Oracle® Channel Rebate and Point-of-Sale Management

Implementation Guide

Release 12.1

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Oracle Channel Rebate and Point-of-Sale Management Implementation Guide, Release 12.1

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Preface

Intended Audience

Welcome to Release 12.1 of the *Oracle Channel Rebate and Point-of-Sale Management Implementation Guide.*

See Related Information Sources on page xii for more Oracle E-Business Suite product information.

Deaf/Hard of Hearing Access to Oracle Support Services

To reach Oracle Support Services, use a telecommunications relay service (TRS) to call Oracle Support at 1.800.223.1711. An Oracle Support Services engineer will handle technical issues and provide customer support according to the Oracle service request process. Information about TRS is available at http://www.fcc.gov/cgb/consumerfacts/trs.html, and a list of phone numbers is available at http://www.fcc.gov/cgb/dro/trsphonebk.html.

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Structure

1 **Implementing Channel Rebate**
2 **Implementing Point-of-Sale Management**
3 **Lookups**
4 **Business Events and Flexfields**
5 **Concurrent Programs**
6 **Seeded User Statuses**

Related Information Sources

Integration Repository

The Oracle Integration Repository is a compilation of information about the service endpoints exposed by the Oracle E-Business Suite of applications. It provides a complete catalog of Oracle E-Business Suite's business service interfaces. The tool lets users easily discover and deploy the appropriate business service interface for integration with any system, application, or business partner.

The Oracle Integration Repository is shipped as part of the E-Business Suite. As your instance is patched, the repository is automatically updated with content appropriate for the precise revisions of interfaces in your environment.

Online Documentation

All Oracle E-Business Suite documentation is available online (HTML or PDF).

- **PDF** - See the Oracle E-Business Suite Documentation Library for current PDF documentation for your product with each release. The Oracle E-Business Suite Documentation Library is also available on My Oracle Support and is updated frequently

- **Online Help** - Online help patches (HTML) are available on My Oracle Support.

- **Release Notes** - For information about changes in this release, including new features, known issues, and other details, see the release notes for the relevant product, available on My Oracle Support.

- **Oracle Electronic Technical Reference Manual -** The Oracle Electronic Technical Reference Manual (eTRM) contains database diagrams and a detailed description of database tables, forms, reports, and programs for each Oracle E-Business Suite product. This information helps you convert data from your existing applications and integrate Oracle E-Business Suite data with non-Oracle applications, and write custom reports for Oracle E-Business Suite products. The Oracle eTRM is available on My Oracle Support.

Guides Related to All Products

Oracle E-Business Suite User's Guide

This guide explains how to navigate, enter data, query, and run reports using the user interface (UI) of Oracle E-Business Suite. This guide also includes information on setting user profiles, as well as running and reviewing concurrent programs.

You can access this guide online by choosing "Getting Started with Oracle Applications" from any Oracle E-Business Suite product help file.

Guides Related to This Product

Oracle Advanced Pricing User's Guide

Oracle Advanced Pricing calculates prices including promotional prices for Oracle Order Management and other Oracle Applications based on pricing rules, pricing relationships, item hierarchies, usage brackets, and deals and promotions.

Oracle General Ledger User's Guide

This guide provides you with information on how to use Oracle General Ledger. Use this guide to learn how to create and maintain ledgers, ledger currencies, budgets, and journal entries. This guide also includes information about running financial reports.

Oracle Inventory User's Guide

This guide enables you to configure the Oracle Inventory structure to best represent your company's inventory sites and business units after you have defined your required ledger and key flexfields. You can also learn about centralized and decentralized inventory structures, and controls and reference options for using and maintaining inventory items such as categories, commodity codes, attributes, statuses, relationships, and picking rules.

Oracle Order Management Implementation Manual

This guide describes how to set up Order Management transaction types, assign workflows and order numbering sequence to them. It enables you to implement basic pricing component such as price lists, formulas, agreements, and modifiers. You can also define default values for basic shipping information such as units of measurement, pick release criteria and rules, weight and volume calculations for freight charges, and delivery grouping rules. This guide also describes how to set up required and other integrated applications based on your business needs. For example,you set up Oracle Advanced Planning and Scheduling (APS) and Oracle Inventory to provide scheduling of shipment and reservation of on-hand inventory to sales order lines. You set up Oracle Purchasing if your business supports drop shipments, or Oracle Bills of Material and Oracle Configurator if you sell models and kits. You can also learn how to set up the Configure-to-Order (CTO) process that enables you to define a possibly unique item, build the item using Oracle's Manufacturing Applications Suite, and process the item as if it were a standard item through the shipping and invoicing activities. This guide also describes how to set up the Assemble-to-Order (ATO and the Pick-to-Order (PTO) processes.

Oracle Partner Management Implementation and Administration Guide

Oracle Partner Management enables vendors to recruit and motivate partners to sell products. You can implement partner dashboards for partners to manage their activities and channel manager dashboards for vendors to manage and monitor partner activities and performance. You can also create partner profiles, set up partner activities, and create partner programs to help train partners and provide incentives and benefits.

Oracle Payables Implementation Guide

This guide provides you with information on how to implement Oracle Payables. Use this guide to understand the implementation steps required for how to set up suppliers, payments, accounting, and tax.

Oracle Receivables User Guide

This guide provides you with information on how to use Oracle Receivables. Use this guide to learn how to create and maintain transactions and bills receivable, enter and apply receipts, enter customer information, and manage revenue. This guide also includes information about accounting in Receivables. Use the Standard Navigation Paths appendix to find out how to access each Receivables window.

Oracle Trading Community Architecture Administration Guide

This guide enables you to define entities in the TCA Registry, create relationships, search, prevent duplication, and control access. In addtion, you can use this guide to define time zones and phone formats, configure adapters for the processing of data in the TCA Registry, define sources that provide data for specific entities, and create

user-defined attributes to extend the registry. You can administer these TCA tools and features from the Administration tab using the Trading Community Manager responsibility. This tab is also available in Oracle Customers Online and Oracle Customer Data Librarian.

Installation and System Administration

Maintaining Oracle E-Business Suite Documentation Set

This documentation set provides maintenance and patching information for the Oracle E-Business Suite DBA. *Oracle E-Business Suite Maintenance Procedures* provides a description of the strategies, related tasks, and troubleshooting activities that will help ensure the continued smooth running of an Oracle E-Business Suite system. *Oracle E-Business Suite Maintenance Utilities* describes the Oracle E-Business Suite utilities that are supplied with Oracle E-Business Suite and used to maintain the application file system and database. It also provides a detailed description of the numerous options available to meet specific operational requirements. *Oracle E-Business Suite Patching Procedures* explains how to patch an Oracle E-Business Suite system, covering the key concepts and strategies. Also included are recommendations for optimizing typical patching operations and reducing downtime.

Oracle Alert User's Guide

This guide explains how to define periodic and event alerts to monitor the status of your Oracle E-Business Suite data.

Oracle E-Business Suite Concepts

This book is intended for all those planning to deploy Oracle E-Business Suite Release 12, or contemplating significant changes to a configuration. After describing the Oracle E-Business Suite architecture and technology stack, it focuses on strategic topics, giving a broad outline of the actions needed to achieve a particular goal, plus the installation and configuration choices that may be available.

Oracle E-Business Suite CRM System Administrator's Guide

This manual describes how to implement the CRM Technology Foundation (JTT) and use its System Administrator Console.

Oracle E-Business Suite Developer's Guide

This guide contains the coding standards followed by the Oracle E-Business Suite development staff. It describes the Oracle Application Object Library components needed to implement the Oracle E-Business Suite user interface described in the *Oracle E-Business Suite User Interface Standards for Forms-Based Products*. It also provides information to help you build your custom Oracle Forms Developer forms so that they integrate with Oracle E-Business Suite. In addition, this guide has information for

customizations in features such as concurrent programs, flexfields, messages, and logging.

Oracle E-Business Suite Installation Guide: Using Rapid Install

This book is intended for use by anyone who is responsible for installing or upgrading Oracle E-Business Suite. It provides instructions for running Rapid Install either to carry out a fresh installation of Oracle E-Business Suite Release 12, or as part of an upgrade from Release 11*i* to Release 12. The book also describes the steps needed to install the technology stack components only, for the special situations where this is applicable.

Oracle E-Business Suite System Administrator's Guide Documentation Set

This documentation set provides planning and reference information for the Oracle E-Business Suite System Administrator. *Oracle E-Business Suite System Administrator's Guide - Configuration* contains information on system configuration steps, including defining concurrent programs and managers, enabling Oracle Applications Manager features, and setting up printers and online help. *Oracle E-Business Suite System Administrator's Guide - Maintenance* provides information for frequent tasks such as monitoring your system with Oracle Applications Manager, administering Oracle E-Business Suite Secure Enterprise Search, managing concurrent managers and reports, using diagnostic utilities including logging, managing profile options, and using alerts. *Oracle E-Business Suite System Administrator's Guide - Security* describes User Management, data security, function security, auditing, and security configurations.

Oracle E-Business Suite User Interface Standards for Forms-Based Products

This guide contains the user interface (UI) standards followed by the Oracle E-Business Suite development staff. It describes the UI for the Oracle E-Business Suite products and tells you how to apply this UI to the design of an application built by using Oracle Forms.

Other Implementation Documentation

Oracle Applications Multiple Organizations Implementation Guide

This guide describes how to set up multiple organizations and the relationships among them in a single installation of an Oracle E-Business Suite product such that transactions flow smoothly through and among organizations that can be ledgers, business groups, legal entities, operating units, or inventory organizations. You can use this guide to assign operating units to a security profile and assign this profile to responsibilities such that a user can access data for multiple operation units from a single responsibility. In addition, this guide describes how to set up reporting to generate reports at different levels and for different contexts. Reporting levels can be ledger or operating unit while reporting context is a named entity in the selected reporting level.

Oracle Approvals Management Implementation Guide

This guide describes transaction attributes, conditions, actions, and approver groups that you can use to define approval rules for your business. These rules govern the process for approving transactions in an integrated Oracle application. You can define approvals by job, supervisor hierarchy, positions, or by lists of individuals created either at the time you set up the approval rule or generated dynamically when the rule is invoked. You can learn how to link different approval methods together and how to run approval processes in parallel to shorten transaction approval process time.

Oracle Diagnostics Framework User's Guide

This guide contains information on implementing, administering, and developing diagnostics tests for Oracle E-Business Suite using the Oracle Diagnostics Framework.

Oracle E-Business Suite Flexfields Guide

This guide provides flexfields planning, setup and reference information for the Oracle E-Business Suite implementation team, as well as for users responsible for the ongoing maintenance of Oracle E-Business Suite product data. This guide also provides information on creating custom reports on flexfields data.

Oracle E-Business Suite Integrated SOA Gateway Implementation Guide

This guide explains the details of how integration repository administrators can manage and administer the entire service enablement process based on the service-oriented architecture (SOA) for both native packaged public integration interfaces and composite services - BPEL type. It also describes how to invoke Web services from Oracle E-Business Suite by working with Oracle Workflow Business Event System, manage Web service security, and monitor SOAP messages.

Oracle E-Business Suite Integrated SOA Gateway User's Guide

This guide describes how users can browse and view the integration interface definitions and services that reside in Oracle Integration Repository.

Oracle e-Commerce Gateway Implementation Manual

This guide describes implementation details, highlighting additional setup steps needed for trading partners, code conversion, and Oracle E-Business Suite. It also provides architecture guidelines for transaction interface files, troubleshooting information, and a description of how to customize EDI transactions.

Oracle e-Commerce Gateway User's Guide

This guide describes the functionality of Oracle e-Commerce Gateway and the necessary setup steps in order for Oracle E-Business Suite to conduct business with trading partners through Electronic Data Interchange (EDI). It also describes how to run

extract programs for outbound transactions, import programs for inbound transactions, and the relevant reports.

Oracle iSetup User's Guide

This guide describes how to use Oracle iSetup to migrate data between different instances of the Oracle E-Business Suite and generate reports. It also includes configuration information, instance mapping, and seeded templates used for data migration.

Oracle Product Lifecycle Management Implementation Guide

This guide describes how you can define hierarchies of items using structure types, catalogs, and catalog categories, and define change categories and configure them for revised items or request lines. Oracle Product Lifecycle Management provides several predefined catalogs such as the Product Catalog, Asset Catalog, and the Service Catalog and predefined change categories such as change orders and ideas. Use this guide to learn how to define additional catalogs for browsing and reporting purposes and new change categories specific to your business needs. You can then learn how to set up users and responsibilities that provide or restrict access to these catalogs, catalog items, and change management objects.

Oracle Product Lifecycle Management User Guide

This guide describes how to create and manage catalogs, create and maintain product attributes and attribute values, and manage item statuses and lifecycle phases. You can learn how to create change categories, create task templates for change orders, and create change management reports. In addition, you can use this guide to create roles, map roles to privileges, and maintain these roles.

Oracle Web Applications Desktop Integrator Implementation and Administration Guide

Oracle Web Applications Desktop Integrator brings Oracle E-Business Suite functionality to a spreadsheet, where familiar data entry and modeling techniques can be used to complete Oracle E-Business Suite tasks. You can create formatted spreadsheets on your desktop that allow you to download, view, edit, and create Oracle E-Business Suite data, which you can then upload. This guide describes how to implement Oracle Web Applications Desktop Integrator and how to define mappings, layouts, style sheets, and other setup options.

Oracle Workflow Administrator's Guide

This guide explains how to complete the setup steps necessary for any Oracle E-Business Suite product that includes workflow-enabled processes. It also describes how to manage workflow processes and business events using Oracle Applications Manager, how to monitor the progress of runtime workflow processes, and how to administer notifications sent to workflow users.

Oracle Workflow Developer's Guide

This guide explains how to define new workflow business processes and customize existing workflow processes embedded in Oracle E-Business Suite. It also describes how to define and customize business events and event subscriptions.

Oracle Workflow User's Guide

This guide describes how Oracle E-Business Suite users can view and respond to workflow notifications and monitor the progress of their workflow processes.

Oracle XML Gateway User's Guide

This guide describes Oracle XML Gateway functionality and each component of the Oracle XML Gateway architecture, including Message Designer, Oracle XML Gateway Setup, Execution Engine, Message Queues, and Oracle Transport Agent. It also explains how to use Collaboration History that records all business transactions and messages exchanged with trading partners.

The integrations with Oracle Workflow Business Event System, and the Business-to-Business transactions are also addressed in this guide.

Oracle XML Publisher Administration and Developer's Guide

Oracle XML Publisher is a template-based reporting solution that merges XML data with templates in RTF or PDF format to produce outputs to meet a variety of business needs. Outputs include: PDF, HTML, Excel, RTF, and eText (for EDI and EFT transactions). Oracle XML Publisher can be used to generate reports based on existing Oracle E-Business Suite report data, or you can use Oracle XML Publisher's data extraction engine to build your own queries. Oracle XML Publisher also provides a robust set of APIs to manage delivery of your reports via e-mail, fax, secure FTP, printer, WebDav, and more. This guide describes how to set up and administer Oracle XML Publisher as well as how to use the Application Programming Interface to build custom solutions. This guide is available through the Oracle E-Business Suite online help.

Oracle XML Publisher Report Designer's Guide

Oracle XML Publisher is a template-based reporting solution that merges XML data with templates in RTF or PDF format to produce a variety of outputs to meet a variety of business needs. Using Microsoft Word or Adobe Acrobat as the design tool, you can create pixel-perfect reports from the Oracle E-Business Suite. Use this guide to design your report layouts. This guide is available through the Oracle E-Business Suite online help.

Training and Support

Training

Oracle offers a complete set of training courses to help you master your product and reach full productivity quickly. These courses are organized into functional learning paths, so you take only those courses appropriate to your job or area of responsibility.

You have a choice of educational environments. You can attend courses offered by Oracle University at any of our many Education Centers, you can arrange for our trainers to teach at your facility, or you can use Oracle Learning Network (OLN), Oracle University's online education utility. In addition, Oracle training professionals can tailor standard courses or develop custom courses to meet your needs. For example, you may want to use your organization structure, terminology, and data as examples in a customized training session delivered at your own facility.

Support

From on-site support to central support, our team of experienced professionals provides the help and information you need to keep your product working for you. This team includes your Technical Representative, Account Manager, and Oracle's large staff of consultants and support specialists with expertise in your business area, managing an Oracle server, and your hardware and software environment.

Do Not Use Database Tools to Modify Oracle E-Business Suite Data

Oracle STRONGLY RECOMMENDS that you never use SQL*Plus, Oracle Data Browser, database triggers, or any other tool to modify Oracle E-Business Suite 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 E-Business Suite data, you risk destroying the integrity of your data and you lose the ability to audit changes to your data.

Because Oracle E-Business Suite tables are interrelated, any change you make using an Oracle E-Business Suite form can update many tables at once. But when you modify Oracle E-Business Suite data using anything other than Oracle E-Business Suite, 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 E-Business Suite.

When you use Oracle E-Business Suite to modify your data, Oracle E-Business Suite automatically checks that your changes are valid. Oracle E-Business Suite 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

Implementing Channel Rebate

Overview

Managers can use trade planning to create and allocate sales quotas, evaluate past offers and create new ones. Sales Representatives use the account planning area of trade planning to monitor offer and retailer performance. Account planning tools include the Activity Summary, Offer Evaluator, Discount Calculator and Offer Worksheets. See Set Up Account and Activity Planning for more details.

Discount planning is also an integral part of trade planning. It involves setting discounts that encourage customers to buy products, while at the same time providing the desired return on investment. By offering discounts, organizations can improve sales, achieve sales targets, and gain competitive advantage. Different types of discounts can be offered based on varying business conditions and scenarios.

Offers in Oracle Channel Revenue Management simplifies the process of discount planning, execution, and tracking. You can plan and create different kinds of offers depending upon the requirements and the results that you want to achieve.

This chapter describes the tasks required to implement and administer trade planning. Implementation tasks are one-time procedures performed during or shortly after installation. Examples include setting profile options, creating and verifying lookup values, and creating users. Administrative tasks are repetitive operations performed post-installation. Examples include creating claim types and reasons, configuring a budget threshold, and creating custom setups.

Quotas

Sales activities of large manufacturing organizations usually span many territories and regions. Before planning for sales activities, organizations must analyze and set targets for the current year, as well as plan the products and territories to target.

Sales Force Automation tools in Oracle Channel Revenue Management include Quota Allocation and Account Manager Dashboard:

- Quota Allocation: Quota Allocation enables manufacturing companies to create and allocate quotas based on realistic data and sales figures of previous years. Sales Management can define markets and products that the sales teams must focus on selling.

- Account Manager Dashboard: The Account Manager Dashboard serves as a starting point for sales activities, and a central point of access for real-time information on reports, and statistics. It includes customer reports and statistics that for organizing resources to reach targets. Tools such as Offer Evaluator and Offer Worksheet enable you to create and evaluate offers to obtain the desired return on investments.

The public API, Quota Creation Based on Existing Territory Hierarchies strengthens support for integration with any third party system in any industry.

Budgets

Oracle Channel Revenue Management provides efficient and cohesive budgeting and financial processing. This eliminates wasteful spending and ensures trade funding is allocated and utilized as intended. You can plan and track fund usage, and ensure that resources are deployed effectively. It offers access to historical sales and pricing information, which you can use to plan for budgets based on facts.

The budgets functionality also supports Oracle Partner Management business flow. Special Pricing, Soft Funds, and Referral compensation requests that are created in Oracle Partner Management can source funds from budgets in Oracle Channel Revenue Management.

Key Features

Budget management gives organizations a comprehensive tool for planning as well as tracking actual spending, whether accrued or immediately incurred, of sales, marketing and partnering activities. Budget Management includes the budget checkbook view.

You can use the budget checkbook to view actual budget usages, such as expenses or accruals. Companies using Oracle Channel Revenue Management generally write their own reports for specific reporting needs. Oracle Channel Revenue Management enables you to easily create these reports using the materialized views that collect budget utilization data. You can then use this data to create different reports.

Data is collected by

- All customer levels - party, account bill to site, account ship to site

- Budget attributes - budget, budget category

- Time - month, quarter, year

You can also perform the following tasks.

- Update General Ledger account when in draft status

- Associate General Ledger accounts with budget adjustment type

- Review the Budget Public Adjustment and Utilization API

Customer Accounts

You can use the Oracle Channel Revenue Management dashboard as a single entry point for the iterative selling process. In an iterative sales model sales representatives manage customer accounts and sell products on a continuous and repetitive basis. The features in the Oracle Channel Revenue Management Dashboard that address the iterative selling process include the following:

Key Features

Features	Description
Offer Worksheet for Lump Sum and Scan Data	Use the worksheet to create lump sum and scan data offers as well as off-invoice, accrual and trade deal offers.
Account Plan and Dashboard Summary Exposing Budget Information	Without navigating to budget summary, a sales representative can access the dashboard to see his customer accounts' budget utilized, earned, paid and outstanding accrual balance. The budget information a sales user can see is limited to the customers (accounts and/or sites) within his territory. This information will be exposed both on the dashboard summary view as well as from within an account plan.
Configurable Related Links	Quick links are configurable by an administrative user. There is also a "Report" link that brings you to Oracle Discoverer.

Offers

Trade planning in Trade Promotion Management encourages customers to buy products, and at the same time produces the desired ROI. By offering discounts, organizations can improve sales, achieve sales targets, and gain competitive advantages.

Trade planning tools simplify the process of discount planning, execution, and tracking. You can create different kinds of offers depending on the requirements and the results you want to achieve. You can associate offers with products or campaigns, predict the

performance of new offers, and create adjustments to active offers. You can also track and monitor costs and revenues for active offers.

Key Features

Oracle Channel Rebate provides comprehensive support for all types of promotional agreements. Sales users can create and monitor offers on the Account Manager Dashboard. Additionally, sales administrators, marketing managers, pricing managers and partner managers who have full exposure to set advanced pricing and eligibility rules can also create and monitor offers on the Account Manager Dashboard.

Oracle Channel Rebate includes enhanced flexibility in creating, maintaining, and monitoring volume offers and also offers support for point of sales in volume offers.

Volume offers, whether on an off invoice or accrual basis, are frequently used incentives to customers, buying groups or partners, based on their cumulative purchase volume over a period of time.

To synchronize with modifiers in the Oracle Pricing application Oracle Channel Rebate includes the profile option OZF: Global Flag on Pricing Related Objects.

Key Features

Feature	Description
Creation for Multiple Customers and Products	Reduces the number of volume offers a user has to create and maintain. In a single volume offer, users can enter different sets of rates for different product categories and products. For more information see Set Up Volume Offer.
Indirect Sales Support	Oracle Trade Management handles all payment requirements both directly or indirectly, based on Point of Sale data. Volume offers can apply on both direct and indirect sales or a combination of both.
Expose Pricing Formula	Pricing formula, created in Advanced Pricing, is exposed on volume offers to provide flexibility in handling highly complex pricing and promotion scenarios.

Implementing Org-Striping

Org-striping involves segregating areas based on operating units. In real-time scenarios, companies set up different operating units (OU) or business entities for different reasons. These operating units have their own business rules and they function independently. This means that the business transactions of one OU may or may not be

accessed by another OU.

You can enable Oracle Multiple Organization Access (MOAC) and use a single responsibility to access multiple operating units. For more information, see the Oracle Channel Revenue Management Implementation and Administration Guide.

Using Operating Units

The following table lists and describes how Oracle Channel Rebate uses operating units:

Use of Operating Units

Oracle Trade Management Module	Use of Operating Unit
Offers	To synchronize with Modifiers in the Oracle Pricing application, offer in Oracle Channel Rebate and Point-of-Sale Management include the OZF: Global Flag for Pricing Related Objects profile option.
Budgets	Budgets in Oracle Channel Rebate and Point-of-Sale Management uses Operating Units in the following manner: • **Fully Accrued Budget** - When you create a budget in Oracle Trade Management and accumulate the Total balance the profile option OZF: Global Flag on Pricing Related Objects id is used. For additional information, refer to Chapter 5, Implementing Budgets. That chapter contains a description of the profile and the Customer Liability Flag.
Price Lists	In Oracle Channel Rebate and Point-of-Sale Management the OZF: Global Flag on Pricing Related Objects profile option determines whether a price list has the global flag checked in the background. The price list header screen contains the global flag for price lists
Quota	You can use the OZF:Trade Planning Territories Limited to Operating Unit profile option to create and maintain territories for Channel Revenue Management thus enabling you to segregate territories by operating unit. This eliminates the requirement of setting up all territories with account sites as matching attributes. You can set this profile option at the site level. This profile option can handle either org-specific or non-org specific quota allocation.

Oracle Trade Management Module	Use of Operating Unit
Dashboard	The OZF:Trade Planning Territories Limited to Operating Unit profile option enables the Trade Management dashboard to expose sales orders within one or multiple operating units. The account's account site for all operating units (plus any other matching attributes) will be derived for the territory, and sales data will be based on those sites.

Org-Striping in Offers, Budgets, and Pricelists

Org striping enables you to restrict offers, budgets, and price lists to the respective operating units. By org-striping offers, budgets, and price lists, you can:

- Apply offers to orders within the same operating unit as the offer

- Use budgets for funding trade promotion activities within the same operating unit as the budget

- Apply pricelists to products within the same operating unit as the pricelist.

In org-striped offers, budgets, and pricelists, the operating unit details are derived from the MOAC profile options, MO:Default Operating Unit.

> **Note:** Org-striping does not affect offer security. Offer ownership and group access determine the offer security.

Global Flag on Pricing Related Objects

Offers, budgets, and price lists include global flags that determine whether an offer, budget, or pricelist can be applied only within the same operating unit or not. You can control the global flag by setting the OZF: Global Flag on Pricing Related Objects profile option at site, application, responsibility, and user levels. The profile option and the global flag work together with the QP: Security Control Profile that is set in System Administrator > Profile > System. The profile option is owned by Advanced Pricing.

You can set the OZF: Global Flag on Pricing Related Objects profile option to determine whether the global flag will be checked by default for an offer, budget, or pricelist. For the values of this option refer to the Profile Options for the Trade Planning Category section.

Only administration users within the AMS: Admin Group can view and update this flag.

Impact of Org-Striping on Offers

The following table describes the impact of org-striping on different offer types.

