Oracle® Supplier Ship and Debit

User Guide

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Oracle Supplier Ship and Debit User Guide, Release 12.2

Part No. E49081-01

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- Did you understand the context of the procedures?
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- 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 12.2 of the *Oracle Supplier Ship and Debit User Guide.*

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.

Access to Oracle Support

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 Overview of Supplier Ship and Debit
2 Using Supplier Ship and Debit
3 Ship and Debit Requests
4 Ship and Debit Batches

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.

You can navigate to the Oracle Integration Repository through Oracle E-Business Suite Integrated SOA Gateway.

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 Channel Revenue Management Implementation and Administration Guide

Channel Revenue Management enables users 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. Use this guide to learn about the different products in the Oracle Channel Revenue Management Suite and the other Oracle E-Business Suite products with which this product family integrates. You can learn how to set up users, customers, and suppliers, and perform the basic configurations that will be used by all the products in this suite.

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 Order Management User's Guide

This guide provides information on how to use Oracle Order Management. Use this guide to learn how to enter and update sales orders, maintain sales agreements, combine sales orders with procurement orders, and process orders. In addition, this guide describes how you can authorize and manage returns, schedule across orders, apply charges and discounts, enter shipping information for orders, raise order invoices and process invoices and payments.

Oracle Partner Management Partner User Guide

This guide describes how partners can use the partner dashboard to enroll in programs, access the vendor library, manage membership and renewals, register deals, submit referrals, request marketing funds, and view the status of claims.

Oracle Payables User's Guide

This guide describes how to use Oracle Payables to create invoices and make payments. In addition, it describes how to enter and manage suppliers, import invoices using the

Payables open interface, manage purchase order and receipt matching, apply holds to invoices, and validate invoices. It contains information on managing expense reporting, procurement cards, and credit cards. This guide also explains the accounting for Payables transactions.

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 User Guide

Oracle Trading Community Architecture (TCA) maintains information including relationships about parties, customers, organizations, and locations that belong to your commercial community in the TCA Registry. This guide enables you to use the features and user interfaces provided by TCA and by other Oracle E-Business Suite applications to view, create, and update Registry information. For example, you can import batches of party data in bulk from external source systems into the TCA Registry, merge duplicate parties, sites, and customer accounts, generate time zones for phones and locations, and run various customer reports.

Installation and System Administration

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 12.2, 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 12.2, or as part of an upgrade to Release 12.2.

Oracle E-Business Suite Maintenance Guide

This guide contains information about the strategies, tasks, and troubleshooting activities that can be used to help ensure an Oracle E-Business Suite system keeps running smoothly, together with a comprehensive description of the relevant tools and utilities. It also describes how to patch a system, with recommendations for optimizing typical patching operations and reducing downtime.

Oracle E-Business Suite Security Guide

This guide contains information on a comprehensive range of security-related topics, including access control, user management, function security, data security, and auditing. It also describes how Oracle E-Business Suite can be integrated into a single sign-on environment.

Oracle E-Business Suite Setup Guide

This guide contains information on system configuration tasks that are carried out either after installation or whenever there is a significant change to the system. The activities described include defining concurrent programs and managers, enabling Oracle Applications Manager features, and setting up printers and online help.

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 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-Business Suite 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 operating 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 e-Commerce Gateway Implementation Guide

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 Hub Implementation Guide

This guide explains how to set up hierarchies of items using catalogs and catalog categories and then to create user-defined attributes to capture all of the detailed information (such as cost information) about an object (such as an item or change order). It also explains how to set up optional features used in specific business cases; choose which features meet your business' needs. Finally, the guide explains the set up steps required to link to third party and legacy applications, then synchronize and enrich the data in a master product information repository.

Oracle Product Hub User's Guide

This guide explains how to centrally manage item information across an enterprise, focusing on product data consolidation and quality. The item information managed includes item attributes, categorization, organizations, suppliers, multilevel structures/bills of material, packaging, changes, attachments, and reporting.

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

Overview of Supplier Ship and Debit

This chapter covers the following topics:

- Overview
- Key Features

Overview

The Supplier Ship and Debit process allows distributors to sell products to specific customers at a price that is below the distributor acquisition costs or the expected margin on the product. Such a sale can help meet competitor bids, gain a foothold into new account, or move excess or unsold inventory. As a result, an accrual offer is created between the supplier and the distributor with the customer as the qualifier. A sales order is recorded against this offer.

If the supplier approves the new price, the distributor can claim the difference from the supplier. If the supplier declines the distributor's request for the lower price, the distributor may still decide to go ahead and absorb this loss. In either case, the distributor raises a supplier ship and debit claim for which accounting is done as part of claims processing

Related Topics

Key Features, page 1-1

The Supplier Ship and Debit Process, page 2-1

Creating a Supplier Ship and Debit Request, page 3-2

Generating a Supplier Ship and Debit Batch, page 4-2

Key Features

Supplier Ship and Debit includes the following key features.

