Oracle Procurement Cloud
Using Procurement Contracts
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Preface

This preface introduces information sources that can help you use the application.

Using Oracle Applications

Using Applications Help

Use help icons to access help in the application. If you don’t see any help icons on your page, click your user image or name in the global header and select Show Help Icons. Not all pages have help icons. You can also access Oracle Applications Help.

Watch: This video tutorial shows you how to find help and use help features.

You can also read Using Applications Help.

Additional Resources

- **Community:** Use Oracle Cloud Customer Connect to get information from experts at Oracle, the partner community, and other users.

- **Guides and Videos:** Go to the Oracle Help Center to find guides and videos.

- **Training:** Take courses on Oracle Cloud from Oracle University.

Conventions

The following table explains the text conventions used in this guide.

<table>
<thead>
<tr>
<th>Convention</th>
<th>Meaning</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>boldface</strong></td>
<td>Boldface type indicates user interface elements, navigation paths, or values you enter or select.</td>
</tr>
<tr>
<td><strong>monospace</strong></td>
<td>Monospace type indicates file, folder, and directory names, code examples, commands, and URLs.</td>
</tr>
<tr>
<td>&gt;</td>
<td>Greater than symbol separates elements in a navigation path.</td>
</tr>
</tbody>
</table>

Documentation Accessibility

For information about Oracle’s commitment to accessibility, visit the Oracle Accessibility Program website.

Videos included in this guide are provided as a media alternative for text-based help topics also available in this guide.
Contacting Oracle

Access to Oracle Support
Oracle customers that have purchased support have access to electronic support through My Oracle Support. For information, visit My Oracle Support or visit Accessible Oracle Support if you are hearing impaired.

Comments and Suggestions
Please give us feedback about Oracle Applications Help and guides! You can send an e-mail to: oracle_fusion_applications_help_ww_grp@oracle.com.
1 About This Guide

Audience and Scope

This guide provides information on how procurement agents and their managers can use the Procurement Contracts solution.

This guide describes the business flows and functionality in contract creation, terms authoring, and contract maintenance areas and how you can perform your day-to-day actions in these areas.

Note: With release 19A (11.13.19.01.0), "Oracle Sales Cloud" has been incorporated within "Oracle Engagement Cloud." Existing Oracle Sales Cloud users will retain access to Oracle Sales Cloud features under their preexisting licensing agreements. Any new users created within your current Oracle Sales Cloud license count will also retain the same access to Oracle Sales Cloud. Users may obtain access to additional Oracle Engagement Cloud features by renewing their subscriptions under the Oracle Engagement Cloud SKU. This document describes features available to users under both Oracle Sales Cloud and Oracle Engagement Cloud licensing agreements.

Related Guides

In addition to this guide, the following table provides summary information about other guides that may be important references as you use Oracle Procurement Contracts:

<table>
<thead>
<tr>
<th>Title</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oracle Applications Cloud Using Common Features</td>
<td>Contains information to help end users of Oracle Applications Cloud as they perform their day-to-day activities.</td>
</tr>
<tr>
<td>Oracle Procurement Cloud Using Procurement</td>
<td>Contains information on user tasks for the procurement business process, including managing supplier information, creating purchase orders, and managing supplier negotiations.</td>
</tr>
<tr>
<td>Oracle Engagement Cloud Creating and Administering Analytics for Sales</td>
<td>Contains information on how to use Oracle Procurement Cloud analytics and reports.</td>
</tr>
</tbody>
</table>

You may need to consult other guides other than those shown here. See the Related Topics section for direct access to all guides (if allowed by your organization).

Related Topics

- Oracle Cloud Documentation
2 Creating a Procurement Contract

Overview of Enterprise Contracts

Oracle Enterprise Contracts provides the most complete solution for managing sales, procurement, and other contracts. It is a comprehensive offering for standardizing corporate contract policies, improving internal controls, and complying with all contractual obligations and regulatory requirements.

Summary of Features

The key features of Enterprise Contracts include the following:

- Standardize the contract process
- Accelerate contract renewal cycles
- Improve visibility and drive contract compliance

Standardize the Contract Process

With Enterprise Contracts, companies can implement contract best practices with standard templates, clauses, and contract policy rules that can be enforced enterprise-wide. Global organizations can establish company-wide standards that can be adopted and tailored by regional administrators to comply with local or country-specific regulations.

Contract administrators and legal personnel may author and negotiate many complex contracts each year. Oracle Enterprise Contracts simplifies the process by allowing contract administrators to maintain a central library of standard clauses, contract templates, and policy rules across the enterprise. Contract templates enable rapid assembly and creation of contracts by providing standard contract boilerplate language for each type of sale or procurement. Policy rules specify which clauses are mandatory for a contract or protected against updates during negotiation.

Accelerate Contract and Renewal Cycles

The Contract Expert feature guides users through a questionnaire. Based on the user’s responses and other negotiated business terms, such as products, prices, and contract amount, Contract Expert adds any required clauses. Standards-based contracts can be generated, reviewed, and approved with little or no legal supervision. Users can print the contract as a PDF document for signature. The application also enforces contract policy controls to prevent unauthorized modifications. Contract collaboration and negotiation is streamlined using the two-way integration with Microsoft Word. The change tracking in Microsoft Word enables the contract administrator, legal department, or the external party to make changes offline. The document is synchronized with the structured contract terms stored in the application.
Improve Visibility and Drive Contract Compliance

A single view of all enterprise contracts is essential for effective management of contract activities and for reporting and analysis of outstanding supplier, customer, and partner commitments. Contracts enables contract professionals to search and view all contracts from a single location. The text-based search engine can combine keyword searches with structured information like contract dates or amounts. Therefore, the text-based search engine provides unprecedented access to contracts for all key stakeholders. The Contracts Dashboard provides a snapshot of all contract-related activities, including deliverables progress, approvals, and contracts that need attention.

Authoring a Procurement Contract: How It Works

This topic explains the process of authoring a supplier contract by selecting the Create Contract task in the Contracts work area.

The following figure outlines the process described in the sections of this topic.

1. In the Create Contract window, you enter the basic information required to create the supplier contract.
   
   Selecting the contract type determines what additional information you can enter.

2. The application creates the enterprise contract and displays it for you to edit.

3. Enter additional contract details.

4. Depending on the contract type, you can:
   
   o Add contract lines.
   o Author contract terms and review contract deviations.
   o Create contract fulfillment.
   o Select the determinant level for autonumbering a contract.
   o Designate contacts as signers on the contract.

5. Validate the contract and correct any errors.
6. Submit contract for approval.

**Entering Basic Contract Information**

In the Create Contract window, you enter the basic information required by the application to create the contract. This includes:

- **Business Unit**

  The business unit where you are creating the contract. Selecting the business unit determines what contract types you can select. If your contract is not project-based, you can also select a business unit with no assigned ledger or legal entity.

- **Legal Entity**

  [Oracle Procurement Cloud](https://www.oracle.com/)

[Using Procurement Contracts](https://www.oracle.com/)

[Creating a Procurement Contract](https://www.oracle.com/)
The internal legal entity entering into the contract. This is required only for project-based contracts.

- **Type**
  Contract type.

- **Primary Party**
  The primary supplier entering into the contract.

- **Contract start and end dates**

- **Contract Currency**

- **Authoring Party**
  Select **Internal** if your organization is authoring the contract. Select **External** if the supplier is providing the contract which you want to attach.

Depending on the business unit and contract type you selected, you may also be asked to enter:

- **Number**
  This field appears only if you are required to enter the contract number manually. The number you enter can include any alphanumeric characters and must be unique.

- **Item Master**
  If your contract includes contract lines then you may be asked to enter the item master inventory organization that will be used to select the items you are purchasing.

⚠️ **Restriction:** You cannot change the business unit, the legal entity, the contract type, and the contract number after the contract is created.

### Adding Contract Information to the Contract Header

On the contract Header tab, add additional information depending on the contract type you selected. This may include:

- Additional contract parties and contacts
- Information about possible contract risks and their probability
- Contract documents
- List of related contracts
- Notes

### Adding Contract Lines

If the Lines tab is visible, add contract lines to specify the items you are purchasing. Depending on the contract type, you may be able to enter one or both of the following types of lines:

- **Item**
  For purchasing items tracked in inventory based on the item master entered in the contract.

- **Free form**
  For purchasing items that are not tracked in inventory.
Authoring Contract Terms
If the Contract Terms tab is visible, you can add and edit contract terms and conditions.

Just what actions you can take during contract terms authoring depends on your implementation, your privileges, and contract type. Some contracts may have their contract terms already populated from a contract terms template and permit you only to add and delete clauses from the Contract Terms Library. Other contracts may allow you to create nonstandard clauses or require you to answer questions to determine if additional clauses are required. For some contracts, you may attach the contract terms in a separate document and not use the authoring capabilities of the application at all.

If you do author contract terms for your contract, select the **Review Contract Deviations** action on the Contract Terms tab to determine if your contract deviates from your company standards. You can add any explanations for the deviations in the report which can be attached to the notification sent to the contract approvers.

Creating Contract Fulfillment Lines
You can create contract fulfillment lines if the Fulfillment tab is visible.

Contract fulfillment lines make it possible for you to track goods, services, reports, and other fulfillment items you are purchasing. Depending on the type of contract you are creating, you can use contract fulfillment lines to initiate the creation purchase orders or purchase agreements within Oracle Fusion Purchasing or in other integrated purchasing applications and monitor their execution from within the contract. The contract must be active before you can initiate the creation of the purchasing documents.

You can create contract fulfillment lines on the Fulfillment tab or you can automatically create fulfillment lines prepopulated with the information in the contract by selecting the **Autocreate Fulfillment Lines** action from the Actions menu at the contact level or on the Lines tab. See related topics for more details.

Validating and Submitting the Contract for Approval
The contract must pass validation before it is sent for approval. To validate the contract, select **Validate** from the Actions menu. Clicking the **Submit** button to submit the contract for approval also triggers the same validation process. You must fix all errors for the contract to pass validation. Resolving warnings is optional.

**Related Topics**
- How Authoring Contract Terms Works
- Contract Fulfillment: How It Works
- Types of Contract Fulfillment: Explained

Contract Actions and Status Changes
A contract typically moves through a variety of states throughout its life cycle, from initial drafting to negotiation to active management and eventually to contract closeout. A contract status indicates where a contract is in its life cycle, and also determines what actions and operations are permitted for the contract.

Some of the actions available for a contract have no effect on the status of the contract. These actions are:

- **Preview**: Displays contract with terms and conditions in PDF format.
• **Validate**: Displays errors and warnings, if any.
• **Duplicate**: Creates a new contract in Draft status with a new number for which you can select to retain dates, primary and other party information, contract terms, notes, and contract line information from the original contract.
• **Save as Contract Template**: Creates a new contract template in Draft status with the same attributes as that of the contract.
• **Delete**: Removes the contract.
• **Edit Contract in Wizard**: Enables you to use the Wizard to upload documents and enter contract details such as contract terms template, variable values, and answers to questions before approving and signing the contract. This action is therefore available only in Draft and Under Amendment contracts.
• **Autocreate Fulfillment Lines**: Creates fulfillment lines for buy intent contracts.
• **Track Completion**: For sell intent contracts with lines, tracks percent complete for the project at line level.

**Note**: Contract statuses are predefined and you cannot define new statuses. However, you can define user statuses and their transitions and use them, for example, to pass the contract from one team to another for review before submitting the contract for approval.

