Oracle® Functional Testing Suite Advanced Pack for Oracle E-Business Suite – Channel Revenue Management

Reference Guide

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Oracle Functional Testing Suite Advanced Pack for Oracle E-Business Suite – Channel Revenue Management Reference Guide, Release 12.1.3

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- Are the implementation steps correct and complete?
- Did you understand the context of the procedures?
- Did you find any errors in the information?
- Does the structure of the information help you with your tasks?
- Do you need different information or graphics? If so, where, and in what format?
- Are the examples correct? Do you need more examples?

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Note: Before sending us your comments, you might like to check that you have the latest version of the document and if any concerns are already addressed. To do this, access the new Oracle E-Business Suite Release Online Documentation CD available on My Oracle Support and www.oracle.com. It contains the most current Documentation Library plus all documents revised or released recently.

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Preface

Intended Audience

Welcome to Release 12.1.3 of the *Oracle Functional Testing Suite Advanced Pack for Oracle E-Business Suite – Channel Revenue Management Reference Guide.*

This guide is meant for implementers and testers of Oracle E-Business Suite applications. The document can also be referenced by end users to get information about the test flows.

This guide assumes you have a working knowledge of the following:

- The principles and customary practices of your business area.
- Computer desktop application usage and terminology.

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

Documentation Accessibility

For information about Oracle's commitment to accessibility, visit the Oracle Accessibility Program website at http://www.oracle.com/pls/topic/lookup?ctx=acc&id=docacc.

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Oracle customers have access to electronic support through My Oracle Support. For information, visit http://www.oracle.com/pls/topic/lookup?ctx=acc&id=info or visit http://www.oracle.com/pls/topic/lookup?ctx=acc&id=trs if you are hearing impaired.

Structure

1 Introduction

2 Oracle Channel Revenue Management Flows
A Components in Oracle Channel Revenue Management

Related Information Sources

You can choose from many sources of information, including online documentation, training, and support services, to increase your knowledge and understanding of Oracle Application Testing Suite.

Online Documentation

All Oracle Application Testing 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

- **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.

Guides Related to This Product

Oracle Functional Testing Flow Builder Starter Pack Reference Guide for E-Business Suite Release 12.1.3

This guide describes each flow thereby providing an insight about the purpose of the flow and the core setups required to execute the flow. These test flows are built using Oracle E-Business Suite of applications on Release 12.1.3 with a sample database, which is required to run these flows.

Oracle Functional Testing Flow Builder User's Guide

Oracle Flow Builder (OFB) is a keyword-driven testing application that business analysts and Quality Assurance engineers use to build business test automation flows. The test automation flows can be translated into executable OpenScript scripts. Technical QA engineers or IT users define or update components by making use of the keywords for Oracle E-Business Suite of applications. Functional QA engineers or business analysts then assemble the components together to define a business process, or "flow" and generate OpenScript scripts to automate testing of the application

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

Introduction

This chapter covers the following topics:

- Overview
- Oracle Channel Revenue Management Attributes

Overview

The Oracle Functional Testing Suite Advanced Pack for Oracle E-Business Suite, referred to as advanced pack in this guide, provides components for testing features delivered as part of the Oracle E-Business Suite Release 12.1.3. The components delivered in the advanced pack for Oracle Channel Revenue Management are documented cumulatively in this guide.

These flows are delivered over Oracle Flow Builder Starter Pack in Release 12.4.0.2 of Oracle Application Testing Suite for Oracle Applications.

For information about the components delivered in the Oracle Flow Builder Starter Pack, see the Oracle Functional Testing Flow Builder Starter Pack Reference Guide for E-Business Suite Release 12.1.3.

Oracle Channel Revenue Management Attributes

This section provides information on the common prerequisites, profile options, and data setups required for executing the Oracle Channel Revenue Management flows. Flow specific requirements are documented along with each flow in the subsequent chapter.

Prerequisites

The following are the prerequisites for executing the Oracle Channel Revenue Management flows:

- User is logged in with the following responsibilities:

- Oracle Trade Management User
- Oracle Trade Management Administrator
- Order Management Super User
- Receivables, Vision Operations

Profile Options

The following profile options must be set:

Profile Option Name	Profile Option Value	Level
MO: Operating Unit	Vision Operations	Site
MO: Default Operating Unit	Vision Operations	User
MO: Security Profile	Global Vision	Site
QP: Source System Code	Oracle Marketing	User
QP: Pricing Transaction Entity	Order Fulfillment	User
OZF: Create GL Entries for Orders	Shipped	Site
OZF: Ship and Debit Budget	<Budget Name>	Site
OZF: Default budget for special pricing	<Budget Name>	Site
OZF: Default Budget For a Person	<Budget Name>	User
OZF: Default Status when creating Claims	Open	User

Predefined Data

Not applicable.

Setup Data

The following data must be set up:

- Inventory accounting periods must be open.
- GL periods must be open.

2

Oracle Channel Revenue Management Flows

This chapter covers the following topics:

- Overview
- Create Accrual Budget with Accruals Set to Customer per Order Followed by Claim Creation and Settlement
- Create Accrual Budget with Accruals Set to Customers per Cumulative Order Volume Followed by Claim Creation and Settlement
- Create Accrual Budget with Accruals Set to Sales per Order Followed by Claim Creation and Settlement
- Create Accrual Budget with Accruals Set to Sales per Cumulative Order Volume Followed by Claim Creation and Settlement
- Create Fixed Budget
- Create Budget Request and Budget Transfer
- Create Accrual Offer Followed by Claim Creation and Settlement
- Change Accrual Offer Discount Using Adjustment Followed by Claim Creation and Settlement
- Create Backdated Adjustment for an Accrual Offer Followed by Claim Creation and Settlement
- Create Off Invoice Offer and Book Ship Sales Order
- Create Retroactive Volume Offer Followed by Claim Creation and Settlement
- Create Nonretroactive Volume Offer
- Create Net Accrual Offer Followed by Claim Creation and Settlement
- Create Trade Deal Offer Followed by Sales Order Booking and Canceling
- Create Terms Upgrade Offer and Ship Order

- Create Promotional Goods Offer and Ship Order
- Create Order Value Offer and Ship Order
- Create Scan Data Offer Followed by Claim Creation and Settlement
- Create Lump Sum Offer Followed by Claim Creation and Settlement
- Create Mass Claim
- Create Group Claim and Move It to Closed Status
- Create Overpayment and Move It to Closed Status
- Create Deduction and Move It to Closed Status
- Create Internal Ship and Debit Request (Bid and Blanket)
- Create Supplier Ship and Debit Bid Request
- Create Special Price Request (Ship from Stock)
- Create Special Price Request (Off Invoice)
- Create Special Price Request (Accrual)

Overview

Oracle Channel Revenue Management supports the iterative selling model for companies that regularly sell goods mostly to the same customers, such as companies operating in consumer goods or life sciences industry. Large manufacturing companies that operate in Business-to-Business (B2B), Business-to-Customer (B2C), or Business-to-Business-to-Customer (B2B2C) modes can use Oracle Channel Revenue Management to efficiently plan, promote, execute, and manage the order-to-cash process for improved sales and return on investment (ROI), and reduced loss in revenue.

The following sections describe the flows in the Oracle Channel Revenue Management advanced pack.

Create Accrual Budget with Accruals Set to Customer per Order Followed by Claim Creation and Settlement

A fully accrued budget, also called a live fund, starts with zero funds when it is created. The benefit of using a fully accrued budget is that organizations do not have to spend time and resources to perform rigorous budget planning. They can accrue budgets based on real time sales data. The funds in a fully accrued budget increase based on the accrual parameters that are specified in the budget. Accrual parameters are conditions based on which accruals take place and the customers placing orders earn accruals.

The Create Accrual Budget with Accruals Set to Customer per Order Followed by Claim Creation and Settlement flow performs the following actions:

- Creates an accrual budget with following accrual parameter setup:
  - Accrue To: Customer
  - Accrual Basis: Accrual per Order
- Books Ship Sales Order by applying the accrual offer created
- Creates and settles claims
- Verifies budget checkbook

Attributes

This section provides information on prerequisites, profile options, and data setups required to execute the Create Accrual Budget with Accruals Set to Customer per Order Followed by Claim Creation and Settlement flow.

