatic_flag	NA
On Invoice Adjustment	Adjustment Buckets	Attribute3	--	qp_list_lines.arithmetic_operator	NA
On Invoice Adjustment	Adjustment Buckets	Attribute4	--	qp_list_lines.modifier_level_code	NA
On Invoice Adjustment	Adjustment Buckets	Attribute5	--	qp_list_headers_vl.list_source_code	NA
Sales Channel	Sales Channel	ALL_SALES_CHANNEL	All Sales Channels	all_scs_pk	All sales channels
Sales Channel	Sales Channel	SALES_CHANNEL	Sales Channel	so_lookups.lookup_code	Sales Channel Lookup in Oracle Order Management (Meaning)
Cost	Cost Type	ALL_COST	All Costs	all_cos_pk	All costs
Cost	Cost Type	COST_TYPE	Cost Type	null_pk	Cost of goods sold (COGS)
Cost	Cost Type	COST	Cost	'COST'	COST
Customer	Customer Class	ALL_CUSTOMERS	All Customers	all_cus_pk	All customers

Dimension	Hierarchy Name	Level Code	Description	Level Value	Description Value
Customer	Customer Class	TRADING_PARTNER_ CLASS	Customer Class	if hz_cust_accounts.customer_type = 'I' ==> internal_customers_desc else hz_cust_accounts.customer_class_code	Class code in the Customer master
Customer	Customer Class	TRADING_PARTNER	Customer	hz_cust_accounts.cust_account_id	Customer Name:Customer Number
Customer	Customer Segment	ALL_CUSTOMERS	All Customers	all_cus_pk	All customers
Customer	Customer Segment	CUSTOMER_GROUP	Customer Group	null_pk	As created by Admin through transformation
Customer	Customer Segment	TRADING_PARTNER	Customer	hz_cust_accounts.cust_account_id	Customer Name:Customer Number
Customer	Customer Segment	Dimension Attributes	--	--	--
Customer	Customer Segment	Attribute1	--	hz_cust_accounts.customer_class_code	NA
Customer	Customer Segment	Attribute2	--	hz_parties.curr_fy_potential_revenue	NA
Customer	Customer Segment	Attribute3	--	hz_parties.category_code	NA

Dimension	Hierarchy Name	Level Code	Description	Level Value	Description Value
Customer	Customer Segment	Attribute4	--	hz_cust_profile_classes.name	NA
Customer	Customer Segment	Attribute5	--	hz_customer_profiles.credit_rating	NA
Geography	Geography	ALL_GEOGRAPHIES	All Geographies	all_geo_pk	All geographies
Geography	Geography	AREA	Area	hz_locations.country	Country code: country description
Geography	Geography	COUNTRY	Country	hz_locations.country	Country code: country description
Geography	Geography	REGION	Region	if hz_locations.state is null then hz_locations.province - if null then hz_locations.county - if null then hz_locations.city - if null then hz_locations.country || '-' || hz_locations.country,	State, province, or country (which ever is available at the lowest level)
Geography	Geography	TRADING_PARTNER_SITE	Customer Site	hz_cust_site_uses_all.site_use_id	Customer Name:Customer Number:Ship To Location

Dimension	Hierarchy Name	Level Code	Description	Level Value	Description Value
Geography	GEOGRAPHYSEGMENT	ALL_GEOGRAPHIES	All Geographies	all_geo_pk	All geographies
Geography	GEOGRAPHYSEGMENT	GEO_SEGMENT	Geography Segment	null_pk	As created by Admin through transformation
Geography	GEOGRAPHYSEGMENT	TRADING_PARTNER_SITE	Customer Site	hz_cust_site_uses_all.site_use_id	Customer Name:Customer Number:Ship To Location
Geography	GEOGRAPHYSEGMENT	Dimension Attributes	--	--	--
Geography	GEOGRAPHYSEGMENT	Attribute1	--	hz_locations.state	--
Geography	GEOGRAPHYSEGMENT	Attribute2	--	hz_locations.city	--
Geography	GEOGRAPHYSEGMENT	Attribute3	--	hz_locations.country	--
Geography	GEOGRAPHYSEGMENT	Attribute4	--	hz_cust_acct_sites_all.territory	--
Sales Order	Order Type	ALL_ORDERS	All Orders	all_ord_pk	All orders
Sales Order	Order Type	ORDER_TYPE	Order Type	oe_transaction_types_tl.name	Transaction type name
Sales Order	Order Type	ORDER	Order Header	oe_order_lines_all.header_id	Order number