Offer Type	Direct Sales	Indirect Sales
Accrual, Off-invoice, Trade Deal, Order Value, Terms Upgrade, Volume Accrual, Volume Off-invoice, Promotional Goods offer	The offer applies to orders in different operating units, except in the following cases: • The Pricing Security Control Profile is set to On, the OZF: Global Flag on Pricing Related Objects profile option is checked and the global flag is unchecked. • Pricing Security Control Profile is set to On, but the OZF: Global Flag on Pricing Related Objects profile option is unchecked and the global flag is unchecked.	Same as the conditions that apply for direct sales. The Global flag on each modifier or price list should be checked.
Lump sum, Scan Data offer	No impact on offer execution or performance activity validation. The performance activity specified in a Lump Sum or a Scan Data offer automatically validates order volumes before claims are settled. The offer and the claim are specific to an operating unit, and hence validation takes place only on orders of that particular operating unit.	No impact on offer execution or performance activity validation. The offer utilization does not vary based on indirect sales data. The performance activity for a Lump sum or a Scan Data offer does not have the ability to validate indirect sales data.

Offer Type	Direct Sales	Indirect Sales

Net Accrual offer	If QP profile is set to On, and the global flag in the Net Accrual offer is:
	
	• Checked:
	
	  Offer utilizations are excluded even if the offers belong to an operating unit that is different from the Net Accrual offer.
	
	  Similarly, marketing and receivables transactions are excluded irrespective of the operating unit to which they belong.
	
	• Unchecked: The offer is treated as an exclusion only if its operating unit matches with the operating unit of the Net Accrual offer.
	
	  Similarly, marketing and receivables transactions are treated as exclusions only if their operating units are same as that of the Net Accrual offer.
		-NA-

Offers created for Oracle Partner Management purposes	If the offers created for Oracle Partner Management purpose should be global, then either the QP: Security Control profile at the site level should be set to Off, or the OZF: Global Flag on Pricing Related Objects profile option at the application level for PRM should be set to Yes.	-NA-

Impact of Org-Striping on Budgets

Org-striping has no effect on Fixed Budgets, and budget integrations with Oracle Marketing and Oracle Partner Management.

Org-striping has the following impact on Fully Accrued Budgets:

- **Fully Accrued Budget - Sales:**

  The total balance is accrued based on the offers and orders that are executed in the same operating unit as the fully accrued budget. The budget balance can be used to fund trade promotion activities in other operating units. Org-striping does not have any impact on budget-offer validation.

- **Fully Accrued Budget - Customer, Liability Flag ON:**

  The total balance is accrued based on offers and orders that are executed for customers in the same operating unit as the fully accrued budget.

  Accrual offers or volume offers are created automatically based on whether the customers place single purchase orders or cumulative purchase orders. In these cases, the impact on the budget is the same as the impact of org-striping on accrual and volume offers.

- **Fully Accrued Budget - Customer, Liability Flag OFF:**

  The total balance is accrued based on offers and orders that are executed for customers in the same operating unit as the fully accrued budget. Only the customer specified on the budget can claim the accrued money.

Impact of Org-Striping on Pricelists

Only users with the Administrator responsibility can view the global flag on OZF: Allow updates to Price Lists Created in Advanced Pricing from Trade Management. Regardless of the global flag setting of a pricelist, the organization of a product is not validated when the product is added to the pricelist.

Org-Striping in Quota Allocations and Account Manager Dashboard

In Oracle Channel Revenue Management, territories are not org-specific; an operating unit can span multiple territories. Org-striping quota allocations and account manager dashboard enables you to:

- Segregate territories by operating units for quota allocation:

  Irrespective of the territories, sales data of the same operating unit as the quota, is used for quota allocation. This option is useful for companies that have multiple operating units and segregate sales activities by operating unit rather than territories.

- Display sales data within the respective operating unit:

  Sales data within the respective operating unit is displayed on the dashboard. The data specific to the operating unit is used for target allocation.

Details of the default operating unit are derived from the MOAC profile option, MO: Default Operating Unit.

OZF: Trade Planning Territories Limited to Operation Unit

The OZF: Trade Planning Territories Limited to Operation Unit profile option enables you to make quotas and account manager dashboard org-specific. You can set this profile option at the site level with either of the following values:

- Yes: Territories are segregated by operating units. This ensures that:

  - Quota allocations are based on the past sales orders that are executed in the operating unit specified in the territory hierarchy.

  - The account manager dashboard displays sales data of customer accounts in the specific operating unit across territories.

- No: Territories are not org-specific. Quota allocations and the sales data displayed on the account manager dashboard are based on the past sales orders of products irrespective of the operating unit.

Use this profile option in scenarios where territories are defined with non-org specific matching attributes such as customer accounts. For org-specific matching attributes such as customer account site, the operating unit by default restricts the matching attribute list of values.

Impact of Org-Striping on Quota Allocation

Org-striping enables you to allocate quota based on sales data of specific operating units rather than territories.

Example

For example, Vision Industries has two operating units, Vision A and Vision B. The quota allocation is based on the territory hierarchy that is created under Vision A. A customer of Vision Industries, Bigmall, has two accounts, Account A1 in Vision A, and Account B1 in Vision B. The following table describes the manner in which the historical data is used based on whether the OZF: Trade Planning Territories Limited to Operation Unit profile option is set to either Yes or No.

Profile option Setting	Territory Transaction Matching Attributes	Historical Sales Data Used
Yes	Bigmall	Sales data of Account A1

Profile option Setting	Territory Transaction Matching Attributes	Historical Sales Data Used
Yes	Account A1	Sales data of Account A1
No	Bigmall	Sales data of Account A1 and Account B1
No	Account A1	Sales data of Account A1

> **Important:** In the above example, if the profile option is set to Yes, then the customer account--Account B1 is not included in the territory hierarchy that is defined in Vision A. This is because the LOV of the matching attribute, "Account Site" is restricted by operating unit.

Org-striping has no effect on quota creation or quota access. The OZF: Trade Planning Territories Limited to Operation Unit profile option does not determine access levels. Even if the profile is set to Yes, users with the Administrative responsibility can access quota allocations in the respective territory hierarchy.

Impact of Org-Striping on Account Manager Dashboard

The OZF: Trade Planning Territories Limited to Operating Unit profile option determines whether data of a specific operating unit or all operating units should be displayed on the dashboard.

> **Note:** Regardless of the profile option setting, if a territory has org-specific matching attribute such as a customer account site, then the territory is defined exclusively for a specific customer account. In such scenarios, sales data is derived based on the account site and any other matching attribute.

The Oracle Trade Management account manager dashboard can display budget data. Along with access to budgets that they own, dashboard users can also view balances of budgets created by other owners and teams.

Example

For example, the marketing department in Vision Industries creates a budget to execute a campaign. All customers are eligible to participate in this campaign. The marketing department is the owner of the budget. For security reasons, Julie, a trade management sales representative, cannot be a team member of this budget. However, Julie can view budget balances of customers that are assigned to her.

Setting Profile Options

Oracle recommends that you set certain system profile options so that Channel Rebate functions properly. Select the settings that meet your business requirements. This section lists the profile options used for budgets, offers, and price lists. by profile option category. For more information on profile option categorization, see the *Oracle Channel Revenue Management Implementation and Administration Guide*.

Profile Options for Budgets Category

Profile options enable an organization to configure the application to suit business requirements. Some profile options are required and some are optional. Most profile options have preset default values that you can change as needed.

To implement budgets for Trade Management, set the profiles listed in the following table. For the specific procedure for setting up system profile options, see Setting Profile Options in the *Oracle Channel Revenue Management Implementation and Administration Guide*.

Profile Options for Budgets Category:OZF_BUDGET_SETUP

Profile Name	Required	Level	Setting	Default	Description
OZF : Allow committed budget to exceed total budget	No	Site Appl Resp User	Yes/No	No	If set to **Yes**, the committed amount for a budget can exceed its total budget amount. Set it to yes if you intend to use " budget" for initial sourcing but do not want to impost strict control over its usage. In such cases, the committed amount serves as an estimate for how much you will spend. Using this profile value, a budget may become negative. For example, there is more money spent/utilized than there is available. If set to **No**, the committed amount may not exceed the total budget amount. Set to no if you intend to use budget not just for sorting but also for imposing financial control over budgetary usage.

Profile Name	Required	Level	Setting	Default	Description
OZF : Allow Recalculation of Committed Budget	No	Site	Yes/No	No	Re-Calculated Committed is an option to re-calculate the necessary funding level based on the actual sales performance of a promotion (for example, offer). Funds can be increased or decreased. If the promotion performs well, funding can be automatically increased, and vice versa. If set to **Yes** the concurrent process (for recalculate commit) will perform re-calculation of offers' committed amounts. If set to **No** re-calculation will not be performed. Users are still able to see the Re-Calculated Committed budget column, it will simply be equal the Committed column.

Profile Name	Required	Level	Setting	Default	Description
OZF : Budget Adjustment Grace Period in Days	No	Site Appl Resp User	Enter any integer (for number of days)	10	Reconciliation is a way to return the following money at the completion of an offer: **Adjusts previously committed, but unutilized funds** - transferring them from the Committed column to the Available column (" Reconcile Unutilized"). **Adjusts previously utilized, but unpaid funds,** - thus adjusting the Utilized column accordingly as well as transferring it from the Committed column to the Available column ("Reconcile Unutilized and Unpaid Earnings"). Budget reconciliation may be performed manually or automatically. **If automatic:** The Release Committed Budget Amount After Grace Period concurrent program is used to reconcile budgets. This program waits before reconciling the sourced budgets of an object after the closing date of the object. **If manual:**The offer is evaluated on a case by case basis. Use automatic if you would like to systematically reconcile the budgets.
OZF: Budget has Grace Period	No	Site Appl Resp User	Yes/No	Yes	**Yes** indicates that budgets can have grace periods.

Profile Name	Required	Level	Setting	Default	Description
OZF: Create GL Entries for Orders	Yes	Site	Shipped Invoiced	USD (United Sates Dollar)	Default value is Shipped. This is used to drive order-related accruals in Trade Management for GL entries.
OZF : Currency Conversion Date for Rollup View.	Yes	Site Appl Resp User		%	This date is used while converting budget rollup amounts to the user profile currency.
OZF : Currency Conversion Type	No	Site Appl Resp User		Corporate	Used across Oracle Trade Management for default conversion between currencies. This is the currency conversion rate.
OZF : Default Period In Days for recalculating committed budget	No	Site Appl Resp User	Enter any integer (for number of days)	1 Day	This profile specifies how often the application recalculates committed budgets. Enter any number greater than or equal to one. For example: • If set to 1, Re-Calculated Committed change after 1 day. • If set to 2, Re-Calculated Committed change after 2 days.

Profile Name	Required	Level	Setting	Default	Description
OZF : Global Start Date (mm/dd/ yyy)	No	Site Appl Resp User		Suggested Value: "01/ 01/1997"	This profile contains the earliest date you want to populate time structure from. Note that GL calendar should have data from that date onwards, without any breakages. It sets the absolute start date for Trade Management data. All data loaded into the Trade Management transaction tables, which refer time Structure tables, is collected as of this date. Historical data is maintained in Trade Management from this date forward.
=ZF : Highest Period Level of Budget Utilizatio n Payment Details	Yes	Site User		MTD	This profile option determines if month-to-day (MTD), quarter-to-day (QTD), and year-to-day (YTD) funds columns are hyperlinked to transactional details. If the profile value is YTD, then MTD, QTD, & YTD fund columns are hyperlinked to details. If the profile value is QTD, then MTD & QTD fund columns are hyperlinked to details. YTD fund columns display the totals but do not have a hyperlink to details. If the profile value is MTD, then MTD fund columns are hyperlinked to details. QTD & YTD fund columns display the totals but do not have links to details.
OZF : Period Type				Month	This profile contains the name of the period as defined in GL, for example 'Month'. Period Type sets the default period type for Trade Management. NOTE: 'x' Periods make a Quarter and 4 Quarters make a Year. Warning: The value in this profile cannot be 'Year' or 'Quarter'. Suggested Value: Month.

Profile Name	Required	Level	Setting	Default	Description
OZF : Start Day of Week				Monday (2)	This profile sets the starting day for a week (for example, Sunday or Monday). For example, if you select 2 the Week starts every Monday. Note: Name of week always has end date of week. Suggested Value: 2
OZF : Source From Parent Object	No	Site	Yes/No	Yes	This applies to the following objects: • Offers • Campaign Schedule • Event Schedule If set to **Yes**, objects may only source from their parent objects. For example, for an offer and a campaign schedule, the parent is a campaign; for an Event schedule, the parent may be an Event. If set to **No** the schedule sources funds directly from a budget.

Profile Name	Required	Level	Setting	Default	Description
OZF : Universal Currency for Budget Rollup View	Yes	Site	Choose any valid currency from a list of available currencies	USD	This profile determines the currency for the roll-up view. It allows the roll-up view of a budget to display correctly by converting all entries to a single currency. Different users will, however, be able to see the Rollup View in different currencies based on the user level profile option JTF_PROFILE_DEFAULT_CURRENCY. (In other words, the universal currency profile is simply for storage in the background). Once set, the profile should not be changed.
OZF: Validate market and product eligibility between object and budget	No	Site Resp	Choose a Value	No validation for customers and products.	Values are: No validation for customers and products. Validate customer and products by each budget. Validate customer by each budget, product by all budgets. Validate product by each budget, customer by all budgets.

Profile Options for the System Defaults Category

The table below lists profile options for the System Defaults category of OZF_SYSTEM_DEFAULTS that relates to Channel Rebate.

System Defaults Category Code: OZF_SYSTEM_DEFAULTS

Profile Name	Required	Level	Setting	Default	Effect/Limitation
OZF : Default "Accrue To" for Volume Offer	Yes	Appl Resp Site User	Enter a correct value.	Account	Value to default for the "Accrue To" market option for a Volume offer.
OZF : Default Budget For a Person	Yes	Appl Resp Site User	Choose a budget name from the list of available budgets	Valid budget name	During budget request for all objects, users may decide to source from a Budget or from a Person. When sourcing is made to a person, the system will automatically default the budget name specified on this profile on to the budget request. Users will be able to change it on screen.
OZF: Default Partner Budget	No	Appl Resp Site User	Choose a budget name from the list of available budgets.	Valid budget name	Default budget for a partner.
OZF : Default Price List for ROI Calculation	Yes	Appl Resp Site User	Valid price list defined in the system	Corporate	The value specified here will be used in calculating the default Return on Investment for a given offer forecast.
OZF : Default Team for Offers	Optional	Appl Resp Site User	Select the team from the LOV in the profile option.	Valid team name	This profile option indicates the team that can access an offer. If this option is not set, then offer users can select the teams that can access the offer.

Profile Name	Required	Level	Setting	Default	Effect/Limitation
OZF : Default Tracking Level for Volume Offer		Appl Resp Site User		Account	Value to default for the "Volume Tracking Level" market option for a Volume Offer.
OZF : Default value for "Combine Discount Tables" in Volume Offer		Appl Resp Site User		No volume	Value to default for the "Combine Discount Tables" market option for a Volume offer.
OZF : Default value for Retroactive Flag in Volume Offer		Appl Resp Site User		No	Value to default for the "Retroactive Flag" market option for a Volume offer.
OZF : Default View of Customer's Budgets	No	Appl Resp Site User	Yes/No	No	If set to Yes, you can see the Budget Customer View button from the Budget summary page.
OZF : Scan Data UOM	Yes	Appl Resp Site User	One of the available UOMs	Each	The default UOM value for discount rules for Scan Data offers. For example, if you choose Each, then all empty discount rules in Scan Data offers will display the UOM of Each.

Profile Options for the Trade Planning Category

The following table lists and describes the system profile options that must be set for Trade Planning to function properly. Select the settings that meet your business requirements. Most offers, except for lump sum and trade deals) leverage Advanced Pricing.

For the specific procedure for setting up system profile options, see the Setting Profile

Options section in the *Oracle Channel Revenue Management Implementation and Administration Guide*.

Profile Options for Trade Planning Category - OZF: TP_SETUP

Profile Name	Required	Level	Setting	Default	Effect/Limitation
Common Currency for Trade Management	Yes	Site	Currency Code	USD (United States Dollar)	Required to perform quota allocations based on a territory hierarchy.
OZF: Common Unit of Measure for Trade Management	Yes	Site Resp	Set appropriate- ate value	Each	Required to perform quota allocations based on a territory hierarchy. Select the appropriate value. All automatic currency conversions use the rates defined in the conversion type entered in this profile.
OZF: Dashboard Baseline Sales Source	Yes		Select the correct value		Source of Baseline Sales for Account Manager Dashboard
OZF: Days from Offer End Date to Start Auto Payout				10 Days	This is the default number of days to wait after Offer's completion.

Profile Name	Required	Level	Setting	Default	Effect/Limitation
OZF : Default Currency Code	No		Enter the correct value.	USD (United States Dollar)	Budgets can be created in multiple currencies. Oracle Trade Management automatically performs currency conversion based on the rates defined in this profile option.
OZF: Default Forecast Period Type				Month	A profile option on which forecast time spread calculation is based.
OZF : Degree of Parallelism-Src			Enter a positive integer.	1	This profile is used for performance reasons. For example, running Oracle Trade Management on multiple servers saves processing time. Enter a positive integer such as 1, 2, 5 to reflect the number of processes that you want to run simultaneously. The suggested value is 1.

Profile Name	Required	Level	Setting	Default	Effect/Limitation
OZF: Global Flag on Pricing			Global Flag checked	Global flag Checked	Offers, budgets, and pricelists include global flags that determine whether an offer, budget, or pricelist can be applied only within the same operating unit or not. You can control the global flag by setting this profile option, at site, application, responsibility, and user levels. The profile option and the global flag work together with the QP: Security Control Profile that is set in System Admin > Profile > System. The profile option is owned by Advanced Pricing.

You can set this profile option, to determine whether the global flag will be checked by default for an offer, budget, or pricelist. The consequences of this option are:

- Global flag checked: The offer, budget or pricelist can be applied to transactions in all operating units. By default, the global flag is |

Profile Name	Required	Level	Setting	Default	Effect/Limitation
					checked at the site level in the profile option.
					• Global flag unchecked: The offer, budget or pricelist can be applied only to transactions within the respective operating unit.
					Important: If the QP:Security Control profile is set to OFF, the offer, budget, or pricelist can be applied across all operating unit regardless of whether the global flag is checked. To restrict offers, budgets or pricelists to transactions in a specific operating unit, you must first set the QP:Security Control profile to ON. The global flag only provides an additional level of control.

Profile Name	Required	Level	Setting	Default	Effect/Limitation
OZF : Global Start Date (mm/dd/yyy)		Site Appl Resp		Suggested Value: "01/01/1997"	This profile contains the earliest date you want to populate time structure from. Note that GL calendar should have data from that date onwards, without any breakages. It sets the absolute start date for Trade Management data. All data loaded into the Trade Management transaction tables, which refer time Structure tables, is collected as of this date. Historical data is maintained in Trade Management from this date forward.
OZF : Keep historical data for Baseline Sales and Promotional Lift Interface Tables				No	A profile option to determine whether to keep historical data for Baseline Sales and Promotional Lift.
OZF: Number of months to trend ship to volume for baseline calculations			Insert correct value between 0 and 100 months.	12 months	Use this profile option to override using a value between 0 and 100 months. If a new product has no ship-to history (or the profile option is set to zero for all products), then the baseline is distributed evenly among the ship-tos.

Profile Name	Required	Level	Setting	Default	Effect/Limitation
OZF: Period Type				Month	This profile contains the name of the period as defined in GL, for example 'Month'. Period Type sets the default period type for Trade Management. NOTE: 'x' Periods make a Quarter and 4 Quarters make a Year. Warning: The value in this profile cannot be 'Year' or 'Quarter'. Suggested Value: Month.
OZF: Process Net Accrual In Batch Mode	Yes	Site	Yes or No.	No	Default value is No. This profile determines if the Net Accrual Engine should generate accruals once for every time the program is run or for each transaction.

Profile Name	Required	Level	Setting	Default	Effect/Limitation
OZF: Start Day of Week				Monday	Start_day of week: OZF_TP_START_DAY_OF_WEEK. The day of the week selected here is the day on which your financial week will begin. Only values of 1-7 are valid; they correspond to the days of the week, Sunday through Saturday. For example, choosing 2 means that the week starts on Monday (which is the suggested value).
OZF : Store Date in Qualifiers	Yes	Site	Yes or No	Yes	Specifies the location to store date qualifiers in offers. If set to Yes, the date qualifier (for example, shipping date) is stored in the qualifier. If set to No, the date qualifier is stored in the header.

Profile Name	Required	Level	Setting	Default	Effect/Limitation
OZF: Territories Limited to Operation Units	Yes	Site	Yes/No	Yes	Use this profile option to determine whether quota allocation will be org-specific or non org-specific.
					The default is set to No to ensure that all quota/dashboard functions work the same. This profile enables you to create and maintain territories for Trade Management purposes so that you do not have to set up all territories with account sites as matching attributes simply to work around the issue of not being able to segregate territories by operating units. Using this profile you can create and maintain territories for Trade Management purposes enabling you to segregate territories by operating unit. This eliminates the requirement of setting up all territories with account sites as matching attributes. For more information see How Oracle Trade Management

Profile Name	Required	Level	Setting	Default	Effect/Limitation
					Dashboard Uses Operating Units and How Oracle Trade Management Dashboard Uses Operating Units.
OZF: Third Party Accrual Price List (Formerly: OZF: Offer Override Flag in QP	Yes	Appl Resp Site User	Enter correct value.	Corporate	This flag specified if offer overriding is allowed in Advanced Pricing. • Yes: Advanced Pricing users can only view the offers that are created in Oracle Trade Management. They cannot edit these offers. • No: Advanced Pricing users can view and edit offers that are created in Oracle Trade Management.
OZF: Treat Discount as an Expense				Yes	Use this profile to determine is a Discount should be treated as an expense for ROI Calculation.

Profile Name	Required	Level	Setting	Default	Effect/Limitation
OZF: Validate market and product eligibility between object and budget	No	Site Resp	Set correct value	No	Validate market and product eligibility between object and budget. Values are: No validation for customers and products. Validate customer and products by each budget. Validate customer by each budget, product by all budgets. Validate product by each budget, customer by all budgets.
Quota Allocation By				Quarterly	Use this profile option to determine whether Quota allocation can be done by Quantity or by Amount at a particular site.

Profile Options for User Interface Defaults Category

Set the following profile options for Oracle Trade Management UI Defaults:

OZF_UI_Defaults Profile Options - Category Code: OZF_UI_DEFAULTS

Profile Name	Required	Level	Setting	Default	Effect/Limitation
OZF: Default Amount Formula	Yes	Site	Formula supported in Advanced Pricing	A valid formula from Advanced Pricing	Sets the default formula for a discount rule where Discount Type = Amount.
OZF : Default Bucket for discount rules	Yes	Appl Resp Site User	A value from Advanced Pricing Lookup PRICING_ GROUP_ SEQUEN CE	Base Price	The default value for the discount rule default bucket. Order in which the modifiers are evaluated. Pricing buckets determine whether multiple offers and Advanced Pricing modifiers cascade from one another. Example: Product A regularly sells for $100. Two offers are created in Trade Management. One gives a 10% discount; the other a 15% accrual. How these offers are calculated in regard to the base price of $100 is based on this profile option setting. For example, the accrual could be calculated based on the net price of $90 (net of the discount offer).
OZF: Default Forecast UOM	No	Appl Resp Site User	One of the available UOMs	Each	The default unit of measure (UOM) displayed on the Forecast page
OZF: Display KPI Alert				Yes	

Profile Name	Required	Level	Setting	Default	Effect/Limitation
OZF: Default Offer Activity	Optional	Appl Resp Site **Example** User	Select the required activity from the LOV in the profile option.	Trade Manage ment Activity_ Deal	This profile option indicates default offer activity that should be populated on the offer creation page. If this option is not set, then offer users can select the offer activity on the offer creation page.
OZF : Default Offer Formula	No	Appl Resp Site User	A pricing formula in Advance d Pricing	A valid formula from Advance d Pricing	The value selected here will be defaulted on offers created in Trade Management. An example of using a pricing formula is to handle discount rules for product categories when the unit of measure is not specified. Handles discount rules for product categories when the unit of measure is not specified.
OZF : Default Percent Formula	Yes	Site	A formula supporte d in Advance d Pricing	A valid formula from Advance d Pricing	Sets the default formula for a discount rule where Discount Type = Percent. For example, if the value is set to Handling, then when changing the Discount Type to Percent the value of formula is set to Handling.
OZF : Default phase for Line Group level discounts	Yes	Appl Resp Site User	A value derived from Event phase setup in Advance d Pricing	All lines adjustme nt	The default value for phase for all discount rules with a discount level of Group of Lines. Please see OZF : Default phase for Line level discounts above for a description of phase.

Profile Name	Required	Level	Setting	Default	Effect/Limitation
OZF : Default phase for Line level discounts	Yes	Appl Resp Site User	A value derived from Event phase setup in Advanced Pricing	All lines adjustment	The default value for phase for all discount rules with a Line discount level. The phase in Advanced Pricing determines the timing of when offers and other modifiers apply, e.g. whether they apply during order booking or shipping. This option also determines how to resolve multiple conflicting offers or modifiers, e.g. by a better price or by precedence
OZF : Default phase for Order level discounts				All lines adjustment	Pricing Phase ID for Order Level Discount.
OZF : Default Value for incompatibility group	No	Appl Resp Site User	Choose an incompatibility group from a list of available incompatibility groups set up in Advanced Pricing.	Exclusive Group	Incompatibility Group is setup Advanced Pricing, it determines how promotions will be grouped together and which ones will be applied together with other promotions. A fully accrued budget creates an offer in the background, and that offer will by default have this incompatibility group, so this concerns a fully accrued budget. Users can change this defaulted value while setting up the fully accrued budget.
OZF: Default value for print on invoice	Yes	Site	Yes/No	Yes	The default for all discount rules.

Profile Name	Required	Level	Setting	Default	Effect/Limitation
OZF : Default value for product precedence	Yes	Appl Resp Site User	User Defined	5,000	The default for all discount rules. Precedence is one of the criteria that can be used to determine which offers or modifiers are to be used when there are conflicts. Precedence is used to resolve incompatibility. Precedence controls the priority of modifiers and price lists. If a customer qualifies for multiple modifiers that are incompatible with each other, precedence determines the discount that the customer is eligible for based on the precedence level of the modifier. Precedence is the final tiebreaker for the determining which offer to apply. A lower value has higher precedence than a higher value.
OZF: Offer Discount	Yes	Appl Resp Site **Example** User	Line Group of Lines	Line	The default value for offer discount level. Example: if set to Line, and minimum volume is 5, then each order line must have a minimum quantity of five to get a discount. If set to Group of Lines, then multiple order lines with the same product will be evaluated together to determine whether the offer applies to the order.