Technical Name

Accrual_Budget_Accrue_To_Customer_Per_Order

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Budget	Setup Type	Accrual
Create Budget	Accrue To	Customer
Create Budget	Accrual Basis	Accrual Per Order
Create Budget	Discount Level	Group of Lines
Offer Details - Accrual	Level	Item Number

Page Name	Field Name	Field Value
Offers - Market Eligibility	Market Context	Customer
Offers - Market Eligibility	Context Attribute	Customer Name

Setup Data

The following data must be set up:

Page Name	Field Name	Field Value
Create Budget	Name	Budget_1 (Or a unique budget name)
Create Budget	Category	Campaign Execution Budget (Or any category)
Create Budget	Ledger	Vision Operation (USA) (Or any ledger)
Create Budget	Start Date	(Current or future date)
Offer Details - Accrual	Name	AS54888 (Or any product)
Offer Details - Accrual	Discount	10
Offers - Market Eligibility	Attribute Value From	CDS, INC (Or any customer)

Create Accrual Budget with Accruals Set to Customers per Cumulative Order Volume Followed by Claim Creation and Settlement

When accrual budgets are created for customers, the accrued funds are used for promotional activities such as offering incentives to retailers based on their performance. This money earned by the retailers is accumulated over a period of time and they can later claim this amount by submitting claims.

The Create Accrual Budget with Accruals Set to Customers per Cumulative Order Volume Followed by Claim Creation and Settlement flow performs the following actions:

- Creates an accrual budget with following accrual parameter setup:

- Accrue To: Customer
- Accrual Basis: Cumulative Order Volume

- Books Ship Sales Order by applying the accrual offer created
- Creates and settles claims
- Verifies budget checkbook

Attributes

This section provides information on prerequisites, profile options, and data setups required to execute the Create Accrual Budget with Accruals Set to Customers per Cumulative Order Volume Followed by Claim Creation and Settlement flow.

Technical Name

Accrual_Budget_Accrue_To_Customer_Cumulative_Order

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Budget	Setup Type	Accrual
Create Budget	Accrue To	Customer
Create Budget	Accrual Basis	Cumulative Order Volume
Create Budget	Discount Level	Line
Discount Table Details	Tiers by	Amount

Page Name	Field Name	Field Value
Discount Table Details	Discount by	Amount
Discount Table Details - Products	Level	Item Number
Offers - Market Eligibility	Market Context	Customer
Offers - Market Eligibility	Context Attribute	Customer Name

Setup Data

The following data must be set up:

Page Name	Field Name	Field Value
Create Budget	Name	Budget_1 (Or a unique budget name)
Create Budget	Category	Campaign Execution Budget (Or any category)
Create Budget	Ledger	Vision Operation (USA) (Or any ledger)
Create Budget	Start Date	(Current or future date)
Discount Table Details	Discount Table Name	Disc_Tbl1 (Enter a unique name)
Discount Table Details	From	0
Discount Table Details	To	100 (Add multiple rows with nonoverlapping tiers)
Discount Table Details	Discount	10
Discount Table Details-Products	Name	AS54888 (Or a valid product)
Offers - Market Eligibility	Attribute Value From	CDS, INC (Or any customer)

Create Accrual Budget with Accruals Set to Sales per Order Followed by Claim Creation and Settlement

A fully accrued budget can be created to accrue funds for a salesperson. This kind of fully accrued budget enables the Sales Representatives to spend funds at their discretion. The total budget amount that the Sales Representative can spend depends on the sales achieved and the amount that is accrued in the budget.

The Create Accrual Budget with Accruals Set to Sales per Order Followed by Claim Creation and Settlement flow performs the following actions:

- Creates an accrual budget with following accrual parameter setup:
  - Accrue To: Sales
  - Accrual Basis: Accrual Per Order
- Books Ship Sales Order by applying the accrual offer created
- Creates a lump sum offer by sourcing money from newly created budget
- Creates and settles claims
- Verifies budget checkbook

Attributes

This section provides information on prerequisites, profile options, and data setups required to execute the Create Accrual Budget with Accruals Set to Sales per Order Followed by Claim Creation and Settlement flow.

Technical Name

Accrual_Budget_Accrue_To_Sales_Per_Order

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Budget	Setup Type	Accrual
Create Budget	Accrue To	Sales
Create Budget	Accrual Basis	Accrual Per Order
Create Budget	Discount Level	Group of Lines
Offer Details - Accrual	Level	Item Number
Offer Details - Accrual	Discount Type	Amount
Offers - Market Eligibility	Market Context	Customer
Offers - Market Eligibility	Context Attribute	Customer Name

Setup Data

The following data must be set up:

Page Name	Field Name	Field Value
Create Budget	Name	Budget_1 (Or a unique budget name)
Create Budget	Category	Campaign Execution Budget (Or any category)
Create Budget	Ledger	Vision Operation (USA) (Or any ledger)
Create Budget	Start Date	(Current or future date)
Offer Details - Accrual	Name	AS54888 (Or any product)
Offer Details - Accrual	Discount	10 (Enter a value)
Offers - Market Eligibility	Attribute Value From	CDS, INC (Or any customer)

Create Accrual Budget with Accruals Set to Sales per Cumulative Order Volume Followed by Claim Creation and Settlement

A fully accrued budget can be created to accrue funds for a salesperson. Instead of offering incentives and discounts to dealers and customers, the accrued amount is used by Sales Representatives at their discretion. The funds in a fully accrued budget increase based on the accrual parameters that are specified in the budget.

The Create Accrual Budget with Accruals Set to Sales per Cumulative Order Volume Followed by Claim Creation and Settlement flow performs the following actions:

- Creates an accrual budget with following accrual parameter setup:
  - Accrue To: Sales
  - Accrual Basis: Cumulative Order Volume
- Books Ship Sales Order by applying the accrual offer created
- Creates a lump sum offer using the new budget
- Creates and settles claims
- Verifies budget checkbook

Attributes

This section provides information on prerequisites, profile options, and data setups required to execute the Create Accrual Budget with Accruals Set to Sales per Cumulative Order Volume Followed by Claim Creation and Settlement flow.

Technical Name

Accrual_Budget_Accrue_To_Sales_Cumulative_Order

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Budget	Setup Type	Accrual
Create Budget	Accrue To	Sales
Create Budget	Accrual Basis	Cumulative Order Volume
Create Budget	Discount Level	Line
Discount Table Details	Tiers by	Amount
Discount Table Details	Discount by	Amount
Discount Table Details - Products	Level	Item Number
Offers - Market Eligibility	Market Context	Customer
Offers - Market Eligibility	Context Attribute	Customer Name

Setup Data

The following data must be set up:

Page Name	Field Name	Field Value
Create Budget	Name	Budget_1 (Or a unique budget name)
Create Budget	Category	Campaign Execution Budget (Or any category)
Create Budget	Ledger	Vision Operation (USA) (Or any ledger)
Create Budget	Start Date	(Current or future date)
Discount Table Details	Discount Table Name	Disc_Tbl1 (Enter a unique name)
Discount Table Details	From	0

Page Name	Field Name	Field Value
Discount Table Details	To	100 (Add multiple rows with nonoverlapping tiers)
Discount Table Details	Discount	10
Discount Table Details-Products	Name	AS54888 (Or a valid product)
Offers - Market Eligibility	Attribute Value From	CDS, INC (Or any customer)

Create Fixed Budget

A fixed budget is a pool of money with a value greater than zero. When a fixed budget is created, the maximum funds that it can have must be decided. Fixed budgets provide better budget estimates in advance. Fixed budgets can be defined for different customer and product attributes.

The Create Fixed Budget flow creates a fixed budget.

Attributes

This section provides information on prerequisites, profile options, and data setups required to execute the Create Fixed Budget flow.