The following table describes the available contract statuses and lists those permitted actions for each status that cause a change in contract status:

<table>
<thead>
<tr>
<th>Status</th>
<th>Description</th>
<th>Available Actions and Resulting Statuses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Draft</td>
<td>The initial status of a contract</td>
<td>• Cancel</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Submit for Approval</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Create New Version</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting status: Canceled</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting status: Pending approval</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting status: Draft</td>
</tr>
<tr>
<td></td>
<td></td>
<td>When a contract is in Draft status and a new version of it is created, this new version will also be in Draft status.</td>
</tr>
<tr>
<td>Canceled</td>
<td>The status of a contract changes to Canceled when the draft is canceled.</td>
<td>There is no action available that changes the status of the contract.</td>
</tr>
<tr>
<td>Pending approval</td>
<td>The status of a contract changes to Pending approval when it is submitted for internal approval.</td>
<td>• Stop Approval</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Stop Approval</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Stop Approval</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Stop Approval</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting Status: Draft</td>
</tr>
<tr>
<td></td>
<td></td>
<td>The contract is withdrawn from approval.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>You can make corrections to the contract</td>
</tr>
<tr>
<td></td>
<td></td>
<td>and resubmit it for approval.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Approve</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting status: Under amendment</td>
</tr>
<tr>
<td></td>
<td></td>
<td>The current contract is in Under amendment status if it has an earlier active version.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Approve</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting status: Active</td>
</tr>
<tr>
<td></td>
<td></td>
<td>If, based on the contract type, signature is not required for acceptance, and all approvers have approved.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Approve</td>
</tr>
</tbody>
</table>

Oracle Procurement Cloud
Using Procurement Contracts

Chapter 2
Creating a Procurement Contract

Note: Contract statuses are predefined and you cannot define new statuses. However, you can define user statuses and their transitions and use them, for example, to pass the contract from one team to another for review before submitting the contract for approval.

The following table describes the available contract statuses and lists those permitted actions for each status that cause a change in contract status:

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<td>Draft</td>
<td>The initial status of a contract</td>
<td>• Cancel</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Submit for Approval</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Create New Version</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting status: Canceled</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting status: Pending approval</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting status: Draft</td>
</tr>
<tr>
<td></td>
<td></td>
<td>When a contract is in Draft status and a new version of it is created, this new version will also be in Draft status.</td>
</tr>
<tr>
<td>Canceled</td>
<td>The status of a contract changes to Canceled when the draft is canceled.</td>
<td>There is no action available that changes the status of the contract.</td>
</tr>
<tr>
<td>Pending approval</td>
<td>The status of a contract changes to Pending approval when it is submitted for internal approval.</td>
<td>• Stop Approval</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Stop Approval</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Stop Approval</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting Status: Draft</td>
</tr>
<tr>
<td></td>
<td></td>
<td>The contract is withdrawn from approval.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>You can make corrections to the contract</td>
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<td></td>
<td></td>
<td>and resubmit it for approval.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Approve</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting status: Under amendment</td>
</tr>
<tr>
<td></td>
<td></td>
<td>The current contract is in Under amendment status if it has an earlier active version.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Approve</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting status: Active</td>
</tr>
<tr>
<td></td>
<td></td>
<td>If, based on the contract type, signature is not required for acceptance, and all approvers have approved.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Approve</td>
</tr>
<tr>
<td>Status</td>
<td>Description</td>
<td>Available Actions and Resulting Statuses</td>
</tr>
<tr>
<td>------------------------</td>
<td>-----------------------------------------------------------------------------</td>
<td>--------------------------------------------------------------------------------------------------------</td>
</tr>
</tbody>
</table>
| Pending signature      | The status of a contract changes to Pending signature when it is internally approved by all approvers but is pending customer or supplier acceptance. Acceptance can be by manual or electronic signature. | • Sign Contract  
Resulting status: Active  
If manual signature is required for acceptance, then clicking on this action displays the Accept Contract page where designated signers enter their name and date of acceptance.  
• Sign Contract  
Resulting status: Sent for signature  
If electronic signature is required for acceptance, then this action displays the integrated Sign Contract page. On this page, the sender must click on Send to send the contract for electronic signature to the designated signers.  
• Sign Contract  
Resulting status: Hold  
When a contract is accepted, if there is an existing Hold on it with Hold date later than system date, its status changes to Hold.  
• Sign Contract  
Resulting status: Expired  
Sign Contract can go straight to Expired if the end date has been reached.  
• Create New Version  
Resulting status: Draft  
When a contract is pending signature, if a new version of it... |

Note: The Approve and Reject actions are available from the approval workflow notification.
<table>
<thead>
<tr>
<th>Status</th>
<th>Description</th>
<th>Available Actions and Resulting Statuses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Draft status</td>
<td>◦ is created, this new version is in Draft status.</td>
<td>• Resulting status: Under amendment&lt;br&gt; If the original contract pending signature was under amendment, the new version will also be in Under amendment status.</td>
</tr>
<tr>
<td>Cancel</td>
<td></td>
<td>• Cancel&lt;br&gt; Resulting status: Canceled</td>
</tr>
<tr>
<td>Under amendment</td>
<td></td>
<td>• Amend Resulting status: Under amendment&lt;br&gt; Enables you to make changes to the contract and resubmit it for approval.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Apply Hold Resulting status: Hold&lt;br&gt; Close (Terminate) Resulting status: Closed&lt;br&gt; This contract is no longer available except from contract history.</td>
</tr>
<tr>
<td>Active</td>
<td>◦ The status of a contract changes to Sent for signature when the contract is sent for signature using the integrated electronic signature solution.</td>
<td>• Manage Signatures&lt;br&gt; • Amend&lt;br&gt; Resulting status: Under amendment&lt;br&gt; Enables you to make changes to the contract and resubmit it for approval.</td>
</tr>
<tr>
<td></td>
<td>If the contract does not require signature for acceptance, then the status of the contract changes to Active when it is approved by all the approvers. If the contract requires signature for acceptance, then the status of the contract changes to Active only when it is approved by all the approvers and signed by all the signers.</td>
<td>• Apply Hold&lt;br&gt; Resulting status: Hold&lt;br&gt; Close (Terminate)&lt;br&gt; Resulting status: Closed&lt;br&gt; This contract is no longer available except from contract history.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Close (Terminate)&lt;br&gt; Resulting status: Closed&lt;br&gt; This contract is no longer available except from contract history.</td>
</tr>
<tr>
<td>Hold</td>
<td>◦ The status of a contract changes to Hold when a hold is applied.</td>
<td>• Amend Resulting status: Under amendment&lt;br&gt; Enables you to make changes to the contract and resubmit it for approval.</td>
</tr>
<tr>
<td></td>
<td>The Update Contract Status process will ignore contracts or contract lines on hold and will not change them to the Expired status.</td>
<td>• Remove Hold&lt;br&gt; Resulting status: Active if prior to end date, otherwise the status will be Expired.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Close (Terminate)&lt;br&gt; Resulting status: Closed&lt;br&gt; This contract is no longer available except from contract history.</td>
</tr>
<tr>
<td>Under amendment</td>
<td>◦ The status of a contract changes to Under amendment when it is amended.</td>
<td>• Submit for Approval&lt;br&gt; Resulting status: Pending approval&lt;br&gt; Revert&lt;br&gt; Resulting status: Active&lt;br&gt; The status of a contract under amendment changes to Active if the latest changes are canceled by reverting. The contract returns to its state prior to its amendment.</td>
</tr>
<tr>
<td>Status</td>
<td>Description</td>
<td>Available Actions and Resulting Statuses</td>
</tr>
<tr>
<td>----------</td>
<td>-----------------------------------------------------------------------------</td>
<td>-----------------------------------------</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Create New Version</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting status: Under amendment</td>
</tr>
<tr>
<td></td>
<td></td>
<td>When a contract is in Under amendment</td>
</tr>
<tr>
<td></td>
<td></td>
<td>status and a new version of it is</td>
</tr>
<tr>
<td></td>
<td></td>
<td>created, this new version will</td>
</tr>
<tr>
<td></td>
<td></td>
<td>also be in Under amendment status.</td>
</tr>
<tr>
<td>Closed</td>
<td>The status of a contract changes to Closed when you close (terminate) it.</td>
<td>Reopen</td>
</tr>
<tr>
<td></td>
<td>Closed status implies either a foreclosure or a closeout after expiration.</td>
<td>Resulting status: Draft</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Makes this contract available for</td>
</tr>
<tr>
<td></td>
<td></td>
<td>corrections and resubmission for</td>
</tr>
<tr>
<td></td>
<td></td>
<td>approval.</td>
</tr>
<tr>
<td>Expired</td>
<td>The status of a contract changes to Expired when its end date is reached.</td>
<td>Amend</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting status: Under amendment</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Opens the contract for corrections and</td>
</tr>
<tr>
<td></td>
<td></td>
<td>before resubmitting for approval.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Apply Hold</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting status: Hold</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Close</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting status: Closed</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting status: Closed This contract</td>
</tr>
<tr>
<td></td>
<td></td>
<td>is no longer available except from</td>
</tr>
<tr>
<td></td>
<td></td>
<td>contract history.</td>
</tr>
</tbody>
</table>

**Tip:** When the contract end date is reached and the contract status is Active, the Update Contract Status concurrent program changes the contract status to Expired.
The following figure shows a contract flow from draft to approval to acceptance.
The following figure shows contract amendment, contract delete, and contract hold flows.

Related Topics

- User Statuses and Transitions
- Contract Line Actions and Status Changes
How Authoring Contracts Work with Contract Wizard

You can select the Create Contract in Wizard and Edit Contract in Wizard tasks to quickly author enterprise contracts using a guided process.

The Contract Wizard guided process is based on the origin of the contract terms. If the contract terms originate internally in your organization, then you add the contract terms by applying a contract terms template. If the contract terms originate from an external party such as a supplier, then you upload the file containing the contract terms because the contract terms are authored outside the application.

The following figure outlines how Contract Wizard guides you to create a contract where the contract terms originate with an internal party:

1. You select Internal as the authoring party and enter basic contract information on the Create Contract window.
2. The application displays the page of the Contract Wizard where you can select and preview the contract terms template you want to use. Depending on the setup, the application may recommend the template or let you select one of your own.
3. Depending on the business rules set up for the selected template, you may be required to enter values for contract variables (Step 3) and to answer questions (Step 4). These steps are the equivalent of running the Contract Expert. On this figure they are outlined in dashed lines.
4. Based on your entries in Steps 3 and 4, the application may insert additional clauses into the contract terms.
5. You may upload supporting documents.
6. You may preview the contract terms, including any additional clauses inserted by the application.
7. If you are satisfied, click Submit on the Review Contract page to validate the contract. If there are no validation errors, the contract is submitted for approval.
8. If you want to make changes, instead of submitting, save and do one of the following: select the Edit Contract in Wizard action to revise what you entered in the wizard or select the Edit Contract action if you want to add contract lines and other details or edit the contract terms.
The following figure outlines the contract authoring process using the Contract Wizard for an internal party.

**Internal Party Contract**

1. **Create contract.**
2. **Select terms template.**
3. **Enter variable values.**
4. **Answer questions.**
5. **Upload documents.**
6. **Review contract.**

**Contract Wizard**

- **1. Edit basic contract information.**
- **2. Select terms template.**
- **3. Enter variable values.**
- **4. Answer questions.**
- **5. Upload documents.**
- **6. Review contract.**

**Additional clauses required?**
- **Yes:** Insert clauses automatically.
- **No:** Add details or edit terms?
  - **Yes:** Edit contract in wizard.
  - **No:** OK?

**OK?**
- **Yes:** Submit.
- **No:** Edit contract.

---

Here is how Contract Wizard guides you to create a contract with contract terms that an external party supplies in a file:

1. You select **External** as the authoring party and enter basic contract information on the Create Contract window.
2. You upload the file containing the contract terms as the primary contract document and any other supporting documents.
3. You review the contract information.
4. If you are satisfied, you click **Submit** on the Review Contract page to validate the contract. If there are no validation errors, the contract is submitted for approval.
5. If you want to make changes, save the contract and either select the **Edit Contract in Wizard** action to revise what you entered in the wizard or select the **Edit Contract** action if you need to add contract lines and other details.
The following figure outlines the contract authoring process using the Contract Wizard for an external party.

![Diagram](image)

**Entering Basic Contract Information**

To create the contract, you select the contract type and enter basic contract information, including the contract party and the contract amount. If you set the Authoring Party field to External, then the contract terms are being authored outside the application in a separate document which you upload in the Upload Documents page.