Profile Name	Required	Level	Setting	Default	Effect/Limitation
OZF : Root Section For Price List Report				Root	

Setting Up Quotas

Set Up Quota Allocations and Alerts

A quota allocation is a sales goal that must be met within a specific period of time. Quotas are assigned by upper management down a sales team hierarchy based on territory structures that you create.

Quotas can be assigned as a monetary value or by quantity. For example, Ben Johnson, a Sales Representative for ABC Corp., may have to sell $25,000 worth of product during ABC Corp.'s third quarter if he has a quota based on monetary value. If his quota were quantity-based, he might have to sell 1,000 cases of product A and 500 cases of product B during that quarter.

You can also create threshold rules that trigger alerts sent to Sales Representatives (reps) regarding their quotas. These alerts are designed to help keep reps aware of their actual sales performance in relation to their quota.

Before you set up quota allocations and alerts, you must set up the Time Dimension Structure. For more information, See budget profile options for this procedure..

To set up quota allocations and alerts:

1. Set Up Territories for Quota Allocations, page 1-35

2. Set Up Quota Allocations, page 1-36

3. Set Up Threshold Rules for Quota Related Alerts, page 1-37

Set Up Territories for Quota Allocations

To set up territories for quota allocations, follow the instructions listed under Setting Up Territory Manager for Oracle Channel Revenue Management and Setting Up Territories for Budgets.

Guidelines

- Territory type = Offer.

- We recommend:

- Assigning an owner to each territory.

- Limiting owner assignment to one hierarchy per person.

  If a person owns more than one hierarchy, then there should be no overlap. For example, if a person owns the California hierarchy, containing San Francisco and Los Angeles and also owns the Western Cities hierarchy, the Western Cities hierarchy, cannot also contain Los Angeles.

  Owners are referred to as Resources in the Territory Manager instructions referenced above. To designate a resource as the quota owner for a particular level of the hierarchy, select the Primary Contact check box.

Set Up Quota Allocations

These are the three parts of the setup for Quota Allocations:

- Set Site level system profile to select amount or quantity

- Set System Profiles for currency, unit of measure, and conversion type

- Run a concurrent program to update order sales information

As a prerequisite, you should set up territories for quota allocations, before setting up quota allocations.

> **Important:** When a quota allocation that is based on territory hierarchy is published or updated, a workflow notification is sent to the primary contact of the territory node. Therefore, you should assign workflow responsibilities the primary contact of each territory node used for quota allocation. See Creating the Implementation User, *Oracle Channel Revenue Management Implementation Guide* for the detailed procedure.

Setting System Profiles to Select Amount or Quantity

Log into Oracle Forms and select the Oracle Trade Management Administrator responsibility.

Navigation: Setup > Profiles

Profile = Quota Allocation By

Default Value: Quantity

Description: This profile option allows you to choose whether Quota allocation can be done by Quantity or by Amount at a particular site.

- **Quota allocation type:** If you select Amount, then quotas are allocated in the currency specified by the system profile OZF: Common Currency for Trade

Management, *Oracle Channel Revenue Management Implementation Guide*. If you select Quantity, then quotas are allocated based on the unit of measure specified by the profile option OZF: Common Unit of Measure for Trade Management., *Oracle Channel Revenue Management Implementation Guide*

Setting System Profiles for Currency, Unit of Measure, and Conversion Type

Log into Oracle Forms and select the Oracle Trade Management Administrator responsibility.

Navigation: Setups > Profiles.

Notes:

- **System profiles values:** Search for the following profiles and assign values to them based on your business needs.

    - OZF: Common Currency for Trade Management

    - OZF: Common Unit of Measure for Trade Management

    - OZF: Currency Conversion type

- **Concurrent Programs:**

    Run the Refresh Materialized View for Order Sales concurrent program to update order information. Then run the Refresh Account Manager Dashboard program.

Set Up Threshold Rules for Quota Related Alerts

Threshold rules are created to trigger alerts that are sent to salespeople regarding their quotas. These alerts help keep salespeople aware of their actual sales performance in relation to their quota. Based on this knowledge, salespeople can make changes to their account plans to meet their goals.

Threshold rules can be set based on various conditions including:

- Month-to-date, quarter-to-date, or year-to-date sales

- Total shipments possible

- Outstanding, current, future and back orders

As a prerequisite, Oracle recommends that you set up thresholds and quota allocations before creating threshold rules for quota allocation alerts.

Log into Oracle Trade Management.

Navigation: Administration > Trade Management > Thresholds.

Notes:

- **Threshold type:** Quota

- **Run concurrent programs:** Set up the OZF-TM: Validate Budget and Quota Thresholds concurrent program,, to run on a daily basis. See Running Concurrent Programs, page 5-1 for this procedure.

Setting Up Budgets

Basic Setups

Creating Business Units for Budgets

When creating a budget, the list of values for the Business Unit field comes from the organizations defined in the HRMS application. For budgets, business units are used:

- To classify budgets, and are selected during budget creation

- When setting up budget approval rules

To create business units, log on with HRMS Super User responsibility.

Create Organizations of type "Business Unit".

Verifying Business Unit Creation

To verify that you have successfully created business units complete the following steps:

1. Navigate to the budget creation page in Oracle Trade Management.

2. Open the Business Unit drop-down list and verify that the business units you have created appear in the list.

Setting Up Multiple Currencies for Budget

Budgets can be created in multiple currencies. Although the budget may reflect multiple currencies, Oracle General Ledger postings use the functional currency defined by the set of books specified on the system parameters page. Trade Management automatically performs currency conversion based on the rates defined in the system.

Users can transfer funds to different budgets or request money from budgets in any currency. The source budget are not required to be in the same currency. When users request money in one currency, they will also see an approval notification and money transfer in the same currency. Similarly when the budget owner receives a request, the system automatically converts the requested amount to the budget currency. The budget owner then approves the amount in the budget currency.

Currency conversion for each transaction is recorded based on the currency conversion

type specified by the OZF: Currency Conversion Type profile option. This profile is set at the site level. When viewing the budget, you will see both the transaction currency and the budget currency amounts.

How Budgets Use Operating Units

- **For Fully Accrued Budget:**

  - **If the global flag is checked**- The evaluation order is user, responsibility, application, and site. When passed to Advanced Pricing , the underlying modifier should have this flag checked so that the budget is applicable for all operating units. The default for profile at the site level is to have global flag checked.

  - **If the global flag is unchecked** - The evaluation order is the same as above. If the global flag is unchecked and the Advanced Pricing Security Control profile option is set to On, then the budget will be considered only for the sales orders in the operating unit that created the budget to begin with.

Associating a Ledger with a Budget

When you create a new budget in Oracle Trade Management you must associate a Ledger (Set of Books) with the budget you are creating. This ledger value drives the General Ledger accounts and the accounting for the budget.

> **Note:** The information in this section is valid for both Fixed and Fully Accrued Budgets.

In Oracle Trade Management, the ledger ID values listed in the ledger LOV field on the budget creation screen are controlled by the data access set associated with the responsibility. A data access set is assigned to a responsibility to control which ledgers and balancing and management segment values you have access to when you log onto a responsibility."

The Organization ID on the sales order against which the accruals are generated is validated against the Organization ID associated with the Ledger on the budget. If the two Organization IDs do not match, the system rejects the record and does not create any utilizations.

Once the budget is active, the ledger ID field is frozen for all users except Oracle Trade Management Administration users who can change the accounts on an active budget. They can change General Ledger accounts within the same ledger ID.

When you create accruals, the Organization ID is determined as follows:

Organization ID for Accruals

Offer Type	Organization ID
Accrual, Off Invoice, Trade Deal, Terms Upgrade, Promotional Goods, Order Value, Volume Offer, or Net Accrual	When you create a sales order in Oracle Order Management, the Organization ID is stamped on the sales order.
Scan Data, Lumpsum	The Organization ID is associated in Trade Management when you crate an offer.

Budget Creation

The following information explains how to set up budget categories and budget thresholds. These are required steps for creating a budget.

Setting Up Budget Categories

Budget categories are used for the following: purposes:

- Classification

- Approval rule setups

- General Ledger account defaults

- Specifying multiple sets of books

To create categories for budgets, log in to Oracle Trade Management.

Navigation: Administration > Trade Management > Setup > Category > Create.

Notes:

- **Created for:** Select Budget**.**

- **Enabled:** Select to make the category available.

- **Sales/Expense/Charge Account, and Liability Account:** These accounts are used for GL postings. The Sales/Expense/Charge Account and the Accrual Liability Account are account flexfields. For information on the Ledger field see Associating a Ledger With a Budget, page 1-39.

- **Prefix:** The prefix you enter is added to the budget numbers that are generated automatically.

- **Channel:** Optional. Activities are created using the activity page under the

Administration tab. For more information, see Creating Activities.

Setting Up Budget Thresholds

Budget thresholds enable companies to:

- Set budget rules

- Send budget alert notifications

- Inform users of fund usage

- Inform user of depletion at various level

These rules and parameters defined in the budget threshold are assigned to a budget.

- Threshold Example:if a promotion has just started and has already used up 90% of a budget, more funds may need to be transferred in.

- Threshold Rule Example: A rule may be set up to send e-mail alerts to budget owners when actual expenditure is >= 90% of committed.

Budget thresholds can be based on the following amount types:

- Planned

- Committed

- Re-Calculated Committed

- Utilized

- Earned

- Paid

- Budget balance (Available - Committed)

To set up a budget threshold, use the following procedure, log in to Oracle Trade Management.

Navigation: Administration > Trade Management > Setup > Thresholds > Create.

Notes:

- **Threshold type:** Select Budget.

- **Name:** The name of the budget threshold will appear on the budget details page threshold LOV and can be assigned to a particular budget.

- **Start and End Periods:** These are periods defined in the Accounting calendar. If

specified, they will limit the start and end dates that can be entered below.

- **Owner:** Defaults to the user creating it. This is for used for tracking purposes only.

- **Threshold Rules:**

  - Off Baseline: Values available are determined by the value limit you select.

  - Period Type: Select Days, Weeks, Months, Quarters and Years.

    Together with Frequency, these define how often the budget owner will receive the notification within the Start and End dates of the line, once the threshold condition is met. If you enter Frequency = 2 and Period Type = Weeks, it means a budget owner will get a notification once every two weeks once the threshold condition becomes true, until the end date of the threshold line.

Associating General Ledger Accounts with Budget Adjustment Types

When you make adjustments to a budget you can specify the sales and liability account that you want to use for a particular budget adjustment type. The Budget Adjustment Type details screen contains the Sales/Expense Charge Account LOV and the Accrual Liability Account LOV.

The accounts defaulting mechanism is applied in Oracle Trade Management as follows:

- For every adjustment created to a budget, the General Ledger accounts used for accounting purposes will be defaulted in the following order:

  - Budget adjustment type

  - Budget

  - System Parameters

Budget Approval

The following information explains how to set up budget approval rules in Oracle Trade Management. It also explains budget system status and user status in Oracle Trade Management.

Setting Up Budget Approval Rules

Approval rules are created to determine who approves budgets and under what circumstances. Approval rules for budget/root budget requests and transfers are evaluated based on the following:

- Organization = 5

- Approval Object Type = 3 (budget category)

- Custom Setup = 1

The higher the number, the more important the parameter is in determining which approval rule will apply to a particular budget.

Root budget approval is always required unless 1) a child budget is submitted for approval and the owner also owns the parent budget, and 2) the sole approver is the budget owner.

- **Request**: A budget or offer requests fund from another budget.

- **Transfer**: A budget or offer is transferring money to another budget.

Approval requirements are based on custom setups. Approval notifications are routed regardless of the responsibility the users have to access the notification. E-mail notifications can be used.

Two types of budget approval rules can be created:

- Rules where the budget request or transfer must always be approved. These rules are defined in the user interface.

- Rules where budget requests and transfers can be approved automatically if they are under a certain amount.

Creating Budget Approval Rules

Use the following procedure to create budget approval rules.

Log into Oracle Trade Management.

Navigation: Trade Management: Administration > Trade Management > Setup > Approval Rule.

1. Click **Create.**

2. Select a value for the Approval Rule for field:

   - **Root Budget Request** to define a rule for root budget request approvals.

   - **Budget Request** to define a rule for budget request approvals.

   - **Budget Transfer** to define a rule for budget transfer approvals.

   The page redraws and the fields might change.

3. Complete the page as required for your business needs.

   - **Start Date**: The date when the rule becomes effective.

   - **End Date:** The date when the rule will no longer be used.

- **Organization:** Displays a list of operating units

- **Setup Type:** Custom setups created for budgets

4. Click **Create**.

   The page refreshes and an Approvers table appears.

5. In the Approvers table, specify the individuals who must approve this type of budget request or transfer.

   - **Order:** Enter any integers in ascending order.

   - **Type:** Select Function (for customized approval process), Role (defined for Trade Management and assigned to Resources - there can only be one person assigned to a Role), or User.

   - **User/Role:** Depending on the Type selected above, you will see a list of functions, roles or users.

   - **Start Date:** The date when the approval rule becomes active. Within the range of the approval rule, each line can also have a start date and end date.

   - **End Date:** The date when the approver is no longer active.

6. Click Update.

7. Ensure that the following concurrent processes are run. They find the correct rule and route the approval notification.

   - **Workflow Background Process:** Marketing Generic Approval (for root budget approvals)

   - **Workflow Background Process:** Marketing Approval (for budget request and transfer approvals)

   The page redraws and the fields might change.

   For more detailed information about budget approval see the section titled Budget Approval Process in the Trade Management User Guide. That section also describes the different statuses that a budget can go through.

Automating Budget Approval Rules

Users can set rules for themselves in Workflow to automatically approve budgets under a certain amount.

To create automatic budget approval rules in Oracle Forms, log into Oracle Forms and select the Workflow responsibility.

Navigation: Notification Rules > Create Rule.

Steps:

1. Select AMS: Marketing Generic Approvals

2. Select approval Required: [Approval Subject]

3. Click Respond.

4. In the Approved Amount field, enter an amount (no commas). All budgets under this amount will be approved automatically by this individual.

5. Action = **Approve.**

    1. Workflow Background Process: Marketing Generic Approval (for root budget approvals)

    2. Workflow Background Process: Marketing Approval (for budget request and transfer approvals)They find the correct rule and route the approval notification.

For additional information about Approval Rules, see *Budget Approval Process* in the *Oracle Channel Revenue Management User Guide*.

Creating Budget Status Transition Rules

A budget goes through the following main system statuses:

- **Draft**: Amounts are entered but not approved

- **Pending Approval:** Being reviewed but needs approval to become active.

- **Active**: Has been activated and can be used to fund activities.

Approval rules are used to determine the route from Draft to Active. Approval rules are highly configurable and multiple ones can be created based on the budget's characteristics.

The following table lists budget statuses used in Trade Management and a description of each.

Budget System Status

Status	Description
Draft	Budgets in draft status can be updated at any time in any way.
	Draft status may be updated to Pending Approval or Cancelled.
	It can also be updated to Active directly in case the budget owner is also the owner of the parent budget, and the parent budget is already Active.
Pending Approval	The budget has been submitted for and is awaiting approval.
	After all approvers have responded positively, a budget may become Active or On Hold.
	If approvers reject the budget it will become Rejected.
On Hold	On Hold is an interim status that is used when a budget has already obtained approval, and is just not completely ready to be made active.
	At On Hold status, a user can then manually change it to Active or Closed.
Rejected	Budget approvers have rejected the budget.
	From Rejected, the status can be manually changed back to Draft.
Active	The budget has been approved and is ready to fund various activities and promotions.
	From Active, the status can be changed to Closed and Cancelled.
Cancelled	Indicates that the budget has been aborted.
	From Cancelled, the status can only be changed to Archived.
Archived	Indicates that the budget can no longer be used.
	This cannot be changed to any other status.
Closed	From On Hold or Active, the Budget status can be manually changed to Closed.
	It indicates that the budget has ended and is no longer available to fund activities and offers.

Budget Allocation

The following information provides the Oracle Trade Management setup information for budget allocation.

Allocating Budget on Prior Year Sales

Budget allocation enables a company to allocate money to each sales territory for the salespeople to spend. Allocation can be based on:

- **Even Distribution:** This is derived by dividing the total allocation amount by the number territories selected.

- **Manual:** Enters any number manually.

- **Prior Year Sales:** A proportionate split is calculated to allocate the money for the current year.

To set up budget allocation based on Prior Year Sales, run the OZF : Refresh Materialized Views for Order Sales concurrent program. Budget allocation makes use of Territories set up in Territory Manager, so it is also necessary to import the territories for Trade Management purposes.

- For more information about setting up Territories see the chapter titled *Setting Up Territories* in the *Oracle Territory Manager Implementation Guide*.

- For more information about concurrent programs, see the Concurrent Programs for Channel Rebate section..

> **Important:** When a budget allocation that is based on territory hierarchy is published or updated, a workflow notification is sent to the primary contact of the territory node. Therefore, you should assign workflow responsibilities to the primary contact of each territory node used for budget allocation. See Creating the Implementation User, *Oracle Channel Revenue Management Implementation and Administration Guide* in this manual for the detailed procedure.

Setting Up Top-down and Bottom-up Budgeting

Budget amounts allocated from management down to lower levels is a **top-down budgeting process**. Budget amounts rolled up from lower levels to management, is a **bottom-up budgeting process**.

Oracle Trade Management enables you to automate the time-consuming budget process by facilitating communication between management and sales people at all levels in the sales hierarchy.

Top-down Bottom-up Budgeting the budget is allocated to various users within a territory hierarchy based on the territory's historical sales data. The budgeting process in Oracle Trade Management also enables users to submit feedback or negotiate a different allocation

For more information on Top-down and Bottom-up budgets see the section titled *Top-down Bottom-up Budgeting* in the *Oracle Trade Management User's Guide.* This section explains the entire top-down bottom up budgeting process, starting from creating a budget and allocating it, to reviewing inputs and activating the allocation.

Budget Utilization and Adjustment

The following sections describe information required to setup budget offer validation, budget requests, and budget adjustment types.

Validating the Budget Offer

Budget-offer validation validates that the market and product eligibilities of an offer fall within the targets of the budget. This option ensures that funds set aside for specific customers and products are used appropriately.

To set up budget-offer validation, set the OZF: Validate market and product eligibility between object and budget profile option to one of the following values at the site and responsibility levels.

- **No validation for customers and products**: validation does not happen.

- **Validate customer and products by each budget**: market and product eligibilities for the budget and offer must match.

Even if different parameters are used for defining eligibility. In the case where a budget uses Territories, but the offer uses Customer, the validation procedure can determine whether the offer meets budget criteria. For example, a budget says "US West" territory, but the offer says "Business World". The procedure can determine whether or not the US West territory includes the customer Business World.

- **Validate customer by each budget, product by all budgets**:

This validation option is useful in the following scenario. A sales representative is responsible for selling multiple products to a single customer account. These products belong to different brand managers, and each brand manager has his own budget, so if the sales representative wants to request funding for his promotion, he may request funds from multiple brand managers.

In such cases, it does not make sense to mandate that each brand manager's budget must cover all of the products in the promotion. Each budget should cover some products, but in total, all of the brand managers' budgets should cover funding for all products in the promotion. For example, a sales representative who sells regular cola and sports drinks to Bigmart, may in addition to his own funds also request the brand manager for regular cola to fund his promotion as well. The system should not fail the

validation because the regular cola budget does not cover sports drinks.

- **Validate product by each budget, customer by all budgets**:

In this scenario, a sales representative is promoting a particular product to multiple accounts in his territory and is requesting funding from budgets created specifically for some bigger accounts. For example, he is promoting product X to both Goodway and Bigmart, and in addition to funding it from his own budget, he may also request money from a bigger budget set aside for Bigmart nationally. In this case, the system should not fail the validation simply because the Bigmart national budget does not cover Goodway.

Validation occurs at the same time for both market and product eligibilities. If validation fails, an error message is sent to the offer owner. The status of the offer reverts to Draft.

Calculating Accruals

The Funds Accrual Engine program handles Accrual Management capabilities in Oracle Trade Management.

Accrual Components

This engine enables you to calculate Budget Accrual Liability. All features listed below are implemented through the same concurrent process. Ability to calculate budget utilization and earnings based on ship confirmed orders.

- Ability to calculate budget utilization and earnings based on booked orders and ship confirmed orders.

- In case of Fully Accrued type of budgets with accruing to Customer, the Budget, Committed and Earned columns are to be updated with the accrued amount. But in case of budgets that accrue to Sales; only the Budget column is updated. Committed and Earned are not populated. This allows users to transfer money from a fully accrued budget to any other fixed budgets.

- Ability to reconcile budget utilization and earnings when an order is cancelled. When an order is cancelled, running the concurrent process reconciles the already adjusted budget amount.

- Ability to reconcile budget utilization and earnings when an order is returned When an order is returned, running the concurrent process reconciles the already adjusted budget amount.

Volume Offer Rebate Calculation

Volume Offers, whether on an off invoice or accrual basis, are frequently used incentives to customers, buying groups or partners, based on their cumulative purchase volume over a period of time. Volume offers are common in all industries and can apply on both direct and indirect sales data.

The Oracle Trade Management Volume Offer feature reduces the number of volume offers you need to create and maintain. Using a single volume offer you can accomplish the following:

- Enter different sets of rates for different product categories and products.

- Enter different customers, with the option to either track their volume together (as in a buying group scenario) or maintain volume tracking separately for each customer.

- Pre-qualify a customer included in the offer to a higher volume tier. A multiple tier offer begins applying the next higher tier rate as soon your volume crosses the threshold. You will not be eligible for the increased benefit of a higher tier until your volume moves into the next higher tier. For example, your discount is 5% on volume that falls within 1 to 100 units but will increase to 6% when volume falls within 1-1 to 200 units.

- Apply volume offers on indirect sales data or a combination of both.

Adding a Discount Table

An Discount Table in Oracle Trade Management supports volume ranges, discounts and product and category selections.

> **Note:** One volume offer can support multiple discount tables.

Discount Tables include the following features:

- You can define one or more discount tables may be defined for each volume offer.

- At draft status, you can add, delete or copy discount tables.

- You can copy a Discount Table and give it a new name.

Creating Multiple Discount Tables for a Volume Offer

In the following example you can use one volume offer to cover multiple discount tables for different products.

In this example, Company Z sells 4 product lines to thousands of customers. With each of its top 100 customers, its sales managers negotiate an annual volume rebate promotion. These promotions may factor in sales growth objectives. For example, a customer's purchase volume last year may be $5 million; to incentivize the customer to exceed that volume, a volume rebate may be created that offers an extra rebate if volume exceeds $5 million.

Although each customer's promotion is similar to all the others, each customer gets a different set of rates for different product lines. Ideally Company A would like to create just one volume offer per customer. The following table shows how Company A can create one volume offer to cover the scenario described above.

If Product is	Volume falls within:	Offer Discount:
A	<u>$1-$5 million</u>	3%
	$5-$6 million	4%
B	<u>$1-$10 million</u>	3.5 %
	$10 million +	4%
C and D combined	<u>1-150,000 cases</u>	$0.25 per case
	150,001-175,000 cases	$0.30 per case
	175,000 cases +	$0.35 per case

Performing Budget Mass Transfers

Promotional offers to customers may span multiple fiscal periods. During the changeover of fiscal periods, new budgets will be established, while the old ones reach end date. Since the offers may not be fully utilized in the old period, they will continue to be executed. Utilizations of these offers that happen in the new period should be tracked in the budgets in the new period.

Run the OZF-TM : Unutilized Commitment Mass Transfer concurrent program to automatically create new budgets for the next fiscal period and optionally transfer all unutilized budgets to the new budget. You can use several parameters to define their query criteria to pick up the budget.

You can use budget mass transfers to:

- Define query criteria through personalization for mass transfer budgets

- Select a budget for transfer from saved query or budget lists

- Create a new budget for itself or its hierarchy

- Create new budget with the same budget amount or zero budget amount

- Activate a new budget automatically when the old budget's end date is reached and new budget is still in draft status

- Transfer an unutilized budget automatically when the old budget end date is reached

- Activate new budgets manually

- View the link between the old budget and the new budget

The concurrent program automatically creates new budgets for the next fiscal period and optionally transfers all unutilized budgets to the new budget. You can use several parameters to define their query criteria to pick up the budget.

When you open a next year's budget by running the above concurrent program. He can change the budget amount of the new version and submit it for Approval.

While running above concurrent program, if the old budget's end date is reached and new budget is still in "Draft" status, the new budgets will be activated automatically with budget amount zero.

While running above concurrent program, if the old budget's end date is reached and new budget is in Active status, the unutilized budget amount from old budget will be transferred to new budget. If the old budget's end date is reached and new budget's budget amount is zero, the transferring unutilized will occur depend on the profile setting.

Using the Budget Adjustment and Utilization Public API

When you use the Budget Public Adjustment and Utilization API you must create different adjustment types if you want to distinguish original accrual versus subsequent adjustments. The adjustment type name can handle X characters.

This API prorates the adjustments among the budgets from which the offer is sourced. For example, when an offer is sourced from multiple budgets and the adjustment record does not refer to any one particular budget as a target for the adjustment, the API will identify the budgets used to source the offer and allocate accordingly the adjustment among these budgets.

When using the Budget Public Adjustment and Utilization API you must have at least one active offer/price list created in Trade Management. You also need to create adjustment types.

For accounting purposes, when earnings are affected by the adjustment and the Post to GL flag is checked in system parameters, the following occurs:

- The Budget Public Adjustment and Utilization API requires inputs from both a debit and credit General Ledger account.

When earnings are affected by the adjustment and the Post to General Ledger flag is checked in system parameters, but no General Ledger accounts are passed to the API, the appropriate account is derived using defined Account Derivation Rules.

Creating Adjustment Records that Update Paid Column

A new adjustment type updates the Paid column. In the Budget Public Adjustment and Utilization API, adjustment records that update the paid column are always associated with a utilization, an accrual record or another adjustment record, regardless of whether they are created manually or from the API. Only the paid column is affected by

this adjustment.