Technical Name

Create_Update_Fixed_Budget

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Budget	Setup Type	Fixed
Budget Market Eligibility	Eligibility Context	Customer Name

Setup Data

The following data must be set up:

Page Name	Field Name	Field Value
Create Budget	Name	Budget_1 (Or a unique budget name)
Create Budget	Category	Campaign Execution Budget (Or any category)
Create Budget	Budget Amount	1000000 (Enter an amount)
Create Budget	Ledger	Vision Operation (USA) (Or any ledger)
Create Budget	Start Date	(Current or future date)
Budget Market Eligibility	Eligibility Name	CDS, INC (Or any customer)

Create Budget Request and Budget Transfer

Funds are utilized from budgets when budget requests or budget transfers are approved. A budget request is a request to withdraw and use funds from a budget to execute trade promotion activities such as offers and campaigns. A budget transfer involves transferring funds from one budget to another.

The Create Budget Request and Budget Transfer flow performs the following actions:

- Creates budget transfer
- Creates budget request

Attributes

This section provides information on prerequisites, profile options, and data setups required to execute the Create Budget Request and Budget Transfer flow.

Technical Name

Budget_Transfer_Request

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

Not applicable.

Setup Data

The following data must be set up:

Page Name	Field Name	Field Value
Budget Source Create	Source Name	(A source budget name)
Budget Source Create	Recipient Name	Campaign Execution Budget (Or any category)
Budget Source Create	Transferred Amount	1000000 (Enter an amount within the source budget)

Create Accrual Offer Followed by Claim Creation and Settlement

In an accrual offer, delayed discounts are offered on purchases made over a specific period of time. The delayed discount that is offered gets accrued over a specified time period. Retailers can later obtain this money by submitting claims. This kind of discount is also known as rebate.

The Create Accrual Offer Followed by Claim Creation and Settlement flow performs the following actions:

- Creates accrual budget
- Books Ship Sales Order by applying the accrual offer created
- Creates and settles claims
- Verifies budget check book
- Copies an existing accrual offer and creates a new accrual offer

Attributes

This section provides information on prerequisites, profile options, and data setups required to execute the Create Budget Request and Budget Transfer flow.

Technical Name

Accrual_Offer

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used

Page Name	Field Name	Field Value
Create Offer	Setup Type	Accruals
Create Offer	Customer	Customer Name
Offer Details - Accrual	Level	Item Number
Offer Details - Accrual	Discount Type	Amount

Setup Data

The following predefined data must be used

Page Name	Field Name	Field Value
Create Offer	Offer Name	(A unique offer name)
Create Offer	Customer	CDS, INC (Or any customer)
Create Offer	Start Date	(Current or future date)
Create Offer	Budget	(An active budget)
Create Offer	Committed Amount	(An amount within the budget)
Offer Details - Accrual	Name	AS54888 (Or any product)
Offer Details - Accrual	Discount	10

Change Accrual Offer Discount Using Adjustment Followed by Claim Creation and Settlement

Offer adjustments enable users to modify active offers. For example, if, after an offer was created the price of the product dropped dramatically, then it would result in a need to change the offer price. Once the adjustments are made, they are sent to the offer approval process, and applied to the offer after they are approved.

The Change Accrual Offer Discount Using Adjustment Followed by Claim Creation and Settlement flow performs the following actions:

- Creates accrual offer
- Creates offer adjustment (discount change)
- Books Ship Sales Order by applying the accrual offer created
- Creates and settles claims
- Verifies budget checkbook

Attributes

This section provides information on prerequisites, profile options, and data setups required to execute the Change Accrual Offer Discount Using Adjustment Followed by Claim Creation and Settlement flow.

Technical Name

Accrual_Offfer_Discount_Change_Through_Adjustment

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Offer	Setup Type	Accruals
Create Offer	Customer	Customer Name
Offer Details - Accrual	Level	Item Number
Offer Details - Accrual	Discount Type	Amount
Offer Adjustments	Settlement Method	Accrue
Offer Adjustments	Status	Active

Setup Data

The following data must be set up

Page Name	Field Name	Field Value
Create Offer	Offer Name	(A unique offer name)
Create Offer	Customer	CDS, INC (Or any customer)
Create Offer	Start Date	(Current or future date)

Page Name	Field Name	Field Value
Create Offer	Budget	(An active budget)
Create Offer	Committed Amount	(An amount within the budget)
Offer Details - Accrual	Name	AS54888 (Or any product)
Offer Details - Accrual	Discount	10
Offer Adjustments	Name	(A unique adjustment name)
Offer Adjustments	Effective Date	(Date from which the adjustment is effective)
Offer Adjustments	New Discount	20 (Enter required discount)

Create Backdated Adjustment for an Accrual Offer Followed by Claim Creation and Settlement

Organizations continue to ship products to customers under a temporary agreement, while waiting for trade commitments to get finalized, knowing that final terms of the deal may change. If the terms change, the backdating functionality is used to modify the active offer. It is possible to change the discount terms, the products, and the start date and end date of the offer. Changes that are made to the offer are reflected in the offer utilization adjustment.

The Create Backdated Adjustment for an Accrual Offer Followed by Claim Creation and Settlement flow performs the following actions:

- Creates accrual offer
- Creates backdated adjustment
- Books Ship Sales Order by applying the accrual offer created
- Creates and settles claims
- Verifies budget checkbook

Attributes

This section provides information on prerequisites, profile options, and data setups

required to execute the Create Backdated Adjustment for an Accrual Offer Followed by Claim Creation and Settlement flow.

Technical Name

Accrual_Offer_Backdated_Adjustment

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Offer	Setup Type	Accruals
Create Offer	Customer	Customer Name
Offer Details - Accrual	Level	Item Number
Offer Details - Accrual	Discount Type	Amount
Offer Adjustments	Settlement Method	Accrue
Offer Adjustments	Status	Active

Setup Data

The following data must be set up

Page Name	Field Name	Field Value
Create Offer	Offer Name	(A unique offer name)
Create Offer	Customer	CDS, INC (Or any customer)

Page Name	Field Name	Field Value
Create Offer	Start Date	(Current or future date)
Create Offer	Budget	(An active budget)
Create Offer	Committed Amount	(An amount within the budget)
Offer Details - Accrual	Name	AS54888 (Or any product)
Offer Details - Accrual	Discount	10
Offer Adjustments	Name	(A unique adjustment name)
Offer Adjustments	Effective Date	A date earlier than the offer start date
Offer Adjustments	New Discount	20 (Enter required discount)

Create Off Invoice Offer and Book Ship Sales Order

In an off invoice offer, discount is offered on the invoice amount when customers purchase a specified quantity of a product. In this case, the discount is not accrued but is directly applied on the invoice.

The Create Off Invoice Offer and Book Ship Sales Order flow performs the following actions:

- Creates off invoice offer
- Books Ship Sales Order by applying the off invoice offer created
- Copies an existing off invoice offer and creates a new off invoice offer

Attributes

This section provides information on prerequisites, profile options, and data setups required to execute the Create Off Invoice Offer and Book Ship Sales Order flow.

Technical Name

Offinvoice_Offer

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Offer	Setup Type	Off Invoice
Create Offer	Customer	Customer Name
Offer Details - Off Invoice	Level	Item Number
Offer Details - Off Invoice	Discount Type	Amount

Setup Data

The following data must be set up

Page Name	Field Name	Field Value
Create Offer	Offer Name	(A unique offer name)
Create Offer	Customer	CDS, INC (Or any customer)
Create Offer	Start Date	(Current or future date)
Create Offer	Budget	(An active budget)
Create Offer	Committed Amount	(An amount within the budget)
Offer Details - Off Invoice	Name	AS54888 (Or any product)
Offer Details - Off Invoice	Discount	10

Create Retroactive Volume Offer Followed by Claim Creation and Settlement

Volume offers are created to encourage customers to purchase larger quantities of products. In a volume offer, the qualified retailers accrue funds based on their cumulative purchases spanning over a period of time. A volume offer typically has different discount tiers based on the quantity and total order amount. of products purchased. Retailers approaching a new discount tier may be motivated to purchase more goods to receive a larger discount. In a retroactive volume offer, when a new volume tier is reached, past accruals are updated based on the new rate.