- Supplier Trade Profile
- Accrual Offer
- Sales Order
- Supplier Ship and Debit Dashboard
- Debit Claims

Supplier Trade Profile

For supplier ship and debit, you submit a request to the supplier for approval on discounted prices at which you want to sell products to your customers. After you make the sale, you submit a batch for supplier approval before you can debit the supplier for the difference in your acquisition and selling prices.

You define a trade profile for your supplier to capture supplier preferences and attributes for the approval and claim settlement processes. For example, if your supplier does not require you to submit a batch and seek approval for the claimed amount, you can select the auto debit function on the supplier trade profile. Auto debit enables you to directly go to claims processing after you create a batch. On the supplier trade profile, you can define the frequency of batch creation, the quantity and amount limits on an offer, and claim computation and approval communication methods.

Accrual Offer

After the supplier approves price changes on a supplier ship and debit request, an accrual offer is created on the request. Similarly, accrual offers are created on internal ship and debit requests. Except for the distributor being the qualifier or beneficiary on such an offer, offer approval and creation follows the existing trade management functionality.

Sales Order

An accrual offer is created on a request and sales orders booked for this offer. Goods are then shipped to the retailer or end customer against these sales orders. After the sale is made, the claim can be created and settled.

Ship and Debit Dashboard

The supplier ship and debit dashboard enables distributors to do the following.

- Create requests and obtain supplier approval on requested prices
- Generate batches and obtain supplier approval on claim amounts

- View all the supplier ship and debit requests initiated for each supplier
- Search for a specific request
- View approval or rejection of accrual lines in a batch and make adjustments if required
- Export request and batch information for approval and import supplier approval or rejection

Distributors create requests for supplier approval of the new prices and upon approval, create batches for supplier approval of claim amounts. A batch contains all the accrual lines for which the supplier is expected to make payment. Approval transactions between distributors and suppliers use the XML gateway or Web ADI.

Debit Claims

A supplier debit claim is created for accrual lines in a batch that the supplier approves. For rejected accrual lines, an internal ship and debit claim is created. The supplier claim is closed out on posting of a debit memo in Oracle Payables for the supplier for the total of all approved lines. Internal ship and debit requests have no supplier debits; accruals are settled by relieving liability and booking the expense to the appropriate distributor GL account.

2

Using Supplier Ship and Debit

This chapter covers the following topics:

- The Supplier Ship and Debit Process
- Integration Points

The Supplier Ship and Debit Process

Supplier Ship and Debit is the process by which a distributor ships goods at a lower price to the customer and either debits the supplier for the difference in the acquisition and selling price or absorbs this. The customer can request this new price or the distributor can decide on this price to make a bulk sale, retain a customer, or interest a new customer. In order to debit the supplier for the difference, the distributor raises a supplier ship and debit request for the new price and sends it for supplier approval.

If the supplier approves, an accrual offer is created and sales made against the offer. After accruals are calculated, the distributor creates a supplier ship and debit batch, obtains supplier approval on the claim amount, and debits the supplier for this amount. If the supplier declines the distributor's request, the distributor raises an internal ship and debit request. The accrual or claim amount from sales against offers for internal ship and debit requests are accounted for on the distributor's side.

The key steps in the supplier ship and debit process are described below.

- **Supplier Ship and Debit Request**

  A distributor creates this 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 of these prices in a request and reject others. All rejected lines are removed from the request and a new request created for them. An accrual offer can then be created for the approved request and sales made for this offer. You then consolidate accruals against ship and debit offers in a batch that you intend to claim or debit the supplier for, if approved.