**Selecting and Previewing the Contract Terms Template**

If the Authoring Party is Internal, depending on the setup, the application recommends a contract terms template or lets you select one of your own. You can preview templates by clicking the Preview Contract button. The preview does not appear in the same format as the final contract and does not include the clauses that may be inserted by the application in later steps.

**Entering Variable Values**

Depending on the business rules for the selected template, you may need to enter variable values. The application substitutes the values in the contract and may use them to determine if additional clauses are required. This step is the equivalent to entering variable values using the Editing Variable Values action or running the Contract Expert feature during authoring without the wizard.
Answering Questions
You may also need to answer a few questions. Based on your answers, the application inserts additional clauses into the contract. This step is equivalent to running Contract Expert during authoring when you do not use the wizard.

Uploading Documents
You can upload files as contract attachments. If you selected External as the Authoring Party, then you must upload the file with the contract terms as the primary contract document. If the contract terms are taken from the template, then the primary contract document is generated by the application automatically when you submit the contract for approval.

Reviewing the Contract
You can review the final contract terms, including any additional clauses inserted by the application. The displayed contract terms are formatted for HTML, but not in final format yet. If you want to view the contract in the final format, select the Preview Contract button. The PDF version is sent to approvers when you submit the contract for approval.

Editing the Contract and the Contract Terms
You can edit basic contract information using the Edit Contract in the Wizard action. Using the Edit Contract action, you can edit both the contract and the contract terms, and also add contract lines and other contract details.

Related Topics
- How Authoring Contract Terms Works

Best Practices for Creating a Contract
You can create a contract by duplicating an existing contract or by creating an entirely new one either with or without the Contract Wizard. You can also create a contract from a contract template or using file-based import or web services. This topic outlines when you should use each method.

Duplicating an Existing Contract
To create a contract that is similar to an existing contract, select the Duplicate action either from within an existing contract or from the contract search page. When you duplicate an existing contract, you can select what to copy to the new contract.

Creating a Contract Using the Contract Wizard
Select the Create Contract in Wizard task in the Contracts work area to use a quick and simple method for creating a contract without lines and without party information. You can later edit this to add additional details. With the Contract Wizard:
- You are guided through a set of steps to create contracts
- You are not required to run Contract Expert separately
- You are not required to preview any clauses that Contract Expert automatically inserts into the contract terms
Creating a Contract Without the Contract Wizard

Select the **Create Contract** task in the Contract work area to create complex contracts. Using this task you can:

- Add and edit parties and party contacts.
- Add and edit contract lines.
- Edit the contract terms.
- Export the contract terms for editing in Microsoft Word.
- Add notes and view contract history.
- Run Contract Expert, when required.
- Preview any clauses recommended by Contract Expert before they are inserted.
- Create and manage contract fulfillment lines in buy-intent or supplier contracts.
- View and enter contract risk management and projects billing information for sell-intent or customer contracts.
- Create contracts of contract types with no contract terms.

Creating a Contract from a Contract Template

Select the Manage Contract Template task in the Contract work area and search for an active contract template. You can then open the template in edit mode or select the template in the search results area and click on the Create Contract from Template action menu item to create a contract quickly.

Using this method, you can create a contract for the default system date, or choose any other date as the start date of the contract. You can also choose to retain party and line information from the template, if available. If you enabled the contract type for terms, then the template inserts the latest terms from the Contract Terms Library. You can also create a contract for a different party, or one with retaining lines, billing information, associated projects and tasks, and notes. These contracts will be in Draft status.

Creating a Contract Using Web Services

You can use Web services to create many contracts in one go in an integrated application such as partner management or projects.

Use the `contractService` endpoint URL and select the `createContract` operation and the required source, if HTML or XML. To create a contract in integrated applications, select and enter the following required parameters to be included in the message:

- Contract header information
- Party information
- Amounts and currency
- Contract lines
- Bill and revenue plans
- Labor and non-labor rates and rate overrides
- Labor multipliers
- Job title and assignment details

**Related Topics**

- How Authoring a Customer Contract Works
Contract Validation

Contract validation performs a series of checks that determine if your contract can be submitted for approval. You must correct all errors. Fixing the warnings is optional.

You can validate your contract at any time during contract authoring by selecting the Validate Contract action. The same validation is performed automatically when you submit the contract for approval.

Required Information

The application checks the contract for the following:

- The selected contract type and line type must be active.
- A contract must have at least one of its contacts as its owner. The owner role is defined in the contract type set up.
- The contract must have at least one contract line if the contract types allows contract lines.

Date Validations

Date validations include the following checks:

- The contract must have a start date.
- Line start and end dates must be within the header start and end date.
- Line due date must be equal to or later than the line start date, and must be equal to or earlier than the line end date.

Validations for Supplier Contracts

Validations for supplier contracts include:

- The purchasing category must be valid.
- For a supplier contract, the supplier site must be valid and active.
- If line type is Item, Item must be valid for the purchase category.
- Payment terms, freight terms, FOB, and ship-to-location must be valid.
- Supplier site must be valid for Supplier.
- The selected carrier must be active and valid for ship-to-organization.

Validations for Customer Contracts

Validations for customer contracts include:

- Ship-to site must be entered if the contract is billable.
- Days to expiration must be less than the contract duration.
- At least one contact must be entered for the contract expiration notification.
• If the contract requires expiration information, then you must enter a contract end date and a contact for the expiration notification.

• Ship-to account must be active for the line.

• Supplier at the line level must be one of the suppliers entered as a party for the contract.

• The sum of all sales credits must equal 100.

Validation of Parties, Accounts, and Sites

Validations of parties, accounts, and sites include checks such as:

• A contract must have at least two parties: a buyer, and a seller.

• For a contract that is enabled for electronic signature, all contacts marked as signers must have a valid e-mail address.

• Billing control effective dates on a contract header must be within contract effective dates.

• Billing control effective dates on a contract line must be within contract line effective dates.

• Billing control start date for a contract or its line must be earlier than its end date.

• For project billing, the contract must have a bill plan and a revenue plan. Select a bill plan and a revenue plan for each contract line that has a contract line type source of project-based.

• For project billing, when a contract line is associated with a percent complete or percent spent bill or revenue plan, and the calculation level is associated project, a funded amount must exist for at least one active associated project.

• For project billing, when a contract line is associated with a rate based, percent spent, or percent complete bill plan or revenue plan, at least one active associated project must exist for that contract line.

• For project billing, when a billing resource is specified for an active billing control, the billing resource must be active in the resource breakdown structure.

• For project billing, the bill-to contact must be currently valid for the bill-to account.

• For project billing, the bill-to account, bill-to site, and bill-to contact values must be entered.

• For project billing, when revenue is fixed price, invoicing must be in the contract currency.

• For project billing, a contribution percentage between zero and 100 must be entered.

• For project billing, a contract organization must be entered.

• For interproject billing, the associated project must be different to the receiver project.

• Billing control hard limit amount must be between 0 and the contract amount or the contract line amount, depending on whether the billing control is at the header or the line level, when the contract type limit type is hard.

• The bill plans and revenue plans for contract lines must have valid combinations of invoice and revenue method classifications.

Related Topics

• How Approving a Contract Works

• Invoice and Revenue Method Classifications

Contracts Frequently Asked Questions FAQs
Must I set up a ledger before I create a contract?

If you’re creating a contract without project information, you can select a business unit that has no assigned ledger or legal entity. To enable autonumbering for such a contract, you must enable the contract type for the different global numbering levels and business unit. In this case, the numbering levels of the ledger and the legal entity are don’t apply. In addition, you must have created document sequences for the document categories of the global and business unit.

Note: The currency on such a contract is the currency of the business unit of the contract.

Why do I not see the conversion rate on my supplier contract?

The Fulfillment tab of the supplier contract displays a conversion rate if a ledger is assigned to the business unit of the contract. If you created the contract without setting up a ledger, then the cost of executing the fulfilment is based on the ledger assigned to the purchasing business unit. The conversion rate is required only when the ledger assigned to the business unit of the contract is different from that assigned to the purchasing business unit. In this case, the conversion rate calculates the fulfilment cost by converting the currencies of the ledgers.

How can I specify contract risk?

Select the risk type, probability of such risk occurring, impact of such a risk, and any other relevant comments. You can record the occurrence of any of these contracts risks by entering the date of occurrence for the contract risk, at any point of time. Recording contract risks helps your organization prepare for potential problems. It doesn’t affect contract processing.

Note: Entering or editing contract risk information doesn’t require you to amend the contract.

How can I set up contract risk?

You select the Manage Contract Risks task from the Setup and Maintenance work area, as part of the Enterprise Contracts offering in the Enterprise Contracts Base functional area. Contract authors use this list during contract authoring to record contract risks. Recording contract risks helps your organization prepare for potential problems. It doesn’t affect contract processing.

Note: Risk names must be unique.
What type of documents can I attach to a contract?

You can attach any kind of file, including images, to a contract in the Documents region of the contract Header tab. Files or URLs added in the Contract Document region can only be updated when the contract is in the Draft or Under Amendment statuses.

You can classify the documents you attach in this region as:

- **Contract**: For documents describing the contract
- **Approval Abstract**: For comments and notes made by approvers
- **Contract Image**: For scanned copies of the contract

The files or URLs you add to the Supporting Document region can be updated at any time. The files you attach are automatically submitted for indexing so they are available for text searches.

⚠️ **Note**: If you create a new version of a contract, the application automatically carries the attachments forward to the new contract version.

When can I create a new contract version?

When it’s in Draft, Under Amendment, or Pending Signature status. Create a new version when a customer or supplier requests changes in a contract that is internally approved and pending signature. The new version is in Draft or Under Amendment status based on whether it was created for a Draft contract or an Under Amendment contract that is Pending Signature.

⚠️ **Note**: You cannot create a new version after you submit the contract for approval and the contract is in Pending Approval status.

This new version will be in Draft status if the original contract was in Draft or Pending Signature status. For a contract in Under Amendment status, the new version that you create is also created in the Under Amendment status. You can also create a new version of an active contract using the Amend action. This new version will be in Under Amendment status. Once a new version is created, the original version retains the status it was in when the new version was created and is only accessible from the Contracts History page.

What happens to document attachments when I create a new contract version?

The application carries the attached documents forward to the new contract version.

How can I delete draft or canceled contracts?

Select the **Delete** action. You can delete either all versions or only the current draft. You can delete a version of a contract only if the contract has more than one version.
Selecting the **Delete** action when there are multiple versions provides two options: Delete Current Version Only, and Delete All Versions. Deleting the current version reverts the contract to its previous version while deleting all versions removes the contract and all its versions. If there is only one version for a contract, selecting the **Delete** action asks for a confirmation, and deletes the contract.

How can I set up a contract renewal notification?

To be notified about the contract end date in advance, you must specify certain criteria during the contract type set up.

- Number of days before the contract end date by when the renewal notification should be sent.
- Who should receive the notification: contract administrator, seller, or buyer.

**Note:** Note the following while setting up renewal notifications:

- Setting up of renewal notification in contract type setup is optional.
- Renewal notifications set up for a contract type are applicable to all contracts created using such a contract type.
- Renewal notifications are sent only for contracts that have an end date specified.

Searching for a Contract

**Contracts Search Options**

This topic describes the two ways that you can search for enterprise contracts: either by using contract attributes, or by searching for specific words or phrases in the text of the contract’s attachments. Searching by contract attributes is the quickest way of searching for an enterprise contract.

**Note:** The application has to index the text of a contract before performing a text search so you cannot search by text for several hours after you create or edit a contract.

**Searching by Enterprise Contract Attributes**

You can search for enterprise contracts using one attribute, such as the party name or contact number, or by using multiple attributes.

- To search using a single attribute, enter your search term in the Search: Contract pane.
- To search using multiple attributes, use the advanced search available in the Search regions of the Manage Contract page and Contracts work area.

You can use the advanced search to find all the contracts that list you as an owner, and to save your most common searches for reuse.

**Searching Contract Text**

You can search for specific text within a contract or its attachments using the Search Contract Text page. The text can be a word or a phrase. You can enter additional search criteria, such as status or dates, to narrow the search results. By default,
your search returns only the latest versions of documents, but you can expand the search to all versions by selecting the Include All Versions option.