The Create Retroactive Volume Offer Followed by Claim Creation and Settlement flow performs the following actions:

- Creates retroactive volume offer
- Books Ship Sales Order by applying the volume offer created
- Creates and settles claims
- Verifies budget checkbook

Attributes

This section provides information on prerequisites, profile options, and data setups required to execute the Create Retroactive Volume Offer Followed by Claim Creation and Settlement flow.

Technical Name

VolumeOffer_Retroactive

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Offer	Setup Type	Volume Offer
Create Offer	Customer	Customer Name
Create Offer	Incentive	Accrual
Discount Table Details	Tiers by	Amount
Discount Table Details	Discount by	Amount
Discount Table Details - Products	Level	Item Number
Offers - Market Options	Retroactive Adjustments	(Select the check box)

Setup Data

The following data must be set up:

Page Name	Field Name	Field Value
Create Offer	Name	(A unique offer name)
Create Offer	Customer	CDS, INC (Or any customer)
Create Offer	Start Date	(Current or future date)
Create Offer	Budget	(An active budget)
Create Offer	Committed Amount	(An amount within the budget)
Discount Table Details	Discount Table Name	Disc_Tbl1 (Enter a unique name)
Discount Table Details	From	0

Page Name	Field Name	Field Value
Discount Table Details	To	100 (Add multiple rows with nonoverlapping tiers)
Discount Table Details	Discount	10
Discount Table Details - Products	Name	AS54888 (Or any product)

Create Nonretroactive Volume Offer

In a nonretroactive volume offer, past orders are not adjusted for a new discount even if the volume calculation determines that the customer qualifies for higher volume and discount tier.

The Create Nonretroactive Volume Offer flow performs the following actions:

- Creates nonretroactive volume offer
- Copies an existing nonretroactive volume offer and creates a new one

Attributes

This section provides information on prerequisites, profile options, and data setups required to execute the Create Nonretroactive Volume Offer flow.

Technical Name

VolumeOffer_Non_Retroactive_Tier

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Offer	Setup Type	Volume Offer
Create Offer	Customer	Customer Name
Create Offer	Incentive	Off Invoice
Discount Table Details	Tiers by	Amount
Discount Table Details	Discount by	Amount
Discount Table Details - Products	Level	Item Number

Setup Data

The following data must be set up:

Page Name	Field Name	Field Value
Create Offer	Name	(A unique offer name)
Create Offer	Customer	CDS, INC (Or any customer)
Create Offer	Start Date	(Current or future date)
Create Offer	Budget	(An active budget)
Create Offer	Committed Amount	(An amount within the budget)
Discount Table Details	Discount Table Name	Disc_Tbl1 (Enter a unique name)
Discount Table Details	From	0
Discount Table Details	To	100 (Add multiple rows with nonoverlapping tiers)

Page Name	Field Name	Field Value
Discount Table Details	Discount	10
Discount Table Details - Products	Name	AS54888 (Or any product)

Create Net Accrual Offer Followed by Claim Creation and Settlement

Gross sales is the sales achieved based on the invoice value. Net sales is defined as the sales after subtracting discounts, promotions, allowances, returns, and freight charges from gross sales. In a net accrual offer, discounts are calculated based on the net sales. Net accrual offers are used to create post sales accruals, and are created on top of accrual offers. Net accrual offers can also be created with a start date before the current date.

The Create Net Accrual Offer Followed by Claim Creation and Settlement flow performs the following actions:

- Creates net accrual offer
- Creates and settles claims
- Verifies budget checkbook
- Copies from an existing net accrual offer and creates a new on

Attributes

This section provides information on prerequisites, profile options, and data setups required to execute the Create Net Accrual Offer Followed by Claim Creation and Settlement flow..

Technical Name

NetAccrual_Offer

Prerequisites

The following is a prerequisite for executing this flow:

- Accrual offer is created with earnings.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Offer	Setup Type	Net Accrual
Create Offer	Customer	Customer Name
Create Offer	Tier Level	Offer
Offer Details - Net Accrual	Discount Type	Amount
Offer Details - Net Accrual	Level	Item Number

Setup Data

The following predefined data must be used

Page Name	Field Name	Field Value
Create Offer	Offer Name	(A unique offer name)
Create Offer	Customer	CDS, INC (Or any customer)
Create Offer	Start Date	(Current or future date)
Create Offer	Budget	(An active budget)
Create Offer	Committed Amount	(An amount within the budget)
Create Offer	Beneficiary	CDS, INC (Or any customer)
Offer Details - Accrual	From	0

Page Name	Field Name	Field Value
Offer Details - Accrual	To	100 (Add multiple rows with nonoverlapping tiers)
Offer Details - Accrual	Discount	10
Offer Details - Accrual	Name	AS54888 (Or any product)

Create Trade Deal Offer Followed by Sales Order Booking and Canceling

Trade deal offer enables creation of an accrual discount rule as well as an off invoice discount rule in the same offer.

When creating a trade deal offer, the following rules apply:

- Only accrual discount rules: customers accrue funds based on sales that they achieve
- Only off invoice discount rules: customers receive discounts on products that they purchase
- Accrual discount rules and off invoice discount rules: customers accrue funds based on the sales that they achieve, and receive discounts on products that they purchase

The Create Trade Deal Offer Followed by Sales Order Booking and Canceling flow performs the following actions:

- Creates trade deal offer
- Books sales order
- Cancels sales order
- Verifies offer checkbook
- Copies from an existing trade deal offer and creates a new one

Attributes

This section provides information on prerequisites, profile options and data setups required to execute the Create Trade Deal Offer Followed by Sales Order Booking and Canceling flow.

Technical Name

TradeDeal_Offer

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Offer	Setup Type	Trade Deal
Create Offer	Customer	Customer Name
Offer Details – Trade Deal	Level	Item Number
Offer Details – Trade Deal	Off-Invoice Type	Amount
Offer Details – Trade Deal	Accrual Type	Amount

Setup Data

The following data must be set up:

Page Name	Field Name	Field Value
Create Offer	Name	(A unique offer name)
Create Offer	Customer	CDS, INC (Or any customer)
Create Offer	Start Date	(Current or future date)
Create Offer	Budget	(An active budget)

Page Name	Field Name	Field Value
Create Offer	Committed Amount	(An amount within the budget)
Offer Details – Trade Deal	Name	AS54888 (Or any product)
Offer Details – Trade Deal	Off-Invoice Discount	10
Offer Details – Trade Deal	Accrual Rate	10

Create Terms Upgrade Offer and Ship Order

Oracle Channel Revenue Management supports the following types of terms upgrade:

- **Freight Terms:** Enables users to specify freight terms such as paying freight charges on behalf of the customer and claiming it back from the customer at a later point of time; or waiving off freight charges for the customer.
- **Payment Terms:** Enables users to enter payment specifications such as extended payment period for the customer. For example, your organization may have a policy requiring customers to pay within 30 days of buying a product. By specifying payment terms, you can extend this payment period to 60 days.
- **Shipping Terms:** Enables users to offer services such as free shipping or shipping at a discounted price.

The Create Terms Upgrade Offer and Ship Order flow performs the following actions:

- Creates terms upgrade offer
- Books Ship Sales Order
- Copies from an existing terms upgrade offer and creates a new one

Attributes

This section provides information on prerequisites, profile options and data setups required to execute the Create Terms Upgrade Offer and Ship Order flow.