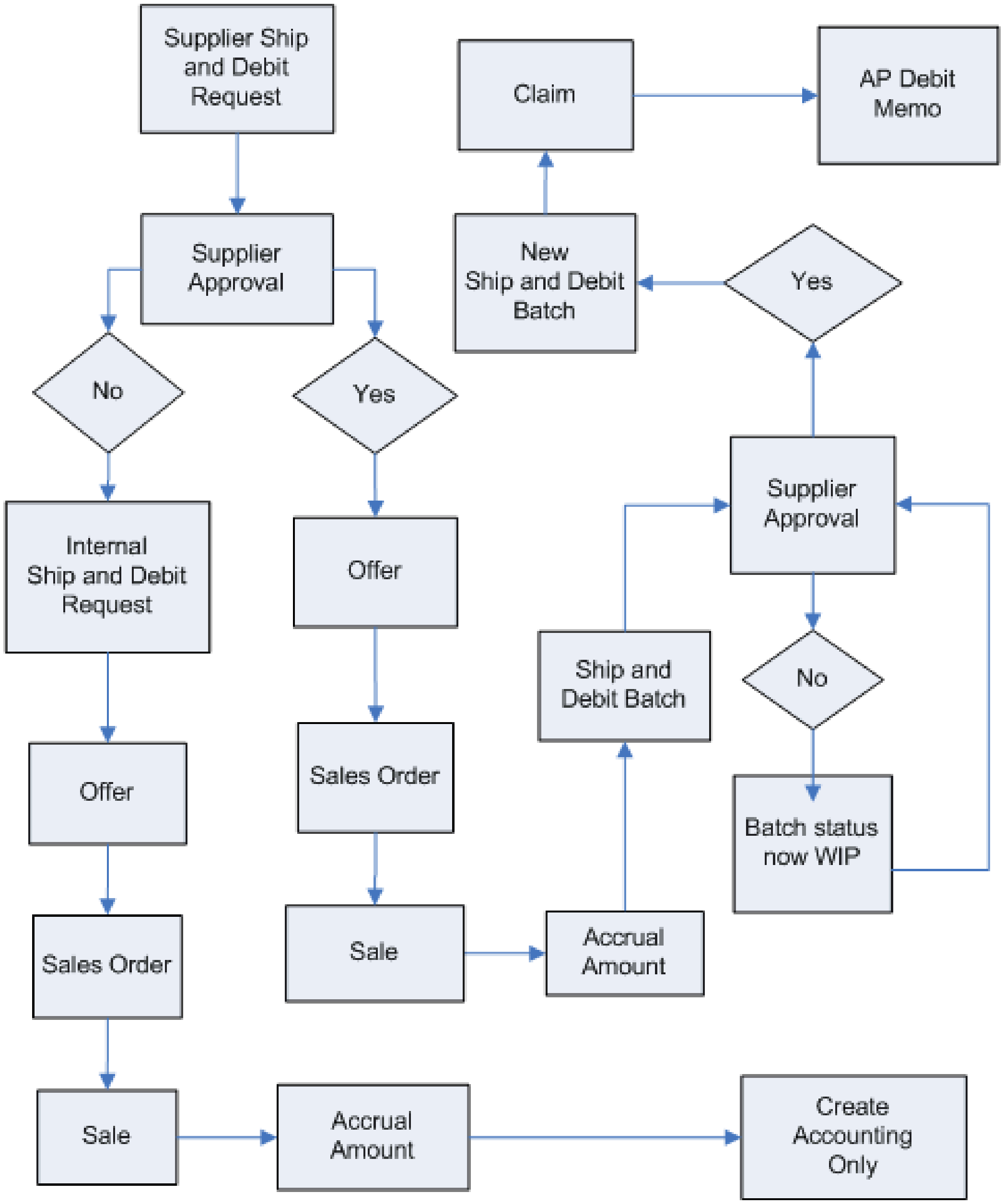
- **Internal Ship and Debit Request**

A distributor creates this request for prices that the supplier rejects on a supplier ship and debit request. Ship and Debit allows you 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 calculated, you can directly create accounting on the cost center specified on the request. This cost center absorbs the costs of the offer.

- **Ship and Debit Batch**

  A distributor generates a ship and debit batch to obtain supplier approval on amounts from accruals against sales for offers on approved supplier ship and debit requests. The supplier can approve some amounts and reject others. Rejected lines and lines with no response from the supplier are retained in the batch with a batch status of Work in Progress (WIP) and a new batch is created for all approved lines. You can review and correct information in the WIP batch and resubmit the corrected lines for supplier approval. A supplier claim is automatically created for the approved ship and debit batch and this, in turn, generates a debit memo for the supplier in Oracle Payables.

The process described above is illustrated in the following diagram.


Supplier Ship and Debit Request
Supplier Approval
No
Yes
Internal Ship and Debit Request
Offer
Sales Order
Sale
Accrual Amount
Create Accounting Only
Offer
Sales Order
Sale
Accrual Amount
Ship and Debit Batch
Supplier Approval
No
Batch status now WIP
Yes
New Ship and Debit Batch
Claim
AP Debit Memo