You can use the same text search to also search for the following documents with contract terms authored in the Oracle Purchasing and Oracle Sourcing applications:

- Standard purchase orders
- Blanket purchase agreements
- Contract purchase agreements
- Requests for information
- Requests for quotation
- Quotations

Select the contract or document name link in the search results to view the contract or the purchasing document in its native application.

Global Search

You can also search enterprise contracts and documents from other applications using the Search field. This search, which also searches the text of attachments, lets you search for documents in a broader variety of applications, including Oracle Fusion Projects and Oracle Fusion financial applications, depending on your level of access. While you can use this search to find and display enterprise contracts, you cannot narrow your searches or include all versions in your search.

Search FAQ

Why can't I see all contracts on a worklist?

The worklist only lists contracts that require your approval.

Contract Amendment

How You Amend and Revert a Contract

Update an active contract by selecting the Amend action. When you amend a contract, you change it. This can include the terms and conditions of a contract. Cancel the changes and return to the original active contract by selecting the Revert action.

Amend a Contract

If you amend a contract, its status as well as the status of its contract lines change to Under Amendment For a procurement contract that is under amendment, you can change all contract details except fulfillment. However, you can process fulfillment lines on the latest active version of the contract under amendment. You can also amend a contract when its status is On Hold or Expired. Amendments are effective after the amended contract is approved or rejected.
If the amendments are approved, the contract status changes as follows:

- If the contract was active before amendment, its status returns to Active.
- If the contract was On Hold, its status returns to On Hold.

You can print a summary of the amendments made with or without the amended terms and conditions of the contract if you selected the appropriate terms layout template for the contract type. For example, for contract types with extensive terms and conditions, such as public sector contracts, recipients of the contract may prefer to see just a summary of changes annotated with sections added and deleted, clauses added, deleted, and updated, and amendment description instead of the full terms and conditions.

Note: You can create a new version of a contract that is under amendment.

You can edit some information in an active contract without amending it. This includes the contract description, name, and party information. For customer contracts related to projects, you can place a hold on the billing and revenue plans.

**View Amendment Summary**

When a contract is in the amendment process you can view a summary of the amendments made to the contract by selecting **View Amendment Summary** from the Terms Actions list on the Contract Terms panel. This summary provides visibility to updates to sections, clauses, variables, contract documents, and deliverables made during the current revision process.

**Revert a Contract**

When you revert a contract, changes made in the latest amendment and changes made through Create New Version are canceled. The contract returns to its state prior to the amendment.

You can revert contract changes only when it is Under Amendment. You cannot revert after the contract is approved.

Note: Reverting does not affect the contract information that you edit without amending the contract.

**Amendment FAQs**

**How can I revert a contract to a previous active version?**

Revert a contract to its previous active version by selecting **Revert** action when the contract is under amendment. You cannot revert a contract after the amendment is approved.

**Can I modify a contract without amending the contract?**

Yes, you can modify the contract attributes, listed in the following table, that do not impact the legal agreement between the parties, without putting the contract under amendment.

<table>
<thead>
<tr>
<th>Tab/Page Region</th>
<th>Attributes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overview</td>
<td>Description, Name</td>
</tr>
</tbody>
</table>
### How can I change a contract that is pending signature?

In cases where a customer requests changes in a contract that is internally approved and pending signature, you can create a new version for that contract to make the required changes.

If you create a new version of a contract, this new version is in Draft status, and the original version is no longer available for approval or acceptance.

> **Note:** You cannot create a new version once a contract is signed and accepted. You can create a new version only for a draft, under amendment, or pending signature contract. Once the contract is signed and active, if you still need to make changes, you can amend the contract. Amending a contract creates a new version of the contract in Under Amendment status.

### How can I view amendments made to contract terms before I print them?

For contract types with extensive terms and conditions such as public sector contracts, where contract terms may often be amended, you can select a terms layout template that enables you to print a summary of the amendments made to contract terms with or without the full list of amended contract terms and conditions. In such cases, recipients of contracts prefer to see just a summary of the amendments instead of the entire terms and conditions, especially as the summary is annotated with sections and clauses added and deleted, and clauses updated.

You can then use the Preview action on the Edit Contract page to view the contract and contract terms or amendment summary before you print it to send it to the recipients of the contract. Alternatively, you can also control the printing of the amendment summary without adjusting the terms layout template for each contract in the Contract Terms tab.

> **Note:** The View Amendment Summary action in the Contract Terms tab of the Edit Contract page displays a tabular view of amendments made to contract terms and conditions and also to contract documents.

### Related Topics

- Contract Printing and Layout Templates
How can I track updates to the variables when a contract is amended?

You can view updates to the values of variables as well as updates to sections, clauses, contract documents, and deliverables in the contract amendment summary. Use the **View Amendment Summary** action in the Contract Terms tab of the Edit Contract page to display a tabular view of amendments made to contract terms and conditions.

How can I use social collaboration to communicate a contract change?

Use the **Social** link on the Edit Contract page to invite a contract manager to a conversation regarding recent changes.

- Click **Social** to open the Oracle Social Network window and share or join the contract.
- Click **New Conversation** and add the contract manager as a member.
- Post your concerns and ask for a preference.

The contract manager can see certain attributes of the contract, such as Status and Name, and your action. The contract manager responds, you complete any changes to the contract, and move on.

**Related Topics**

- What does social networking have to do with my job
- Why should I care about social networking in my application

**Contract Templates**

**Examples of Creating a Contract Template**

The Manage Contract Templates task in the Contracts work area provides several ways to create a contract template. The following examples illustrate these options.

**Scenario**

Duplicating an Existing Contract Template

You can duplicate a contract template from an existing contract template. The duplicate template will be for the same business unit, legal entity, contract type, and currency as the original template. In addition, you can choose to retain party and line information from the existing contract template.

To duplicate an existing contract template, select the Duplicate action either from within an existing contract template on the Edit Contract Template page or from the Contract Template search area on the Manage Contract Templates page. The contract template that you are duplicating can be in Draft, Active, or Expired status. Specify the new template number in the Duplicate Contract Template window. This action creates a new contract template in Draft status.
Scenario
Creating a New Contract Template

Select the Create Contract Template action from the contract template search area on the Manage Contract Templates page. Specify the business unit, legal entity, contract type, template number, and currency on the Create Contract Template window. To create contract templates with lines and line items, you must have selected the required item master. This action creates a new contract template in Draft status for which you can perform the following tasks:

- Add and edit parties and party contacts
- Add and edit contract lines

Scenario
Saving a Contract as a Contract Template

You can select the Save as Contract Template action either from within an existing contract on the Edit Contract page or from the contract search area on the Manage Contracts page. This creates a new contract template with the existing contract attributes for business unit, legal entity, contract type, contract intent, amount, and name. If you also chose to retain party and line information from the contract, the item master is copied over to the contract template from the contract. You can then edit most of these attributes on the template; the exceptions are business unit, legal entity and contract type.

The new contract template is created in Draft status and is effective from the date of creation. In this new version of the contract template, you can make the standard edits including edits to the following information:

- Effective and expiration dates
- Item master
- Party and party contacts
- Lines

Scenario
Creating a New Version of a Contract Template

You can create a new version of an existing contract template by selecting one of the following:

- The Create New Revision action from within an expired or active contract template on the Edit Contract Template page or from the Contracts Search area on the Manage Contract Templates
- The Create a New Version action from within a draft contract on the Edit Contract Template page or from the contract search area on the Manage Contract Templates

This action creates a new version of the existing contract template in Draft status that is displayed along with the original contract template in the Contract Template History page. All the original contract template attributes are copied over to the new version.

In the new version, you can then edit the following, if required:

- The effective and expiration dates
- The item master
- The committed amount
- Party information
- Line information

You must then activate the new version or revision to make the template available for creating contracts.
Contract Template Actions and Status Changes

A contract template typically moves through a variety of states throughout its life cycle, from initial drafting to active management and eventually to template expiry. A contract template status indicates where the template is in its life cycle, and it also determines what actions and operations are permitted for the template.

Note: Contract template statuses are predefined.

The following table describes the available contract statuses and lists the permitted actions for each status.

<table>
<thead>
<tr>
<th>Status</th>
<th>Description</th>
<th>Available Actions and Resulting Action and Statuses</th>
</tr>
</thead>
</table>
| Draft  | The initial status of a contract template       | • Duplicate
     |                                                      |   Resulting action and status: Creates a new contract template in Draft status that you can edit.
     |                                                      | • Edit
     |                                                      |   Resulting action and status: Enables you to save changes to the template and maintains its Draft status.
     |                                                      | • Create New Version
     |                                                      |   Resulting action and status: Creates a new version of the template in Draft status that you can edit.
     |                                                      | • Activate
     |                                                      |   Resulting action and status: Changes the status of the template to Active and makes it available for use in creating contracts.
     |                                                      | • Delete
     |                                                      |   Resulting action and status: Removes the contract template from display.
     |                                                      | • Preview
     |                                                      |   Resulting action and status: Opens a PDF version of the template. |
| Active | The status that a contract template changes to when you activate the draft template | • Duplicate
     |                                                      |   Resulting action and status: Creates a new template in Draft status. The original template stays in its Active status and is available for use in creating contracts.
     |                                                      | • Create Revision
     |                                                      |   Resulting action and status: Creates a new version in Draft status that you can edit. The original template, although it is still in Active status, is unavailable for use in creating contracts.
     |                                                      | • Create Contract from Template
     |                                                      |   Resulting action and status: Creates a new contract in Draft status for which you can choose the items you want |
### Oracle Procurement Cloud
**Using Procurement Contracts**

#### Chapter 2
**Creating a Procurement Contract**

<table>
<thead>
<tr>
<th>Status</th>
<th>Description</th>
<th>Available Actions and Resulting Action and Statuses</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td><strong>copied over before you make further edits to the new contract.</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Preview</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting action and status: Opens a PDF version of the template.</td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Expired</strong></td>
</tr>
<tr>
<td>Expired</td>
<td>The status that a contract template changes to when its expiration date is reached</td>
<td><strong>Duplicate</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting action and status: Creates a new template in Draft status and leaves the original template in its Expired status.</td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>Create Revision</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Resulting action and status: Creates a new version in Draft status and leaves the original template in its Expired status.</td>
</tr>
</tbody>
</table>

**Note:** When a contract template is in Draft or Active status and the contract template expiration date is reached, the application automatically changes the contract template status to Expired. When a new version of a template is created, you can see the earlier versions only in the History tab.
The following figure shows the flow of a contract template.

Contract Template FAQs
What's the difference between a contract template and a contract terms template?

A contract template is like a contract. The contract template provides a boilerplate for common contract attributes that the organization can use in creating multiple contracts quickly. For example, a contract template can help create multiple contracts for a particular customer, or multiple contracts with the same contract line information for different customers. However, a contract template has no fulfillment lines, terms, or financial summary. You can make the contract template available for use by activating it directly after you create it without validation or approval. In addition, you cannot close a contract template or place it on hold. Just as you amend an active contract to make changes to it, so you must revise an active contract template to make changes to the template. Revising a contract template creates a new version of the template in Draft status.

You create a contract terms template in the Terms Library. The terms template is a boilerplate for contract terms and conditions relevant to the business of the contract. This includes standard clauses and sections that are applied to the contract using the template selection default rules that you set up. However, before a terms template can be used to apply terms to a contract, the terms template must clear the automated validation check and must be approved by the contract terms author. You can place contract terms templates on hold and edit, revise, approve and reject terms templates. If you need to make changes after the template is approved and in use, you can create a new version of the terms template and submitting it for approval. The revision once approved, automatically replaces the current version in the Terms Library. The application does not save previous versions of templates.

Why can't I create a contract from the contract template?

You might not be able to create a contract from the selected contract template for the following reasons:

- The contract template is in a status that does not permit this action. For instance, it is in Draft status pending activation or it has expired.
- The contract template might be an active template that is under revision which means a newer version of the template is in Draft status pending activation. When you are creating a contract from a template, the application uses the latest active version of the template.
### 3 Authoring Contract Terms

#### How Authoring Contract Terms Works

This topic provides an overview of contract terms authoring on the Contract Terms tab when you create or edit the contract by selecting the **Create Contract** and **Edit Contract** tasks in the Manage Contracts page or the Contracts work area.