Technical Name

TermsUpgrade_Offer

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Offer	Setup Type	Terms Upgrade
Create Offer	Customer	Customer Name
Offer Details – Terms Upgrade	Level	Item Number
Offer Details – Terms Upgrade	Terms	Payment Terms

Setup Data

The following data must be set up:

Page Name	Field Name	Field Value
Create Offer	Name	(A unique offer name)
Create Offer	Customer	CDS, INC (Or any customer)
Create Offer	Start Date	(Current or future date)
Create Offer	Budget	(An active budget)
Create Offer	Committed Amount	(An amount within the budget)
Offer Details – Terms Upgrade	Name	AS54888 (Or any product)
Offer Details – Terms Upgrade	Upgrade	2 Net (Or any term)

Page Name	Field Name	Field Value
Offer Details – Terms Upgrade	Upgrade Cost	10

Create Promotional Goods Offer and Ship Order

A promotional goods offer includes an additional product or service with the purchase of a specified product. When customers purchase certain goods or services, they are eligible for one of the following:

- Receiving additional goods or services at no extra charge. For example, on the purchase of a computer, a printer is provided free.
- Receiving a percentage off the total price on additional goods or services purchased

The Create Promotional Goods Offer and Ship Order flow performs the following actions:

- Creates promotional goods offer
- Books ship sales order
- Copies existing promotional goods offer and creates a new one

Attributes

This section provides information on prerequisites, profile options and data setups required to execute the Create Promotional Goods Offer and Ship Order flow.

Technical Name

Promotional_Offer

Prerequisites

None.

Profile Options

The following predefined data must be used:

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Offer	Setup Type	Promotional Goods
Create Offer	Customer	Customer Name
Offer Details – Promotional Goods: Buy	Level	Item Number
Offer Details – Promotional Goods: Get	Discount Type	Amount

Setup Data

The following data must be set up:

Page Name	Field Name	Field Value
Create Offer	Name	(A unique offer name)
Create Offer	Customer	CDS, INC (Or any customer)
Create Offer	Start Date	(Current or future date)
Create Offer	Budget	(An active budget)
Create Offer	Committed Amount	(An amount within the budget)
Offer Details – Promotional Goods: Buy	Name	AS54888 (Or any product)
Offer Details – Promotional Goods: Get	Name	AS54999 (Or any product)
Offer Details – Promotional Goods: Get	Price List	Corporate (Or any other price list)
Offer Details – Promotional Goods: Get	Discount	10

Page Name	Field Name	Field Value
Offer Details – Promotional Goods: Get	Quantity	1
Offer Details – Promotional Goods: Get	UOM	Each

Create Order Value Offer and Ship Order

In an order value offer, a discount is offered on the entire order value regardless of the number or type of products that a customer purchases. The customer may purchase different products but the discount is applied on the total value (order amount) of these products. The Create Order Value Offer and Ship Order flow performs the following actions:

- Creates order value offer
- Books Ship Sales Order
- Copies from existing order value offer and creates a new one

Attributes

This section provides information on prerequisites, profile options and data setups required to execute the Create Order Value Offer and Ship Order flow.

Technical Name

Ordervalue_Offer

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Offer	Setup Type	Order Value
Create Offer	Discount Type	Amount
Create Offer	Customer	Customer Name

Setup Data

The following data must be set up:

Page Name	Field Name	Field Value
Create Offer	Name	(A unique offer name)
Create Offer	Customer	CDS, INC (Or any customer)
Create Offer	Start Date	(Current or future date)
Create Offer	Budget	(An active budget)
Create Offer	Committed Amount	(An amount within the budget)
Offer Details – Order Value	Order Value From	1000
Offer Details – Order Value	Order Value To	99999 (Specify a range)
Offer Details – Order Value	Discount	10

Create Scan Data Offer Followed by Claim Creation and Settlement

Scan data offers are commonly used in the consumer goods industry. These promotions appear as manufacturer-sponsored coupons, consumer rebate programs, or discounts. Customers can redeem these coupons and avail discounts on certain products. This data, also called redemption data, is processed by third party clearing houses and submitted to the manufacturer who reimburses the retailer. Sometimes, the retailer submits the data directly to the manufacturer who validates it and reimburses the retailer. The redemption data can be submitted or posted when the offer is active or after it is complete. Depending on the posting method, reimbursement can occur

throughout the promotion or after the promotion is complete.

The Create Scan Data Offer Followed by Claim Creation and Settlement flow performs the following actions:

- Creates scan data offer
- Creates and settles claims
- Copies from existing scan data offer and creates a new one

Attributes

This section provides information on prerequisites, profile options and data setups required to execute the Create Scan Data Offer Followed by Claim Creation and Settlement flow.

Technical Name

ScanData_Offer

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Offer	Setup Type	Scan Data
Create Offer	Customer	Customer Name
Offer Details – Scan Data	Level	Item Number
Offer Details – Scan Data	Adjustment	(Select the check box)
Claim Lines	Settlement Method	Credit Memo - On Account

Setup Data

The following data must be set up:

Page Name	Field Name	Field Value
Create Offer	Name	(A unique offer name)
Create Offer	Operating Unit	Vision Operation (Or any OU)
Create Offer	Customer	CDS, INC (Or any customer)
Create Offer	Start Date	(Current or future date)
Create Offer	Budget	(An active budget)
Offer Details – Scan Data	Name	AS54888 (Or any product)
Offer Details – Scan Data	Quantity	10 (Enter a value)
Offer Details – Scan Data	Scan Type	(A valid scan type)
Offer Details – Scan Data	Scan Value	10 (Or a scan value)
Offer Details – Scan Data	Quantity Forecast	10 (Or any forecast)
Create Claim	Operating Unit	Vision Operation (Same as in offer)
Create Claim	Claim Number	(A unique claim number)
Create Claim	Claim Type	Promotional (Or a valid claim type)
Create Claim	Bill To Customer	CDS, INC (Same as in offer)
Create Claim	Amount	10 (Lesser than or equal to offer amount)
Claim Lines	Amount	10 (The same amount as in claim creation)

Page Name	Field Name	Field Value
Associate Earnings Summary: Scan Promotion Accruals	Quantity	10
Associate Earnings Summary: Scan Promotion Accruals	UOM	Each
Associate Earnings Summary: Scan Promotion Accruals	Coupon Count	10

Create Lump Sum Offer Followed by Claim Creation and Settlement

Manufacturers may have agreements with retailers to pay them to carry out certain trade promotion activities on behalf of the manufacturer. Lump sum offers are created exclusively to offer incentives to retailers if they perform tasks or actions that have been agreed upon. Promotional payments arising out of lump sum offers are either accrued immediately, or over a period of time. When a lump sum offer is created, it must also include the time period within which the retailer has to carry out the agreed activities. Lump sum offers are customer-specific and can target only one customer at a time.

The Create Lump Sum Offer Followed by Claim Creation and Settlement flow performs the following actions:

- Creates lump sum offer
- Creates and settles claim
- Verifies offer checkbook
- Copies a lump sum offer and creates a new one

Attributes

This section provides information on prerequisites, profile options and data setups required to execute the Create Lump Sum Offer Followed by Claim Creation and Settlement flow.

Technical Name

Promotional_Claim_For_Lumpsum_Offer

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Offer	Setup Type	Lump Sum
Create Offer	Customer	Customer Name
Offer Details – Lump Sum	Level	Item Number
Claim Lines	Settlement Method	Credit Memo - On Account

Setup Data

The following data must be set up:

Page Name	Field Name	Field Value
Create Offer	Name	(A unique offer name)
Create Offer	Operating Unit	Vision Operation (Or any OU)
Create Offer	Customer	CDS, INC (Or any customer)
Create Offer	Start Date	(Current or future date)
Create Offer	Start Date	(Same as start date)
Create Offer	Budget	(An active budget)

Page Name	Field Name	Field Value
Create Offer	Lump Sum Amount	1000 (An amount available within the budget)
Offer Details – Lump Sum	Name	AS54888 (Or any product)
Offer Details – Lump Sum	Distribution Value	1000 (Sum must be equal to lump sum amount)
Create Claim	Operating Unit	Vision Operation (Same OU as in offer)
Create Claim	Claim Number	(A unique claim number)
Create Claim	Claim Type	Promotional (A valid claim type)
Create Claim	Bill To Customer	CDS, INC (Same as in offer)
Create Claim	Amount	10 (Lesser than or equal to offer amount)
Claim Lines	Amount	10 (The same amount as in claim creation)
Associate Earnings Summary: Accruals and Adjustments for Customers	Line Amount	10 (Claim Line amount)

Create Mass Claim

The Mass Create function enables users to create multiple claims and debit claims on one screen. All the basic information for claims can be captured quickly so that they can be routed to the proper owners in a timely fashion. This functionality enables users to handle the massive volume of claims data that the company has to deal with, and expedite the claims process.