The pay over earnings threshold does not need to be enforced by API because it is on a claim. However, since this type of adjustment is considered in the total paid balance it does affect other claims' threshold checking.

- As an example, if the earned column equals $100, the paid column equals $100 and the threshold is set to $10. If you use the API to create an adjustment record that increases the paid column to $11, a claim user will not be able to pay over the earnings because the threshold is already reached.

Setting Up Budget Adjustment Types

The budget adjustment types you create allow budget owners to manually adjust budget checkbooks. For example, budget owners can adjust (decrease) the earnings committed to customers who fail to meet offer performance requirements. The funds they free up can then be allocated to other activities.

When creating adjustment types, you can utilize a different set of Oracle General Ledger accounts for budget adjustments than the ones originally used for accruals. This functionality allows you to skip the Account Derivation Rules that you defined for simple Oracle General Ledger postings.

Example: A customer's accruals are not paid at the end of the month. Instead, an adjustment is made to the offer. Based on the adjustment type, the funds are put into a single pool—a common set of Oracle General Ledger accounts used for all offer adjustments.

If you plan to use different Oracle General Ledger accounts for budget adjustments, then as a prerequisite, those accounts must be set up in Oracle General Ledger before creating budget adjustment types.

To set up budget adjustment types, log in to Oracle Trade Management.

Navigation: Administration > Trade Management > Budget > Adjustment Types.

The following table lists and describes the Budget Adjustment types:

Budget Adjustment Types

Type	Description
Decrease Committed Amount	You can decrease a commitment if funds have been already committed for that activity. A validation is performed - budget commitments can be decreased only to the extent of the balance left after budget utilization. Negative commitments and earnings are not allowed.

Type	Description
Decrease Committed and Earned Amount	In addition to the above validation, earning validations listed below would also be performed. To post negative earning against a budget a positive earning must exist. If no earning exists for the budget, the user will receive an error message.
Decrease Earned Amount	Allows earning decreases against any budget. Amount cannot exceed the balance left after budget utilization. May be done because a customer fails to meet the performance criteria of an offer.
Increase Earned Amount	Allow earning increases against any budget.

Setting Up Recalculated Committed

This functionality recalculates the funding level based on the sales performance of a promotion. Funds can be increased or decreased. If the promotion performs well, funding can be automatically increased, and vice versa. This ensures that funds do not run out for promotions that are performing well.

The committed amount determines the maximum allowed Utilized amount. The relationship is reversed for Re-Calculated Committed. If Re-Calculated Committed is implemented then the Utilized amount determines what Re-Calculated Committed amount should be.

- Re-Calculated committed amount can be higher or lower than committed or total amount

Subsequent budget requests from offers will increase the committed amount of the budget - not the Re-Calculated Committed.

For example, Budget A has the following numbers:

- Total = $10,000

- Planned = $0

- Committed = $5,000

- Re-Calculated Committed = $12,000

- Utilized = $6,000

Offer A then requests money from Budget A. Offer A is for $2,000. The user submits Offer A for budget approval for $2,000 from Budget A. Offer's status is now at Pending Budget Approval. As a result, Budget A's numbers are updated as follows:

- Total = $10,000

- Planned = $2,000

- Committed = $5,000

- Re-Calculated Committed = $12,000

- Utilized = $6,000

Once the budget request for offer A is approved, Offer A has Active status. Budget A is updated as follows.

- Total = $10,000

- Planned = $0

- Committed = $7,000

- Re-Calculated Committed = $12,000

- Utilized = $6,000

Budget Security, Reporting, and Reconciliation

Budget reporting uses Oracle Discoverer. This is a tool used for querying, reporting, analysis, and web publishing. With the appropriate security access, users can view information stored in their database for various activities. They can build reports and graphs to dissect the information.

Setting Up Budget Security

Not every user can update or view a budget. The table below explains the different access levels for budgets.

Budget Security Levels

Security Level	User Name	Security Level Access
1	AMS: Admin Group	Update all fields: • Excluding those locked by system • Including those locked by locking rules

Security Level	User Name	Security Level Access
2	Owner	Update all fields: • Including Owner field • Including adding Team • Excluding those locked by system • Excluding those locked by locking rules
3	Team members with Edit Metrics	Update all fields: • Excluding Owner field • Including adding Team members • Excluding those locked by system • Excluding those locked by locking rules
4	Team members without Edit Metrics	View budget only
5	Everyone else	No access, no view

Based on the responsibility of the user creating the budget, budgets are created with an organization ID (or operating unit ID). This ID does not drive update or view access to a budget.

From any Budget Request screen, the list of values for available budgets displayed follows the security levels described above. This means that, a budget requestor will only be able to request money from budgets for which he is either an owner or a team member.

Unlike claims which are org-striped, budgets are not org-striped. They are, however, stored with the organization ID (according to the responsibility of the user who created the budget). Budget Utilization is org-striped.

The following table describes the various access levels of objects (such as offers, campaigns, events) and as they relate to which users can access the Budget cue card with each object. Not everybody with access to an object will automatically have access to the Budget cue card or the Budget Request function.

Object and Budget Security Levels

Number	User Name	Security Level Access
1	AMS: Admin Group	Update all fields: • Excluding those locked by system • Including those locked by locking rules
2	Owner	Update all fields: • Including Owner field • Including adding Team members • Excluding those locked by system • Excluding those locked by locking rules
3	Team members with Edit Metrics	Update all fields: • Including adding Team members • Including Cost & Revenue Cue Card • Including Budget Cue Card • Excluding Owner field • Excluding those locked by system • Excluding those locked by locking rules

Number	User Name	Security Level Access
4	Team members without Edit Metrics	Update all fields: • Excluding adding Team members • Excluding Cost & Revenue Cue Card • Excluding Budget Cue Card • Excluding Owner field • Excluding those locked by system • Excluding those locked by locking rules
5	Everyone else, regardless of operating unit	View only

Setting Up the Customer Budget View

With the Oracle Trade Management Customer budget view you can collect customer earnings and payment, and the outstanding earning balance by budgets. Using this type of data you can give companies access to accurate aggregate data to monitor fund usage. Although Oracle Channel Revenue Management provides the data for this information you will have to use a type of reporting tool to view the information.

Concurrent Process for Data Collection

Oracle Channel Revenue Management uses the Refresh Materialized Views (for the parameter Customer Budget View) concurrent process to collect data.

View by Dimension

You can use Oracle Trade Management to write meaningful budget reports containing, the balances described in the previous section. These balances are available for a variety of dimensions listed below. Each dimension is available in IDs and is stored in Materialized View tables. You must provide ID names at the time of report generation.

Dimensions

• Time

  • Calendar period is equal to the month, quarter and year periods defined in the AMS: Marketing Calendar profile option.

• Budget category

- Budget

- Budget security

  - Owner or team member

- Customer party

- Customer account

- Customer account bill to site

- Customer account ship to site

- Operating unit (of the utilization record)

To set up budget reconciliation run the OZF_TM:Release Committed Budget Amount After Grace Period concurrent program.

Setting Up Budget Roll-up Views

Budget roll-up view displays a budget's own amount plus all numbers of its descendent budgets.

Budgets can be allocated and arranged in a hierarchy, the roll-up view gives an organization a "birds-eye" view of all budget balances summed up to each level. Activities and usages can be viewed by drilling down into different numbers such as committed, utilized. When drilled down from a roll-up view, the details will show for the budget itself and all of its child budgets.

For example, if a budget called "California" has committed amounts of $10,000 and a budget called "Oregon" has $20,000 and their parent budget "Western US" funds no other activities, the roll-up view committed is $30,000.

To set up budget roll-up views, log into Oracle Forms with the System Administrator responsibility.

Notes:

- **Profile options:**

  - Set the OZF: Universal Currency for Budget Roll-up View profile option .

  - For each user set the "JTF_PROFILE_DEFAULT_CURRENCY" at user level. This determines what currency a user will see his budget roll-up view in.

    > **Note:** The roll-up view converts all budgets to the profile currency as set up above. Because the profile is set at the user level, different users will see the roll-up view accordingly.

Self View only shows amounts for the parent budget whereas Roll-up view shows amounts summed for the parent budget, as well as its child budgets.

Setting Up Budget Reconciliation

Budget reconciliation is a way to return money at the end of an offer. It can be done manually or automatically.

- **Manual Reconciliation:** Using the Reconcile button on the button cue card for offers.

- **Automatic Reconciliation:** Running the Release Committed Budget Amount After Grace Period program.

Setting Up Customer Accounts

Setting up the Account Manager Dashboard

The Account Manager Dashboard displays data for all the accounts in the territories owned by the logged in user. Dashboard data is current as of the last time the Refresh Account Manager Dashboard concurrent program was run.

Use the following high level procedure to setup Account Manager Dashboard. As a prerequisite, quota must be allocated for the user.

1. Schedule the Workflow Background Engine with the parameter OM Order Line. This process closes orders and refreshes the MTD, QTD, and YTD KPI data in the My Accounts and My Products regions.

2. Run the Refresh Materialized View for Order Sales concurrent program. This program refreshes sales information and the sales performance graphs in the dashboard.

3. Run the OZF: Refresh Account Manager Dashboard concurrent program. This program refreshes the data on the dashboard.

Using Account Planning

Salespeople use the account planning functionality to plan and execute the activities they will use to meet their quotas. It is also used to monitor the performance of their retailers and active offers. Whatever you see in your account is based on the territories to which you are assigned. Tools provided include Gantt charts, sales graphs, and the following:

Tool	Description
Account Manager Dashboard	Displays the performance of all of the account manager's customer accounts.
Account Summary	Displays the summary of all trade activities planned or being executed for a customer account for a given time period.
Offer Evaluator	Enables sales representatives to evaluate the performance of past and current offers.
Discount Calculator	Determines what discount will be beneficial to both the manufacturer and the retailer before actually creating an offer.

Personalizing the Dashboard

Configuring Related Links

You can personalize the Trade Management Dashboard by clicking the Personalize Page button and going to the Related Links region. You can rearrange the order of the links, add additional links or hide links. Configurations are defined at the responsibility level by the Trade Manager Responsibility level. You can configure the following internal dashboard options in the Trade Management dashboard:

- Notifications (Workflow)

- My Tasks (CRM tasks)

- Calendar (CRM calendar)

- Offer Evaluator

- Offer Worksheet Summary

- Audit Retail Conditions (Renamed from Capture Retail Price)

- Discoverer Reports

- Discoverer Reports (links to Discoverer application. No reports are seeded)

- XML Publisher reports (links to XML Publisher application. No reports are seeded)

- Claim Summary

- Quota Summary

- Budget Summary

- Products (links to Oracle Trade Management Product page)

- Customers (links to Oracle Trade Management Customer page)

Setting Up Promotional Forecasting

Baseline and lift factors enable you to predict the performance of offer and promotional activities so you can reach your sales objectives. They help you to better understand past promotion performance, determine the best offers to make, and forecast future sales.

- **Baseline Data**: Defined as non-promoted sales or what the volume would be if the promotion is not executed. You should define baselines at the lowest level of the Offers using the data. For example, if offers are always defined at the account level then you should provide the baseline data at the account level. Many offers are defined at the ship-to level, a baseline level commonly used.

- **Lift Factors**: Defined as percent lift as a percent price discount. You can calculate lift factors from direct shipment data and their associated price discounts as recorded in Oracle Order Management. You can define lift factors for customers, products, period, marketing activity, and offer type.

Trade Management contains an interface table which you can populate with baseline and promotional lift data in different dimensions including time, product, customer, offer type, offer activity, and territory.

First, load pre-translated baseline data into a .csv file. Keep this file in a specific location as described in the Setting Up Directory Object section. Oracle recommends translating this data into the following standards:

- Map Retailers/market names to Forecasting territory's ID or Names.

- Translate products into Inventory Item Ids or Name.

- Translate periods into standard start and end date formats.

- Translate baseline quantities into Forecast UOM.

- Translate baseline amounts into functional currencies.

Source data is often provided at the market (geography) level. Territories are set up to map specific ship-tos to markets. Depending on the level at which the source data is provided, the upload concurrent program, Refresh Materialized Views, determines the ship-tos that map to the source data. An allocation process, such as Quota Allocation distributes the baseline value among the ship-tos in proportion to historical shipments.

Setting Up Directory Object

Follow these steps to upload third party Baseline and Lift data into Oracle Trade Management:

1. Manually create a directory object in the same environment as your Oracle Trade Management database. A directory object is a database object that stores the absolute path of a physical directory on the database node.

2. Name this object OZF_BASELINE_SOURCE_DIR, and verify that the database server can read and write from the location identified by the directory object.

    *   For example, create the directory object in APPS as follows: CREATE or replace DIRECTORY OZF_BASELINE_SOURCE_DIR AS '/emslog/tm'

3. If the object is not in APPS, you must also grant read/write access to APPS as follows

    *   Grant READ access on directory OZF_BASELINE_SOURCE_DIR TO apps

    *   Grant WRITE access on directory OZF_BASELINE_SOURCE_DIR TO apps

Setting Up Territories in Oracle Territory Management

For complete information on setting up territories see the Oracle Territory Manager Implementation Guide. Set up Territories in Territory Management corresponding to the territories in the data:

1. Add the respective Sales Accounts and Geography in the Matching Attributes of these Territories.

2. Run the following two concurrent programs to pull territory setup in Trade Management.

    *   Import Territory Hierarchy

    *   Generate Party List for Market Qualifiers

Setting Up Products in Oracle Inventory

Set up products in Oracle Trade Management corresponding to the products in the data. For more information see the *Oracle Inventory User's Guide.*

Setting Up Trade Mediums and Activities

Set up all trade mediums and activities, corresponding to the set up mentioned in the data.

1. Log into Oracle Trade Management with Trade Management User responsibility.

2. Go to Trade Management:Administration >Setup.

3. Click on the Activity cue card under Setup.

4. Click Create button.

5. Select Deal from the Channel Category LOV.

6. Select the Marketing Medium Cue Card under Setup.

7. Click Create and associate the activity you created in Step 4.

Trade mediums are defined as promotional sales activities such as Aisle Displays, Coupons, Shelf Talker, and newspaper advertisements.

Typically, vendors provide lift data with varying combinations of activities which may include in-store Displays, Features, and marketing media (advertising) as shown in the following examples.

To support User-defined lift activities, you must decide which activities you want to use. During offer forecasting, the offer's trade mediums will be mapped to these activities to determine the lift multiplier to use. You can provide names for the activities and determine which trade mediums activities belong to each group. An example of activity types and the typical members (trade mediums) would be:

Activity #1 Display

- Trade Medium: End Aisle Display

- Trade Medium: In Aisle Display

- Secondary Location

Activity #2

- Coupons

- Banners

The administrator should define and name the activity types that will be used, determine the precedence order of the activity types that will control how lifts are calculated and define and load Trade Medium choices into the appropriate activity " buckets" during the lift data load process.

Setting Up Lookups and Profiles

To set up the Data Source Lookup use the lookup OZF: Baseline Sales and Promotional Lift Data Source(OZF_BASELINE_DATA_ SOURCE). To seed the data use values similar to Code: ACN Meaning: AC.Nielsen.

You can use this seeded code in data_source column code in the baseline data csv file as

well as in the lift factors csv file.

Set up the following profiles:

- OZF: Number of months to trend ship to volume for baseline calculations

- OZF: Currency Conversion Type

- OZF: Keep historical data for Baseline Sales and Promotional Lift

- OZF: Common Currency for Trade Management

- OZF: Common Unit of Measure for Trade Management

- OZF: Global Start Date (mm/dd/yyyy) – This must be already set while populating Time Structure. If you change it, you must re-run time structure and dashboard refresh as well.

- OZF: Quota Allocation by (Set it to Amount or Quantity) You must set this profile before doing setup for Quotas.

- QP: Item Validation Organization (Note this is an Oracle Advanced Pricing profile.)

Creating Baseline Sales Data File

Create your baseline sales data files and store them in the same location to which OZF_BASELINE_SOURCE_DIR is pointing.

The following table list the column description of the 3rd Party Baseline Sales flat file:

Third Party Baseline Sales

Name	Status	Description
DATA_SOURCE	Required	Lookup code as entered by the implementor in the extensible lookup for Data Source for Baseline Sales and Promotional Lift Factor Data .
MARKET_TYPE	Required	Customer identifier - same as TERRITORY.
MARKET_ID	One of the two, id or name is required.	Id as in the customer identifier. For example, territory Id.

Name	Status	Description
MARKET_NAME	One of the two, id or name is required.	Name as in the customer identifier. For example, Territory Name
ITEM_LEVEL (required) This is the	Required	Product identifier - same as 'PRICING_ATTRIBUTE1'.
ITEM_ID	One of the two, id or name is required.	Id as in the product identifier. For example, inventory item Id
ITEM_NAME	One of the two, id or name is required.	Name as in the product identifier. For example, concatenated_segments .
TRANSACTION_FROM_DATE	Required	Start Date for the Data
TRANSACTION_TO_DATE	Required	End Date for the Data
BASELINE_QTY	One of the two, quantity or name is required.	Baseline Sales in Quantity in UOM_CODE
UOM_CODE	Required if quantity is present	UOM_CODE for Baseline Sales in Quantity
BASELINE_AMT	One of the two, quantity or name is required.	Baseline Sales in Amount in CURRENCY_CODE
CURRENCY_CODE	Required if amount is present	CURRENCY_CODE of Baseline Sales in Amount

As an example, your baseline sales data could appear as follows:

"IRI","TERRITORY",,"Name of My Territory","PRICING_ATTRIBUTE1",,"CM18759","20061001","20061231","1000","Ea",,""

"IRI","TERRITORY","1924",,"PRICING_ATTRIBUTE1","149",,"20060301","20060531","","",,

"12000","USD"

Creating Promotional Lift Factors Data File

Create your promotional lift factors Data Files and keep them in the location to which OZF_BASELINE_SOURCE_DIR is pointing:

Column Description of the Third Party Lift Factors flat file

Name	Status	Description
DATA_SOURCE	Required	Lookup code as entered by the implementor in the extensible lookup for Data Source for Baseline Sales and Promotional Lift Factor Data .
MARKET_TYPE	Required	Customer identifier - same as TERRITORY.
MARKET_ID	One of the two, id or name is required.	Id as in the customer identifier. For example, territory Id.
MARKET_NAME	One of the two, id or name is required.	Name as in the customer identifier. For example, Territory Name
ITEM_LEVEL	Required	Product identifier - same as 'PRICING_ATTRIBUTE1'.
ITEM_ID	One of the two, id or name is required.	Id as in the product identifier. For example, inventory item Id
ITEM_NAME	One of the two, id or name is required.	Name as in the product identifier. For example, concatenated_segments .
TRANSACTION_FROM_DATE	Required	Start Date for the Data

Name	Status	Description
OFFER_TYPE	Required	Offer_code of the type of offer ACCRUAL - Accrual
		DEAL - Trade Deal
		LUMPSUM - Lumpsum OFF_INVOICE - Off Invoice
		OID - Promotional Goods
		ORDER - Order value
		TERMS - Terms Upgrade
		VOLUME_OFFER - Volume Offer
ACTIVITY_ID		Trade Activity ID
ACTIVITY_NAME		Trade Activity name
TRADE_TACTIC_ID1 through TRADE_TACTIC_ID10		Trade Medium Id
TRADE_TACTIC_NAME1 through TRADE_TACTIC_NAME10		Trade Medium name.
TPR_PERCENT	Required	Trade promotion discount percentage for the product.
LIFT_FACTOR	Required	Lift Factor as a multilplier (for example, 0.10 for 10% lift)
		For example, "IRI","TERRITORY",,"My Sales Territory","PRICING_ATTRIBUTE1",,"CM18759","20061001","20061231","",,,,,,,,,,,,,,,,,,10,0.12
		"IRI","TERRITORY","1924","","PRICING_ATTRIBUTE1",201,"","20061001","20061231","",,,,,'End Aisle Display',,"Banner",,"TV Ad,,,,,,,,,,,,10,0.12

For example your data could appear as follows:

"IRI","TERRITORY",,"My Sales Territory","PRICING_ATTRIBUTE1",,"CM18759","20061001","20061231","",,,,,,,,,,,,,,,,,1

0,0.12

"IRI","TERRITORY","1924","","PRICING_ATTRIBUTE1",201,"","20061001","20061231","",,
,,'End Aisle Display',,"Banner",,"TV Ad,,,,,,,,,,,,10,0.12

Loading Data into the Baseline Sales Interface

The following information lists the steps for running the Baseline Sales request set and
the Lift Factors request set:

Load Third Party Baseline Sales:

1. Baseline Sales and Promotional Lift Factors Flat Files Upload Preprocessing

2. Baseline Sales Flat File Upload Table Creation

    •   Name of Directory Object Containing the file

    •   Name of Baseline Sales flat file

    •   File name to store the log

    •   File name to store all bad records

    •   File name to store all discarded records

3. Baseline Sales Flat File Upload - Pass 1

    •   Data Source (Choose 'IRI' from the dropdown)

4. Baseline Sales Flat File Upload - Pass 2

    •   Data Source

Load 3rd Party Promotional Lift Factors:

1. Baseline Sales and Promotional Lift Factors Flat Files Upload Preprocessing

2. Promotional Lift Factors Flat File Upload Table Creation parameters:

    •   Name of Directory Object Containing the file

    •   Name of Promotional Lift Factors flat file

    •   File name to store the log

    •   File name to store all bad records

    •   File name to store all discarded records

3. Promotional Lift Factors Flat File Upload - Pass 1

1. Data Source (Choose 'IRI' from the dropdown)

4. Promotional Lift Factors Flat File Upload - Pass 2

   • Data Source

Check the log file for errors. Correct the CSV file and the errors and re-run the request set.

Setting Up Budget Utilization Views

Trade Management collects and summarizes budget balances for use in creating reports. Budget utilized, earned and paid columns can all be tied specifically to a customer's transactions regardless of how the budget was "committed". Earned minus paid is the actual accrual balance. The customer budget view is now based on the transactions of the customer. Companies can easily view the information using any reporting tool such as Oracle Discover.

The following table describes **Utilized** budget balances available in Trade Management:

Utilized Budget Balances

Utilizations	Description
Order related utilizations (positive), such as those for accrual and off-invoice offers	Utilizations for orders booked but not shipped, invoiced or closed. These utilizations are not the same as "earned" balances.
Return related utilizations (negative)	Utilizations for return orders booked but not invoiced (credited) or closed.
Non-order related utilizations. For example, those for lump sum and scan data offers, as well as utilizations created by net accrual offers, partner activities or indirect sales purposes.	There is no difference between utilized and earned.

The following table describes **Earned** budget balances available in Trade Management:

Earned Budget Balances

Utilizations	Description
Order related (positive)	Earned balances for orders shipped, invoiced or closed
Return related (negative)	Earned balances for return orders invoiced (credited) or closed.
Non-order related utilizations and utilizations created by net accrual offers, partner activities or indirect sales purposes.	Identical to Utilized

The following table describes **Paid** budget balances available in Trade Management:

Paid Budget Balances

Utilizations	Description
Off-invoice types of utilizations such as off-invoice, order value and promotional good offers	Paid amounts are the same as earned amounts.
For accrual types of utilizations such as accrual, lump sum and scan data offers.	Paid amounts are claim amounts associated to the accruals.
	All adjustments to the paid amount, whether manually created, created by public API or system generated.

View by Dimensions

The balances described in the previous tables are available for the following dimensions. Each dimension must have a unique ID. For performance reasons only IDs can be stored in MV (Materialized Views) tables. You must provide names for these IDs at the time of report generation.

• Time - Calendar period equals month, quarter and year periods defined in the AMS: Marketing Calendar profile option

• Budget category

- Budget

- Budget security - Owner

- Customer party

- Customer account

- Customer account bill to site

- Customer account ship to site

- Operating unit (of the utilization record)

Cross Drill Downs

In addition to the simple reports administrators can also build reports with cross drill down from one dimension to another as shown in the following examples:

- Time > budget

- Time > customer party >budget

- Time > customer party > account > bill to site > ship to site > budget

Setting Up Retail Price Capture

Defining Retail Attributes and Store Conditions

Trade Management captures price and facing data by account ship-to category. Trade Management can also capture user defined promotional activities for products (as well as their competitors) in retail store locations. Follow these steps to capture user defined promotional activities:

1. Define store condition metrics you want to track by determining what specific product data to track.

2. Establish territory-store relationships by determining the specific stores to include in your retail coverage territory.

3. Capture store specific field data by collecting store-product data for stores in the territory and track that data over time.

4. View store conditions by viewing current store-product status.

Defining Store Tracking Conditions

Trade Management defines two different types of stores:

- **Direct Store Delivery (DSD)** - Retail stores who supply product directly from the vendor.

- **Direct Distribution (DC)**- Product is supplied through the retailers Distribution Center.

Using Oracle Trade Management the Account Manager can define all of the DSD and DC stores for which he is responsible even if they fall outside of his territory.

Direct Store Delivery (DSD) Model

An example of a DSD model is a soda distributor who services all of Kroger's stores with their own delivery trucks. This type of setup makes each store a Ship-To site. Each store now has a retail outlet where they can track retail conditions, and a ship-to site for distribution.

Direct Distribution (DC) Store Model

In the following example the cookie manufacturer delivers through the retailer's distribution chain and the retailer is centrally managed. All transactions are processed through central billing and all deals are negotiated at Headquarters. From an Oracle Trade Planning Management perspective, stores are data points where the retailer in-store performance is tracked for compliance.

Assigning Stores to Territories

- An address (party-site) is defined for each DC store location associated to a retail customer. Set the Usage to "Store"

- Ship-to's represent DSD store locations.

The Retail Audit Condition Capture and Retail Condition status screens have a Location LOV containing a customized list of DSD and DC stores relevant for each territory.

The OZF: Generate Party List for Market Qualifier process collects all Stores (DC/DSD) for each customer in the account manager's territory. Each time you run this process it adds new Stores in the Territory to the list. The resulting list includes the Store party-sites and Ship-to's in the territory for each customer.

Editing Retail Store List

Follow these steps to edit the retail store list in Trade Management:

1. Select a Territory in the Territory LOV to retrieve the current store list. The Administrator has access to all Territories.

2. Select a customer from the customer LOV. The LOV lists all customers in the territory.

3. Click Search to list all of the customer stores tied to the territory.

4. (Optional Step). Add a Store to Retail Territory by clicking Add Another Store icon.