Just what actions you can take during contract terms authoring depends on your implementation, your privileges, and contract type. Some contracts may have their contract terms already populated from a contract terms template and permit you only to add and delete clauses from the Contract Terms Library. Other contracts may allow you to create nonstandard clauses or require you to answer questions to determine if additional clauses are required. For some contracts, you may attach the contract terms in a separate document and not use the authoring capabilities of the application at all.

The following diagram outlines the contract terms authoring process:

1. If the contract terms are not applied in the Contract Terms tab, then you must add them either by selecting a contract terms template or by attaching the contract terms in a file. Choosing a contract terms template populates the tab with the contract terms from that template. If you choose to attach the contract terms as a document, then you must continue to work outside the application.
2. Some contract terms templates require you to run the Contract Expert feature and enter additional information to determine if more clauses are required.
3. You can edit the contract terms either in the application or outside the application using Microsoft Word 2007.
4. You must enter any missing values for variables.
5. Optionally, you can change the contract terms source, either switching to a different contract terms template or attaching the terms in a document. Alternately, you can remove all of the contract terms completely.
6. You can also check for any clause updates in the Contract Terms Library.
7. You can run a report detailing the changes you made to the contract terms applied from a template and have the deviations report submitted for approval along with the contract.
8. The last step before submitting the contract for approval is to validate your contract terms and eliminate any errors.

Specifying the Source of Contract Terms

The first step in the contract terms authoring process is to specify the source of your contract terms. The contract source can be either a contract terms template or an external document.

Running Contract Expert

Some contract terms templates require you to run the Contract Expert feature to determine whether additional clauses must be added. You can tell if you must run Contract Expert when the Clauses tab includes the Contract Expert Last Run indicator.
before the contract terms preview region. When you run Contract Expert by selecting the Run Contract Expert action, Contract Expert may ask you to enter values for contract variables and to answer questions. If you don’t run Contract Expert on a contract that requires it, then you receive a warning message during contract validation.

Editing Contract Terms
Depending on the contract, you can, add, move, and delete clauses and sections. For example, you can add standard clauses, substitute alternate clauses for existing clauses, edit standard clauses or create nonstandard clauses that are specific to the contract.

- You edit the contract terms by using the outline. You preview the clauses on the right.
- You can edit the contract terms outside the application using Microsoft Word. You select the Download Contract action to export the contract terms to a file, make your edits, and select the Upload Contract action to import your changes back into the application.

Entering Missing Variable Values
Select the Edit Variable Values action to enter any missing variable values. The Clauses tab displays the number of missing values in the Pending Variables indicator. You must enter any missing values before you submit the contract for approval. Missing variable values generate warnings during contract validation. Entering variable values using this action is equivalent to entering these values when running Contract Expert.

Checking for Clause Updates
Select the Check for Clause Updates action to check if a more recent clause version is available in the Contract Terms Library.

Changing the Contract Source and Removing Contract Terms
Select the Change Contract Source action to change the source of the contract terms from one template to another, from a template to an attachment, or from an attachment to a template.

- If you change templates, the application removes all sections and clauses added by the original template, including any you have edited. Only new clauses you added are kept under the Unassigned section heading.
- If you decide to attach the contract terms in a file to replace those from a template, then you have the option of retaining the terms from the template for reference. If you replace attached contract terms with those from a template, then the attachment is stored as one of the contract documents.
- Select the Remove Contract Terms action to remove all contract terms from the contract. Removing contract terms removes all contract terms documents.

Reviewing Deviations and Validating Contract Terms
Select the Review Contract Deviations action to generate a report that lists differences between the contract terms in the contract and the contract terms in the contract terms template. The deviations report lists:

- Standard clauses you added, edited, or deleted
- Alternate clauses you selected to replace the standard clauses
- Nonstandard clauses you created for this contract
- Missing clauses recommended by Contract Expert
• Outdated clause versions
• Policy deviations

You can attach the report with your comments to the notification the application sends to approvers when the contract is submitted for approval. The report is automatically refreshed at the time the contract is submitted to ensure it contains the latest information.

Select the **Validate Contract Terms** action to determine if the contract terms are ready to be submitted for approval. Validation can generate both errors and warnings. You must correct the errors. Correcting the warnings is optional. For example, you receive an error if:

• The contract terms contain a clause that the Contract Terms Library administrator has updated, placed on hold, or made inactive.
• The contract terms template is inactive.
• The contract terms contain incompatible clauses.
• A section in the contract terms does not contain any clauses.
• A contract terms amendment does not contain a description.
• Some of the contract variables do not have values.

You receive a warning if you did not run Contract Expert as required by the contract terms template or you did not answer all of the Contract Expert questions. The application runs the validation process automatically when you attempt to submit the contract for approval, and displays any remaining errors and warnings at that time.

**Contract Source Selection**

**Considerations for Selecting Contract Source**

The first step in the contract terms authoring process is to specify the source of your contract terms. Here are the two ways you can add contract terms to a contract using the **Contract Source** option:

• Attached
• Terms Template

In some contracts, contract terms are applied automatically from contract terms templates based on rules set up by the Contract Terms Library administrator. In other contracts, you must add the contract terms yourself. You can either accept the template recommended by the application, select a different template, or attach the contract terms in a separate document. Depending on your permissions, you can change the source of the contract terms at any time by selecting the **Change Contract Source** action.

When adding or changing the contract terms using terms template, you can select either:

• A template derived from the structured terms template
• A template derived from the simplified terms template
Attached

Using the Attached option, you can create the contract terms by adding all the terms and conditions in a document and uploading the document as an attachment. Use this option to upload your document in common document formats such as Microsoft Word, XPS, XML, scanned image, and PDF.
You can use the attached option when you don’t want to:

- Use the authoring capabilities available within the application.
- Use a contract terms template to add the approved contract terms stored in the centralized repository.
- Use the deviations reporting and clause analysis features.
- Use flexibility available within the application to handle translation.
- Use application driven standard and style for authoring your contract.
- Use the Contract Expert feature to determine if the contract deviates from company policies or if any additional clauses are required.

**Note:** Specifying that the contract source is an attached file and uploading a file isn’t the same thing as attaching a file to the contract on the Documents tab. The latter only attaches a supporting document.

**Structured Terms Template**

In the structured terms template, the contract terms are created using the building blocks of individual clauses and sections stored in the Terms Library page. This template requires your contract administrator to manually break down the contract terms into sections and clauses, store them in the Contract Terms Library, and then arrange them in a template. Once the contract terms template is approved, you can start using it in your contracts.

It’s ideal, wherever possible, to use this template in your contracts to significantly automate the contract authoring process with centralized templates and clauses.

As this template uses clauses stored in the Contract Terms Library, it’s easier and faster to update a clause used in multiple templates. Once you modify a clause information in the Contract Terms Library, all the templates using the same clause reflect the updated information automatically. This ensures accuracy and consistency in the language of the contract terms across all contracts using the same clause or template.

Use the structured terms template when you want to:

- Use deviations reporting and clause analysis features to find out added, edited, and deleted information in your clauses. The deviations report lists:
  - Standard clauses you added, edited, or deleted
  - Alternate clauses you selected to replace the standard clauses
  - Nonstandard clauses you created for this contract
  - Missing clauses recommended by Contract Expert
  - Outdated clause versions
  - Policy deviations
  - View and analyze the changes done in each clause of the contract
- Edit the contract terms from either the application or word document.
- Use application driven standard and style for authoring your contract.
- Use flexibility in handling translation for clauses.
- Compare edited clause with the standard clause stored in terms library.
- Prevent others from editing the contract terms at the same time. Thus eliminating information silos.
- Assign or change the numbering scheme from within the application.
• Use the Contract Expert feature to specify which clauses are mandatory for a contract or protected against updates during negotiation

Simplified Terms Template

In the simplified terms template, the contract terms are created by adding all the information in a word document and uploading this document as an attachment in the DOCX format. This template enables your contract administrator to create a terms template quickly and easily by simply uploading an existing legal terms document without enforcing application driven segmentation, formatting, or style. Adding all the contract terms in one document helps in avoiding the complexity and efforts of breaking the contract terms into individual sections and clauses and then arranging them in a contract terms template.

The simplified terms template enables you to add the approved terms document stored in the centralized repository so that the same document can be reused across multiple contracts. Because clauses are directly used from a document and not retrieved from the Contract Terms Library, the updated or rearranged clauses information isn’t automatically reflected in all the simplified terms templates. To keep the information consistent, you must individually update the information in all the templates. This can create consistency issues in the contract terms language when you have the same clause or terms document used across multiple simplified terms templates.

You can use the simplified terms template when you want to:

• Use the ease of authoring contract terms in the word document by ignoring the level of clause scrutiny offered with the structured terms template.
• Avoid using the application driven standard and style for creating terms document.
• Prevent others from editing the contract terms at the same time. Thus eliminating information silos.
• Use the Contract Expert feature.

Considerations for Changing the Source of Contract Terms

Depending on the contract, its status, and your privileges, you may be able to change the contract source by selecting the Change Contract Source action on the Contract Terms tab, for instance by replacing the current contract terms template with another.

You can use this action to do the following:

• Switch templates
• Replace the contract terms in the application with an attached file
• Replace the contract terms attached in a file with those in another file
• Replace the contract terms attached in a file with those from a contract terms template

Switching Templates

Switching templates by applying a different template removes all of the contract terms applied from the old template, including any that you may have edited and changed into nonstandard clauses. The application moves any standard clauses you added or any nonstandard clauses you created from scratch to the Unassigned section. The Unassigned section, which is created automatically, doesn’t appear in the printed contract. You must move any clauses from the Unassigned section to other sections if you want them to be part of the new contract terms.

Note: If you’re switching templates in Oracle Fusion Purchasing or Oracle Fusion Sourcing contracts, then you can retain contract terms deliverables by selecting the Retain All Deliverables option.
Replacing the Contract Terms in the Application with an Attached File

You may need to attach the contract terms to replace the contract terms in the application, if you're editing the contract terms in Microsoft Word and there are too many changes to import back into the application. When you change the contract terms source from a contract terms template to an attached file, the application removes all of the contract terms and contract documents. You can select the Retain Structured Terms for Reference option to include the contract terms in the contract deviations report, contract terms validation, and clause analysis.

Replacing One Attached File with Another

When you change the contract terms source from one file to another, the application deletes the old file if the file name is the same. If the new file name is different, then the application preserves the file you’re replacing in contract Documents.

Note: The old file is not preserved in Oracle Fusion Sourcing because negotiation documents don't include the Documents tab.

Replacing an Attached File with a Contract Terms Template

When you replace an attached contract terms file with the terms from a contract terms template, the application retains the file for reference on the Documents tab except in Oracle Fusion Sourcing where the file is deleted.

Edit Contract Terms in the Clauses Tab

Depending on your permissions of the contract type and the contract status you can edit the contract terms displayed in the Clauses tab by using the outline. You must refresh the preview pane to see the results of your edits.

On the Clauses tab you can:

- Edit clauses
- Edit sections
- Change the numbering style

Editing Clauses

You can edit standard clauses or create a completely new clause using one of the following actions:

- Add a clause
- Delete a clause
- Move a clause
- Select an alternate clause
- Create a nonstandard clause

Different clause types permit different actions. For example, you can only select alternate clauses for clauses where alternates are available and you cannot edit protected clauses or delete mandatory clauses unless you have special permissions. Mandatory and nonstandard clauses are highlighted with icons as are clauses with available alternates. The following table summarizes what actions are available for different clause types.