Related Topics

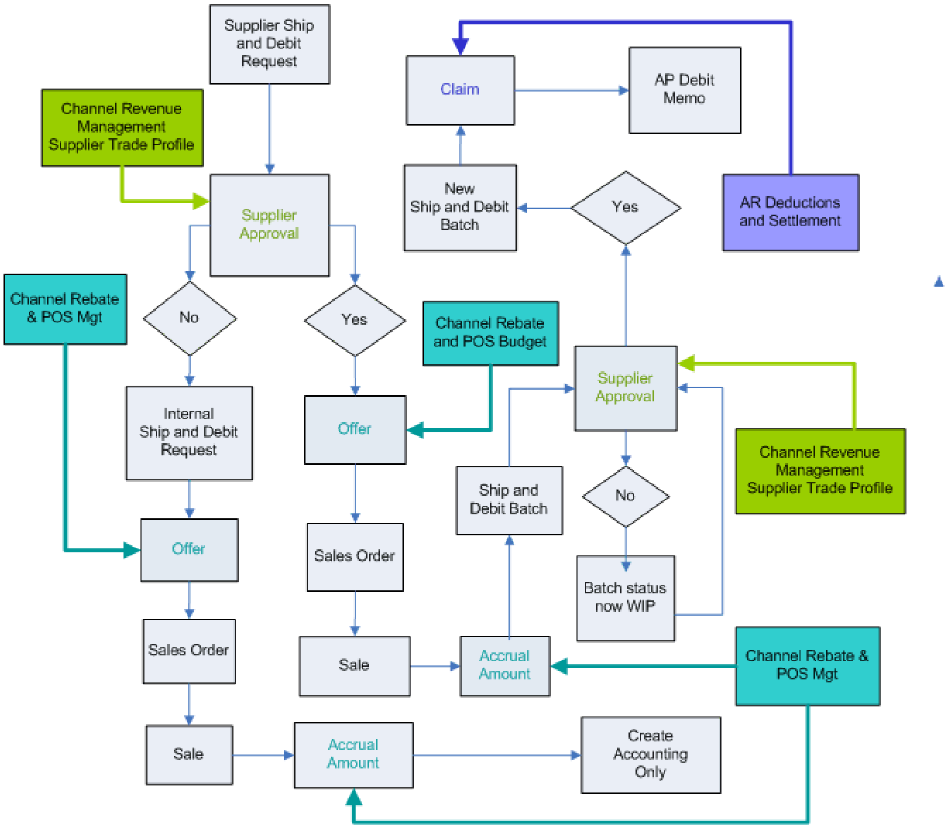
Implementing Supplier Ship and Debit, *Oracle Supplier Ship and Debit Implementation Guide*

Integration Points

The Supplier Ship and Debit process has within it several points of integration internally with other products of Channel Revenue Management and externally with other products of Oracle E-Business Suite.

Internal Integration

The diagram below illustrates the products of the Oracle Channel Revenue Management product family with which Supplier Ship and Debit integrates.


Supplier Ship and Debit Request
Channel Revenue Management Supplier Trade Profile
Supplier Approval
Channel Rebate & POS Mgt
No
Yes
Internal Ship and Debit Request
Offer
Sales Order
Sale
Accrual Amount
Claim
AP Debit Memo
New Ship and Debit Batch
Yes
AR Deductions and Settlement
Channel Rebate and POS Budget
Offer
Supplier Approval
Channel Revenue Management Supplier Trade Profile
Ship and Debit Batch
No
Sales Order
Batch status now WIP
Sale
Accrual Amount
Channel Rebate & POS Mgt
Create Accounting Only

These points of integration are described below.

- Channel Revenue Management for setting up of supplier trade profiles and system parameters.
- Channel Rebate and Point of Sales Management for the budget to fund the offer, the offer, and accrual calculation
- Accounts Receivable Deductions and Settlement for claim processing