Dimension	Hierarchy Name	Level Code	Description	Level Value	Description Value
Sales Order	Order Type	ORDER_LINE	Order Line	oe_order_lines_all.line_id	Order Number-Customer Name-Product Name
Sales Order	Order Type	Dimension Attributes	--	--	--
Sales Order	Order Type	Attribute1	--	oe_order_headers_all.sold_to_org_id	NA
Sales Order	Configured Model	ALL_ORDERS	All Orders	all_ord_pk	All orders
Sales Order	Configured Model	MODEL	Model	oe_order_lines_all.ordered_item ==> this is the ordered item of the top_model_line_id for a given line	Model item name
Sales Order	Configured Model	TOP_MODEL	Parent Model	oe_order_lines_alll.header_id || oe_order_lines_all.ordered_item (of the top_model_line_id for a given line)	Order Number - Model Name
Sales Order	Configured Model	ORDER_LINE	Order Line	oe_order_lines_all.line_id	Order Number-Customer Name-Product Name

Dimension	Hierarchy Name	Level Code	Description	Level Value	Description Value
Organization	Standard Organization	ALL_ORGANIZATIONS	All Organizations	all_org_pk	All organizations
Organization	Standard Organization	BUSINESS_GROUP	Business Group	hr_all_organization_units_vl.business_group_id	Business group associated with the operating unit
Organization	Standard Organization	LEGAL_ENTITY	Legal Entity	if hr_organization_information.org_information_context = 'Accounting Information' then hr_organization_information.org_information2 else null ===> the org_information_context = 'Accounting Information'	Legal entity tied to the operating unit

Dimension	Hierarchy Name	Level Code	Description	Level Value	Description Value
Organization	Standard Organization	OPERATING_UNIT	Operating Unit	hr_all_organization_units_vl.organization_id ==> units with hr_organization_information.org_information1 = 'OPERATING_UNIT' and hr_organization_information.org_information_context = 'CLASS' and hr_organization_information.org_information2 = 'Y' are only taken	Operating unit
Pricing Segment	Pricing Segment	ALL_PR_SEGMENT	All Pricing Segment	all_psg_pk	All Pricing Segment
Product	PRODUCTCATEGORY	ALL_PRODUCTS	All Products	all_prd_pk	All products

Dimension	Hierarchy Name	Level Code	Description	Level Value	Description Value
Product	PRODUCTCATEGORY	PRODUCT_CATEGORY	Product Category	if mtl_category_sets_b.mult_item_cat_assign_flag = 'Y' then null_pk else mtl_item_categories.category_id	Concatenated category name to which the item belongs in the category set defined in parameters. If multiple categories assigned, only one category taken.
Product	PRODUCTCATEGORY	ITEM	Product	mtl_system_items_kfv.inventory_item_id	Product
Product	PRODUCTCATEGORY	Dimension Attributes	--	--	--
Product	PRODUCTCATEGORY	Attribute1	--	mtl_system_items_tl.description	--
Product	PRODUCTFAMILY	ALL_PRODUCTS	All Products	all_prd_pk	All products
Product	PRODUCTFAMILY	PRODUCT_FAMILY	Product Family	mtl_system_items_kfv.concatenated_segments ==> bom_item_type = 5 and mrp_planning_code <> 6	Product family defined in Oracle Flow Manufacturing