The Create Mass Claim flow helps to create multiple claims at a time.

Attributes

This section provides information on prerequisites, profile options and data setups required to execute the Create Mass Claim flow.

Technical Name

MassClaim_Feature

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

Not applicable.

Setup Data

The following data must be set up:

Page Name		
Claim Mass Creation	Claim Number	(A unique offer name)
Claim Mass Creation	Claim Type	Promotional
Claim Mass Creation	Claim Reason	Promotional
Claim Mass Creation	Customer	CDS, INC (Or any customer)
Claim Mass Creation	Currency Code	US Dollar
Claim Mass Creation	Amount	10
Claim Mass Creation	Exchange Type	Corporate

Create Group Claim and Move It to Closed Status

The Mass Settlement functionality enables users to create groups out of overpayments and deductions related to a customer, apply them to the customer's open transactions, and settle the overpayments and deductions on one screen.

Attributes

This section provides information on prerequisites, profile options and data setups required to execute the Create Group Claim and Move It to Closed Status flow.

The Create Group Claim and Move It to Closed Status flow performs the following actions:

- Creates invoice
- Creates receipt and deduction
- Performs mass settlement

Technical Name

MassSettlement

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Window Name	Field Name	Field Value
Transaction	Class	Invoice
Transaction	Type	Invoice
Receipts	Receipt Type	Standard
Applications	Application Reference Type	Trade Management Claim

Page Name	Field Name	Field Value
Create Mass Settlement: Select Open Claims and Transactions: Open Claims	Select	(Select the check box)
Create Mass Settlement: Select Settlement Methods: Settlement Methods	Settlement Method	Chargeback

Setup Data

The following data must be set up:

Window Name	Field Name	Field Value
Transaction	Source	BR Automatic Numbering
Transaction	Bill To :Name	CDS, INC (Or any customer)
Lines	Item	AS54888 (Or any product)
Lines	Quantity	10
Lines	Price	100
Receipts	Receipt Method	BofA
Receipts	Receipt Number	(Enter a value)
Receipts	Receipt Amount	100 (Lesser than or equal to invoice amount)
Receipts	Trans Number	(Enter invoice number)

Page Name	Field Name	Field Value
Create Mass Settlement: Select Open Claims and Transactions	Customer Name	CDS, INC (Same customer as in deduction)

Page Name	Field Name	Field Value
Create Mass Settlement: Select Settlement Methods: Settlement Methods	Amount Settled	100

Create Overpayment and Move It to Closed Status

Overpayments are created in Oracle Receivables when customers pay an amount greater than what they have been invoiced. This could be due to extra shipment they have received or an inaccurately priced invoice. Settlement methods for overpayments include debit memo, write-off, and on-account credit.

The Create Overpayment and Move It to Closed Status flow performs the following actions:

- Creates an invoice
- Creates receipt and overpayment
- Settles overpayment using on-account credit

Attributes

This section provides information on prerequisites, profile options and data setups required to execute the Create Overpayment and Move It to Closed Status flow.

Technical Name

NonPromotional_Claim_Overpayment

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Window Name	Field Name	Field Value
Transaction	Class	Invoice
Transaction	Type	Invoice
Receipts	Receipt Type	Standard
Applications	Apply To	Claim Investigation
Applications	Activity	Claim Investigation Activity

Page Name	Field Name	Field Value
Claim Lines	Settlement Method	On-Account Credit

Setup Data

The following data must be set up:

Window Name	Field Name	Field Value
Transaction	Source	BR Automatic Numbering
Transaction	Bill To: Name	CDS, INC (Or any customer)
Lines	Item	AS54888 (Or any product)
Lines	Quantity	1
Lines	Price	100
Receipts	Receipt Method	BofA
Receipts	Receipt Number	(Enter a value)
Receipts	Receipt Amount	200 (Must be lesser than invoice amount)

Window Name	Field Name	Field Value
Receipts	Trans Number	(Enter invoice number)

Create Deduction and Move It to Closed Status

Deductions are created in Oracle Receivables and you can view and settle these deductions in Oracle Channel Revenue Management. Deductions are used to handle situations where customers pay less than the invoiced amount for various reasons such as, claim compensation for shipping or pricing errors, and settle promotional earnings.

The Create Deduction and Move It to Closed Status flow performs the following actions:

- Creates invoice
- Creates receipt and deduction
- Settles deduction using on-account credit

Attributes

This section provides information on prerequisites, profile options and data setups required to execute the Create Deduction and Move It to Closed Status flow.

Technical Name

NonPromotional_Claim_Deduction

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Window Name	Field Name	Field Value
Transaction	Class	Invoice
Transaction	Type	Invoice
Receipts	Receipt Type	Standard
Applications	Application Reference Type	Trade Management Claim
Applications	Settlement Method	Credit Memo On Account

Page Name	Field Name	Field Value
Claim Lines	Settlement Method	Credit Memo On Account

Setup Data

The following data must be set up:

Window Name	Field Name	Field Value
Transaction	Source	BR Automatic Numbering
Transaction	Bill To: Name	CDS, INC (Or any customer)
Lines	Item	AS54888 (Or any product)
Lines	Quantity	1
Lines	Price	100
Receipts	Receipt Method	BofA
Receipts	Receipt Number	(Enter a value)
Receipts	Receipt Amount	50 (Must be greater than the invoice amount)

Window Name	Field Name	Field Value
Receipts	Trans Number	(Enter invoice number)

Create Internal Ship and Debit Request (Bid and Blanket)

A distributor creates this request for prices that the supplier rejects on a supplier ship and debit request. Oracle Channel Revenue Management allows the user to copy the original request and modify it to create a new one. Because an internal ship and debit request requires no internal or supplier approval, an offer is directly created based on the request. When the sale is processed and accruals are calculated, accounting is directly created on the cost center specified in the request. This cost center absorbs the costs of the offer.

The Create Internal Ship and Debit Request (Bid and Blanket) flow creates an internal ship and debit bid request.

Attributes

This section provides information on prerequisites, profile options and data setups required to execute the Create Internal Ship and Debit Request (Bid and Blanket) flow.

Technical Name

SND_InternalCust

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Ship and Debit Request	Accrual Type	Internal

Page Name	Field Name	Field Value
Create Ship and Debit Request	Operating Unit	Vision Operations (Or any OU)
Create Ship and Debit Request	Request Type	Bid Request Blanket
Create Ship and Debit Request: Price Request Details	Type	Product
Create Ship and Debit Request: Price Request Details	Discount Type	Discount Percent
Create Ship and Debit Request: Customer Details	Type	Bill To
Ship and Debit Request Details	Status	Pending Offer Approval
Receipts	Trans Number	(Enter invoice number)

Setup Data

The following data must be set up:

Page Name	Field Name	Field Value
Create Ship and Debit Request	Request Number	(A request name or request number)
Create Ship and Debit Request	Cost Center	Dave Smith (Or any cost center)
Create Ship and Debit Request	Name	AS54888 (Or any product)
Create Ship and Debit Request: Price Request Details	UOM	Each (A valid UOM)
Create Ship and Debit Request: Price Request Details	Vale	10

Page Name	Field Name	Field Value
Create Ship and Debit Request: Customer Details	Name	CDS, Inc (Or any customer)Bill To

Create Supplier Ship and Debit Bid Request

A distributor creates a Ship and Debit Bid request to obtain supplier approval for the new prices or discounts on one or more product and customer combinations. The supplier can approve of some or all of these prices in a request and reject the others. All rejected price lines are removed from the request and a new request is created for them. An accrual offer can then be created for the approved request and sales made for this offer. The accruals against ship and debit offers can then be consolidated in a batch that the user intends to claim or debit the supplier for, if approved.

The Create Supplier Ship and Debit Bid Request flow creates a supplier ship and debit request.

Attributes

This section provides information on prerequisites, profile options and data setups required to execute the Create Supplier Ship and Debit Bid Request flow.