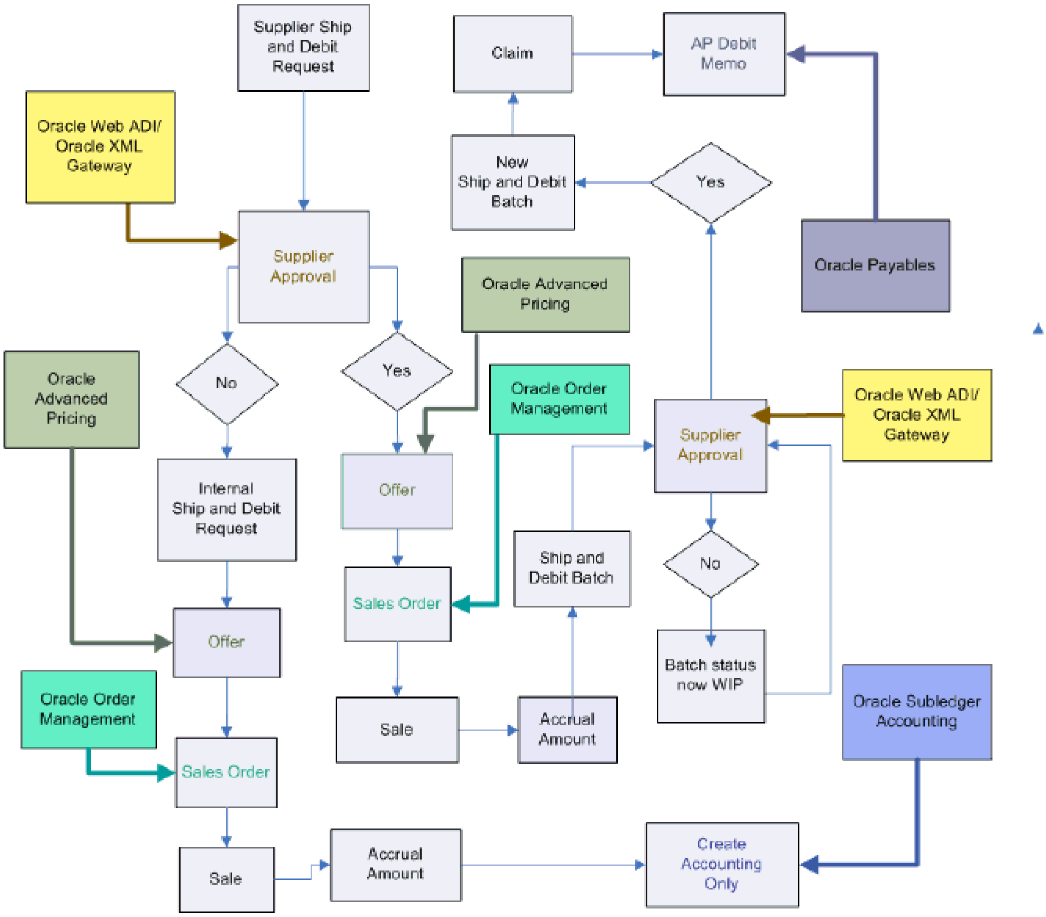
External Integration

Oracle Supplier Ship and Debit integrates with the following Oracle applications in the E-Business Suite.

- Oracle Advanced Pricing – to store the modifiers on the accrual offer that is created when the supplier approves a ship and debit pricing request

- Order Management – to create the sales orders against the offers on an approved ship and debit request
- Oracle Web ADI – to communicate between supplier and distributor when seeking approval on a ship and debit request and batch
- Oracle XML Gateway - to communicate between supplier and distributor when seeking approval on a ship and debit request and batch
- Oracle Payables – to create the debit memo for the supplier on approved supplier ship and debit batch lines
- Oracle Subledger Accounting – to create accounting for the distributor on an internal ship and debit request

The diagram below illustrates these external integration points.


Supplier Ship and Debit Request
Claim
AP Debit Memo
Oracle Web ADI/ Oracle XML Gateway
New Ship and Debit Batch
Yes
Supplier Approval
Oracle Payables
Oracle Advanced Pricing
No
Yes
Oracle Advanced Pricing
Oracle Order Management
Supplier Approval
Oracle Web ADI/ Oracle XML Gateway
Internal Ship and Debit Request
Offer
Ship and Debit Batch
No
Sales Order
Offer
Batch status now WIP
Oracle Order Management
Sale
Accrual Amount
Oracle Subledger Accounting
Sales Order
Sale
Accrual Amount
Create Accounting Only

3

Ship and Debit Requests

This chapter covers the following topics:

- Overview
- Creating a Supplier Ship and Debit Request
- Closing a Supplier Ship and Debit Request

Overview

The sales user or requester creates a supplier ship and debit request for the distributor from the supplier ship and debit dashboard. A request can be for one or more products. You enter your new selling price as well as your retailer and end customer information. Alternatively, you can integrate with external systems to import request information for the creation, update, and copy of multiple ship and debit requests using the ship and debit public API. For more information on OZF_SDR_PUBLIC_API, see Creating Multiple Supplier Ship and Debit Requests, *Oracle Supplier Ship and Debit Implementation Guide*.

A request must be internally approved before any further action can be taken on the request. The sales user and the internal approver can be the same or different individuals in the same distributor organization. The approver approves the request and sends the request details for supplier approval either manually or using the XML Gateway. If the supplier approves, an accrual offer is created for approved lines. For rejected lines, you can create a new, internal ship and debit request.

As the distributor, you use the supplier ship and debit dashboard to create ship and debit requests and ship and debit batches, and view and track requests, batches, offers, budgets, and claims. The status of a request controls the flow from creation through approvals and offers to the closing of the request.

This section explains the process from creating to closing a supplier ship and debit request.

Creating a Supplier Ship and Debit Request

To create a supplier ship and debit request, perform the following steps.

1. Log in using the Oracle Trade Management User responsibility and navigate to Supplier Ship and Debit under Trade Management. From the Ship and Debit Overview page that functions as the supplier ship and debit dashboard, you can view requests, batches, and related information.

2. Click **Create Ship and Debit Request** to create a new request.

3. Select the Supplier accrual type. You can also create requests for Internal accrual. If you are creating an internal request, you must select a cost center used in claims accounting

4. Select the operating unit for the offer.

5. Select Bid Request, if you are creating this request for a specific customer or group of customers. You can then enter customer information and ensure that resultant offers apply only to these customers. If you are creating this request to make a bulk sale and move your inventory, then select Blanket Request. In this case, the offer that is created applies to all customers.

6. Enter supplier name, contact, e-mail, phone number, and the response by date.

7. Select your currency (request currency) and the currency of your customer (sales order currency). The offer is created in the sales order currency that you selected.