Dimension	Hierarchy Name	Level Code	Description	Level Value	Description Value
Product	PRODUCTFAMILY	ITEM	Product	mtl_system_items_kfv.concatenated_segments ==> customer_order_flag = 'Y'	Product
Sales Representative	SALESGROUP	ALL_SALES_REP	All Sales Representatives	all_rep_pk	All sales representatives
Sales Representative	SALESGROUP	SALES_GROUP4	Sales Group 4	null_pk	As defined in CRM sales groups (not yet implemented)
Sales Representative	SALESGROUP	SALES_GROUP3	Sales Group 3	null_pk	As defined in CRM sales groups (not yet implemented)
Sales Representative	SALESGROUP	SALES_GROUP2	Sales Group 2	null_pk	As defined in CRM sales groups (not yet implemented)
Sales Representative	SALESGROUP	SALES_GROUP1	Sales Group 1	null_pk	As defined in CRM sales groups (not yet implemented)
Sales Representative	SALESGROUP	SALES_REP	Sales Representative	ra_salesreps_all.salesrep_id	Sales representative name

Dimension	Hierarchy Name	Level Code	Description	Level Value	Description Value
Time	Gregorian Calendar	YEAR	Year	qpr_time.Year => calendar_type = Gregorian ==> Generated	Year based on generated Gregorian calendar
Time	Gregorian Calendar	QUARTER	Quarter	qpr_time.quarter	Quarter based on generated Gregorian calendar
Time	Gregorian Calendar	MONTH	Month	qpr_time.Month	Month based on generated Gregorian calendar
Time	Gregorian Calendar	DAY	Day	qpr_time.day	Day based on generated Gregorian calendar
Time	Fiscal Calendar	FISCAL_YEAR	Fiscal Year	qpr_time.Year => calendar_type = fiscal==> derived from gl_periods.period_name where period_type = Year	Based on fiscal calendar defined in Oracle General Ledger
Time	Fiscal Calendar	FISCAL_QUARTER	Fiscal Quarter	qpr_time.quarter ===> derived from gl_periods.period_name where period_type = quarter	Based on fiscal calendar defined in Oracle General Ledger

Dimension	Hierarchy Name	Level Code	Description	Level Value	Description Value
Time	Fiscal Calendar	FISCAL_MONTH	Fiscal Month	qpr_time.Month ===> derived from gl_periods.period_name where period_type = Month	Based on fiscal calendar defined in Oracle General Ledger
Time	Fiscal Calendar	DAY	Day	qpr_time.day ==> generated based on month start & end _dates	Based on fiscal calendar defined in Oracle General Ledger
Off-Invoice Adjustment	Adjustment Buckets	Shipping Costs Sourced from Order Management	--	--	--
Off-Invoice Adjustment	Adjustment Buckets	ALL_OFF_ADJ	All Off Invoice Adjustments	all_oad_pk	All off-invoice adjustments
Off-Invoice Adjustment	Adjustment Buckets	OFF_GRP	Off Invoice Adjustment Group	Services	Services
Off-Invoice Adjustment	Adjustment Buckets	OFF_TYP	Off Invoice Adjustment Type	SHIPPING	Shipping
Off-Invoice Adjustment	Adjustment Buckets	OFF_TERM	Off Invoice Adjustment Term	ShippingMethod - oe_order_lines_all.SHIPPING_METHOD_CODE	Shipping method description