Technical Name

SND_ExternalCust

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Ship and Debit Request	Accrual Type	Supplier

Page Name	Field Name	Field Value
Create Ship and Debit Request	Operating Unit	Vision Operations (Or any OU)
Create Ship and Debit Request	Request Type	Bid Request
Create Ship and Debit Request: Price Request Details	Type	Product
Create Ship and Debit Request: Price Request Details	Discount Type	Discount Percent
Create Ship and Debit Request: Customer Details	Type	Bill To
Ship and Debit Request Details	Status	Assigned Pending Supplier Approval Supplier Approved Pending Sales Approval Sales Approved Pending Offer Approval

Setup Data

The following data must be set up:

Page Name	Field Name	Field Value
Create Ship and Debit Request	Request Number	(A request name or request number)
Create Ship and Debit Request	Supplier	CDS, Inc (Or any supplier)
Create Ship and Debit Request: Price Request Details	Name	AS54888 (Or any product)
Create Ship and Debit Request: Price Request Details	UOM	Each (A valid UOM)

Page Name	Field Name	Field Value
Create Ship and Debit Request: Price Request Details	Vale	10
Create Ship and Debit Request: Customer Details	Name	Bill To

Create Special Price Request (Ship from Stock)

Special pricing enables partners or wholesale organizations to request manufacturers for a special price or discount to sell products that they have not been able to move, win a deal for a specific end customer, or to meet a competitor's price.

The Create Special Price Request (Ship from Stock) flow creates a special price blanket request and the system automatically generates a Scan Data offer.

Attributes

This section provides information on prerequisites, profile options and data setups required to execute the Create Special Price Request (Ship from Stock) flow.

Technical Name

SPR_Ship_From_Stock

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Special Pricing Request: Definition	Request Type	Blanket Request

Page Name	Field Name	Field Value
Create Special Pricing Request: Definition	Ship From Stock	(Select the check box)
Create Special Pricing Request: Details	Discount Type	Discount Amount

Setup Data

The following data must be set up:

Page Name	Field Name	Field Value
Create Special Pricing Request: Definition	Distributor	Hilman and Associates (Or any distributor)
Create Special Pricing Request: Definition	Requestors Name	Zhang, Edward (Or any contact)
Create Special Pricing Request: Definition	End Date	(A future date)
Create Special Pricing Request: Details	Product	AS54888 (Or any product)
Create Special Pricing Request: Details	UOM	Each (A valid UOM)
Create Special Pricing Request: Details	Quantity	100 (The required quantity)
Create Special Pricing Request: Details	Discount Amount	10
Approve Request: Pricing	Approve Amount	10
Create Claim	Sale Date	(Enter a date on which the sale will be effected)
Create Claim	Quantity Sold	1

Page Name	Field Name	Field Value
Create Claim	Claim Amount	10

Create Special Price Request (Off Invoice)

Partners can make a bid request when they want to win a deal for specific customers.

The Create Special Price Request (Off Invoice) flow creates a special price bid request with the offer type as Off Invoice.

Attributes

This section provides information on prerequisites, profile options and data setups required to execute the Create Special Price Request (Off Invoice)flow.

Technical Name

SPR_Offinvoice

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Special Pricing Request: Definition	Request Type	Bid Request
Create Special Pricing Request: Definition	Ship From Stock	Deselected
Create Special Pricing Request: Details	Discount Type	Discount Amount
Approve Request: Pricing	Offer Type	Off Invoice

Setup Data

The following data must be set up:

Page Name	Field Name	Field Value
Create Special Pricing Request: Definition	Distributor	Hilman and Associates (Or any distributor)
Create Special Pricing Request: Definition	Requestors Name	Zhang, Edward (Or any contact)
Create Special Pricing Request: Definition	End Date	(Any future date)
Create Special Pricing Request: End Customer Details	Name	Hilman and Associates (Or any customer)
Create Special Pricing Request: Details	Product	AS54888 (Or any product)
Create Special Pricing Request: Details	UOM	Each (A valid UOM)
Create Special Pricing Request: Details	Quantity	100 (The required quantity)
Create Special Pricing Request: Details	Discount Amount	10
Approve Request: Pricing	Approve Amount	10

Create Special Price Request (Accrual)

This flow creates a special price bid request with offer type as Accrual.

Attributes

This section provides information on prerequisites, profile options and data setups required to execute the Create Special Price Request (Accrual) flow.

Technical Name

SPR_Accrual

Prerequisites

None.

Profile Options

Not applicable.

Predefined Data

The following predefined data must be used:

Page Name	Field Name	Field Value
Create Special Pricing Request: Definition	Request Type	Bid Request
Create Special Pricing Request: Definition	Ship From Stock	Deselected
Create Special Pricing Request: Details	Discount Type	Discount Amount
Approve Request: Pricing	Offer Type	Accrual

Setup Data

The following data must be set up:

Page Name	Field Name	Field Value
Create Special Pricing Request: Definition	Distributor	Hilman and Associates (Or any distributor)
Create Special Pricing Request: Definition	Requestors Name	Zhang, Edward (Or any contact)
Create Special Pricing Request: Definition	End Date	(Any future date)
Create Special Pricing Request: End Customer Details	Name	Hilman and Associates (Or any customer)

Page Name	Field Name	Field Value
Create Special Pricing Request: Details	Product	AS54888 (Or any product)
Create Special Pricing Request: Details	UOM	Each (A valid UOM)
Create Special Pricing Request: Details	Quantity	100 (The required quantity)
Create Special Pricing Request: Details	Discount Amount	10
Approve Request: Pricing	Approve Amount	10
Create Claim	Sale Date	(Enter a date)
Create Claim	Quantity Sold	1
Create Claim	Claim Amount	10

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Components in Oracle Channel Revenue Management

Overview

This section contains the components in Oracle Channel Revenue Management.

Components in Oracle Channel Revenue Management

Feature	Component Name	Search Tags	Description
Budget	Create_Budget Transfer	Trade Management : Budget Source Create	This component creates budget transfer.
Budget	Create_Discount Table_2	Discount Table Details	This component creates discount rule for accrual parameter details of cumulative order volume.
Budget	Create_Discount Table_1	Discount Table Details	This component creates discount rule for accrual parameter details of cumulative order volume.
Budget	Verify_Bud_Checkbook	Budget Checkbook, Budget Details	This component verifies the budget checkbook for budgets.

Feature	Component Name	Search Tags	Description
Budget	Verify_Budget_Status	Budget Status	This component verifies budget status.
Budget	Verify_Budget_Transfer	Budgets, Budget Transfers	This component verifies budget transfer.
Budget	Quick_Find	Quick Find, Approval	This component searches for existing offer, budget, or claim.
Budget	Add_Products_Fixedbudget_2	Trade Management : Budget Details - Products, Product	This component adds products to fixed budget.
Budget	Add_Products_Fixedbudget_1	Trade Management : Budgets, Trade Management : Budget Details - Products, Trade Management : Budget Details - Products, Category	This component adds products to fixed budget.
Budget	Create_Discount_Rule_StepA		This component creates discount rule for accrual parameter details.
Budget	Create_Budgetdetail_Accrual	Budget Details, Offer Details - Accrual	This component will add required details for a budget in Budget Details page.
Budget	Create_Market Eligibility	Budget Market Eligibility	This component creates market eligibility for a budget.
Budget	Create_Request Approval	Request Approval, Marketing Online	This component creates approval for budget.
Budget	Create_Budget Source	Trade Management : Budget Source Create	This component creates budget source.
Budget	Create_Budget_summarypage	Budget Create, Budget Details	This component creates a budget.