<table>
<thead>
<tr>
<th>Clause</th>
<th>Available Actions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Standard</td>
<td>• Add</td>
</tr>
</tbody>
</table>
### Clause Summary

<table>
<thead>
<tr>
<th>Clause</th>
<th>Available Actions</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>• Move</td>
</tr>
<tr>
<td></td>
<td>• Delete</td>
</tr>
<tr>
<td></td>
<td>• Edit to create a nonstandard clause</td>
</tr>
<tr>
<td>Nonstandard</td>
<td>• Create by adding and editing a standard clause or create an entirely new nonstandard clause</td>
</tr>
<tr>
<td></td>
<td>• Move</td>
</tr>
<tr>
<td></td>
<td>• Delete</td>
</tr>
<tr>
<td></td>
<td>• Edit</td>
</tr>
<tr>
<td>Protected</td>
<td>• Add</td>
</tr>
<tr>
<td></td>
<td>• Move</td>
</tr>
<tr>
<td></td>
<td>• Delete</td>
</tr>
<tr>
<td></td>
<td>• Edit only with special privileges</td>
</tr>
<tr>
<td>Mandatory</td>
<td>• Move</td>
</tr>
<tr>
<td></td>
<td>• Delete only with special privileges</td>
</tr>
<tr>
<td></td>
<td>• Edit only with special privileges</td>
</tr>
<tr>
<td>Alternate</td>
<td>• Move</td>
</tr>
<tr>
<td></td>
<td>• Edit to create a nonstandard clause</td>
</tr>
<tr>
<td></td>
<td>• Delete</td>
</tr>
<tr>
<td></td>
<td>• Select an alternate clause</td>
</tr>
</tbody>
</table>

### Editing Sections

You can add, edit, delete, and move sections. When you move or delete a section, you move or delete its contents provided you have the permission to do so. For instance, you cannot delete a section if that section includes a mandatory clause and you do not have the special permission required to delete such clauses. When adding or editing a section, you have the option of selecting predefined sections from the Contract Terms Library or creating your own.

### Changing the Numbering Style

You can change the numbering style of the contract terms by selecting the **Change Numbering Scheme** action.

### Contract Authoring with Contract Terms Templates

Contract Terms Library administrators set up contract terms templates to apply contract terms and conditions based on the type of contract you’re authoring. Depending on the setup, the application can automatically apply the contract terms and conditions from a template or let you select which contract terms template to apply manually.

A contract terms template you apply on a contract can do the following:

- Add sections and clauses from the Contract Terms Library into your contract.
- Specify which numbering scheme and layout will be used in the printed contract terms.
- Require you to run the Contract Expert feature to determine whether additional clauses are required in the contract or to determine if the contract conforms to company policies.
- Permit you to edit some or all of the contract terms and conditions. Some clauses may be protected from editing.
• Include contract deliverables for tracking scheduled milestones, such as performance reviews, and other commitments, such as references and proof of insurance.

The following figure provides an example of how you work with a contract terms template:

1. The application applies the terms and conditions from the contract terms template either automatically or when you select the template manually.
2. The Contract Terms tab now contains the contract terms and conditions from the template. The sections and clauses are numbered according to the template’s numbering scheme. In enterprise contracts, the Deliverables tab lists the contract deliverables (shown in the boxes demarcated with dotted lines).
3. You can edit the clauses on the Contract Terms tab using the outline.
4. If the template requires you to run Contract Expert, you may be asked to answer questions and enter values for contract variables. Depending on your entries, Contract Expert may insert additional clauses that weren’t present in the template itself.

Adding and Editing Sections and Clauses

The contract terms template can include all the boilerplate clauses required for a contract such as a warranty, for example, or just a few of the common clauses such as the governing jurisdiction. These are inserted automatically into the contract terms when the template is applied.

Depending on your privileges, you can add additional standard clauses, substitute an alternate clause for an existing clause, edit standard clauses or add new nonstandard clauses that are specific to the contract. Any change you make to the clauses
applied from the template will be recorded as a clause deviation in the contract deviations report you run before you submit the contract for approval.

Running Contract Expert

Some contract terms templates require you to run the Contract Expert feature to determine whether additional clauses must be added. You can tell if you must run Contract Expert when the Clauses tab includes the Contract Expert Last Run indicator before the contract terms preview region. When you run Contract Expert by selecting the Run Contract Expert action, Contract Expert may ask you to enter values for contract variables and to answer questions. If you don't run Contract Expert on a contract that requires it, then you receive a warning message during contract validation.

Adding Contract Deliverables

If the contract terms template includes contract deliverables, then these deliverables are visible only when the template is applied to a contract. You can use these contract deliverables in a contract for the submission and tracking of contractual deliverables such as reports and inspections. These deliverables are updated both by employees within your organization and by external party contacts designated as the responsible party contacts on the deliverables. Contractual deliverables are listed in a clause in the contract terms.

Related Topics

- How You Activate and Revise Contract Terms Templates
- How Contract Terms Templates Work

Considerations for Changing the Source of Contract Terms

Depending on the contract, its status, and your privileges, you may be able to change the contract source by selecting the Change Contract Source action on the Contract Terms tab, for instance by replacing the current contract terms template with another.

You can use this action to do the following:

- Switch templates
- Replace the contract terms in the application with an attached file
- Replace the contract terms attached in a file with those in another file
- Replace the contract terms attached in a file with those from a contract terms template

Switching Templates

Switching templates by applying a different template removes all of the contract terms applied from the old template, including any that you may have edited and changed into nonstandard clauses. The application moves any standard clauses you added or any nonstandard clauses you created from scratch to the Unassigned section. The Unassigned section, which is created automatically, doesn't appear in the printed contract. You must move any clauses from the Unassigned section to other sections if you want them to be part of the new contract terms.

Note: If you're switching templates in Oracle Fusion Purchasing or Oracle Fusion Sourcing contracts, then you can retain contract terms deliverables by selecting the Retain All Deliverables option.
Replacing the Contract Terms in the Application with an Attached File
You may need to attach the contract terms to replace the contract terms in the application, if you're editing the contract terms in Microsoft Word and there are too many changes to import back into the application. When you change the contract terms source from a contract terms template to an attached file, the application removes all of the contract terms and contract documents. You can select the **Retain Structured Terms for Reference** option to include the contract terms in the contract deviations report, contract terms validation, and clause analysis.

Replacing One Attached File with Another
When you change the contract terms source from one file to another, the application deletes the old file if the file name is the same. If the new file name is different, then the application preserves the file you’re replacing in contract Documents.

> **Note:** The old file is not preserved in Oracle Fusion Sourcing because negotiation documents don’t include the Documents tab.

Replacing an Attached File with a Contract Terms Template
When you replace an attached contract terms file with the terms from a contract terms template, the application retains the file for reference on the Documents tab except in Oracle Fusion Sourcing where the file is deleted.

Contract Terms Authoring Actions
This topic lists and briefly describes the actions for authoring contract terms. The actions in the Actions menu are divided into four groups.

There are actions for:

- Authoring within the application
- Authoring in Microsoft Word
- Checking your work
- Starting over

> **Note:** The Actions menu appears only after you add contract terms. Which actions are available on a contract depends on your implementation, the contract type, and the contract life cycle.

Actions for Authoring Within the Application
The following actions are related to authoring within the application:

<table>
<thead>
<tr>
<th>Action</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Edit Variable Values</td>
<td>Select the <strong>Edit Variable Values</strong> action to enter any missing variable values. The Clauses tab displays the number of missing values in the <strong>Pending Variables</strong> indicator. You must enter any missing values before you submit the contract for approval. Missing variable values generate warnings during contract validation. Entering variable values using this action is equivalent to entering these values when running Contract Expert.</td>
</tr>
</tbody>
</table>
Actions for Authoring Contract Terms Using Word

The following table lists the actions you can use for editing the contract terms outside the application using Word.

<table>
<thead>
<tr>
<th>Action</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Download Contract</td>
<td>Use the Download Contract action to export the contract terms sourced from:</td>
</tr>
<tr>
<td></td>
<td>• The structured terms template as an XML file you can edit in Word.</td>
</tr>
<tr>
<td></td>
<td>• The simplified terms template as a DOCX file you can edit in Word.</td>
</tr>
<tr>
<td>Upload Contract</td>
<td>Use the Upload Contract action to import the edits you made in Word. You can only upload a file that was originally downloaded from the application. The upload process for the simplified terms template requires the file to be in the DOCX format.</td>
</tr>
<tr>
<td>Lock Contract Terms</td>
<td>Use the Lock Contract Terms action to prevent anyone from editing the contract terms in the application while you are editing the contract terms offline in Word.</td>
</tr>
</tbody>
</table>

Actions for Checking Your Work

The following table lists the actions for checking the contract terms meet your organization’s standards.

<table>
<thead>
<tr>
<th>Action</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Review Contract Deviations</td>
<td>Select the <strong>Review Contract Deviations</strong> action to generate a report that lists differences between the contract terms in the contract and the contract terms in the contract terms template. The deviations report lists:</td>
</tr>
<tr>
<td></td>
<td>• Standard clauses you added, edited, or deleted</td>
</tr>
<tr>
<td></td>
<td>• Alternate clauses you selected to replace the standard clauses</td>
</tr>
<tr>
<td></td>
<td>• Nonstandard clauses you created for this contract</td>
</tr>
<tr>
<td></td>
<td>• Missing clauses recommended by Contract Expert</td>
</tr>
<tr>
<td></td>
<td>• Outdated clause versions</td>
</tr>
<tr>
<td></td>
<td>• Policy deviations</td>
</tr>
<tr>
<td>Check for Clause Updates</td>
<td>Select the <strong>Check for Clause Updates</strong> action to check if a more recent clause version is available in the Contract Terms Library.</td>
</tr>
<tr>
<td>Validate Contract Terms</td>
<td>Select the <strong>Validate Contract Terms</strong> action to determine if the contract terms are ready to be submitted for approval. Validation can generate both errors and warnings. You must correct the errors. Correcting the warnings is optional. For example, you receive an error if:</td>
</tr>
</tbody>
</table>
The application automatically performs the same contract terms validation whenever you submit the contract for approval.

### Actions for Starting Over

The following table lists the actions you can use to start over.

<table>
<thead>
<tr>
<th>Action</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change Contract Source</td>
<td>Select the <strong>Change Contract Source</strong> action to change the source of the contract terms from one template to another, from a template to an attachment, or from an attachment to a template. If you change templates, the application removes all sections and clauses added by the original template, including any you have edited. Only new clauses you added are kept under the Unassigned section heading.</td>
</tr>
<tr>
<td>Remove Contract Terms</td>
<td>Select the <strong>Remove Contract Terms</strong> action to remove all contract terms from the contract. Removing contract terms removes all contract terms documents.</td>
</tr>
</tbody>
</table>

### Considerations for Creating Nonstandard Clauses During Authoring

If you don't find the standard clause you need in the Contract Terms Library, then you can create a nonstandard clause either by adding a similar standard clause and editing it or by creating an entirely new nonstandard clause.

#### Creating a Nonstandard Clause by Editing a Standard Clause

Adding a similar standard clause and editing it makes it possible at any time to revert back to the most recent version of the original standard clause and to compare the nonstandard clause text with the text of the most recent version of that standard clause.

#### Creating a New Nonstandard Clause

Creating an entirely new nonstandard clause doesn't permit you to revert to a similar standard clause or compare the text. Both types of nonstandard clauses are listed as deviations in the Contract Deviations report submitted along with the contract for approval.

### How Contract Expert Works During Authoring

If a Contract Expert-enabled contract terms template is applied to your contract, then you must run Contract Expert to determine if the contract deviates from company policies or if any additional clauses are required. When you run Contract Expert, you may be asked to enter values for contract variables or to answer questions. Based on your responses, Contract Expert may suggest additional clauses from the Terms Library for insertion into the contract terms. If you fail to run Contract Expert...
Expert on a contract which requires it, then you will receive a warning when you attempt to submit the contract for approval or when you download the contract for editing in Word 2007 or later versions. You can run Contract Expert at that time.

The following figure illustrates what happens when you run Contract Expert by selecting the **Run Contract Expert** action from the Actions menu or by clicking the icon at the top of the preview section on the Clauses tab. The application:

1. Prompts you to respond to questions and to specify values for variables. In some cases, additional questions may appear depending on the responses that you provide to previous questions. If you already ran Contract Expert on the contract before, the application remembers the values you entered previously.
2. Evaluates your entries to determine if the contract requires additional clauses and displays them for your review.
3. Inserts the selected clauses into the contract terms either in the locations that you specified on the terms template after you made these clauses conditional or in the designated default section under clauses or under terms.
4. On subsequent runs, Contract Expert removes any clauses it inserted previously and starts evaluating afresh.