Dimension	Hierarchy Name	Level Code	Description	Level Value	Description Value
Off-Invoice Adjustment	Adjustment Buckets	OFF_ADJ	Off Invoice Adjustment	OM-oe_price_adjustments.price_adjustment_id	Shipping Cost Type - Order Number - Line Number
Off-Invoice Adjustment	Adjustment Buckets	Rebates sourced from Oracle Receivables	--	--	--
Off-Invoice Adjustment	Adjustment Buckets	ALL_OFF_ADJ	All Off Invoice Adjustments	all_oad_pk	All off-invoice adjustments
Off-Invoice Adjustment	Adjustment Buckets	OFF_GRP	Off Invoice Adjustment Group	Promotions	Promotions
Off-Invoice Adjustment	Adjustment Buckets	OFF_TYP	Off Invoice Adjustment Type	REBATE	Rebate
Off-Invoice Adjustment	Adjustment Buckets	OFF_TERM	Off Invoice Adjustment Term	Rebate - ra_customer_trx_all.CUST_TRX_TYPE_ID	Receivable transaction type name (used for giving rebates)
Off-Invoice Adjustment	Adjustment Buckets	OFF_ADJ	Off Invoice Adjustment	AR -ra_customer_trx_all.customer_trx_line_id	Receivable transaction type name -receivable transaction number - line number
Off-Invoice Adjustment	Adjustment Buckets	Cash Discounts sourced from Receivables	--	--	--

Dimension	Hierarchy Name	Level Code	Description	Level Value	Description Value
Off-Invoice Adjustment	Adjustment Buckets	ALL_OFF_ADJ	All Off Invoice Adjustments	all_oad_pk	all_oad_desc
Off-Invoice Adjustment	Adjustment Buckets	OFF_GRP	Off Invoice Adjustment Group	Promotions	Promotions
Off-Invoice Adjustment	Adjustment Buckets	OFF_TYP	Off Invoice Adjustment Type	PAYMENT	Payment term
Off-Invoice Adjustment	Adjustment Buckets	OFF_TERM	Off Invoice Adjustment Term	PaymentTerm - oe_order_lines_all.payment_term_id	Payment term name
Off-Invoice Adjustment	Adjustment Buckets	OFF_ADJ	Off Invoice Adjustment	CD-RA_CUSTOMER_TRX_LINES_ALL.customer_trx_line_id	Receivable transaction type name - receivable transaction number - line number

B

List of Measures

List of Measures

Group Name	Measure Short Name	Measure Long Name
Cost Measures	COST_AMT_REV	Total Cost
Off-Invoice Adjustment Measures	OFF_INV_ADJ_REV	Total Off-Invoice Adjustments
On-Invoice Adjustment Measures	ON_INV_ADJ_AMT_REV	Total On-Invoice Adjustments
On-Invoice Adjustment Measures	ON_INV_ADJ_AMT_PERC	On-Invoice Adjustment Percent
Sales Order Line Measures	DISC_PERC	On-Invoice Discount Percent
Sales Order Line Measures	QPR_T_COS	Total Cost
Sales Order Line Measures	INV_REVENUE	Invoice Revenue
Sales Order Line Measures	DISCOUNT_PERCENT	On-Invoice Discount Percent
Sales Order Line Measures	DISCOUNT AMT	On-Invoice Discount per Unit
Sales Order Line Measures	DISCOUNT	Total On-Invoice Discounts

Sales Order Line Measures	DISCOUNT_BY_LISTPRICE	On-Invoice Discount as fraction of List Price
Sales Order Line Measures	LIST_PRICE_REVENUE	Revenue at List Price
Sales Order Line Measures	LIST_PRICE	List Price
Sales Order Line Measures	ON_INV_ADJ_AMT_PERC	On-Invoice Adjustment Percent for Transformation
Sales Order Line Measures	NO_OF_ORDER_LINE	Number of Order Lines
Sales Order Line Measures	QPR_UOM	UOM
Sales Order Line Measures	QPR_PP	Unit Pocket Price
Sales Order Line Measures	QPR_T_OAD_R	Total Off-Invoice Adjustments
Sales Order Line Measures	QPR_MRG_PERC	Percent Pocket Margin for Transformation
Sales Order Line Measures	QPR_PP_R	Pocket Revenue
Sales Order Line Measures	QPR_T_MRG	Pocket Margin Amount
Sales Order Line Measures	QPR_MRG_P	Percent Pocket Margin
Sales Order Line Measures	ORDERED_QUANTITY_P	Ordered Quantity
Sales Order Line Measures	ORDERED_QUANTITY	Ordered Quantity
Sales Order Line Measures	SELLING_PRICE	Unit Selling Price