8. Optionally, enter the supplier quote number that you use to track supplier approval and accruals, the internal order number for the sales booked against the offer that the supplier must know before approving the request, and the authorization number that the supplier sends you authorizing you to proceed with the sale against the offer.

9. If the Request Only check box is selected you must manually apply the offer to an eligible sales order. Otherwise, the offer is automatically applied. Use the OZF: Request Based Ship and Debit profile option to set the default value for the check box. For more information, see Setting up Profile Options, *Oracle Supplier Ship and Debit Implementation Guide*.

10. Enter the start and end dates of the request. The end date you enter is added to the grace days that you specified on the supplier's trade profile to derive the end date of the offer. The offer start date is the date on which you update the status of this request to Pending Offer Approval, see step 8 of Closing a Supplier Ship and Debit Request. For more information on the supplier trade profile, see Creating Ship and Debit Supplier Trade Profile, *Oracle Supplier Ship and Debit Implementation Guide*.

11. Click **Next** to enter product and price information in the Price Request Details section. After you create this request, you can view these details in the Product tab of the Ship and Debit Request Details page. Product details include the vendor's product code if product mapping is defined, the list price of the product, competitor information, quantity that you intend to sell, the discount amount or percentage on the list price at which you want to sell, and the final selling price for which you are requesting authorization. The Vendor Approved check box is selected for products for which you receive authorization to sell at the requested final price. This enables offer creation for these products.

12. If this is a bid request, enter the billing, shipping, and buying group details of your customer. If you have a specific end customer lined up for the sale, enter relevant information in the End Customer section. This information is used on the offer and is validated against the sales order.

13. Use the Notes & Attachments tab to include remarks and attach documents.

14. Click **Apply** to create and save this request. This opens the new draft request that you created in the Ship and Debit Request Details page with an outcome status of In Progress and the creator of the request displayed as the requester. The outcome status is used in reporting.

Closing a Supplier Ship and Debit Request

To close a supplier ship and debit request, perform the following steps.

1. Navigate to the supplier ship and debit dashboard using the Oracle Trade Management User responsibility. On the dashboard, search and select the request you created. For an internal draft request go directly to step 7 to change the status from Draft to Pending Offer Approval. For a supplier request, update the status of the request in the Ship and Debit Request Details page from Draft to Assigned and apply your changes.

   > **Note:** If you have set up a default approver in Oracle Approval Management or for the OZF: Default Ship & Debit Request Approver profile option, a workflow notification to approve the request is sent to this approver.

2. As the assignee, navigate to the supplier ship and debit dashboard and select the supplier request that needs your approval. On the Ship and Debit Request Details page, click **Accept**. The approver is displayed on the request as the assignee.The assignee can be the distributor's product manager who internally approves the request and subsequently interacts with the supplier for authorization.

3. Update the status of the request to Pending Supplier Approval and apply your

changes.

4. Click **Report** and use the OZF: Ship & Debit Request Template to create a report of the request and e-mail this to the supplier for approval. Alternatively, you can send the information by the selected request communication method on the supplier trade profile. If the selected communication method is XML Gateway, the Pending Supplier Approval status automatically initiates the XML Gateway transaction and sends the XML message directly for supplier approval.

5. Based on supplier response, update the status of the request to either Supplier Approved or Supplier Rejected and apply your changes. If approved, then go to step 7.

6. If your supplier rejects the request and you decide to go ahead with the new prices, click **Copy** on the Ship and Debit Request Details page to create a new internal request from this supplier request. A new request number is generated. Enter your cost center and the start and end dates for this new request. The cost center is used in accounting. Select the components that you want to copy: product, customer, and end customer. Click **Apply** to create the new request.

    Note: An internal ship and debit request does not require internal or supplier approval but the offers created go through standard Oracle Trade Management approval the same as for approved supplier requests. .

7. For a supplier request update the status from Supplier Approved to Pending Offer Approval. Similarly, update the status of a draft internal request. Apply your changes. This creates the offer and changes the status of the request to Active.

    Note: You can send a Supplier Approved request to the sales user for sales approval. This confirms the continued availability of the sales opportunity.

8. You can view the offer details in the Offer tab of the Ship and Debit Request Details page. If you click on the Accrual Details icon, you can see that the offer is created on the default budget source for accrual offers. After the offer is created, you can update the Product section of the request with the approved amount and the maximum approved quantity on the offer.

9. After sales are made against offers on supplier requests, you generate a supplier ship and debit batch for these requests and seek supplier approval. If the supplier approves the claim amounts, a claim is created for the batch. You can view this claim in the Claims tab of the Ship and Debit Request Details page. After the claim is settled, you can also view the settled amount and the difference between the claimed and settled amounts, if any. After sales are made for offers on internal

requests, you can directly navigate to the Claims tab of the Ship and Debit Request Details page and click **Create Accounting** to settle the claim.