---

### Running Contract Expert During Contract Authoring

![Running Contract Expert Diagram](Diagram.png)

- **Start**
- **Do rules require author input?**
  - **Yes**
    - **Enter Variable Values**
      - Variable 1
    - **Answer Questions**
      - Question 1
      - Follow-up?
      - Question 2
    - **Review Suggested Clauses**
      - Clause 1
      - Insert
  - **No**
    - **Evaluate rule conditions.**
    - **Clauses for insertion?**
      - **Yes**
        - **User Input**
      - **No**
Contract Expert Removes Any Clauses It Inserted Previously
If this is not the first time you are running Contract Expert, then the feature removes the clauses that it inserted previously, even if you moved them to other sections. Contract Expert does not remove any of the clauses you turned into nonstandard clauses by editing them.

Contract Expert Prompts You to Enter Additional Information
Contract Expert starts evaluating any business rules entered by the Contract Terms Library administrator for the contract terms template being used on your contract. If the rules require your entry, then Contract Expert displays pages where you enter variable values and answer questions. Answers to questions can trigger follow-up questions. In this figure, the answer to Question 1 triggered the follow-up Question 2.

Contract Expert Evaluates Your Entries and Displays Any Additional Clauses to Review
Contract Expert completes evaluating the business rules based on any additional information you provided and displays the recommended clauses for your review before inserting them into the contract terms.

You can reject a recommended clause by deselecting the Insert Into Document option on the Review Suggested Clauses page provided you have sufficient privileges. Your rejection is listed as a warning when you review contract deviations. If you do not have the required privileges, you cannot deselect this option.

Contract Expert Inserts Additional Clauses Into the Contract
Contract Expert inserts the additional clauses into the contract either in the locations that you specified on the terms template after you made these clauses conditional or in the designated default section under clauses or under terms.

Contract Terms in Microsoft Word
How Editing Contract Terms in Microsoft Word Work
You can edit contract terms offline using Microsoft Word and import the edits back into the application from the Word document.

The following steps and figure outlines the process:

1. Download the contract terms as an XML file to your desktop by selecting the Download Contract action in the Contact Terms tab. You can lock the contract terms in the application while you are editing them offline.

   A contract terms document created using:
   o the structured terms template is downloaded as the XML file.
   o the simplified terms template is downloaded as the DOCX file.

2. Open the contract terms document that you downloaded.
3. Edit the file using Microsoft Word and accept or reject all changes.
4. Select the **Upload Contract** action to upload your changes. Depending on your needs, different options make it possible to update the structured terms in the application with your changes or simply attach them as a file. The different use cases numbered in the figure are discussed in the Uploading Your Edits section.

5. If you decide to update the structured terms in the application, then you must review and accept the changes.

The following figure outlines the process for editing contract terms using the structured terms template outside the application using Microsoft Word.

---

**Downloading the Contract Terms**

Select the **Download Contract** action to download the contract terms as a Word XML or DOCX file. When downloading, you can prevent others from editing the structured terms while you are working outside the application by selecting the **Lock Contract Terms Until Upload** option.

**Editing Contract Terms Outside the Application**

Now that you are ready to edit your contract terms in Word you have a choice to edit entirely offline or using the Oracle Contracts Microsoft Word Add-in. Either choice provides integration with the application but we recommend you consistently use one method or the other.
If you want to automatically update the contract terms in the application with the edits you make in the Word file, then you must:

- Use only the file you downloaded for your edits.
- Enable Word’s change control features to track your changes and accept the changes before you upload the file.
- Be aware of how your edits will be uploaded as described in the following section:
  - To edit the text of a clause, keep your edits within the boundary of the clause text and do not add any paragraph breaks or title headings.
  - To add a new clause, enter the clause title outside the boundary of an existing clause and apply the `ClauseTitle2` style. Press Enter and add the clause text. The clause text should be automatically appear with the `Normal` style applied.
  - To add a new section, enter the section title outside the boundary of an existing clause and apply the `Heading1` style.

There are no restrictions if you want to attach the edited file without updating the structured terms in the application.

**Uploading Your Edits**

After selecting the **Upload Contract** action to upload your edits, you can either update the contract terms in the application with your edits or attach the edited file.

The different use cases depend on your selection of the following three options:

- **Contract Source**
  - Specifies if you want the source of the contract terms to be the structured terms in the application or the file you are uploading.

- **Update Contract Terms Automatically**
  - If you want the edits in the file imported into the application.

- **Retain Structured Terms for Reporting**
  - If you chose the file as the source of contract terms, then you can retain the contract terms in the application for reviewing contract deviations and other reports.

The following table describes the different options for uploading contract terms edited outside the application using Microsoft Word.

<table>
<thead>
<tr>
<th>Use Case</th>
<th>Use Case Number</th>
<th>Contract Source Selection</th>
<th>Update Contract Terms Automatically</th>
<th>Retain Structured Terms for Reporting</th>
<th>Consequences</th>
</tr>
</thead>
</table>
| You want to import the edits from the file into the application. | 1 | Structured Terms | Selected | Not applicable for this use case. | - The contract terms in the application are updated with the edits from the Word document.  
- The application remains the source of the contract terms. |
<table>
<thead>
<tr>
<th>Use Case</th>
<th>Use Case Number</th>
<th>Contract Source Selection</th>
<th>Update Contract Terms Automatically</th>
<th>Retain Structured Terms for Reporting</th>
<th>Consequences</th>
</tr>
</thead>
<tbody>
<tr>
<td>The edits in the Word file are so extensive that importing them into the application is impractical.</td>
<td>2</td>
<td>Attached Document</td>
<td>Deselected</td>
<td>Deselected</td>
<td>• The file with your edits is uploaded as a supporting document.</td>
</tr>
<tr>
<td>The contract terms in the file are so different, that running the contract deviations report against the terms in the application would be misleading.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>You do not want to import the edits into the application, but you want to retain the contract terms in the application for reporting.</td>
<td>3</td>
<td>Attached Document</td>
<td>Deselected</td>
<td>Selected</td>
<td>• The application is not updated with your changes.</td>
</tr>
<tr>
<td>• The Word file becomes the primary contract document.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• The structured terms are retained for reporting.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>You want to specify the attached file as the primary contract document, but want to import the changes into the application for more accurate reporting.</td>
<td>4</td>
<td>Attached Document</td>
<td>Selected</td>
<td>Selected</td>
<td>• The application is updated with your changes.</td>
</tr>
<tr>
<td>• The Word file becomes the primary contract document.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• The structured terms are used for reporting.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Automatically Updating the Contract Terms in the Application

If you chose to update the contract terms in the application automatically, the application compares the contract terms in the file with those in the application and displays the changes in the Review Changes page.

**Note:** Before you upload, you must accept all tracked changes in the Word file. If the Accept and Reject buttons are not enabled on the Review tab, you can enable them by selecting Protect Document, Restrict Formatting and Editing and clicking **Stop Protection**.

The application considers some but not all edits as changes for importing. Examples of changes that do get imported include:

- Adding a clause in the file will add the clause to the structured terms.
- Deleting a clause in the file counts as a deletion of the clause in the structured terms.
- Edits within the text of a standard clause, including the addition of spaces, turns the standard clause into a nonstandard clause.
- Text that you add outside the boundary of an existing clause will be imported as a new clause.
- Headings you insert are interpreted as sections or clause titles, depending on their style. If you insert a heading with the **ClauseTitle2** style applied and that is followed by text with the **Normal** style applied, then the heading is imported as a clause title and the text as the clause text. If you enter a heading with the **Heading1** style, then it will become a section.
- If you add a new clause without a heading, then the application automatically creates a clause title with a clause number based on the number of such clauses without titles. The first title is Clause 1 and the title of the ninth such clause is Clause 9.

The application does not import some edits such as moving clauses or sections within the contract terms. Font changes are only imported if they are accompanied with another edit. For example, the application will ignore clause text you placed in italics if that is the only edit you made. Nor does the application import any edits you may make to the clause or section numbers. It retains the numbering in the structured terms.

Also not imported are any changes in variable values you made in the Word document. You must edit the variable values in the application after your upload.

You can use the Review Changes page to either accept or reject all of the changes and to merge any clauses that were split accidentally. If you want to reject individual changes, then you must cancel the upload, make additional edits to the Word document, and upload again.

The application retains the file you uploaded as a supporting document. If the file name is the same as the previous version you uploaded, then the previous version is overwritten.

Overview of Oracle Contracts Add-in for Microsoft Word to Edit Contract Terms

When you edit contract terms offline using Microsoft Word, you can use the Oracle Contracts Add-in to update the contractual terms associated with a contract directly from the terms library. Within Microsoft Word you can search and add clauses or sections from the library to your contract. You can also perform other modifications such as adding, modifying or deleting existing sections, clauses, and variables.

To edit contract terms using the Microsoft Word add-in:

- Download and install the Oracle Contracts Add-in for Microsoft Word.
• Download a contract for offline editing and use the Oracle Contracts menu from within Microsoft Word to edit the contract terms.

**Note:** The process of downloading and uploading contract terms is the same whether or not you choose to use the add-in.

### How You Install the Oracle Contracts Add-in for Microsoft Word

To edit contract terms using the Oracle Contracts Microsoft Word add-in, you first must download and install it.

#### Installing the Add-in

1. Navigate to the Contract Terms tab of your contract.
2. From the Actions menu, select **Download Add-in for Microsoft Word**.
3. A ZIP file is downloaded to your default browser download location.
4. Open and extract the ZIP file to a local folder.
5. From the extracted files, run the `setup.exe` application file to install the add-in.

**Note:** You should repeat the download when a new version of the add-in has been released.

### How the Oracle Contracts Add-in for Microsoft Word Works

You can edit contract terms offline using the Oracle Contracts Microsoft Word add-in and import the edits back into the application from the Word document.

#### Using the Tools Menu

• Use **sign in** and **sign out** to connect to the server. You must be connected to the server to:
  o Edit the values of user-defined variables.
  o Search for sections, clauses and variables in the Contract Terms Library that you may want to add to the contract terms.
  o Check for the latest available version of the add-in from the About tab.
  o Generate log files for the add-in.

• The **Generate Log File** action allows you to toggle generation of log files. Log file generation can assist in debugging any issues related to server connections as well as other issues.

#### Using the Actions Menu

• **Add Section**
  a. Place your cursor in the contract terms document at the location at which you want to insert the section.
  b. Search for a section in the Terms Library.
  c. A list of section names matching the search criteria is displayed in the search pane.
  d. Select and add the section.
e. The section title is inserted with the appropriate formatting.

Note: The Add Section action is not accessible from the document created using the simplified terms template.

- Create Section
  
a. Select the Create Section action.
b. Enter the section title in the new text box.
c. You can add clauses and variables, create clauses, and insert variables from the Oracle Contracts Terms Library as needed.

Note: The Create Section action is not accessible from the document created using the simplified terms template.

- Add Clause
  
a. Place your cursor in the contract terms document at the location in the section at which you want to insert the clause either after the section heading or after a clause in the section.
b. Search for clauses in the Contract Terms Library. A list of clauses matching the search criteria is displayed in the search pane.
c. Select and add the required clause to the section in the contract terms.
d. The clause text is inserted with the appropriate formatting.
e. You can click Clause Details or Preview in Word to see details about the clause before you insert it. The Preview in Word window displays a read-only version of the actual clause text.
f. You can also modify the clause text that you just added. If you do so, this clause appears as a nonstandard clause once uploaded back to the application. You can revert back to the original standard clause in the application.

- Create Nonstandard Clause
  
  You can create a new clause in a section of the contract terms in Word using the Create Nonstandard Clause action. New text boxes are inserted in the appropriate places where you can enter the clause title and the clause text.

Note: The Create Nonstandard Clause action is not accessible from the document created using the simplified terms template.