C

Concurrent Programs

List of Concurrent Programs for Oracle Deal Management

The following concurrent programs are used in Oracle Deal Management:

- Build Gregorian Calendar: See Collect Data from Source System, page 3-15.
- Collect Cost Data from Oracle Costing: See Collect Data from Source System, page 3-15.
- Collect Currency Rates: See Collect Data from Source System, page 3-15.
- Collect Dimensions Data: See Collect Data from Source System, page 3-15.
- Collect Measure Data: See Collect Data from Source System, page 3-15.
- Collect Time Data Based on Fiscal Calendar: See Collect Data from Source System, page 3-15.
- Collect UOM Conversions: See Collect Data from Source System, page 3-15.
- Collect Off-Invoice Adjustments Data from Oracle Receivables: See Collect Data from Source System, page 3-15.
- Consolidate and Update Transaction Data: Consolidates the off-invoice data collected by the previous programs and also calculates the pocket price and margin related measures.

  The parameters for this program are:

  - Instance
  - From Date

    - To Date

- Copy Price Plan/Datamart Definition: See Other Setups, page 3-16.

- Create Price Plan/Datamart Analytic Workspace: See Create Datamart and Analytic Workspace, page 3-16.

- Create Price Plan/Datamart Analytic Workspace Template: Part of the request set. The parameter is same as for the Create Price Plan/Datamart Analytic Workspace concurrent program. See Create Datamart and Analytic Workspace, page 3-16.

- Delete Price Plan/Datamart Analytic Workspace: See Other Setups, page 3-16.

- Determine Regression Coefficients for Pricing Segments: This program determines the regression coefficients for each product in a given pricing segment. These coefficients determine the recommended price for the product at the given quantity.

- Evaluate transactions to determine Pricing Segments: This program determines the pricing segment for each transaction in ODS.

- Load Data to Pricing Datamart: Uploads the data from the interface table to the specified datamart. All conversions of currency are as specified in the parameter.

  The parameters for this program are:

    - Datamart

    - From Date: Start date of the transaction.

    - To Date: End date of the transaction.

    - Delete Existing Dimension Members (Y/N): When you load dimension members to a datamart, use this parameter to indicate whether to delete the current dimension data in the datamart. It becomes a complete refresh.

    - Delete Existing Measure Data (Y/N): When you load measure data to a datamart, use this parameter to determine whether to delete the current measure data in the datamart. If you set Delete Existing Dimension Members to Y, then you should set Delete Existing Measure Data to Y.

    - Add New Dimension Members (Y/N): When you load the dimension members to a datamart, use this parameter to determine whether to add new members (which currently do not exist in the datamart).

- Submit Quote for Review from Quoting: Submits sales representative's quote request from Oracle Quoting. It eventually goes to the Deal Negotiation module for review. This concurrent program is only for Deal Negotiation.

The parameters for this program are:

- Quote
- Version Number
- Instance

- Submit Quote/Order for Review from Order Management: Submits sales representative's quote request from Oracle Order Management. It eventually goes to the Deal Negotiation module for review. This concurrent program is only for Deal Negotiation.

  The parameters for this program are:

  - Quote
  - Version Number
  - Instance

- Process Quote Request: Writes the submitted quote request to the interface tables. From there, the system preprocesses the request and loads it into the appropriate pricing datamart. If the deal has two products but the datamarts are defined such that each product falls in a different datamart, then the deal request is split into two requests and the requests are loaded into each datamart. Then, whoever is the approver for the datamart sees that request.

  The parameters for this program are:

  - Source Reference Id From
  - Source Reference Id To
  - Preprocess Deal

- Purge Dimension Data from Interface Tables. The parameters for this program are:
  - Instance Name
  - Dimension Name
  - Value From
  - Value To

- Purge Measure Transaction Data from Interface Tables. The parameters for this program are:

- Instance Name
- Measure Type
- Date From
- Date To
- Dimension
- Value From
- Value To

- Perform Dimension to Dimension Transformation: See Collect Data from Source System, page 3-15.