All Stores for this Customer are displayed and you can select the stores to add to your current Territory list.

5. (Optional Step). To remove or delete a store from the Retail Territory list, click the Remove icon.

Setting Up Activity Summary and Offer Evaluator

The Activity Summary displays all the Offers and Campaign Schedules. The Offer Evaluator displays all offers and their forecasted and/or actual sales information.

As a prerequisite, offers and campaigns must exist in the system.

To set up activity summary and offer evaluator, run the Refresh Trade Management Activities (Offers and Schedules concurrent program.

This program populates de-normalized (flattened structure of all the information in a table) tables with current information for new and changed Offer and Schedules. Both the Activity Summary and Offer Evaluator data is current as of the last time this concurrent program was run.

All of the activities in the account plan and Offer Evaluator are current as of the last time the Refresh Trade Management Activities (Offers and Schedules) concurrent program was run.

Setting Up Offers

Basic Setups

The following information describes the required setups for implementing offers.

Configuring Offer Payout

For accrual-type offers, the offer owners can specify:

• The date to automatically pay the beneficiary , or the number of days from the offer end date upon which to pay the beneficiary.

• The payment method (check or on-account credit, on-account debit, or accounting only).

> **Note:** Supplier Ship and Debit and Price Protection both use on-account debit payment for settlement of accruals. In addition, internal ship and debit claims use the Accounting Only payment method. For more information on supplier ship and debit offers and claims, see the *Oracle Supplier Ship and Debit User Guide*. For details on price protection claims, see the *Oracle Price Protection*

User Guide.

- The beneficiary to be paid.

To implement this functionality, you must:

1. Verify the following lookups:

    - OZF_AUTOPAY_METHOD

    - Meanings are Issue Credit and Account Credit

    - OZF_AUTOPAY_CUST_TYPES

    - Meanings are Customer Name; Customer - Bill To; Customer - Ship To

2. Set up the OZF : Claims Autopay concurrent program to run every day.

The Autopay program checks to see which offers meet the pay out date specifications. When an offer meets this criteria, the Funds Accrual Engine is invoked, a claim is created, and the claim is settled. The offer owner is notified when payment is made.

Setting Up Offer Theme Approval

Theme approval functionality allows businesses to require upper management approval for promotional ideas prior to allocating budget resources. Use of this functionality is optional.

To implement theme approval for offers, you must verify the lookup OZF_OFFER_STATUS.

Offer theme approval functionality is enabled and disabled by selecting an option called Theme Approval when you create custom setups for offers. For more information on custom setups, see the Creating Custom Setups section in the *Oracle Channel Revenue Management Implementation and Administration Guide*.

Setting Up General Ledger Postings

You can configure Oracle Trade Management to transfer General Ledger (GL) postings for offers from the Trade Management interface to the Oracle General Ledger interface table.

Posts to Oracle General Ledger occur when:

- Lump sum or Accrual offers update the budget utilized column

- Claims or deductions for an offer are settled

- The utilized amount for lump sum and accrual offers increases or decreases due to

an adjustment of the utilized column

- Off invoice postings are done when updating the budget utilized column. The Create Oracle General Ledger entries for off-invoice discount option must be enabled on the System Parameters page.

Posts will not occur to Oracle General Ledger when the following offers are associated with an order:

- Promotional goods

- Order value

- Terms Upgrade

If posted to the budget checkbook, the Utilization and Paid columns will reflect the value.

To configure Oracle Trade Management to transfer Oracle General Ledger (GL) postings for offers, run the Create Accounting concurrent program with the Transfer to GL and Post to GL parameters set to Yes.

This program creates accounting entries in Oracle Subledger Accounting first and then transfers these journal entries to Oracle General Ledger posting them from Oracle General Ledger's interface to General Ledger tables.

To transfer these accounting transactions from Oracle General Ledger's interface, you can also run the Journal Import and/or Post to Oracle General Ledger programs from General Ledger with Source equals Channel Management option.

To set up Oracle Trade Management to post offers to Oracle General Ledger, follow these steps:

1. Log in to Oracle Forms and select the Oracle Trade Management Administrator responsibility.

2. Run the Create Accounting concurrent program and select to transfer the accounting entries to Oracle General Ledger.

   While running this program, you can submit journal import at the same time. Or, you can wait for the request to finish and then:

   - Switch to the General Ledger responsibility.

   - Run Journal Import separately for the Marketing source from the Run Journal Import screen in Oracle General Ledger.

3. Switch to the General Ledger responsibility and navigate to Journals > Enter.

4. Query the journal entries using the source Marketing.

5. Review the journal details.

6. Post the journal batch by navigating to More Actions > Post Batch.

   Once posting is complete, the batch status changes to Posted, and the respective account balance is updated.

Setting up Funding Sources

You can source individual offers from either a campaign (parent) or a budget directly. This allows offers the flexibility to define its funding source. When a campaign is the funding source of an offer, the campaign acts like a "mini-budget". The offer can only source up to the available amounts the campaign contains.

Sourcing funds for offers from a campaign or budget functionality allows the sales manager to create multiple campaigns from a single budget and assign owners to specific campaigns. These functions enhance the manager's ability to monitor spending. These functions also permit the sales person to source funding for Trade Deal type offers from either a campaign or a budget, which simplifies the offer execution process.

This functionality is based on the profile OZF : Source from Parent Object. See Profile Options for Trade Planning for details.

Offer Adjustment

Setting Up Backdating

Manufacturers must often alter the original conditions of an offer while it is still active. You can adjust discount terms and product groups by using Oracle Trade Management's backdating functionality. Using the backdating functionality in Trade Management, you can enter an active offer and adjust the discount terms and product group involved.

Manufacturers must often alter the original conditions of an offer while it is still active. You can adjust discount terms and product groups by using Oracle Trade Management's backdating functionality.

For backdating, the Offer Adjustment Function is available for user-defined role. Access to the "Offer Adjustment" page is determined by the user's role and responsibility.

You can use Offer Adjustment, when active, for planned, active, and draft versions of the following offer types:

- Off-invoice

- Accrual

- Trade Deal

- Order Value

- Promotional Goods

Use the backdating concurrent process to initiate a search for all postings relating to the specific offer, sort by customer and product and calculate the corresponding differential.

The differential is posted to the checkbook by product. The posting is categorized as a *backdating adjustment* and the Oracle General Ledger posting occurs in the same month that the concurrent process is run. Backdating adjustments, as well as adjustments of all types made to an offer, are reflected in the Claims Association Offer Summary view.

The Funds Accrual Engine concurrent process creates the backdated adjustment accruals.

Forecasting

You can use the forecast functionality in Oracle Trade Management for evaluating and considering the historical data of past offers to create successful new offers. To access this functionality click the Forecast side navigation link from the details page of any offer.

The Offer Forecast can be based on one of the following:

- Last Year Same Period

- Custom Date Range

- Offer Code

- Baseline driven forecasting options. This information depends on the data source you created earlier in the section - Setting Baseline Sales Data.

You can create Forecasts for all types of offers and any offer status. The exception to this is for Order Value. Order Value offer does not have any product specification.

To create a forecast you need at least one customer and one product selected in the Offer. Forecasts support multiple customers and products.

You can update a Forecast before it is frozen. After it is frozen, a Forecast and product combination cannot be changed, regardless of changes in the Offer's customer and product selection. A frozen Forecast cannot be deleted. New Forecast versions can be created after a previous one is frozen. Forecasts are created in quantity, not monetary value.

Forecasts are created at Offer or Campaign level. If created at Offer level, it looks up the historical sales data for the customers and products selected for that given Offer. If created at the Campaign level, it sums up for the different campaigns.

For Offer Forecasting, Trade Management uses an API from Inventory called CST_COST_API.get_item.cost. The list price of the item is fetched using the Advanced Pricing API called QP_preq_grp.price_request. When you input the inventory item ID and org ID, they are passed on to the API, which returns the cost of goods sold.

Implementing Forecasts for Offers

To implement Forecasts for Offers, use the following high level procedure.

1. Run the Refresh Materialized Views for Order Sales concurrent program.

   Because Forecasts are done based on historical sales data, there must be historical sales data in the system.

2. Set the OZF: Default Forecast UOM profile option at the user level.

   This profile option determines the default unit of measure (UOM) used for calculating forecasts. If historical sales data are in different UOMs, they will all be converted to the UOM specified here.

3. Ensure that the Forecast flag is checked as Available Attributes in the corresponding Campaign or Offer Custom Setup.

Setting up Other Costs for ROI Calculator

You can set up Other Costs for an item in addition to the cost of goods retrieved by the API CST_COST_API.get_item_cost.

For each item and event "oracle.apps.ozf.forecast.OtherCosts" is raised. Subscribe to this with a phase between 1 and 99 so that the subscription will be executed synchronously. This subscription should have a function that returns the other costs for the item.

To subscribe to the Event, log into Self Service Applications as System Administrator. Select the Workflow Administrator Web Applications responsibility.

1. Select Business Events under Administer Workflow.

2. Enter **oracle.apps.ozf.planning.OtherCosts** in the Search Criteria.

3. Click the Subscription icon for the Event.

4. Click **Create Subscription**.

5. Enter all of the required information.

   Make sure that Phase = Between 1 and 99

   These parameters are sent in the Event:

Name	Description
P_OBJ_TYPE	Calling object code. WKST if called from Offer Worksheet Discount Calculator. OFFR if called from Offer - Forecasts

Name	Description
P_OBJ_ID	Calling objects Id. If P_OBJ_TYPE is WKST then OZF_WORKSHEET_HEADERS_B.WORKSHEET_HEADER_ID If P_OBJ_TYPE is OFFR then OZF_OFFERS.QP_LIST_HEADER_ID
P_PRODUCT_ATTRIBUTE	Attribute of the discount line. For product: PRICING_ATTRIBUTE1 For Category: PRICING_ATTRIBUTE2
P_PRODUCT_ATTR_VALUE	Id of the Attribute. For product: Inventory_Item_Id For category: Category_Id
P_UOM	Unit of Measure for Other Costs
P_OTHER_COSTS	The subscription should set value of other costs to this parameter. Application will read this value and add to Cost of Goods. **Note**: Should always be a NUMBER

Code Example

Users can write the generate function in the subscription as follows:

Generate Function in the Subscription

```
FUNCTION return_other_costs(p_subscription_guid in raw,
                                p_event in out wf_event_t)
RETURN VARCHAR2
  -- Initialize parameters
  l_parameter_list        wf_parameter_list_t;
  l_parameter1            VARCHAR2(1000);
  l_parameter2            VARCHAR2(1000);
  l_other_costs           NUMBER;
BEGIN

  -- Read parameter passed by the event
  l_parameter_list := WF_PARAMETER_LIST_T();
  l_parameter_list := p_event.GetParameterList;

  l_parameter1 := wf_event.GetValueForParameter(
                                    'P_OBJ_TYPE,
                                    l_parameter_list);
  l_parameter2 := wf_event.GetValueForParameter(
                                    'P_OBJ_ID,
                                    l_parameter_list);
...
... Read all other parameters...
-- Custom code to fetch other costs
...
...
...

l_other_costs := <Calculated Value >
-----------------------------------------
-- Send value of other costs back to the event.
p_event.AddParameterToList(pName   => 'P_OTHER_COSTS',
                           pValue   => l_other_costs  ;
  return 'SUCCESS';
EXCEPTION
END;
```

Setting Up Budget-Offer Validation

Enable this option to ensure that customer and product targets for promotional offers match those specified in the budget from which it is sourcing money. This option ensures that funds planned for certain customers and products are used appropriately.

For example, a company may create a budget used for California Retailers and Orange Juice only. If the validation is turned on, an offer created for Oregon Retailers and Milk will not be allowed to source from that budget.

To enable this functionality, set the OZF: Validate market and product eligibility between object and budget profile option. Set this option at the site and responsibility levels.

The values for this profile option are:

- No validation for customers and products

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- Validate customer and products by each budget

- Validate customer by each budget, product by all budgets

- Validate product by each budget, customer by all budgets.

If validation fails, the *revert status* process reverts the status of an object (such as an offer) from Submitted or Pending back to the previous status, for example, draft. A notification is sent to the object owner.

Offer Types

Setting Up Volume Offers

In the consumer goods industry, manufacturers frequently enter into trade commitments with customers that span months, quarters, or even an entire calendar or fiscal year. These commitments may also surround special trade events such as new product introductions. Trade commitments are commonly referred to as Performance Programs, Purchase Contracts or National Agreements.

The goal of a volume offer is to provide an enticement to purchase. The incentive covers the cumulative purchases of the specified goods, and accrues as the manufacturers ships their goods to the customer.

Typically the commitment provides multiple performance tiers for the customer. For example, an offer may be executed for one quarter with the following structure:

- Purchase $100,000 receive 3% incentive

- Purchase $200,000 receive 4% incentive

- Purchase $300,000 receive 5% incentive

Oracle Trade Management accommodates volume offers. The following table lists the columns in the Offer Checkbook that describe the financial and budgeting details of an offer.

Column	Description
Utilized	Updated after the offer applies on an order, which is determined by QP's Event Phase setups. If offer is set as Retroactive, additional updates to Utilized will be made on previous orders as well.
Earned	Updated as determined by profile option OZF: Create GL Entries For Orders

Column	Description
Paid	Claim/Deduction is settled

Volume Offer Seeded Values

- **Volume Type Seeded Values**: Amount or Quantity

- **Discount Type Seeded Values**: Amount and Percent

Calculating Volume Offer

The Volume Offer considers actual shipments within the date range of the offer, not booked orders for the product(s) specified in the Product Profile table. Actual shipment values are derived from Order Management.

Point of Sales Qualifiers for Volume Offers

When you use indirect sales data for volume offers, identifying the seller and buyer are important for market eligibility rules. The following information applies to Indirect Sales for Volume Offers.

- Seeded qualifiers are required to support the ability to identify indirect sellers and buyers.

- A seller/buyer can be an account or an account site but both need to be seeded as Quoting (QP) qualifiers.

- A seller account is an actual valid account site defined in Accounts Receivable. Although the seller is a seller from the indirect sales transaction's perspective, it is still a customer from the company's perspective. For example, a distributor that a company sells to, is a customer from the company's perspective. However, if this distributor submits its sales transactions to the company, these transactions become indirect sales transactions that will be imported into Oracle Trade Management. From that perspective the distributor is a seller.

- Additionally, indirect seller and buyer account sites are valid customer account sites defined in Oracle Trading Community Architecture.

- The "Sold By" IDSM (indirect Sales Modifier) qualifier supports the following contexts and values :

Context Attribute	Value
Channel	Direct and Indirect Sales

Context Attribute	Value
Distributor Name	Distributor Name
Distributor Segment	Distributor segment name
Distributor List	Distributor List Name
Distributor Territory	Trade Management territory name

- The Pricing formula, created in Advanced Pricing, is shown on volume offers. The pricing Formula provides great flexibility in handle highly complex pricing and promotion scenarios.

- Oracle Trade Management also provides currency support for Volume offers.

Budget Integration for Volume Offers

In Trade Management you no longer have to enter the market eligibility from the first fully accrued budget creation page. You can enter market eligibility at any time and it will passed to the "market eligibility" page. After you enter market eligibility the " market options" page will display a corresponding line.

Notes:

- **Budget Utilization and Earning -** All accruals and adjustments will be created in the same manner as direct sales. All accruals and adjustments will be created for volume offer in the same way they are created for a regular accrual offer when indirect data is used.

- **Accrual Parameters -** The accrual parameter page contains Market, Retroactive Flag, and Territory Level fields.

- **Accrual dropdown :**In the Accrual dropdown on the Accrual Parameters page you can select either Customer or Sales. If you select Sales, the accrual is assigned to the budget owner and the "Accrue To" and "Beneficiary" field on the Market Options become unavailable.

Setting up Scan Data Offers

Scan data offers are a common promotional tactic executed by companies in most all consumer goods industries. Common examples of scan data promotions are coupons or consumer rebate programs, which may be received by a manufacturer as an import file from a POS system.

The process works as follows:

- Manufacturer sponsored rebate programs or discounts coupons are redeemed at retail by the consumer.

- The programs or coupons are processed through a third party clearing house.

- The third party clearing house passes the data to the manufacturer.

- The manufacturer then makes payment to the retailer.

In some cases, the retailer may submit the scan data directly to the manufacturer. In that situation, the manufacturer validates the data and remits payment to the retailer.

Trade Management accepts such scan data from a third party source. The collected data can then be researched, verified and resolved so payment can be made to the appropriate retailer and the open liability settled. In some cases, the retailer may submit the scan data directly to the manufacturer. In those cases the manufacturer validates the data and remits payment to the retailer.

- **Utilized:** Total offer amount updates Utilized when offer goes Active.

- **Paid:** Claim/Deduction is settled

Use the following steps to set up a scan data offer.

1. Set the following profile options in Oracle Forms:

   - OZF: Invoke Workflow for Manual Scan Data Adjustments

   - OZF: Scan Data UOM

     See the Trade Planning profile options,for more information.

2. Log in to Oracle Trade Management and navigate to Administration > Trade Management >Setup >Activity.

3. Create an activity by associating the appropriate marketing media using the table.

   The values displayed for Marketing Media are predicated on the Activity selected. You can create and customize additional Activity /Trade Medium relationships as needs arise or you can define the values during setup.

4. Log in to Oracle Forms and select the General Ledger Super User responsibility.

5. Navigate to GL Posting for Accrual.

   At the same time a Scan Data offer updates the budget utilized column, if Oracle General Ledger postings created by Trade Management are used based on a profile, Trade Management writes a debit and a credit accounting entry into its interface to be transferred to Oracle General Ledger.

Per line in the offer, in this case per scan data profile line, the following entries are created:

- Sales Expense

- Liability

6. Customize GL accounts.

The Oracle General Ledger accounts are taken first from the Budget, then Budget Category, then System Parameters. You can also define Account Derivation Rules to derive the Oracle General Ledger accounts for each offer line. For information on setting up account derivation rules, see the *Oracle Subledger Accounting Implementation Guide*.

> **Note:** An option is provided that allows the reversal of product family accruals for Lump sum and Scan Data offers. It is selected when creating custom setups for Scan Data offers. For more information, see. the Creating Custom Setups section in the *Oracle Channel Revenue Management Implementation and Administration Guide*.

Setting Up Lump Sum Offers

In addition to offers made to customers tied to specific product transactions (for example, $1.00 off per case), a supplier may pay customers for other services and expenses. These include payments to secure shelf space (slotting allowances), events (new store opening activities), and payments to reimburse customers for advertising costs, for example. For these situations, the vendor uses a Lump sum offer to issue a check or credit to the customer for a specific amount.

To set up Lump sum offers, log into Oracle Trade Management.

Navigation: Trade Planning > Offers.

Notes:

- **Setup type:** Select Lumpsum.

- **Start date and end date:** The lumpsum is earned throughout the active date range.

- **Distribution type:** See Guidelines.

- **Activity type:** Select Budget or Campaign as the source for the Lump sum offer. Check the Source from Campaign box to source from a campaign that has its own budgets. Available budgets in the list of values are determined by the Activity type selected. Only member campaigns are available in the campaign list of values. Campaigns with multiple budgets are drawn against in proportion to the budget

amounts.

- **Payment type:** If you select a payment type of Issue Check or Credit Memo, a claim request is created automatically and settled immediately. No workflow approval is required. This function mimics the Autopay function.

- **Reusable:** Select if you want to use the offer in multiple campaigns.

- **Confidential:** If you want the offer team to be able to review and edit the offer, leave the Confidential box unchecked.

- **Owner:** The owner controls the team member list and security.

- **Qualifiers:** Add From and To performance dates that affect the earning of the Lump sum. Performance Dates are for documentation purposes only, for example, to show when the customer is expected to perform in exchange for the lumpsum (which, for example, is used to pay for a POP display July 4th week).

- **Discount rules:** Create discount rules for specific items. Discount rules show how the sum will be accrued by the products. The rules can be amounts, quantities, or a percentage of the sum. Percentages must add up to 100%).

- **Exclusions:** Use to make specific exclusions to a rule.

Guidelines

- If you select a distribution type of Percentage, the value(s) entered in Distribution Value under Discount Rules must equal 100% when an offer is in Active status. If you selected a distribution type of Amount, the total of the amounts entered in the Distribution Value field(s) under Discount Rules must equal the amount in the Lump Sum Amount field in the header.

- When any offer is in Draft status, amounts may vary below 100%. If percentages are greater than 100% at any time in either Draft or Active status, an error message is created.

- When the lumpsum becomes active, the total amount is Committed.

During the time when the lumpsum is active, the funds are utilized at a rate in proportion to the total days of the offer. For example, a lumpsum of $12,000 for a three month quarter is utilized as $4,000 per month.

Setting Up Net Accrual Offers

The Net Accrual offer type bypasses Advanced Pricing and directly processes order transaction data. Accruals are applied based on the net sales of a specific customer and product, rather than on invoiced sales. Net accrual offers can be used to establish price protection programs. They create utilization on sales that occurred in the past.

To implement net accrual offer types, run the following concurrent programs in this order:

- Refresh Trade Management Activities (Offers and Schedules)

- Net Accrual Engine

Setting Up Net Accrual Rules

Net accrual rules are used to determine the net sales of product on which an accrual discount can be applied. These rules contain all the deductions that need to be considered on total sales of any product to arrive at the Net Sales.

For example, a Sales Representative sets up a deal with a customer that gives the customer a promotion of 5% based on sales to them in the previous quarter. As a part of the terms of this promotion, the Sales Representative wants to exclude the credit memos given to the customer in the previous quarter so as to arrive at a net sales figure. He can achieve that by creating net accrual rules and group them as a net accrual rule set. This rule set can be specified on an Offer of type Net Accrual.

Log in to Oracle Trade Management.

Navigation: Administration > Trade Management > Trade Planning > Net Accrual Rules.

Notes:

- **Transaction source:** Supported sources are Account Receivables, Order Management Returns, and Trade Management Offers.

- **Transaction type and Transaction identifier:** Shows valid values based on the transaction source.

Creating and Verifying Net Accrual Rule Sets

Net accrual rule sets are a grouping of Net Accrual rules. A rule set must be specified while creating a Net Accrual offer. The rules in the rule set will be used in arriving at the Net Sales of a product on which and accrual discount can be applied.

Creating Net Accrual Rule Sets

As a prerequisite, Net Accrual Rules must be created.

Log in to Oracle Trade Management.

Navigation: Administration > Trade Management > Trade Planning > Net Accrual Rules.

Notes:

- **Rule set header:** A Rule set header is created when you create a rule. A table is displayed to capture the rules. Select the Net Accrual Rule from the list of values.

Verifying Net Accrual Rule Sets

As a prerequisite, Net Accrual Rule sets must have been set up.

Log in to Oracle Trade Management.

Navigation: Trade Planning > Offers > Create.

Notes:

- **Offer type:** Select Net Accrual. The List of Values for Net Accrual Rule Set should display of all the rule sets you defined.

Defining Account Derivation Rules for Offers

If your business requirements call for the need to post promotional accruals (for accrual, lump sum offers) to Oracle General Ledger you can customize the derivation of this account in Oracle Subledger Accounting.

Customization defines the value of a certain segment of the whole account.

For example:

- Account structure = company-account type-customer-product-spare

- Base account = 01-0001-0002-0000-000

- Customized = 01-0001-8888-2344-000 (e.g. changed based on the customer and product derived from an order)

You can use the following attributes for customization:

- Account Type

- Claim ID

- Budget ID

- Offer ID

- Line ID

- Inventory Item ID (seeded)

- Price Adjustment ID

- Customer ID

- Order Category

- Org ID

For more information on using the Account Derivation Rules, see the *Oracle Subledger Accounting Implementation Guide*.

2

Implementing Point-of-Sale Management

This chapter covers the following topics:

- Overview
- Implementing Org-Striping
- Setting Point-of-Sale Profile Options
- Setting System Parameter Defaults
- Implementing Data Import and Processing
- Setting Up Third Party Accrual API Import
- Implementing Special Pricing Requests
- Implementing Soft Fund Requests
- Implementing Volume Offers

Overview

This chapter provides the information you need to set up the Point of Sales portion of Oracle Channel Revenue Management. How this module is implemented will vary depending on your business requirements.

Point of Sales Management enables a manufacturer to validate requests as well as manage and track funds when trade promotions are executed indirectly through retailers and wholesalers (or dealers and distributors). Point of Sales Management includes the following features:

- Chargeback

When wholesalers sell products to retailers or end users, they sometimes sell the products at a price that was agreed upon between retailers and the manufacturer. If this price is lower than the price the wholesaler paid to purchase the products from the manufacturer, the wholesalers can claim the difference between their purchase price and selling price from the manufacturer through chargeback.

- Third Party Accruals

When retailers buy products from wholesalers, they might not get the discounts that they are entitled to if they buy directly from the manufacturer. The manufacturer can accrue these discounts for the retailers based on the data that wholesalers send through Third Party Accrual.

- Special Pricing

Retailers or wholesalers may request a special price or discount from a manufacturer in order to dispose of existing inventory, meet a competitor's price, or win a deal for an existing customer. The manufacturer can pay the retailers the discount based on these requests through Special Pricing.

- Soft Funds

Retailers or wholesalers may request a budget in order to execute trade promotion activities on behalf of the manufacturer.

- Inventory Tracking

The manufacturer can keep track of the inventory level of the wholesalers to verify the data that the wholesalers send. This ensures that the manufacturer does not overpay the wholesalers' claims.

Oracle Channel Rebate and Point of Sales Management and Oracle Partner Management work together in the following way:

- Chargeback and Third Party Accrual data are managed in Oracle Channel Rebate and Point of Sales Management.

- Special Pricing and Soft Funds, and Referral Management are features that are available in Oracle Partner Management.

- Oracle Channel Rebate and Point of Sales Management integrates with Oracle Partner Management so that whenever there are any approved requests related to Special Pricing or Soft Funds, offers and claims are automatically generated in Oracle Channel Rebate and Point of Sales Management. These claims are settled by the claims user.

See the *Oracle Channel Rebate and Point of Sales Management User Guide* for more information on using this application.

See the *Oracle Partner Management Partner User Guide* for information on Partner Management.