For more information, see Generating a Supplier Ship and Debit Batch, page 4-2.

10. After claim settlement, return to the Ship and Debit Request Details page to close the request.

4

Ship and Debit Batches

This chapter covers the following topics:

- Overview
- Generating a Supplier Ship and Debit Batch
- Sending Batch Information for Supplier Approval
- Adjusting Claim Amounts on Batch Rejections
- Calculating Foreign Exchange Gains or Losses on Claims

Overview

A batch is created for a single supplier and can include one or more requests approved by this supplier. The batch provides your supplier with sales information and claims for accrual amounts submitted for supplier approval and payment. For offers on supplier requests, accruals against sales orders are generated by the funds accrual engine. Based on the batch creation frequency for the supplier site that you set on the supplier trade profile, the Ship and Debit Batch Creation concurrent program generates supplier ship and debit batches. Alternatively, you can manually run the concurrent program from the supplier ship and debit dashboard, when required.

After you create a batch, you can review and edit it before you release it for supplier approval. The method you use to communicate with the supplier is based on your selection on the supplier trade profile. Rejected amounts are retained in the original batch. A new batch is automatically generated for approved lines, a claim is created for it, and then the batch is closed out. For rejected lines, you can review the reasons for rejection communicated using industry standard dispute codes and work on resolving them.

This section explains the process from creating to closing a supplier ship and debit batch.

Related Topics

Overview , page 1-1

Creating a Supplier Ship and Debit Request, page 3-1

Creating Ship and Debit Supplier Trade Profile, *Oracle Supplier Ship and Debit Implementation Guide*

Generating a Supplier Ship and Debit Batch

To generate a supplier ship and debit batch, perform the following steps.

1. Log in using the Oracle Trade Management User responsibility and navigate to Supplier Ship and Debit under Trade Management.
2. From the Ship and Debit Overview page (supplier ship and debit dashboard), navigate to the Batch Creation subtab.
3. You can enter a unique request name to help search for your request later.
4. Click **Next** to enter the parameters for the batch that you want to create.
5. Select the operating unit and supplier.
6. Optionally, select to enter one or more of the following parameters to restrict the accruals considered for this batch. Parameters include supplier site, fund or budget, ship and debit request number, product, and start and end dates and GL period for accruals to be considered.
7. If this is a one-time manual batch creation, you can directly click **Submit** on the Parameters page.
8. If you intend to create a schedule for batches for approved requests for a supplier, click **Next** and create a new schedule. Click **Advanced Schedule** to select specific days and months.
9. If you do intend to include recipients, click **Next** to enter recipients and respective notification types.
10. If you do not intend to print the batch, submit the program. Otherwise, click **Next** to specify printing options and then click **Next** to review and submit the request.
11. Click **Submit** to navigate to the Review page. Review the details and click **Submit** again. This generates a new batch with a system generated batch number and a request ID for the concurrent program. If you did not specify a product or a ship and debit request number, the batch considers the accrual amounts for all approved

and unclaimed accruals for the specified supplier.

12. Click **OK** on the batch schedule confirmation page to view your completed new batch on the Requests page. You can click **Submit Request** to resubmit this batch or copy this batch to a new batch. You can click on the Details icon to view the details of your request.

Sending Batch Information for Supplier Approval

Before you send batch information to the supplier for approval, please perform the following steps.

1. Navigate to the Batch Summary subtab from the supplier ship and debit dashboard. The Batch Details page displays a list of batches.

2. Select the batch you created and navigate to the Lines subtab to view accrual information by product. Accrual information includes quantity, order, invoice number, and claimed amount.

3. Click **Export Batch** to submit batch information to the supplier. You cannot edit a batch that you have submitted for supplier approval. You transmit information to an MS excel worksheet for Web ADI or to interface tables for the XML Gateway based on the selected communication method on the supplier trade profile.

4. If you are using Web ADI, your supplier edits accrual lines on the excel sheet stating rejection codes for rejected lines and sends the excel sheet back to you. When you upload the returned excel sheet into the system, the batch is updated automatically. A new batch is generated for all approved lines and a claim is generated for this batch. Rejected lines and their rejection codes are displayed on the existing batch that was submitted for approval and the batch status changes to Work in Progress. If you are using the XML gateway, the whole process of exporting and importing approval and creating a new batch is automatic.

   > **Note:** The supplier can partially approve a batch line. In this case the unapproved amount stays on the WIP batch and the approved amount goes into the new batch and claim. In the WIP batch, you can view the current unapproved claim amount and the original claim amount.

5. For rejected lines, you can navigate to the Dispute subtab of the Batch Details page for a consolidated view of disputed lines grouped by dispute codes. The Disputes column displays all reject or dispute codes associated with a line. Click on a dispute code to review and resolve individual lines in the Lines Detail page. Select the line to update and apply your resolution. Alternatively, you can do a mass update to correct multiple lines. You can select and delete unresolved rejected lines.