D

Recommended Price Calculation

Determining the Regression Coefficient for Recommended Price Calculation

Profiles Options

The following profile options will be introduced:

- QPR: Transformation Function for Regression

  Select the function (sql function or any custom pl/sql function) used for transforming the historical price and quantity data.

- QPR: Argument for Transformation Function

  If the function in the profile option *QPR: Transformation Function for Regression* requires you to specify an argument, this profile specifies the argument. For example, if the value *log* is provided, then you need to specify the base to be used in this profile option.

- QPR: Transformation Function for Recommended Price Derivation

  Function to derive the recommended price when a transformation is applied to the historical data. For example, if LN (Natural Log) transformation is applied to the historical data, you specify EXP (exponential) in this profile.

  > **Note:** If no value is provided for the profile *QPR: Transformation Function for Regression,* then no transformation will be applied on the historical price and volume.

Concurrent Program

The concurrent program *Determine Regression Coefficients for Pricing Segments* calculates the regression coefficient. This program will run on the ODS data (the sales data available in interface tables). The program requires the following parameters:

- Datamart:

  The datamart specified will be used for:

  - Currency Conversion

    The ODS data will be converted to the datamart currency before determining the regression coefficient.

  - UOM Conversion

    The ODS data is converted to the datamart UOM before the regression coefficient is determined. If a conversion is not found for a given transaction, the inclusion or exclusion of the transaction in determining the coefficient will depend upon the value of the profiles (Include Transactions without Currency Conversion and Include Transactions without UOM Conversion). If the value of price or quantity for any given transaction is less than zero, then it will not be considered for regression coefficient calculation.

  - Line of business

    If a line of business (LOB) is attached to the datamart, the transactions that do not qualify for the LOB conditions will not be considered for the regression coefficient calculation.

  - Instance

    This program will consider the transactions from the instance of the specified datamart

- Start Date and End Date

  The historical data falling between this date range (in ODS) will be used to derive the regression coefficient.

- Stand Product and End Product

  Specify this parameter to calculate or recalculate the coefficient for a specific product range. This is an optional parameter. If no parameter value is specified, then all the products will be considered.

- Start Pricing Segment and End Pricing Segment

  Specify this parameter to calculate or recalculate the coefficient for a specific pricing segment. This is an optional parameter. If no parameter value is specified, then all

the pricing segments will be considered.

- Process

  Prerequisites:

  - Sales data needs to be collected and will be available in ODS.
  - Evaluate transactions to determine pricing segment programs should have been run.

  1. Transactions from ODS falling between the Start Date and End Date (parameters) will be considered for the coefficients determination.
  2. If any LOB is specified for the datamart, then the transactions that do not qualify for the LOB conditions will not be considered for the regression coefficient calculation.
  3. If any product or segment is specified, only transactions belonging to the product or segment will be considered.
  4. This subset of transactions (after step 1,2 and 3) will be converted to the datamart currency and UOM
  5. If there are negative quantities or prices for any transaction, then the transaction will be ignored for coefficient calculation.
  6. The transformation function specified in profile *QPR: Transformation Function for Regression* will be applied on the subset of transactions (after 1,2,3,4 and 5).
  7. From this transformed set of data, the regression coefficients will be determined using standard database function.
  8. These regression coefficients will be stored for each product per pricing segment per datamart.
  9. Anti-transformation function will also be stored along with the regression coefficients.

  During deal request processing or *what-if* analysis:

  1. The deal quantity will be converted to the datamart quantity (UOM conversion).
  2. Using the coefficients and this quantity, the transformed recommended price would be determined.
  3. Then the anti-transformation function will be applied on this transformed recommended price to get the recommended price in datamart currency.

4. Finally this recommended price would be converted.

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