Implementing Org-Striping

An operating unit is a business entity with its own set of business rules. You set up entities to deal with geographical differences that affect product, customer, operational

efficiency, and encourages inter division competition, If you implemented multiple operating unit access, you can view and track operations across operating units. You must also set the MO: Default Operating Unit profile option with your default operating unit before you can create an account site or an account relationship. For more information, see the *Oracle Applications Multiple Organizations Implementation Guide* .

Oracle Point of Sales Management uses operating units:

- When importing Point of Sales data using WebADI, XML Gateway, or the interface table.The operating unit can be derived from the system profile MO:Default Operating Unit or be selected by the particular user who plans to upload the data.

- When checking sales orders against the price list.

- When performing batch import

- When tracking each point of sales batch. This includes batch import and chargeback summary. Note: An Point of Sales batch can contain transactions for only one operating unit and claims should be created in the same operating unit.

Impact on Point of Sales Management Components

Org-striping has the following impact on various Point of Sales management components:

- **Chargebacks:** The profile option, QP: Security Control, determines whether the operating unit details in Point of Sales orders should be matched with the operating unit details specified in the pricelist. If the profile option is set to:

  - **On:** If On, and if the price list was created without the global flag checked, the Point of Sales order's operating unit is checked against that of the price list. If it does not match, then it results in a dispute of invalid price list.

    Additionally, if the QP profile option is set to On with the global flag on the pricelist checked or set to Off, the pricelist validation does not take place.

- **Third Party Accruals:** The validation that takes place is similar to that of offers applied to direct sales orders.

- Org-striping validation on price lists and offers rely on the Advanced Pricing Engine.

Impact of Org-Striping on Concurrent Programs

The impact is on single organization concurrent programs where operating unit is a required parameter and the default value is derived if it cannot be found. The program processes data for only one operating unit. You must select an operating unit before you

submit the following programs.

- Third Party Accrual from Interface Table

- Third Party Accrual from Resale Table

Setting Point-of-Sale Profile Options

Oracle Channel Rebate and Point of Sales Management provides the ability to handle rebates and chargeback claims from customers and wholesaler networks for point of sales. Three types of gateways can be used to import customer information in batches: XML Gateway, EDI or WebADI. From this data, chargebacks and third party accruals are created automatically.

You can also create special pricing requests in this functionality. Point of Sales uses a price list to store the terms and conditions between the company (supplier) and its end customer for chargeback claims.

You can also use the Point of Sales Inventory Tracking feature to track distributor inventory levels. After the preliminary inventory level is established, the inventory is updated based on order management and POS [Point of Sales] data imports. All data coming from Order management is referred to as 'Inventory In' while POS data is referred to as 'Inventory Out'. This process ensures that your customers claim only the amount to which they are entitled. Adjustments to inventory can be made manually. Inventory data is updated on this screen based on a concurrent job.

To implement this functionality in Advanced Pricing, set the profile option QP: Return Manual Discounts to Yes, so that all adjustments (manual and automatic) are returned by the pricing engine.

This section describes profile options for the Point of Sales category, OZF_IDSM_SETIP. These profile options affect the processing of point of sales data through to the generation of claims.

You must set a value for a required profile option. Optional profile options provide default values, so you need to provide a value only if you want to change the default value. Your System Administrator needs to set up Supplier Ship and Debit profile options in the System Profile Values Window. See: Setting User Profile Options, *Oracle E-Business Suite System Administrator's Guide*.

Set the following profile options for Point of Sales.

System Profiles for Indirect Sales Category Code - OZF_IDSM_SETIP

Profile Name	Required	Level	Setting	Default	Effect/Limitation
OZF: Auto Claim Creation For POS	No	Site	Yes/Np	No	Used to settle claims on offers created for special pricing requests.
OZF: Chargeback Budget	Yes	Appl Resp Site User	List of active fixed budgets		Used with chargebacks.
OZF: Common Currency for Trade Management	Yes	Site	Lists of currencies	USD (United States Dollar)	Sets a common currency for use in inventory tracking.
OZF: Common Unit of Measure for Trade Management	Yes	Site Appl	List of Unit Of Measures	Each	Sets a common unit of measure for inventory tracking.
OZF: Create Accrual on POS Receipt	No	Site	Yes/No	Null	Used to record accruals on Special Pricing Request offers based on forecast or POS data. When used with the Ship from Stock check box for Special Pricing Request creation, determines offer types.
OZF: Currency Conversion Type	Yes	Site	Default = Corporate	Corporate	Sets the type of currency conversion. It is used in inventory tracking.
OZF: Default benefit for soft funds	No	Appl Resp Site User	List of soft fund benefits	Default fund benefit	Used to set up the default benefit for soft fund requests.

Profile Name	Required	Level	Setting	Default	Effect/Limitation
OZF: Default budget for special pricing	No	Appl Resp Site User	List of active fixed budgets	Partner Budget	Budget from this profile is used to create the budget request on submission of a special price request.
OZF: Default Soft Fund Request Approver	No	Appl Resp Site User	List of internal employees	Valid employee name	Request is sent to this default approver when Oracle Approval Management does not find any rule that matches the special pricing request criteria.
OZF: Default Special Pricing Request Approver	No	Appl Resp Site User	List of internal employees	Valid employee name	Request is sent to this default approver when Oracle Approvals Manager does not find any rule that matches the special pricing request criteria.
OZF: Enable Product Security in Special Pricing Old Name: OZF: SP_ENABLE _PROD_SECUR ITY (OZF: IDSM Setup)		Appl Resp Site User			
OZF: Event for Pricing Simulation	No	Appl Resp Site User	BATCH BOOK SHIP	SHIP	Indicates which price phase third party should simulate.

Profile Name	Required	Level	Setting	Default	Effect/Limitation
OZF: Global Start Date (mm/dd/yyyy)	Yes	Site	Enter date	Suggested value: 01/01/1997	Sets the start date for the manufacturer to track wholesalers' inventory.
OZF: Match Rule for Address Search Party	Yes	Appl Resp Site User	List of DQM Rules for Address Search Party	HZ_ORE _SIMPLE _RULE_S EARCH	Defines the match rule that is used when searching for a specific addresses in the address merge step of the Data Librarian Feature.
OZF: Match Rule for Address Search Resale Contact	Yes	Appl Resp Site User	List of DQM rules for Contact match	POS_Dat e_Party_ Contact	Used to find the master contact record for the reseller and end customer names submitted by partners when submitting a special price request.
OZF: Match Rule for Address Search Resale Party	Yes	Appl Resp Site User	List of DQM rules for Party match	POS_Dat a_Party	Used to find the master party record for the reseller and end customer names submitted by partners when submitting a special price request.
OZF: Match Rule for Address Search Resale party Site	Yes	Appl Resp Site User	List of DQM rules for Site match	POS_Dat a_Party_S ite	Used to find the master site record for the reseller and end customer names submitted by partners when submitting a special price request.
OZF: Price Difference Budget	Only with Third Party Accrual	Appl Resp Site User	Enter correct values	Trade Manage ment Price Differenc e Budget	Budget name for third party price difference
OZF: Request grace period in days for soft funds	No	Site	Numeric	0	Used to set up grace days to close soft fund requests. Default is 0 if not set.

Profile Name	Required	Level	Setting	Default	Effect/Limitation
OZF: Request grace period in days for special pricing	No	Site	Numeric	0	Used to set up grace days to close soft fund requests. Default is 0 if not set.
OZF: Third Party Accrual Price List	Yes	Appl Resp Site User	List of available price lists	Corporate	Used to set a price list for third party accrual.
OZF: Third Party Accrual on Selling Price	No	Appl Resp Site User	Yes/No	No	Sets whether you want the third party accrual calculation to be based on the selling price. The default value is No, which means that the calculation is based on list price.
Application Framework Agent	Yes	Appl	Enter URL	http://ap6167rt.us.oracle.com:8001	Used to construct the return URL, which is passed to the Web.
Apps Servlet Agent	Yes	Appl	Enter URL	http://ap6167rt.us.oracle.com:8001/oa_servlets	Used to construct the return URL, which is passed to the Web.
ICX: HTML directory	Yes	Appl	Directory name	OA_HTML	Used to construct the return URL, which is passed to the Web.

Setting System Parameter Defaults

To implement point of sales, set up the defaults in the Indirect Sales section of the System Parameters page.

Log into Oracle Trade Management with Oracle Trade Management User responsibility. Navigate to Trade Management : Administration > Trade Management >Setup > System Parameters. Set the following parameters:

Indirect Sales Parameter	Description
Batch Tolerance Type Line Tolerance Type	You can set Batch Tolerance Type and Line Tolerance Type as either amount or percent type. Use Batch Tolerance and Line Tolerance to set a limit at which the difference between manufacturer's calculated rebate and wholesaler's claimed rebate will not cause a problem for the manufacturer to pay the claim discount. If the difference is smaller than the tolerance, the system allows the process to continue. However, If the difference is greater than the tolerance, the process is stopped and the line or batch is put in dispute. Batch tolerance limits the difference allowed for the whole batch. While line tolerance limits the difference allowed per unit of the product on the line. You can also set batch and line tolerance at the trade profile level. See Configure Trade Profiles, page 2-14 for details.
Chargeback Calculation Basis	**Set Claimed Amount** - Use to set whether you want to pay a claimed amount from a second party **Set Allowed Amount** - Use to pay the amount calculated based on your accounting system Sometimes the claimed amounts are higher than calculated amounts, but you may have business reasons for permitting a higher payment to a particular client. For example, if they represent a substantial part of your business and you want to maintain a good relationship.
Create Accruals on Chargeback Claims	Use in situations where an offer must accumulate towards a final claim. For example, mail-in rebates or other time-sensitive offers.
Inventory Tracking	Check this box if you are concerned about matching quantities for claims. Note that this process can be time-consuming and you should only run it if absolutely necessary.
Create Relationship Between End User and Wholesaler	Check this box to create a relationship between an end customer who is not a party in TCA and a reseller. If you check the box, a party is created in TCA and a relationship between the end customer and the reseller is set up
Run Third Party Accrual After Chargeback Calculation	Check this box if you need to pay claims from a third party. For example, a coupon mailed in from end users. You can pay the claim to the end user after settling the claims of wholesalers. Only select this box to run for valid chargebacks.

Implementing Data Import and Processing

Data Processing uses DQM to call an API from the TCA to get information on the party, such as name, address, phone number, and so on. This step is also where code conversion is set up to map codes from wholesalers and third parties to the codes used by your enterprise.

Data processing includes these sections:

- Set System Parameter Defaults for Point of Sales

- Configure Trade Profiles

- Set Up DQM Integration

- Code Conversion

- Import Cross References Using WebADI

- Business Events and Subscription

Data Imports

You must import data into Oracle Trade Management for Indirect Sales to work correctly. You can import using WebADI or XML Gateway.

Complete the following procedures to import data:

- Loading Data Using WedADI, page 2-10

- Setting Up XML Gateway, page 2-12

Loading Data Using WebADI

To upload data to Trade Management using WebADI, you can create an empty spreadsheet and enter new data into it. If the spreadsheet already has data, the content should be converted to a delimited text file and uploaded to an empty spreadsheet in WebADI. The APIs are available for you to upload the data, validate it, and flag any errors. If any errors occur, the data will not be uploaded to the database.

It is important to validate that WebADI is installed properly before proceeding with loading data. To do this, perform the following procedure.

Installation

1. Install the Diagnostic Wizard patch. This patch copies BNETEST class file up to webserver.

2. Ensure that BNETEST is in the class path.

3. Copy the BNETEST.class under /servlets directory on the server.

4. Run the BNETEST using <app server:port>/oa_servlets/BNETEST URL to check if there is any problem with WebADI installation.

To set up WEBADI for Indirect Sales, set the BNE profile options to the values shown in Appendix A. See Profile Options for Indirect Sales, page 2-4.

As a prerequisite, give jserv write access to Group and All for $APPL_TOP/bne/11.5.0/log and $APPL_TOP/bne/11.5.0/upload directories.

1. Log in to Oracle Trade Management and navigate to Indirect Sales Management > Chargeback.

2. Click **Import Batch** and navigate to Select Layout Page in the WebADI Application.

   1. Select **Trade Management: Resale Layout** if the data comes from Oracle Application.

   2. Select **Trade Management: Resale Text Layout** if the data comes from a third party application and requires external code to internal code conversion.

3. On the Select Content page,

   1. Select **Download** to update a batch, or

   2. Select **None** to enter the data manually, or

   3. Select **Text File** to import data to an Excel spreadsheet and upload it to Oracle Application Indirect Sales Management Interface Tables.

4. On the Select Mapping Page:

   1. If Download is selected as content, enter the Batch Number for the batch to be downloaded.

   2. If Trade Management: Resale Layout is selected, select Download mapping.

   3. If Trade Management: Resale Text Layout is selected, select Download Text Map mapping.

   4. If None is selected as content, skip the Select Mapping Page.

   5. If Text File is selected, go to step 7.

5. If **Text File** is selected as content on the Select Mapping Page:

- For the Select Text File section:

  - Select the text file from local directory that has the data to upload into Oracle Application Indirect Sales Management Interface Tables.

  - Select one of the delimiters that is used in the text file.

  - Enter the number for the line where the actual data starts. Skip the line that has the column title. For example, if the header is at line 1 and the data starts from Line 2, Enter 2 in the Start Importing at Line Number field.

- For the Select Mapping section:

  - If Trade Management: Resale Layout is selected, select Text File Map mapping.

  - If Trade Management: Resale Text Layout is selected, select Text Entry Map mapping.

6. On the Document Creation Review Page, review the entries and click **Create Document**.

   When Download and Text File content is selected, an Excel spreadsheet is created and populated with data.

   If Download content is selected, update the data. If None content is selected, enter data in the Excel spreadsheet

7. After the data is entered, updated, or downloaded from a text file in the Excel spreadsheet, click the Oracle option menu and select **Upload**.

   A status monitor page appears with Upload and Cancel buttons.

8. Click **Upload**.

   The status shown on the page indicates the upload status and importer status.

   > **Note:** Importer validates the data uploaded into Oracle Application Interface Tables.

Setting Up XML Gateway

To set up the XML gateway to send and receive data, you must define the trading partner. You need to select the OZF transaction type and the two seeded transaction subtypes of POSI (inbound) and POSO (outbound). The POSI subtype has two maps you can use with it and the POSO has one. The basic procedure is described here, but for additional information, please refer to the *Oracle XML Gateway User's Guide*. To set up XML Gateway messages, set the three ECX profile options in Appendix A. See

Profile Options for Indirect Sales, page 2-4.

Log into Oracle Forms with the XML Gateway responsibility.

Navigation: Trading Partner Setup.

Notes:

- **Trading partner:** Customer.

- **Transaction type:** Select OZF for Oracle Trade Management Inbound and Outbound Messages. See Guidelines. If the Document Confirmation Code is 2 for Inbound Message, then select ECX for confirmation message.

- **Transaction sub types:**
  - Select OZF for the POSI and POSO transaction subtypes.

  - Select ECX for the CBOD transaction subtype.

  - For Inbound Message, select POSI.

  - For Outbound Message, select POSO.

  - For Confirmation Message, select CBODO.

- **Mappings:** Perform these mappings:
  - For OZF transaction type and POSI transaction sub type, select OZF_PROCESS_SHDBT_IN for Inbound 844 Transaction or OZF_PROCESS_SLRPT_IN for Inbound 867 Transaction. You can add variables to USERAREA to customize the map.

  - For "OZF" transaction type and "POSO" transaction sub type select "OZF_PROCESS_SHDBT_OUT" for Outbound 849 Transactions.

  - If Document Confirmation Code is "2" for inbound Messages, select ECX_CBODO_OAG72_OUT_CONFIRM for Outbound Confirmation Message.

- **Source trading partner location code:** This is the party site ID/location code of the party. Use this to enter the party site ID while sending data using XML Gateway.

- **Document confirmation:** Select based on what level of confirmation the trading partner wants to receive for inbound and for all outbound messages.
  - 0: Never send a confirmation

  - 2: Always send a confirmation

See Guidelines for Workflow information.

Guidelines

Transaction Type is the standard product short code for the base Oracle Application. These values are defined in the Define Transactions form. The list of values displays the available combinations of Transaction Type, Transaction Subtype, Standard Code, External Transaction Type, External Transaction Subtype, and Direction. Select the desired combination. These values are only used internally to connect to the XML Gateway.

When the XML Gateway execution engine, oracle.apps.ozf.idsm.resli subscription, is triggered successfully, it processes an inbound message, which in turn starts the OZF: Resale Pre Processing workflow. The process is as follows:

- When document confirmation is 2 for an inbound message and oracle.apps.ozf.idsm.confirm subscription is enabled, a confirmation message is sent to the trading partner that the inbound message was received by the Oracle Trade Management application.

- For data received as an inbound message processed by the Data Process, if there is any data processing error, an outbound message is sent to the trading partner informing them of the error.

- If there is any system error, the System Administrator is notified of the error.

Data Processing

Data Processing uses DQM to call an API from the TCA to get information on the party, such as name, address, phone number, and so on. This step is also where code conversion is set up to map codes from wholesalers and third parties to the codes used by your enterprise.

Data processing includes these sections:

- Set System Parameter Defaults for Indirect Sales, page 2-8

- Configure Trade Profiles, page 2-14

- Set Up DQM Integration, page 2-15

- Code Conversion, page 2-16

- Import Cross References Using WebADI

- Business Events and Subscription, page 2-19

Configure Trade Profiles

You can also configure batch and line tolerance in the trade profile for a party. To set up trade profiles, log in to Oracle Trade Management with Oracle Trade Management User

responsibility.

Navigation: Administration > Trade Management > Administration > Setup > Customer > Trade Profiles.

For information on batch and line tolerances, see Set System Parameter Defaults, page 2-8 for Indirect Sales.

Setting Up DQM Integration

Data Quality Management (DQM) is a tool from the trading community architecture (TCA) group that is used to check for potential duplicate customer, contact address, and contact points for a given customer, contact, or address.

There are 3 profiles options which hold value for the DQM: Match rule. These profiles are mandatory and must hold value of match rule. See Setting Point-of-Sale Profile Options.

For additional on setting up DQM Integration refer to the *Oracle Trading Community Architecture Guide - Technical Implementation Guide*, chapter on Data Quality Management (DQM)

Mapping Acquisition Attributes to Table Column Names

When you define a rule, you need to determine which table column names are to be passed to acquisition attributes from the Pre Process API. An acquisition attribute can have values passed from several table column names. If you want to pass on the Bill_to information, for example, you can send the Name, Address, City, State, Country, Postal Code, Contact Name, Email Address, or Raw Phone Number acquisition attributes.

Acquisition Attribute and Table Column Name mapping

Acquisition Attribute	Table Column Name
Name	Sold_from_party_name/Ship_from_party_name/Bill_to_party_name/Ship_to_Party_name/End_cust_party_name
Address	Sold_from_address/Ship_From_Address/Bill_to_Address/Ship_to_Address/End_cust_Address
City	Sold_from_city/Ship_from_city/Bill_to_city/Ship_to_city/End_cust_city
State	Sold_from_State/Ship_from_state/Bill_to_state/Ship_to_state/End_cust_state

Acquisition Attribute	Table Column Name
Country	Sold_from_country/Ship_from_Country/Bill_to_country/Ship_to_country
Postal Code	Sold_from_postal_code/Ship_from_postal_code/Bill_to_postal_code/Ship_to_postal_code/End_cust_postal_code
DUNS Number	Bill_to_Duns_Number/Ship_to_duns_number
Contact Name	Bill_to_Contact_Name/Ship_to_Contact_Name/Sold_from_Contact_Name/Ship_from_Contact_Name/End_Cust_Contact_name
Email Address	Bill_to_email/Ship_to_email/Sold_from_email/Ship_from_email/End_Cust_email
Phone Line Type	If phone number is not null , value will be "PHONE", if fax_number is not null , value will be "FAX"
Raw Phone Number	If a phone number is not null, the value will be "PHONE"Bill_to_Phone/Ship_to_Phone/Sold_from_phone/Ship_from_phone/End_cust_phoneif fax_number is not null , value will be "FAX"Bill_to_fax/Ship_to_fax/Sold_from_fax/Ship_from_fax/End_cust_fax

Code Conversion

Use code conversions to map the codes in a wholesaler's system to your enterprise's internal codes. External codes received from customers are converted into the internal values for the following data elements:

Data Element	Description
Agreement	: Mapping between the Chargeback agreements that are set up as Price Lists and the customer's reference to these agreements.
Product	: Mapping between internal products and customer references to these products.
Reason	: Mapping between a claim reason and customer reasons.

Data Element	Description
UOM (Unit of Measure)	: Mapping between internal unit of measure and the customer's unit of measure. For example, a wholesaler may use EA for a single unit but your enterprise uses EACH.
Party	: Mapping between an internal party and the customer's party reference.
Party site	: Mapping between an internal party site and the customer's party site reference.

To convert codes, log in to Oracle Trade Management.

Navigation: Administration > Trade Management > Indirect Sales > Code Conversion.

Import Cross References Using WebADI

For code conversion, you can import cross references using WebADI.

1. Log in to Oracle Trade Management > Administration > Trade Management.

2. Continue navigation using either of the following paths:

   • Indirect Sales > Code Conversion

   • Customer > Trade Profiles > Click Code Mapping icon

3. **Click Import.**

4. On the Select Viewer Page in the WebADI Application, select Excel 2000 as viewer.

   > **Note:** Steps 4-6 may be automated. If so, proceed directly to On the Select Content Page, page 2-17 section.

5. On the Select Integrator Page, select Trade Management: Code Conversion from the integrator drop-down list.

6. On the Select Layout Page, select Trade Management: Code Conversion.

On the Select Content Page:

1. Select **Download** to update Code Conversion Mapping, or

2. Select **None** to enter the data manually, or

3. Select **Conversion Text Map**, to import data from a text file into an Excel spreadsheet and upload it to the Oracle Application Code Conversion Mapping Table.

On the Select Mapping page:

1. If Download is selected as content, the Select Mapping Page is skipped.

2. If None is selected as content, the Select Mapping Page is skipped.

3. If Text File is selected, see step 9.

If the Text file is selected as content:

- For the Select Text file section:

  - Select the text file from the local directory that has the data to upload into Oracle Application Code Conversion Mapping Table.

  - Select one of the delimiters that is used in the text file

  - Enter the number for the line where the actual data starts. Skip the line that has the column titles. For example, if the header is at line 1 and the data starts from Line 2, enter 2 in the Start Importing at Line Number field.

- For the Select Mapping section, Text File Mapping is defaulted.

  - On the document Creation Review Page, review the entries and click **Create Document**.

  - An Excel spreadsheet is created and populated with data when Download and Text File Content are selected. If Non is selected, enter data in the Excel spreadsheet.

In the Context section:

1. For Account Level Code Conversion Mapping, Enter Value for Account ID

2. For Customer Level Code Conversion Mapping, Enter Value Party ID

3. If Party ID and Account ID then Code Conversion Mapping is set up at Org Level

   After the data is entered, updated, or downloaded from the text file in the Excel spreadsheet, click the Oracle option menu and select **Upload**. A status monitor page appears with Upload and Cancel buttons. Click **Upload** to display the upload status.

Business Events and Subscription

A business event is an event in which you have an interest. The subscriptions to it are the actions that need to performed when that event happens.

Business events are used to invoke one process from another. The mainly serve as a link for four processing points.

- Receiving data

- Processing

- Payment

- Sending data

All business events are seeded in the application. You can unsubscribe to any that you do not need, except for the following:

- oracle.apps.ozf.idsm.resli

- oracle.apps.ozf.idsm.ridp

- oracle.apps.ozf.idsm.rspi

Business Events

Business Event Name	Display Name	Meaning
oracle.apps.ozf.idsm. WEBADIPayment	Initiate Payment for WEBADI Submission	To start payment for batches submitted through WEBADI automatically
oracle.apps.ozf.idsm. WEBADIProcess	Initiate Data Process for WEBADI Submission	To start data process for batches submitted through WEBADI automatically
oracle.apps.ozf.idsm.XMLPayment	Initiate Payment for XML Gateway Submission	To start payment for batches submitted through XML Gateway automatically
oracle.apps.ozf.idsm.XMLProcess	Initiate Data Process for XML Gateway Submission	To start data process for batches submitted through XML Gateway automatically

Business Event Name	Display Name	Meaning
Oracle.apps.ozf.idsm.	Populate the Order Management structure	To change the values of Order Management global structure for pricing simulation
oracle.apps.ozf.idsm.resli	Resale Inbound XML Event	To receive inbound messages through XML Gateway
oracle.apps.ozf.idsm.reslo	Resale Outbound Event	To send messages through XML Gateway
oracle.apps.ozf.idsm.ridp	Resale Interface Data Process	To start data process
oracle.apps.ozf.idsm.rspi	Resale Data Payment Initiation	To initiate the payment process
oracle.apps.ozf.idsm.confirm	Resale Confirmation Event	To send confirmation messages to trading partners

Setting Up Third Party Accrual API Import

The Third Party Accrual API enables customers to generate accruals on orders made through third party whole sale corporations. This API simulates the pricing of orders and then creates order information in chargeback order tables. It posts the difference between customer paid price and simulated price to a budget that is setup by the customer. Any discount and accrual applied to the order is accrued.

Order information is stored in ozf_chargeback_int_all table. The API process orders from direct customers as well as indirect customers. For indirect customer orders, the API does not run the pricing simulation. It copied the order information to the chargeback order tables.

For direct customers, the API validates the data, runs the simulation, creates the order and posts the accrual amount. Direct_customer_flag in ozf_chargeback_int_all indicates whether the order record is from a direct customer or not. Discount and accrual related information is stored in ozf_chargeback_price_adj_all table.

For any exception generated during the process, a log record is created in an interface log table. User can use this table to modify the data.

The API consists of the following two concurrent programs:

- Third Party Accrual from Interface Table

- Resale Batches Purge

Running the Third Party Accrual Import Programs

Follow these steps before running the concurrent program:

1. Set up the profile: AMS: Price Different Budget to run the concurrent program.

2. Set up Oracle General Ledger account information in ozf_sys_parameters

3. Define Account Derivation Rules in Oracle Subledger Accounting.

The concurrent program purges resale order records and purges the entries in the OZF_RESALE_LINES_INT_ALL interface table.