Feature	Component Name	Search Tags	Description
Budget	Create_Discount_Rule_StepB	Create Discount Rule, Budget Details, Discount Table Details	This component creates discount rule for accrual parameter details of cumulative order volume.
Budget	Create_Budget	Trade Management : Budget Create, Trade Management : Budget Customer Overview	This component creates a new budget.
Claim	Verify_Claims	Trade Management : Claims, Claims	This component verifies the claim status.
Claim	Create_Mass_Settle_Method	Select Settlement Methods, Mass Settlement	This component associates multiple claims to amount settled.
Claim	Create_Mass_Settlement	Trade Management : Claims, Claims	This component creates mass settlement.
Claim	Run_Autoinv_Mst_Prgm	Auto Invoice Master Program Parameters	This component runs the Auto Invoice Master Program concurrent job.
Claim	Run_Claim_Settlement_Fetch	Claim Settlement Fetcher Parameters	This component runs the Claim Settlement Fetcher concurrent job.
Claim	Run_Workflow_Background_Pro	Workflow Background parameters	This component runs the Workflow Background concurrent job.
Claim	Create_Mass_Claim	Mass Claim, Claim Mass Creation, Claims	This component performs mass claim creation.
Claim	Create_Check_Settlement	Check settlement, claim	This component selects the Settlement Method check box and settles the claim.

Feature	Component Name	Search Tags	Description
Claim	Add_Earning_Scan data_Claim	Scan Data, Claim	This component associates scan data earning.
Claim	Create_Claim_Line	Claim line	This component creates claim line.
Claim	Create_Claim	Claim	This component creates claim in open status.
Claim	Create_Mass_Settle ment_Asso	Create Mass Settlement: Select Open Claims and Transactions, Create Mass Settlement	This component associates multiple claims to amount settled.
Claim	Add_Claim_Assoca ite_Earning	Claim, Associate Earning	This component associates earnings for a claim.
Claim	Verify_Claim_Statu s	Claim, Status	This component verifies claim status.
Offer	Create_Offer_Netac _Products	Trade Management : Offer Details - Net Accrual	This component adds products to net accrual offer.
Offer	Create_Offer_Odr_ Val_Disc_Rle	Trade Management : Offer Detail - Order Value	This component adds discount rule to order value offer.
Offer	Create_Offer_Scada ta_Disc_Tbl	Trade Management : Offer Details - Scan Data	This component adds discount table to scan data.
Offer	Add_Mkt_Eligibilit y_Offer	Trade Management : Offer Details - Market Eligibility, Offer Details, Market Eligibility	This component adds market eligibility to the accrual offer.
Offer	Create_Retro_Activ e_Flag	Retro Active	This component adds retroactive flag to volume offer.

Feature	Component Name	Search Tags	Description
Offer	Create_Offer	Offer	This component takes users to the Create Offer page.
Offer	Create_Offer_Order_Value	Trade Management : Create Offers	This component creates order value offer in draft status.
Offer	Create_Offer_Terms_Upgrade	Trade Management : Create Offers	This component creates terms upgrade offer in draft status.
Offer	Create_Offer_Promgd_Get_Tbl	Trade Management : Offer Details - Promotional Goods	This component adds Get Table to promotional goods offer.
Offer	Create_Offer_Volume_Prod_Tbl	Trade Management : Discount Table Details	This component adds Product Table to volume offer.
Offer	Create_Offer_Volume	Trade Management : Create Offers	This component creates volume offer in draft status.
Offer	Create_Offer_Lupsm_Discnt_Rle	Trade Management : Offer Details – Lump Sum	This component adds discount rule to lump sum offer and will move the offer to active status.
Offer	Create_Offinvoice_Disc_Tbl	Off Invoice offer, Discount	This component creates off invoice offer discount table.
Offer	Create_Tradedeal_Disc_Tbl	Trade deal offer, Discount	This component creates trade deal offer discount table.
Offer	Create_Accrual_Offer_Disc_Tbl	Accrual offer, Discount	This component creates accrual offer discount table.

Feature	Component Name	Search Tags	Description
Offer	Update_Accrl_Offer_Adj_Disc	Offer Adjustment	This component updates accrual offer adjustment discount value.
Offer	Create_Accrl_Offer_Adj	Offer Adjustment	This component creates accrual offer adjustment.
Offer	Create_Offer_Terms_Upgd_Rle	Trade Management : Offer Details - Terms Upgrade	This component adds discount rule to terms upgrade offer.
Offer	Create_Offer_Scan_Data	Trade Management : Create Offers	This component creates scan data offer in draft status.
Offer	Create_Offer_Lump sum	Trade Management : Create Offers	This component creates lump sum offer in draft status.
Offer	Create_Offer_Net_Accrual	Trade Management : Create Offers, Net Accrual Offer	This component creates net accrual offer in draft status.
Offer	Create_Offer_Volume_Disc_Tbl	Trade Management : Offer Details - Volume Offer	This component adds discount table to volume offer.
Offer	Copy_Offer	Trade Management : Offers, Offers	This component allows users to copy an offer.
Offer	Copy_Offer_Details	Trade Management : Copy Details, Copy Offer	This component allows users to copy an offer.
Offer	Verify_Offer_Checkbook	Trade Management : Offer Details - Budget Source	This component verifies offer checkbook.
Offer	Verify_Offer_Status_2	Trade Management : Offer Details, Offer Status	This component verifies status of the offer for offer type other than accrual and trade deal.

Feature	Component Name	Search Tags	Description
Offer	Create_Offer_Prom_Goods	Trade Management : Create Offers	This component creates promotional goods offer in draft status.
Offer	Create_Offer_Promgd_Buy_Tbl	Trade Management : Offer Details - Promotional Goods	This component adds Buy Table to promotional goods offer.
Offer	Create_Accrual_Offer	Accrual Offer	This component creates accrual offer in draft status.
Offer	Create_Offinvoice_Offer	Off Invoice offer	This component creates Off Invoice offer in draft status.
Offer	Create_Tradedeal_Offer	Trade deal offer	This component creates trade deal offer in draft status.
Offer	Update_Accrl_Offer_Adj_Status	Offer Adjustment	This component updates accrual offer adjustment status.
Offer	Create_Offer_Netac_Discnt_Rle	Trade Management : Offer Details - Net Accrual	This component adds discount rule to net accrual offer.
Ship and Debit	Verify_Ship_Debit_Request	Ship and Debit Overview	This component verifies if the status of the ship and debit request is Active.
Ship and Debit	Add_Price_Req_Snd	Ship and Debit Request Details	This component adds price request details to ship and debit request.
Ship and Debit	Change_Status_Internal	Ship and Debit Request Details	This component changes the status of ship and debit request.

Feature	Component Name	Search Tags	Description
Ship and Debit	Create_Ship_Debit_Request	Ship and Debit Overview	This component creates the ship and debit request.
Ship and Debit	Add_Cust_Snd	Create Ship and Debit Request	This component adds customer to ship and debit request.
Ship and Debit	Change_Status_Supplier	Ship and Debit Request Details	This component changes the status of supplier ship and debit request.
Ship and Debit	Open_Ship_Debit_Request	Ship and Debit Overview	This component opens ship and debit request.
Ship and Debit	Verify_Ship_Debit_Accruals	Ship and Debit Request Details	This component verifies ship and debit accrual details.
Special Price Request	Approve_Spr	Special Pricing Request: Details	This component allows user to approve the Special Price Request (SPR).
Special Price Request	Add_Spr_Search	Special Pricing Requests	This component allow users to search the SPR.
Special Price Request	Add_Spr_Cust_Details	Special Price Request: Details	This component allows user to enter the special price request customer details.
Special Price Request	Create_Spr	Special Price Request, Offers, Pricing Request	This component creates the Special Price Request.
Special Price Request	Add_Spr_Prod_Details	Special Price Request: Details	This component allows user to enter the Special Price Request product details.

Feature	Component Name	Search Tags	Description
Special Price Request	Add_Spr_Claim_Sub	Submit Claim	This component allows user to submit a claim for the SPR.
TM Administration	Run_CC_Net_Accrual_Engine	Net Accrual Engine Parameters	This component runs Net Accrual Engine concurrent job.
TM Administration	Run_CC_Refresh_Tm_Activity	Refresh Trade Management Activities Parameters	This component runs Refresh Trade Management Activities concurrent job.
TM Administration	Run_Funds_Acc_Engine	Funds Accrual Engine Parameters	This component runs the Funds Accrual Engine concurrent job.