6. You can then select the lines you want transmitted and export this Work in Progress batch to resubmit the changes to the supplier for approval. See step 4 onwards.

   > **Note:** You can use the descriptive flexfield provided to capture additional information relevant to the batch irrespective of the batch status.

7. The process of resubmission of rejected lines on the original batch continues till resubmission no longer achieves a significant increase in the total amount approved. When this happens, you can select the Complete Line check box to complete the line and choose the budget adjustment type that you want applied to the line.

   > **Note:** If you created budget adjustment types for supplier ship and debit and selected these as system parameter defaults, budget adjustments are automatically created when you export the batch, close the batch, or edit the claim amount before submission and subsequent supplier approval. You can then view the adjusted amount on the batch and these partially or previously closed amounts

8. You can return to the Batch Details page and navigate to the Claims subtab to view the child batches and claims that are automatically generated for each approval cycle. You can click on the links for the batches and for their claims to see details of approved and closed batches and claims.

9. You can click **Close** to manually close out a batch in Approved, WIP, or Rejected status.

   > **Note:** An RMA batch where the total claimed amount is negative usually remains in Approved status. You may want to close out a WIP or Rejected batch if you no longer want to pursue it.

Adjusting Claim Amounts on Batch Rejections

When sending out a ship and debit batch for supplier approval, the supplier can fully or partially approve batch line amounts. The supplier can also reject batch line amounts or approve more than the line amount. Based on this In the effort to get as much approved as possible from the supplier, distributors make manual adjustments to rejected or partially approved lines on the WIP batch and resubmits the batch as part of dispute management. This adjustment and resubmission process continues till the distributor determines that the amount approved by the supplier is the maximum that can be had. At this point, no further adjustment of batch line amounts are made and resubmitted.

Instead, the distributor then manually closes out the batch. On batch closing, the system adjusts the budget utilized amount based on the accruals that are rejected by the supplier. This ensures that the budget checkbook is accurate and helps track actual realization of ship and debit dollars against claims that get rejected.

> **Note:** You cannot adjust negative RMA lines on the batch.

If you enable the Complete Line check box for an adjusted batch line on a WIP batch before you save and resubmit the batch, a claim is automatically made for the approved amount and an budget adjustment made for the rejected or excess amount.

Lines UI changes - Original claim amount -Read Only all batches, contains original claimed line amount

Current claim amount - existing field. Just renamed to capture the most recent claim amount, it is the amount that the user changes and transmits during a subsequent submission)

Partially closed amounts - Not available in New / Submitted batches. Available for WIP/Approved/Closed Batches and carries any amounts partially/previously closed out

Claim number - to capture claim number for partially closed lines. Show child claim numbers only on Parent batches. Child batch the column will not be displayed.

Adjusted amount - to capture the amount that gets adjusted via budget adjustment

Adjustment type – field to capture the adjustment type to be used at batch line level

> **Important:** If you do not select the adjustment type in the Batch Details screen, the system takes the default adjustment type that you selected as part of setting default system parameters.

Calculating Foreign Exchange Gains or Losses on Claims

For multicurrency ship and debit claims, the currency in which earnings are associated depends on the functional currency of the operating unit, and the currencies for ship and debit requests and ship and debit batches. In addition, these currencies determine if Subledger Accounting must calculate foreign exchange gains or losses when creating accounting for ship and debit claim settlements. For example, if the exchange rate is different between accrual and claim creation dates, then an amount difference occurs that can cause incorrect accounting. This amount difference is referred to as the foreign exchange gain and loss amount and is used to balance GL accounts for exchange rate deviations. If you have performed the appropriate setups in Oracle Subledger Accounting (SLA), this calculates foreign exchange gains and losses when claim and transactional currencies for supplier ship and debit are the same but are not the same as the functional currency.

The following table explains in which currency earnings are associated and if foreign exchange gains or losses are to be calculated.

Scenario	Transaction/ Request Currency	Claim/Batch Currency	Functional Currency	Association Currency	Calculate FXGL - Y/N
Trans Currency = Claim Currency = Functional	USD	USD	USD	Trans Currency (USD) = batch_curr_claim_amount	N
Trans Currency = Claim Currency. Functional is different	GBP	GBP	USD	Trans Currency (GBP) = batch_curr_claim_amount	Y
Claim Currency =Functional. Trans currency is different.	GBP	USD	USD	Func Currency (USD) = batch_curr_claim_amount	N
All currencies are different.	GBP	RUR	USD	Func Currency (USD) = convert batch_curr_claim_amount to functional currency on system date	N
Trans Currency =Functional. Claim currency is different.	USD	GBP	USD	Func Currency (USD) = convert batch_curr_claim_amount to functional currency on system date	N

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