Additional Information

For additional information see the Chapter 11, Indirect Sales Management in the *Oracle Channel Revenue Management User Guide.* In the section titled Working With Chargeback and Third Party Accrual Transactions you can find information on the following:

- Import a transaction through Web ADI

- View and update lines

- Accept disputed lines and process a submission

- Initiate payment for a transaction

Implementing Special Pricing Requests

A special pricing request enables customers to request discounted pricing from the user. They can request discounts on competitive sales deals, specific end-customer deals, and on inventory that they have not been able to move.

When a request is submitted, it gets routed to the appropriate approver(s). Approvers are notified of the request and they review the request and approve or decline the request. After the special pricing request has been approved, and the customer has closed the sale, they can submit a claim to receive the discount that was approved. The claim is routed to the claim approver who then validates the claim. When the claim gets approved, the user pays the discount amount.

Setting Up Notifications

Partners and vendors need to be notified of the status of a request when it is submitted.

Oracle Workflow notifications are triggered to notify partners, channel managers and approvers. Notifications for each status is sent to alert different users about the request.

To set up notifications, log in to Oracle Trade Management as the Oracle Trade Management Administrator.

Navigation: Administration > Trade Management > Indirect Sales > Special Pricing Notifications.

The following table provides information on notifications, the user roles that can receive the notifications, and the status of the notification the user role can receive. Select from these while setting up the notifications.

Notifications

Notification Name	User Role	Status
Request Created - Channel Manager Notification	Channel Manager	Draft
Request Submitted - Partner Notification	Partner Contact, Special Pricing Super User (Partner)	Pending Approval
Request Submitted - Vendor Notification	Vendor Channel Manager, Vendor Approvers, Special Pricing Super User (Vendor)	Pending Approval
Request Approved - Partner Notification	Partner Contact, Special Pricing Super User (Partner)	Approved
Request Cancelled - Partner Notification	Partner Contact, Special Pricing Super User (Partner)	Void
Request Declined - Partner Notification	Partner Contact, Special Pricing Super User (Partner)	Declined

Data Quality Management (DQM)

When a request is created, the end customer name and reseller names are entered by the partner and must be matched to an existing record in TCA, if any exists. DQM is used for this purpose. See Set Up DQM Integration, page 2-15 for more information on DQM.

- If there are no matches for the end customer or reseller, a new customer is automatically created by the system.

- If there are possible customer matches, the DQM approver reviews the matches and

can either select an existing customer in the system or create a new customer.

Users must have permission OZF_SPECIAL_PRICE_DQM to be a DQM approver. Any user that has this permission and has access to the special pricing function can look up requests that need party matching from the entire request list by filtering for requests that have the Customer Merge Flag set as false.

Setting Up Approvers in Oracle Approvals Management

When a request is created, it must be approved before it is converted to an offer. The approver views requests and approves or rejects them. Approvers are internal employees or vendors that are defined in Oracle Approvals Management (AME).

Approvers are assigned to review requests and can perform the following before approval of a request.

- Validate the information entered by the partner.

- Check for similar requests and accept or decline a request.

- Compare pricing details between similar requests.

- Forward to additional users for review.

For the procedure, see the *Oracle Approvals Management Implementation Guide*. Use the OZF: Special Pricing Request transaction type.

Dependent Setups

Offer Custom Setups

Three offer custom setups have been seeded for special pricing request:

- Special Pricing OffInvoice: Ship and Debit special pricing requests use this setup.

- Special Pricing Accrual: New inventory requests approved with Accrual offer use this setup.

- Special Pricing ScanData: New inventory requests approved with Off Invoice offer use this setup. The suffix defined in this offer custom setup is used as the prefix for the special price request number.

Setting Up Claims

The following information describes settings related to Claims in Special Pricing.

Custom Setup

A custom setup can be seeded for Special Price request claims. Creating different custom setups provides the following benefits:

- A different prefix can be used for special pricing claims.

- Approvals can be routed differently based on this setup.

- Claim validations can be different.

To create custom setups, see the information in the *Oracle Channel Revenue Management Implementation and Administration Guide*.

Claim Defaults

You can set up a default custom setup, claim type and claim reason for Special Pricing claims. For the procedure, see *Set Up Defaults for Claims.*

Trade Profiles

Trade Profiles allows defaulting of payment methods, vendor, and vendor site mapping for a partner. They also enable setting of the batch level and line level threshold limits for error margins of special pricing claims submitted through Channel Rebate and Point-of-Sale Management. For more information on setting up trade profiles see the *Oracle Channel Revenue Management Implementation and Administration Guide*.

Interaction with Other Modules

Special pricing requests interact with other modules of Oracle Trade Management as described in the following table:

Data	Description
Offers	When a special pricing request is approved, an offer is generated in Oracle Trade Management. Offer types include:
	Scan Data Offer: This offer enables users to reimburse customers for the discounted amount on products that the customer has already bought.
	OffiInvoice Offer: This offer acts as a pricing modifier for future orders. The Approver(s) can see this field during approval if the Ship from Stock check box is not selected. If approvers specify this type of offer, customers do not have to submit a claim. An authorization coded is generated for the customer upon approval, which needs to be used when booking their order to get this discount.
	Accrual Offer : This offer acts as a pricing modifier for future orders. The approver(s) can see this field during approval if the Ship from Stock check box is not selected. If approvers specify this type of offer, customers have to submit a claim. An authorization code is generated for the customer upon approval, which needs to be used when booking their order to get this discount.

Data	Description
Budgets	You can set up a default budget for sourcing special price requests. When a default budget exists, the system generates a budget request for the requested amount upon submission. You can configure the budget tab to display or not for the approvers. When the budget tab displays, approvers can change the budget sourcing options. If approvers do not change the sourcing option, the system automatically adjusts the budget amount based on the approved amount.
Claims	After a sale is completed at the discounted price, the customer can submit a claim to collect payment. Optionally, claims can be submitted along with the sale data as a proof of performance through Indirect Sales. Claims are validated in Oracle Trade Management. Claims must be submitted in the same user organization as the one in which the special price request was approved.

Security

Access to requests is controlled based on user permissions and roles.

User Permissions

You can assign Superuser permission to both vendors and partners. Vendors with this permission can view, update, and approve all requests. Partners with this permission can view and update all requests.

Giving DQM permission enables users to clean up their request by identifying end customers and resellers with the master party record. DQM does not have to be performed for a request to get approved.

User Types

The types of users assigned in Oracle Trade Management are listed in the following table. To assign Partner Superuser, Partner Request User, or Channel Manager, see the *Oracle Partner Management Implementation Guide*.

User Type	Description
Vendor Superuser	Vendor users with the super user permission OZF_SPECIAL_PRICING_SUPERUSER. Vendor users with this permission can view, update, approve and perform DQM on all requests.

User Type	Description
Request Approver	Request approvers are defined in OAM and cannot access requests until an approval is required. Once access is granted, the approver can continue to access requests but will not have the approval privilege.
DQM Approver	Users with permission 'OZF_SPECIAL_PRICING_DQM. These users can access requests that require data maintenance.

Implementing Soft Fund Requests

Customers can request funds for specific marketing activities and thus boost sales.

When a request is submitted on behalf of a customer, it gets routed to the appropriate approver(s). Approvers are notified of the request and they review, approve, decline, or return the request. The approver can return the request asking the customer to provide additional information.

After the customer resubmits the request and the request is approved, they can execute the marketing activity and submit a claim to redeem money from the user. When they submit a claim, it is routed to the claim approver who then validates the claim. When the claim gets approved, the user pays the amount.

Setting Up a Soft Fund as a Benefit

A soft fund can be set up as a benefit with the benefit type of Soft Funds. The fund can have one or many budgets and notifications associated with it. Associated budgets are sourced from during fund request approval.

You can set up Notifications rules to send notifications to various roles on changes of fund request status.

To create a soft fund as a benefit, log into Oracle Trade Management with the Channel Administrator responsibility.

Navigation: Programs > Benefits > Benefit Administration page.

Notes:

• **Create list of values:** Select Fund Request.

• **Budget:** The vendor approver will source from this budget during fund request approval.

• **Notifications:** Attach a notification to the benefit. These notifications will be sent whenever there is any fund request activity.

Dependent Setups

The following table lists and describes the dependencies for setting up soft funds.

Dependent Setups

Dependency	Description
Setting Up Expense Items	Breakdown of expenses are setup as marketing mediums in Oracle Trade Management. Accruals that are to be paid on approval of the partner fund are tracked against these marketing mediums. See Create Marketing Mediums for the procedure.
Setting Up an Activity	An Activity manages the relationship between an object's Activity Type and the Marketing Medium. To create an activity, see Create Activities.
Setting Up a Budget Category	When you create a soft fund request, you need to set up budget categories. Budget categories are used for: • Classification • Approval rule setups • General Ledger account defaults • Specifying multiple sets of books
Setting Up Budgets	Every budget belongs to a budget category. Products specified in a soft fund request are not validated against the products in a budget. To set up a budget for a soft fund, see the Budgets chapter.
Setting Up Offers	When a request is approved, a lumpsum offer is generated in the background. The offer is used to track the fund committed for the partner. Vendors can: • Submit a claim using Oracle Trade Management by entering the request number. • Link offers associated with a fund request to a campaign schedule.

Dependency	Description
Setting Up Claims	When working with a partner you can set up claims using a custom setup. Claim reasons, claim defaults, and trade profiles can be defined in Oracle Trade Management for soft fund management.
Custom Setup	A custom setup can be seeded for soft fund request claims. Creating different custom setups provides the following benefits: • A different prefix can be used for soft fund claims • Approvals can be routed differently based on this setup • Claim validations can be different To create custom setups, see Create Custom Setups.
Claim Reasons	Partners can give specific reasons when submitting claims on special pricing requests. Reasons that can be seen by a partner user have to be flagged for 'Partner Access'. To set up claim reasons, see the *Oracle Accounts Receivable Deductions Settlement Implementation Guide*.
Claim Defaults	You can set up a default custom setup, claim type and claim reason for Soft Fund claims. To set up claim defaults see the *Oracle Accounts Receivable Deductions Settlement Implementation Guide*.
Trade Profiles	Use Trade Profiles to set up default payment methods, vendor and vendor site mapping for a partner. For this procedure, see the *Oracle Accounts Receivable Deductions Settlement Implementation Guide*
Setting Up Approval Rules	Approval rules determine what must be approved, by whom, and at what status. Approval rules for claims can be configured using multiple parameters such as amount, claim type, claim reason, and organization. To set up an approval rule for a soft fund request, see Create Approval Rules. Add Link Chapter 6.

Dependency	Description
Defining Performance Objectives	You must enter performance objectives for the soft fund as lookup codes in the OZF_PARTNER_PERFORMANCE lookup. For example, you can use Leads Generated, or Revenue Expected as performance objectives. See the Creating New Lookup Types section for this procedure.
Geography	Geographical regions where activities using soft funds will take place are defined in Oracle Territory Manager. See the *Oracle Territory Manager Implementation Guide* for the procedure.

Interaction with Other Modules

Soft fund requests interact with other modules of Oracle Trade Management including:

Interaction with Other Modules

Module	Description
Offers	When a soft fund request is approved, an offer of type lumpsum is generated. All lumpsum offers created from soft funds use the seeded custom setup Soft Fund - Lumpsum.
Budgets	Budget request approval can be enabled or disabled for soft fund requests from the Soft Fund - Lumpsum custom setup. Approvers are able to source only from budgets to which they have access.
Claims	After a request is approved and the customer has executed the desired activity, they can submit a claim to collect payment. Claims are validated in Oracle Trade Management. Claims must be submitted in the same vendor organization as the one in which the soft fund request was approved.

Seeded Data for Soft Fund Requests

The following table lists and describes the seeded data for Soft Fund Requests:

Seeded Data for Soft Funds Requests

Data	Description
Permission	OZF_SOFT_FUND_SUPERUSER Vendor users with this permission can view, update and approve all requests. Partner users with this permission can view and update all requests made by their organization.
Notifications	Notification messages that can be used to communicate changes of status are contained in workflow item type OZFSFBEN - 'Special Price Benefit Notifications'. Seeded messages in this workflow are: • Request Created - Channel Manager Notification • Request Submitted - Partner Notification • Request Approved - Partner Notification • Request Returned - Partner Notification • Request Cancelled - Partner Notification • Request Declined - Partner Notification
Offer Custom Setups	A new custom setup has been seeded for a Lump sum offer created by a soft fund request. The suffix defined in this offer custom setup is used as the prefix for the soft fund request number.
OAM Attributes	The following mandatory attributes are seeded: • ALLOW_DELETING_RULE_GENERATED_APPROVERS • ALLOW_REQUESTOR_APPROVAL • AT_LEAST_ONE_RULE_MUST_APPLY • EVALUATE_PRIORITIES_PER_LINE_ITEM • USE_RESTRICTIVE_LINE_ITEM_EVALUATION In addition to mandatory attributes, some custom attributes are seeded:

Data	Description
Non Mandatory Header Attributes	ALLOW_EMPTY_APPROVAL_GROUPS : Whether to allow approval groups to have no members
	This attribute requires these approval types: approval-group chain of authority, post-chain-of-authority approvals, pre-chain-of-authority approvals.
	CURRENCY_CODE
	IS_VAD : To find whether the partner is a value added distributor
	MEMBERSHIP_TYPE : Partner Membership Type
	PARTNER_AMOUNT
	PARTNER_COUNTRY
	PARTNER_INDUSTRY
	PARTNER_LEVEL
	PARTNER_NAME
	PARTNER_TYPE
	REQUESTED_AMOUNT
	SOFT_FUND_ACTIVITY
	SOFT_FUND_BENEFIT
	TOTAL_AMOUNT : Total Amount
Non Mandatory Line-Item Attribute	EXPENSE_ITEM

Security

Access to requests is controlled based on user permissions and roles. Super User permission can be assigned to vendors by assigning them a user type of Vendor Superuser with OZF_SOFT_FUND_SUPERUSER permission. Vendors with this permission can view, update, and approve all requests.

Implementing Volume Offers

Volume rebates or discounts are used to increase sales. Since different products and product categories can have different price and cost models, it is possible that a different set of rates exists for each product category or even product. If you are limited

to one rate structure per volume offer, you must create multiple volume offers to handle this requirement, increasing time to create and maintain offers in the system.

In Oracle Trade Management you can create one single offer for multiple customers with the same rate structures.

A volume offer is configurable for the following:

- Direct sales data only

- Indirect sales data only

- Indirect purchases only

- Combination of direct and indirect purchases

Volume Offers track the cumulative sales from a customer to an end customer and update the discount or accrual rate accordingly. If both direct sales and indirect purchases qualify for this offer, both pieces of data are tracked and summed up to be evaluated for the volume offer.

Creating a Volume Offer

Follow these steps to create a Volume Offer in Oracle Trade Management:

1. Create a volume offer by selecting custom setup.

2. Enter budget, budget amount, activity and other header details.

3. Define discount tables (one or many).

    1. Define to track volume by amount or quantity and select if discount is in percent or amount.

    2. Determine if the discount is a stated value or calculated by a formula.

    3. The discount table can contain one or many tiers. For example, 1 to 10,000 cases get a 5% discount while 10,001 to 20,000 cases get a 6 % discount. The "To" value can be null on the last tier, creating an open-ended tier break. If the tier values overlap, the system sends an error message when you try to save.

4. Enter eligible products or product category for each discount table; each discount table can contain one or many products or product categories

    - Products and categories may be included or excluded from the volume calculation.

    - Products and categories may or may not be eligible for the discount.

5. Define market eligibility by entering customers, buyers and sellers to track.

6. Define market options including beneficiary and retroactive adjustments.

7. Determine if volume for each customer in a grouping will be tracked together or separately.

8. Determine if volume of all products on all discount tables will be tracked together or separately.

Point of Sales Qualifiers

When you use indirect sales data for volume offers, it is important to correctly identify the seller and buyer for market eligibility rules. Seeded qualifiers are required to identify indirect sellers and buyers. The "Sold By" IDSM qualifier supports the following contexts and values:

- A seller/buyer can be an account or an account site. Both need to be seeded as Advanced Pricing qualifiers.

- A seller account is a valid account site defined in Accounts Receivable.

- Indirect seller and buyer account sites are valid customer account sites defined in Territory Community Architecture (TCA).

- The "Sold By" Indirect Sales Modifier (IDSM) qualifier supports the following contexts and values:

Context Attribute	Context Value
Sales Method	Direct Sales and Indirect Sales
Distributor Name	Distributor Segment Name
Distributor List	Distributor List Name
Distributor Territory	Oracle Trade Management territory name

3

Lookups

Overview

This chapter describes all of the lookup values and settings that are required for successful implementation of Oracle Channel Rebate and Point of Sales Management.

Lookups supply the content of many of the lists of values (LOVs) in the Oracle Channel Rebate and Point of Sales Management user interface. Most lookups are predefined (seeded in the application). The seeded values can be left as is, or you can customize them to fit your business needs. Lookup values make choosing information quick and easy, and ensure that users enter only valid data when using the application.

You can add new lookup values at any time. You can set the Enable flag for a value to No, so that the value no longer appears in the list of values, or you can use the start date and end date to control when a value appears in a list.

Creating New Lookup Types

To create a new lookup type, add values to an existing lookup type, or prevent existing values from appearing in a lookup type, use the Application Utilities Lookups window. You must log out and log in again to see the effect of your changes.

To define a new lookup type and lookup value, log in to Oracle Trade Management with Oracle Trade Management Administrator responsibility. Click on Lookups under Setups.

- • **Global security group:** Un-check to add lookup values specific to the security group/business group linked to your current responsibility. Existing lookup values are available to all business groups.

- **Tag:** Leave blank.

Adding Values to an Existing Lookup

To add a new value to an existing Lookup, query the lookup type to which you want to add a value, and complete the fields as required.

- You cannot add values if the access level is System.

- If you do not enter a start date, the new lookup is valid immediately. If you do not enter an end date, the new lookup is valid indefinitely.

Channel Rebate Lookups

User Access

The following table lists all of the channel rebate lookups for the user access level.

User Lookups

Lookup Name/Code	Access Level	Values
Audit Retail Condition Display Attribute OZF_TP_RPP_DISPLAY	User	DUMP_BIN (Dump Bin)
		END_AISLE (End of Aisle)
		FLOORSTACK_SEC (Floorstack as secondary display)
		FULL_G_END (Full Gondola End)
		MIXED_G_END (Mixed Gondola End)
		STANDALONE_MIXED (Stand Alone, Mixed)
		STANDALONE_SINGLE (Stand Alone, Single)

Lookup Name/Code	Access Level	Values
Audit Retail Condition Feature Attribute OZF_TP_RPP_FEATURE	User	BANNERS (Banners)
		INSTORE_BUSSTOP (In-Store Bus Stop Signs)
		INSTORE_INST_REDEEM (In-Store Instantly Redeemable Coupon)
		LOYALTY_POINTS (Loyalty Points Offer)
		SHELF_TALKER (Shelf Talker)
		SHELF_TALKER_EXTRA (Shelf Talker "extra loyalty points")
		WINDOW_POSTER (Window Poster)
Comparison Types OZF_QUOTA_COMPAR_TYPE	User	CONSTANT
		PERCENT
Dynamic attributes for retail store conditions OZF_TP_DYNAMIC_ATTRIBUTES	User	CHR_ATTRIBUTE 1 through 15
		NUM_ATTRIBUTE 1 THROUGH 15
		DISPLAY
		FACING
		FEATURE
		PROMOTIONALPRICE
		RETAILPRICE
Forecast ROI Views OZF_ROI_VIEW	User	FCST_ACTUALS_ROI (Actuals)
		FORECAST_ROI (Forecast)
Number Condition Operators OZF_NUM_CONDITION_OPERATORS	User	<
		<=
		=
		>
		>=
		BW1 (Between)

Lookup Name/Code	Access Level	Values
Denorm Querys For OZF_DENORM_QUERY_FOR	User	ELIG
		PROD
Lumpsum Offer Distribution Type OZF_LUMPSUM_DISTRIBUTION_TYPE	User	AMT
		%
		QTY
Lumpsum Offer Customer Type OZF_OFFER_LUMP_CUST_TYPES	User	BUYER
		CUSTOMER
Tier Type Offer OZF_OFFER_TIER_TYPE	User	PBH
		DIS
Trade Planning Account Type OZF_TP_ACCOUNT_TYPES	User	BILL_TO
		PARTY
		SHIP_TO
Trade Planning Activity Type OZF_TP_ACTIVITY_TYPES	User	CSCH
		ALL
		OFFR
Trade Planning Product Level OZF_TP_PRODUCT_LEVEL	User	PRICING_ATTRIBUTE2
		PRICING_ATTRIBUTE1
Trade Planning Time Spread OZF_TP_TIME_SPREAD	User	1 (Day)
		32 (Month)
		64 (Quarter)
		16 (Week)
		128 (Year)

Lookup Name/Code	Access Level	Values
Volume Offer Type OZF_VOLUME_OFFER_TYPE	User	ACCRUAL OFF_INVOICE
Offer Performance Trade Medium Type OZF_PERF_TRADE_MEDIUM	User	VOLPERF (Volume Performance)
Order Management Transaction Type For Net Accrual Rules OZF_NA_OM_TXN_TYPE	User	OM_TXN (Order Management Transaction)
Price List Statuses OZF_PRICELIST_STATUS	User	ACTIVE CANCELLED DRAFT REJECTED PENDING
Quota Alert Types OZF_QUOTA_ALERT_TYPE	User	ACCEPTABLE UNACCEPTABLE WARNING
Quota Base Lines OZF_QUOTA_BASE_LINE	User	LYSP_SALES (Last Year Same Period Sales) MONTHLY_QUOTA PRIOR YEAR SALES QUARTERLY_QUOTA YEARLY_QUOTA

Lookup Name/Code	Access Level	Values
Quota Value Limits OZF_QUOTA_VALUE_LIMIT	User	BACK_ORDERS
		MTD (Month-to-Day Sales)
		OUTSTANDING_ORDERS
		QTD
		YTD
Trade Management Transaction Type For Net Accrual Rules OZF_NA_TM_TXN_TYPE	User	OFFR (Offer)
UnEarned Payments for Offers OZF_UNEARNED_PAY_ALLOW_TO	User	ALLOW_ALL (Allow for All)
		ALLOW_SELECTED (Allow for Selected)
UnEearned Payments for Offers lookup in Trade Profile OZF_UNEARNED_PAY_ALLOW_TO_TP	User	ALLOW
		DISALLOW
Under Write-off Threshold lookup OZF_UNDER_WRITEOFF_THRESHOLD	User	OVER
		UNDER
Utilization Type OZF_UTILIZATION_TYPE	User	ACCRUAL (Accrual)
		ADJUSTMENT(Adjustment)
		REQUEST (Budget Request)
		TRANSFER (Budget)
		CHARGEBACK (Chargeback)
		LEAD_ACCRUAL (Lead Referral Accrua)
		LEAD_ADJUSTMENT (Lead Referral Adjustment)
		SALES_ACCRUAL (Sales Accrual)
		UTILIZED (Utilized)

Lookup Name/Code	Access Level	Values
Volume Offer Accrue to OZF_VO_ACCRUE_TO	User	ACCOUNT
		DISTRIBUTOR

Extensible Access

The following table lists all of the channel rebate lookups for the extensible access level.

User Extensible Lookups

Lookup Name/Code	Key	Values
Budget Adjustment Types OZF_ADJUSTMENT_TYPE	Extensible	DECREASE_COMMITTED (Decrease Committed Amount Decrease)
		DECREASE_COMM_EARNED (Decrease Committed and Earned Amounts)
		DECREASE_EARNED (Decrease Earned Amount)
		DECREASE_PAID (Decrease Paid Amount)
		INCREASE_COMM_EARNED (Increase Committed and Earned Amounts)
		INCREASE_COMMITTED (Increase Commitment)
		STANDARD (Increase Earned Amount)
		INCREASE_PAID (Increase Paid Amount)

Lookup Name/Code	Key	Values
Budget Threshold Value Limits OZF_VALUE_LIMIT	Extensible	BALANCE (Budget Balance)
		COMMITTED (Budget committed for the Activities)
		EARNED (Budget Earned)
		PAID (Budget Paid)
		PLANNED (Activities Planned against the Budget)
		RECOMMITTED (Re-calculated committed)
		UTILIZED (Budget Utilized)
Code Conversion Types OZF_CODE_CONVERSION_TYPE	Extensible	OZF_AGREEMENT_CODES (Agreement)
		OZF_PARTY_CODES (Party)
		OZF_PARTY_SITE_CODES (Party Site)
		OZF_PRODUCT_CODES (Product)
		OZF_REASON_CODES (Reason)
		OZF_UOM_CODES (UOM)
Dispute Code OZF_RESALE_DISPUTE_TYPE	Extensible	EXP (Contract expired)
		MEM (Customer is not a current member of group)
		DUP (Duplicate rebate submission)
		DLR (Incorrect Partner acquisition cost used to calculate rebate)
		REBPR (Incorrect rebate price used to calculate rebate)
		INVLD (Invalid Line)
		NOCON (No contract found)
		OTHER (Other)
		PROD (Product is not on contract)
		EXT (Rebate amount calculation error)

Lookup Name/Code	Key	Values
Followup Action Code OZF_FOLLOWUP_ACTION _CODE	Extensible	S (Do not Resubmit; Inquiry initiated to Third Party)
		C (Please Correct and Resubmit)
		X (Please Wait 10 Days and Resubmit)
		W (Please Wait 30 Days and Resubmit)
		R (Resubmission Allowed)
		N (Resubmission Not Allowed)
		D (Resubmit Entire Claim)
		E (Resubmit this item only)
Formula Entry Operators OZF_FORMULA_OPERAT OR	Extensible	DIVIDE
		MINUS
		MULTIPLY
		PERCENT
		PLUS
Formula Entry Type OZF_FORMULA_ENT_TYP E	Extensible	CALCULATION
		CONSTANT
		METRIC
Formula Type OZF_FORMULA_TYPE	Extensible	ALLOCATION (Allocation calculation)
		HOLDBACK (Hold Back calculation)
Lumpsum payment type OZF_OFFER_LUMPSUM_P AYMENT	Extensible	ACCRUE (Accrue)
		CHECK (Issue Check)

Lookup Name/Code	Key	Values
OZF: Customized Object Class OZF_CUSTOMIZED_OBJECT_CLASS	Extensible	CB (Chargeback) CM (Credit Memo) DM (Debit Memo) INVOICE (Invoice) ORDER (Order) PCHO (Purchase Order) WRITE_OFF (Write Off)
OZF: Baseline Sales and Promotional Lift Data Source OZF_BASELINE_DATA_SOURCE	Extensible	ACN (ACN Syndicated Data) IRI (IRI Syndicated Data)
OZF: Trade Deal Date qualifiers OZF_OFFER_DATE_QUALIFIER	Extensible	QUALIFIER_ATTRIBUTE1 (Order Date) QUALIFIER_ATTRIBUTE17 (Request Date) QUALIFIER_ATTRIBUTE8 (Shipped Date)

Lookup Name/Code	Key	Values
OZF_RESALE_DISPUTE_C ODE OZF_RESALE_DISPUTE_C ODE	Extensible	OZF_UOM_CODE_MAP_MISS (Code Conversion Mapping is not defined for this UOM)
		OZF_CURRENCY_MISMATCH (Agreement Price and Selling Price must be same)
		OZF_INVALID_AGREEMENT_TYPE (Agreement Type must be Special Price or Price List)
		OZF_TP_ADJ_NOTFOUND (Agreement is Missing)
		OZF_AGREEMENT_MISS (Agreement is Null)
		OZF_CLAIM_CUST_ID_MISSING (Bill To Customer ID is Missing)
		OZF_BILL_TO_ACCT_NULL (Bill To Customer does not have an Account)
		OZF_CLAIM_CUST_NM_MISS (Bill to Customer Name is Missing)
		OZF_BILL_TO_PARTY_NAME_NULL (Bill to Party Name is Missing)
		OZF_AMT_NOT_MATCH (Calculated amount does not match claimed amount)
		OZF_RESALE_AGRM_OFF_OFF_INV (Cannot claim an agreement based on an off invoice offer)
		OZF_RESALE_AGRM_LINE_WNG (Cannot find an agreement line matching the request
		OZF_RESALE_AGRM_OFF_NULL (Cannot find offer based on the agreement)
		OZF_RESALE_CLAIM_AMT_MISS (Claimed Amount is Missing)
		OZF_LT_INVT (Claimed quantity is less than what has been bought)
		OZF_AGREEMENT_CODE_MAP_MISS (Code Conversion Mapping is not defined for this agreement)
		(OZF_PRODUCT_CODE_MAP_MISS (Code Conversion Mapping is not defined for this

Lookup Name/Code	Key	Values
		product)
		OZF_RESALE_AGRM_CURRENCY_WNG (Currency of the order and agreement do not match.)
		OZF_CLAIM_CUST_NOT_IN_DB (Customer is invalid)
		OZF_DATE_ORDERED_NOT_IN_RANGE (Date Ordered is not between Batch Start Date and End Date)
		OZF_RESALE_AGRM_END_CUST_WNG (End Customer does not match that of agreement)
		OZF_GET_ORDER_PRIC_ERR (Error happened during get order price) OZF_PROC_PRIC_RESLT_ERR (Error happened during process order) OZF_CURR_CONV_ERROR (Error in Currency Conversion)
		OZF_RESALE_PRICE_ERROR (Error in Getting Product Price)
		OZF_BILL_TO_VAL_ERROR (Error in Validating Bill To Customer)
		OZF_END_CUST_VAL_ERROR (Error in Validating End Customer)
		OZF_SHIP_FROM_VAL_ERROR (Error in Validating Ship From Customer)
		OZF_SHIP_TO_VAL_ERROR (Error in Validating Ship To Customer)
		OZF_SOLD_FROM_VAL_ERROR (Error in Validating Sold From Customer)
		OZF_DQM_PROCESS_ERROR (Error in running DQM Process)
		OZF_ORDER_TYPE_ID_NULL (ID for Order Type is Missing) I
		OZF_RESALE_PRODUCT_ID_MISS (ID for Product is missing)
		OZF_RESALE_AGRM_WNG (Incorrect

Lookup Name/Code	Key	Values
		agreement)
		OZF_INVALID_AGREEMENT (Invalid Agreement)
		OZF_CLAIM_BILL_TO_ST_WRNG (Invalid Bill To Site)
		OZF_RESALE_WRNG_ORD_CGRY (Invalid Order Category)
		OZF_WRNG_ORDER_TYPE (Invalid Order Type)
		OZF_INVLD_MVMT_TYPE (Invalid Product Transfer Movement Type)
		OZF_RESALE_WRNG_TRANSFER_TYPE (Invalid Resale Transfer Type)
		_SHIP_FROM_ACC_INVALID (Invalid Ship From Customer Account Information)
		OZF_CLAIM_SHIP_TO_ST_WRNG (Invalid Ship To Site)
		OZF_SOLD_FROM_ACC_INVALID (Invalid Sold From Customer Account Information)
		OZF_RESALE_PRODUCT_NOT_IN_DB (Inventory Item is Invalid)
		OZF_INVOICE_NUMBER_NULL (Invoice Number is Missing)
		OZF_DATE_INVOICED_NULL (Invoiced Date is Missing)
		OZF_DUPLICATED_LINE (Line is Duplicated)
		OZF_RESALE_DUP (Line is Duplicated)
		OZF_RESALE_NON_TRC (Non- tracing data found in this batch)
		OZF_RESALE_ORDTYPE_NOT_IN_DB (Order Type is Invalid)
		OZF_RESALE_ORD_DATE_MISS (Order date is missing)
		OZF_ORD_DATE_LT_START(Order is made

Lookup Name/Code	Key	Values
		earlier than Report Start Date)
		OZF_ORD_DATE_GT_END (Order is made later than the Report End Date)
		OZF_RESALE_ORD_NUM_MISS (Order number is missing
		OZF_RESALE_ORIG_QUAN_MISS (Original Quantity is Missing) OZF_RESALE_ORIG_UOM_MISS Original UOM is Missing)
		OZF_RESALE_PRICE_NOT_IN_DB (Price List is Invalid)
		OZF_MOVEMENT_TYPE_NULL (Product Transfer Movement Type is Missing)
		OZF_CURRENCY_UNSUPPORTED (Purchase Price and Selling Price are not the same)
		OZF_RESALE_PUR_PRICE_MISSING (Purchase Price is missing)
		OZF_RESALE_AGRM_QUN_GT_MAX (Requested quantity greater than max quantity)
		OZF_RESALE_AGRM_QUN_LT_MIN (Requested quantity less than minimum quantity)
		OZF_SALES_TRANS_MISS (Required field(s) is missing for inventory tracking.)
		OZF_NO_CONTACT_DQM_RULE (Resale DQM Contact Rule profile must be set with a valid rule)
		OZF_NO_PARTY_DQM_RULE (Resale DQM Party Rule profile must be set with a valid rule)
		OZF_NO_SITE_DQM_RULE (Resale DQM Site Rule profile must be set with a valid rule)
		OZF_RESALE_AGRM_RESELL_WNG (Reseller does not match that of agreement)
		OZF_RESALE_SELL_PRICE_NULL (Selling Price is Missing)
		OZF_SHIP_FROM_ACCOUNT_NULL (Ship

Lookup Name/Code	Key	Values
		From Customer does not have an Account)
		OZF_RESALE_SHIP_FROM_MISS Ship (From Party ID is missing)
		OZF_SHIP_TO_ACCT_NULL (Ship to Customer does not have an Account)
		OZF_SHIP_TO_PARTY_NAME_NULL (Ship to Party Name is Missing)
		OZF_SOLD_FROM_ACCOUNT_NULL (Sold From Customer does not have an Account)
		OZF_RESALE_SOLD_FROM_MISS (Sold From Party ID is missing)
		OZF_RESALE_AGRM_RANG_WNG (The order is not qualified for the agreement)
		OZF_SPP_NO_UOM_CONV_CURR (UOM does not match the current quantity UOM)
		OZF_SPP_NO_UOM_CONV_MAX (UOM does not match the max quantity UOM)
		OZF_SPP_NO_UOM_CONV_MIN (UOM does not match the minimum quantity UOM)
		OZF_RESALE_UOM_MISS (UOM is Missing)
		OZF_RESALE_UOM_NOT_IN_DB (Unit of Measure is Invalid)
		OZF_RESALE_AGR_TYPE_WNG (Wrong Agreement type for Special Pricing Process)
Performance Unit OZF_PERFORMANCE_UOM	Extensible	Amount
		Number
Period View OZF_FCAST_PERIOD_VIEW	Extensible	Period
		Quarter
		Year

Lookup Name/Code	Key	Values
Special Pricing Request Decline Code OZF_SP_REQUEST_DECLI NE_CODE	Extensible	CANNOT_MEET (Cannot Meet Discount Requested)
Special Pricing Request Outcome OZF_SP_REQUEST_OUTCO ME	Extensible	IN_PROGRESS LOST WON
UOM OZF_FCAST_UOM	Extensible	CS EA USD
Lookup Name and Code	Access Level	Values and Meaning

Point of Sales Lookups

User Access

The following table lists all of the point of sales lookups for the user access level.

User Lookups

Lookup Name/Code	Access Level	Values
Chargeback Source Code OZF_CHARGEBACK_SOUR CE	User	No Lookup Codes Defined
Fund Request Status OZF_FUND_REQUEST_STA TUS	User	APPROVED PENDING REJECTED

Lookup Name/Code	Access Level	Values
Number Condition Operators OZF_NUM_CONDITION_O PERATORS	User	<
		<=
		=
		>
		>=
		BW1 (Between)
Denorm Querys For OZF_DENORM_QUERY_FO R	User	ELIG
		PROD
Partner Funds Decline Code OZF_SF_DECLINE_CODEF	User	COLLATERAL (Collateral Did Not Meet Criteria)
		DUPLICATE (Duplicate Request)
		INVALID Invalid Request)
Partner Funds Return Code OZF_SF_RETURN_CODE	User	COLLATER (Collateral Submission) OTHER
		MISS_INFO (Request Missing Information)
Performance Objectives OZF_PARTNER_PERFORM ANCE	User	LEAD (Enter the number of expected leads generated from the activity)
		PROSPECT (Enter the approx number of Prospects expected)
		QUERY (Approx number of Queries
		REVENUE (Revenues Enter the total revenue expected)
Sales Credit Types for System Parameter OZF_SALES_CREDIT_TYPE	User	DEFAULT_SALES_REP
		NO_SALES_CREDIT
XTD Values OZF_XTD_VALUES	User	MTD (Month-to-Date)
		QTD (Quarter-to-Date)
		YTD (Year-to-Date)

Extensible Access

The following table lists all of the point of sales lookups for the extensible access level.

User Extensible Lookups

Lookup Name/Code	Key	Values
Performance Unit OZF_PERFORMANCE_UOM	Extensible	Amount Number
Period View OZF_FCAST_PERIOD_VIEW	Extensible	Period Quarter Year
Special Pricing Request Decline Code OZF_SP_REQUEST_DECLINE_CODE	Extensible	CANNOT_MEET (Cannot Meet Discount Requested)
Special Pricing Request Outcome OZF_SP_REQUEST_OUTCOME	Extensible	IN_PROGRESS LOST WON
Lookup Name and Code	Access Level	Values and Meaning

4

Business Events and Flexfields

Overview

You can use business events and flexfields to integrate or extend the Oracle Channel Rebate and Point of Sales Management functionality..

Creating Subscriptions Business Events

All the events will publish XML data specific for the event in the form of a CLOB (character large object). A CLOB is used to store unicode character-based data, such as large documents in any character set.

Subscribe to the business events with a phase greater than 99 to read the data so that any subscription to the event will be executed in a deferred mode and does not interfere with the online processing.

Business Events for Trade Planning

Business Event Name	Display Name	Description
oracle.apps.ozf.offer.OfferApproval	Offer Approval Event	This event is raised whenever an offer is approved.
oracle.apps.ozf.quota.QuotaApproval	Quota Approval Event	This event is raised whenever a quota is approved.
oracle.apps.ozf.target.TargetApproval	Target Approval Event	This event is raised whenever a customer target is changed.

Use the following high level procedure to create subscriptions for business events.

Log into Self Service Applications as System Administrator and select the Workflow Administrator Web Applications responsibility.

Navigation: Administer Workflow > Business Events.

1. Search for the Business Event.

2. Click the Subscription icon for the Event.

3. Click **Create Subscription**.

4. Enter all of the required information.

Make sure that the Phase = << any value greater than 99 >>.

For more information, see the *Oracle Workflow API Reference,* Business Events section.

Defining Segment Values for Flexfields

Additional information can be captured at offer header level by enabling the descriptive flexfield "Additional Info for List Headers" available in Oracle Pricing. Use the following high level procedure to define segment values for flexfields.

Log on to Forms Application as System Administrator.

Navigation: Application > Flexfield > Descriptive > Segment.

1. Query for:

   • Application = Oracle Pricing

   • Title = Additional Info for List Headers

2. Add new contexts and define segment values.

3. Select the Freeze Flexfield Definition check box.

4. Save your work.

For more information, see the *Oracle E-Business Suite Flexfields Guide*.

5

Concurrent Programs

Running Concurrent Programs

Use the following high level procedure for running any Oracle Applications concurrent program or program set. You can use these procedures to run or schedule any of the Oracle Channel Rebate and Point-of-Sale Management concurrent programs.

See *Oracle E-Business Suite System Administrator's Guide - Maintenance* for complete details on Oracle E-Business Suite concurrent programs.

Select the Oracle Trade Management Administrator responsibility.

1. Choose Single Request (if running a single concurrent program) or Request Set (if running a set of concurrent programs).

2. Query for the appropriate concurrent program, if necessary.

3. You can run the program immediately or schedule batch jobs. If scheduling, select the time frame.

You can check the status of the program you submitted using the Find Request window. To navigate to this window, go to Requests from the View menu and click on the Find Requests button. Use the Refresh Data button to update the request status.

Concurrent Programs for Channel Rebate

The following table provides a summary of the concurrent programs used for budgets, quotas, and offers.

Concurrent Programs for Channel Rebate

Program/Name	Required	Description
Funds Accrual Engine	Yes	This is an engine that extracts all accrual and discount information from sales orders executed at all ordering channels. The following are the categories of Events handled by this engine: • Calculates budget utilization and earnings based on ship confirmed orders. • Handles a return orders' impact on budget utilization and earnings. • For fully accrued type of budgets with accrue to is 'customer', it updates Budget and Utilized columns with the accrued amount. • For budgets with accrue to 'Sales', it updates the Budget column but does not update the Committed and Utilized columns. • For Volume offer adjustments, it calculates the accruals for each sales order and makes accrual adjustments that are necessary as a result of volume offers. • For accrual rates that are adjusted retroactively, it creates the adjustments based on sales order information in the past. Parameters: Run in Debug Mode Run Budget Utilization for Adjusted Offer Set to Y to run Order Management Except Queue. Repost Failed GL Posting Run Budget Utilization for Volume Offer Set the adjustment parameter to 'Yes" to close Future Dated Adjustment.

Program/Name	Required	Description
Generate Party List for Market Qualifiers	Yes	Generates the party list for Trade Management territories and Buying Groups. Customers are qualified for Offers, Quota, and Target allocations only when this program is run after creation or modification of a Trade Management Territory or a Buying Group.
Import Territory Hierarchy	Yes	This concurrent program uploads the hierarchy data from jtf_territories to OZF schema used for budget allocation to that territory hierarchy. It is also used for defining budget hierarchy for a fully accrued budget. The concurrent program expects a hierarchy id meaning which particular hierarchy the user wants to import. Parameters: Hierarchy Id These are represented by all the root territories under Oracle Trade Management in the Territory Manager module.
Net Accrual Engine	Yes	Calculates the net accruals for all offers of type "Net Accrual" only.
Perform Recalculated Commitment For Offers	No	Re-Calculated Committed is an option to re-calculate the necessary funding level based on the actual sales performance of a promotion. Funds can be increased or decreased. If the promotion performs well, funding can be automatically increased, and vice versa. This program performs the re-calculation.
Refresh Account Manager Dashboard	Yes	Refresh Account Manager Dashboard program refreshes the data on the Account Manager Dashboard.
Refresh Materialized Views for Order Sales	Yes	Refresh Materialized Views for Order Sales must be run at least once. It refreshes the materialized view (OZF_ORDER_SALES_SUMRY_MV) that summarizes the Orders data from Order Management. This materialized view is the source for all Order sales information used across Trade Management.

Program/Name	Required	Description
Refresh Materialized Views for Promotional Payment	Yes	For refresh for promotional payments to occur, run with the parameter "earnings". Updated the materialized view for promotional payments with the most recent earnings information. This profile options collects the data as follows: **Utilized** • Order related utilizations (positive), such as those for accrual and off-invoice offers, are utilizations for orders booked but not shipped, invoiced or closed. These utilizations are not the same as "earned" balances. Return related utilizations (negative), are utilizations for return orders booked but not invoiced (credited) or closed. • Non-order related utilizations, such as those for lump sum and scan data offers, as well as utilizations created by net accrual offers, partner activities or indirect sales purposes, do not distinguish between utilized and earned. • Adjustments are made to the utilized amount, whether manually created, created by public API or system generated. **Earned** • Order related utilizations (positive), are utilizations for orders shipped, invoiced or closed. Return related utilizations (negative), are utilizations for return orders invoiced (credited) or closed. • Non-order related utilizations as well as utilizations created by net accrual offers, partner activities or indirect sales purposes, are the same as utilized. • Adjustments are made to the utilized amount, whether manually created, created by public API or system generated. **Paid**

Program/Name	Required	Description
		• For off-invoice types of utilizations such as off-invoice, order value and promotional good offers, the paid amounts are the same as earned amounts.
		• For accrual types of utilizations such as accrual, lump sum and scan data offers, the paid amounts are claim amounts associated to the accruals.
		• Adjustments are made to the utilized amount, whether manually created, created by public API or system generated.
		Unpaid Earnings (Earned minus paid)
		• The Budget Materialized View does not contain an Unpaid earnings column because these values are essentially a calculation. Storing a calculated column on the Budget Materialized View may result in performance issues.
Refresh Trade Management Activities (Offers and Schedules)	Yes	When you run Refresh Trade Management Activities (Offers and Schedules), Offers and Schedules are denormalized into OZF tables for faster performance in the application. Offers are searched across Trade Management based on this denormalized data.
		These three programs (Refresh Materialized Views for Order Sales, Refresh Account Manager Dashboard, and Refresh Trade Management Activities) must be run in the order listed for account planning functions to work properly. The frequency that they are run is set by the user and can be different for each program. For example, the first program can be run frequently during the day, the second can be run daily, and the third program can be run less often.

Program/Name	Required	Description
Release Committed Budget Amount After Grace Period	Yes	Reconciliation is a way to return the following money at the end of an offer: • Adjusts previously committed, but un-utilized funds, transferring them from the Committed column to the Available column ("Reconcile Unutilized"). • Adjusts previously utilized, but unpaid funds, thus adjusting the Utilized column accordingly as well as transferring it from the Committed column to the Available column ("Reconcile Unutilized and Unpaid Earnings"). Budget reconciliation may be performed manually on each object such as an offer, or automatically via this concurrent process. Parameters: Object code Object end date Object status, for example, active, draft Object Type, for example, CAMP, OFFR, EVEH Reconcile both utilized and paid
Resale Batches Purge	No	Purges processed reslae order record. This program purges the entries in the OZF_RESALE_LINES_INT_ALL interface table.

Program/Name	Required	Description
Transfer to General Ledger	No	This program is run to transfer the accounting entries created by claims/accruals into Oracle General Ledger accounting tables.
		The accounting entries are transferred from Trade Management's interface tables to Oracle General Ledger's interface tables. There is an option to automatically create the entries as Journals using Journal Import upon arriving at Oracle General Ledger. After the entries are turned into Journals, they need to be "Posted" to complete the Oracle General Ledger process.
		Parameters:
		Ledger Name:Primary set of books
		Batch Name: Name of batch for transfer. This is optional.
		From Date: Transfer entries created starting from this date.
		To Date: Transfers entries created ending this date.
		Journal Category:All, fixed budgets (for promotional accruals created for offers funded by fixed budgets), Accrual budgets (for promotional accruals created by a fully accrued budget) and Settlement (for promotional claims).
		Validate Accounts: Yes/No. Determines whether Oracle General Ledger accounts will be validated during transfer.
		Transfer to GL Interface: In Detail (each accrual record on its own), Summarize by Accounting Date (grouping accrual records by accounting date during transfer), Summarize by Accounting Period (grouping accrual records by Accounting Period during transfer).
		Submit Journal Import:Yes/No. Determines whether Journal Import will be run when the entry gets transferred to Oracle General Ledger; if Yes, a journal will be created for an entry; if No, the entries sit in Oracle General Ledger's interface tables until a Oracle General Ledger user runs the Journal Import program in Oracle General Ledger.

Program/Name	Required	Description
Update Time Structure	Yes	Must be run the first time these system profiles are set, and any time thereafter one of these profiles is changed: AMS: Marketing Calendar; OZF: Start Day of Week; OZF: Period Type; OZF: Global Start Date (mm/dd/yyyy); OZF: Degree of Parallelism-Src; OZF: Debug Mode. See trade planning profile options for details.
Unutilized Commitment Mass Transfer	No	Evaluates to see if the end dates of the selected budgets have passed, and if true, performs transfers to new linked budgets, if any.
Utilize Lumpsum Offers	Yes	If a lump sum offer's start date is in the future, the offer has already been approved for budgets, and is active, this program is run to update the budget's Utilized volume. In the case when the Offer is active on the date when Offer was created, then the budget utilization will be updated immediately not by this program.
Validate Budget and Quota Thresholds	Yes	Threshold alerts are designed to help users monitor their budgets' activities. Different rules can be established to send out alert notifications to inform users of fund usage, depletion levels, and monitoring over spending or under spending. A threshold contains a set of rules. After being set up, it is assigned to a budget. Alerting budget owners to the danger of spending exceeding budget norms can help avoid over-spending. This concurrent process is run to monitor the different budgets and see if they meet the rules and definitions of their budget thresholds. If it does, it automatically sends a workflow notification to the budget owner. Parameters: None

Program/Name	Required	Description
Validate Market and Product Eligibility for Budget	No	An offer that is executed in Oracle Marketing is sourced by budgets approved for that offer. This concurrent program validates which budgets are eligible to fund an executed offer based on product and market eligibility. Various business scenarios cause offers to need funding from multiple budgets. In previous releases, each budget's product and market eligibility had to be a superset of that of the offer for validation to succeed. Now, the restriction can be relaxed to support the following scenarios:

- No validation for customers and products

- Validate customers and products by each budget

- Validate customer by each budget, products by all budgets (relax product)

- Validate products by each budget, customers by all budgets (relax customer)

  Parameters:

  p_actbudget_id: Budget request ID

  p_object_id: Offer ID

  p_object_type: OFFR

Concurrent Programs for Point-of-Sale Management

The following table provides a summary of the concurrent programs used for chargebacks, soft funds, special pricing requests, third party accruals, and inventory tracking.

Run the following concurrent programs for Point of Sales.

Concurrent Program for Point-of-Sale

Program/ Name	Required	Description
Refresh Materialized Views	Yes	This program is used to refresh various materialized views. Choose inventory mv to refresh the inventory materialized view. Run this program for manual inventory adjustments to be reflected on the UI.
Refresh Materialized Views for Order Sales	Yes	See Description in Concurrent Programs for Channel Rebate.
Release Committed Budget Amount After Grace Period	Yes	This program closes a soft fund request after the grace period. It can be scheduled to run periodically.
Resale Batches Purge	No	This program purges the entries in the OZF_RESALE_LINES_INT_ALL interface table based upon Date Source/Patch Number and an IDSM parameter. No parameter.
Third Party Accrual From Interface table	No	This program is used to create a third party accrual based on the resale data in the OZF_RESALE_LINES_INT_ALL table. This replaces the Chargeback Accrual concurrent program used in 11.5.9.
Third Party Accrual From Resale Table	Yes	This program is used to create a third party accrual based on the resale data in the OZF_RESALE_LINES_ALL table.

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Seeded User Statuses

Overview

User statuses can be created across the application for a combination of activity and status. The application is seeded with the following user statuses. These user statuses can be modified or extended to meet your organization's business rules.

Seeded User Statuses for Channel Rebate

The seeded user status values are as follows:

Seeded User Statuses

User Status For	SYSTEM_STATUS	User Status Name
Budget Sourcing Status	ACTIVE	Active
Budget Sourcing Status	APPROVED	Approved
Budget Sourcing Status	CLOSED	Accounting Closed
Budget Sourcing Status	PLANNING	Planning
Budget Sourcing Status	PENDING	Pending Approval
Budget Sourcing Status	PENDING VALIDATION	Pending Validation
Budget Sourcing Status	REJECTED	Rejected by Approver

User Status For	SYSTEM_STATUS	User Status Name
Budget Status	ACTIVE	Active
Budget Status	ARCHIVED	Archived
Budget Status	CANCELLED	Cancelled
Budget Status	CLOSED	Closed
Budget Status	DRAFT	Draft
Budget Status	ON_HOLD	On Hold
Budget Status	PENDING APPROVAL	Pending Approval
Budget Status	REJECTED	Rejected
Offer Status	ACTIVE	Active
Offer Status	ARCHIVED	Archived
Offer Status	CANCELLED	Cancelled
Offer Status	CLOSED	Closed
Offer Status	COMPLETED	Completed
Offer Status	DRAFT	Draft
Offer Status	ONHOLD	On-Hold
Offer Status	PENDING BUDGET APPROVAL	Submitted - Budget Approval
Offer Status	PENDING_ACTIVE	Pending Active
Offer Status	PENDING VALIDATION	Pending Validation
Offer Status	PLANNING	Planned
Offer Status	REJECTED	Rejected - Budget Approval

User Status For	SYSTEM_STATUS	User Status Name
Offer Status	REJECTED - THEME APPROVAL	Rejected - Theme Approval
Offer Status	SUBMITTED - THEME APPROVAL	Submitted - Theme Approval
Offer Status	SUBMITTED - THEME APPROVAL	Offer - Theme Approval Submitted
Offer Status	TERMINATED	Terminated
Price List Statuses	ACTIVE	Active
Price List Statuses	CANCELLED	Cancelled
Price List Statuses	DRAFT	Draft
Price List Statuses	SUBMITTED FOR APPROVAL	Submitted For Approval
Price List Statuses	REJECTED	Rejected

User Status Limitations

If you add a large number of user statuses, the number of values seen in the drop-down list for an Object's Status increases by the same number.

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