- Insert Variables
  
a. Place your cursor in the contract terms document at the location in the clause text at which you want to insert the variable.
b. Search for variables in the Terms Library. A list of variables matching your search criteria is displayed in the search pane.
c. Use Previous and Next to scroll through the list of variables and use Insert to add the variable value to the contract terms in the Word document.

Note: Every variable must have a value. If the variable that you inserted does not already exist in the contract terms and therefore has no value, you must enter a value either in the Word Add-in or directly in the application.
Using the Edit Variable Values Menu

- You can use the **Previous** and **Next** buttons to scroll through user variables in the document to find the ones that you want to edit.
- You can edit user variables in the Microsoft Word contract and they are saved back to the application.
- You cannot save edits to system variables made using the Oracle Contracts Microsoft Word add-in back to the application, but you can delete them.

Using the Help Menu

- **Check for Update**
  - Use this action to see if there is a more recent version of the add-in that can be downloaded.
- **Server**
  - Use this option to check the server instance name associated with the contract. This is the environment to which the updated contract is uploaded.

Terms Template FAQs

**How can I add a clause to a contract terms template?**

You can add sections and clauses to a contract terms template on the **Clauses** tab while editing the template. Alternately, you can set up Contract Expert rules to suggest clauses based on the circumstances of each contract.

Use the outline region to add sections and clauses that will be present in all contracts created with the template. You must add at least one section using the Actions menu before you can add clauses. If you do not find the clause you need while adding clauses, you can create one from the Add Clauses window. You must refresh the preview of your template by clicking the **Refresh** icon.

Also, you can create rules to add clauses that vary contract to contract. Contract Expert can add clauses based on variable values and answers to questions contract authors supply when they author the contract.

**Related Topics**

- How Contract Terms Templates Work

**What's the difference between document types and contract types?**

While both document types and contract types are contracts, document types encompass all purchasing and sales documents that are deemed contracts. Contract types include only enterprise contracts.

For sales, the list of document types is restricted to contract types, those contracts created within the Oracle Fusion Enterprise Contract Management (ECM) application itself. If you enabled the Enable Contract Terms in Oracle Fusion
Procurement feature for the option Procurement Contracts during implementation, then the following procurement document types are available:

- Auction
- Bid
- Blanket Purchase Agreement
- Contract Purchase Agreement
- Standard Purchase Order
- RFI
- RFI Response
- RFQ
- Sourcing Quote

Contract type is an administrator-created classification for enterprise contracts which determines contract functionality, including the presence of lines and contract terms. You create contract types during contract setup by selecting the Create Contract Types task.

Related Topics
- Contract Types

When do I need to make a contract terms template the default for a document type?

Specify a contract terms template as the default for a document type when you want that template to be automatically applied to a contract of that type.

You can also apply contract terms templates to contracts using Contract Expert rules. If a Contract Expert rule specifies a default contract terms template, the application ignores the document type default you specify here. However, should the Contract Expert rules you set up pick multiple templates, then the application uses the document type default you set here as a tiebreaker.

Related Topics
- How Contract Expert Rules Work
- What’s a default contract terms template
- What validation checks are performed for contract terms templates

Why am I reviewing draft clauses when submitting a contract terms template for approval?

A contract terms template can be approved for authoring only when all of its clauses are approved as well. If any of the clause versions you added to the template are drafts, then the application lets you review a list of those drafts and submit them for
approval along with the contract terms template. The draft clauses can include any draft clause versions as well as clauses drafted specifically as part of the contract terms template using the Create Clause button.

If any of the clauses are already available in an approved version, then you can choose to use the approved version in the template instead of submitting the drafts for approval. You can make the substitution on the review page by deselecting the draft.

Why are some clauses missing from a contract terms template I copied over for use in a local business unit?

You can copy a contract terms template from a global business unit for use in a local business unit. Before you do, you must ensure that any clauses you want copied along with the template are either adopted or localized. Any clauses in the copied template that are not adopted or localized in the local business unit are automatically removed.

Related Topics

• How Content is Adopted from Global to Local Terms Libraries
• When do I create a clause as part of a contract terms template

Why can't I edit the contract terms template?

You cannot edit the contract terms template if you have insufficient privileges or the contract terms template is in a status that does not permit you to make modifications.

Related Topics

• How You Activate and Revise Contract Terms Templates

Why can't I add clauses to the contract terms template?

You must add at least one section to the contract terms template before you can add clauses and the template must be in a status that permits editing.

Related Topics

• How Contract Terms Templates Work

Why do I want to enable Contract Expert in a contract terms template?

You must enable Contract Expert in a contract terms template if you want to use Contract Expert rules with the template. Contract Expert rules can default the template to a new contract, recommend additional clauses, and indicate any policy deviations in contracts that use the template.
Note: If you do not enable Contract Expert on a template, contract authors cannot run Contract Expert in contracts that use the template and no Contract Expert rules apply, not even those you specify as valid for all templates.

Related Topics
- How Contract Expert Rules Work

Contract Terms FAQs

How can I configure contract terms before I print them?

You select contract terms layout templates during contract type setup. Contract printing uses these predefined layout templates. For example, you may have selected a terms layout template that only prints the summary of amendments made to contract terms or a terms layout template that prints both the amendment summary and the amended contract terms and conditions. Alternatively, you can also control the printing of the amendment summary without adjusting the terms layout template for each contract in the Contract Terms tab. You can configure the printing options available on the page when creating and editing clauses and when adding and editing sections as part of contract or template authoring.

For example, you can do the following:

- Suppress title and skip numbering or only skip numbering while doing the following:
  - Editing a section or clause for a terms template or contract
  - Adding a section or clause to a terms template
  - Adding a section or creating a nonstandard clause to add to a contract

- Align the section title or start a section on a new page while doing the following:
  - Creating a new section while authoring a terms template or while authoring terms and conditions for a contract
  - Adding a new section from the terms library to the terms template or contract
  - Editing a section in the terms template or contract

Using the skip numbering and suppress name for a section or suppress title for a clause options, you can independently exclude the number and title associated with sections or clauses from a contract. Based on the selected options, the contract is printed as follows:

- When the suppress name or title option is selected on a section or clause, the application prints the contract only with the number associated with the section or clause, but suppresses the title.
- When the skip numbering option is selected on a section or clause, the application prints the contract by skipping numbering and moving the numbering up one level for subsection or clause. In this case, the contract displays only the title associated with that section or clause.
- When both options are selected on a section or clause, the application prints that section or clause without the number and title.

Keep in mind that these printing options are only available for contracts in Draft and Under Amendment statuses. Although, you can use these printing options on all templates including those for which approved contracts exist, the options you select
will only apply to future, yet to be approved contracts. These printing configurations only show in the PDF, RTF, and HTML formatted output of the contract.

**Related Topics**

- Contract Printing and Layout Templates

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**How can I withdraw a clause or a terms template from approval?**

If you submitted a single draft clause for approval from the Edit Clause page, then you can stop approval of this clause from the same page. If you submitted a draft clause along with several other draft clauses for approval with a terms template, then you cannot stop the approval of this clause using the Stop Approval action from the Edit Clause page. In such a case, you must withdraw the terms template from approval using the Stop Approval action on the Edit Terms Template page. This stops approval of all draft clauses submitted for approval with the terms template and reverts their status from Pending Approval back to Draft status. If the terms template submitted for approval also has clauses in Pending Approval status and Approved status, then stopping terms template approval has no effect. These clauses remain as approved and pending approval clauses in the Terms Library.

For clauses in the process of localization that you withdraw from approval, in addition to the status of the clause being reverted, the adoption type is also reset to the previous Available for Adoption value.

> **Note:** Stopping approval of a clause does not remove it from use. The clause is available as a draft clause in the Terms Library.

For approved clauses and approved terms templates, the Stop Approval action is no longer available. Once a terms template is approved, all draft clauses on the terms template are also approved. After a clause is approved, you can delete it, put it on hold, or enter an end date on the clause if you want to remove it from use.

> **Note:** If the terms template is approved, then all draft clauses automatically become approved. Clauses in Pending Approval status stay in the same status till you approve these clauses individually from the Edit Clause page.

For approved clauses on the terms template, stopping terms template approval has no effect. These clauses remain approved clauses in the Terms Library.

In addition, after initiating the approval of a clause or terms template, you can, as the initiator, subsequently withdraw the terms template or clause from approval. To do this, navigate to the Initiated Tasks view of the Terms Library Worklist, select the approval notification that you want to stop approval for and click on the Withdraw action.

**Related Topics**

- What are the clause statuses and what do they mean?

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**How can I make a clause mandatory in a contract?**

While editing a contract terms template, you can specify a clause to be mandatory in a contract where that template is applied as described in this topic. When you do, only authors who are granted the Override Contract Terms and Conditions Controls privilege by the system administrator will be able to delete it.
You can make a clause mandatory in a contract terms template you are editing by highlighting the clause in the outline region of the Clauses tab and then selecting the **Make Mandatory** action.

You can also make all clauses inserted by Contract Expert rules mandatory by selecting the **Expert Clauses Mandatory** option on the General tab, Contract Expert region. This will make any clauses recommended by Contract Expert mandatory for the contract.

**Related Topics**
- Levels of Editing Privileges for Contract Authoring
- What does it mean to make clauses suggested by Contract Expert mandatory in a contract terms template?

### What's the clause default section?

The clause default section is the contract terms section where the Contract Expert rules generally insert the clause. To specify the location of an expert suggested clause in relation to the other clauses, you may mark that clause as a conditional clause and then add it in the required location in the terms template associated with the business document. The location of the clause in the terms template takes precedence over the clause's default section when expert suggested clauses are inserted into the business document.

**Related Topics**
- How Contract Expert Works
- How does Contract Expert identify where to insert clauses into contracts?

### How can I predefine locations of Contract Expert clauses in the contract?

Oracle Contracts has the ability to dynamically add clauses by evaluating the rules that users set up using Contract Expert. These dynamically added clauses are generally placed in the default section defined for the clause, or in the Contract Expert section defined for the terms template.

You can choose to place these clauses in predefined locations in the contract in relation to other clauses. To do this, while creating a Contract Expert enabled terms template, use the Insert Conditional Clauses action to specify the predetermined locations in the terms template for Contract Expert suggested clauses applicable to the Contract Expert rules associated with the template. In this case, the Insert Conditional Clauses action automatically marks these Contract Expert suggested clauses as conditional.

However, if you create a new clause for the terms template and create the Contract Expert rule for it in the Terms Library, and then associate this rule to the terms template, you must manually mark this clause as a conditional clause before you can use the Insert Conditional Clauses action to predefine its location.

Validation for conditional clauses occurs during terms template approval. Warnings are displayed for the following cases.

- If all Contract Expert suggested clauses for active clause selection rules associated with the terms template are added in the terms template as conditional clauses.

**Note:** When you apply the terms template to a contract, conditional clauses are displayed on the contract only after you run Contract Expert on the contract and the conditions of the associated rules are satisfied.
• If regular clauses have been marked as conditional. When you apply a terms template with regular clauses marked as conditional clauses, to a contract, these regular clauses marked as conditional clauses are not displayed in the contract.

• If Contract Expert clauses added to the terms template were not marked as conditional clauses. When you apply this terms template to a contract, these clauses are displayed in the section as defined in the terms template and when you run Contract Expert on the contract, these clauses are inserted directly in the default section of the contract resulting in duplicate clauses in the contract.

💡 **Tip:** You must revise an approved terms template to add or remove conditional clauses, if Contract Expert clause selection rules associated with the terms template are added or existing ones deactivated.

**Related Topics**
- How Contract Expert Rules Work
- How Contract Expert Works

## Contract Deliverables

**Contract Deliverables**

Contract deliverables establish and track both contractual and noncontractual commitments that must be honored as part of negotiations and contractual agreements between businesses and suppliers or customers based on contract intent. These deliverables can be used in enterprise contracts, purchasing documents, and in negotiations.

This topic provides an overview of the following:

- How you can use contract deliverables
- Creating and managing contract deliverables
- One-time and repeating deliverables
- Where you can create and use contract deliverables
- The different deliverable types
- Fixed and relative due dates
- Deliverable notifications

### Using Contract Deliverables

You can use contract deliverables:

- To communicate with the external party on the contract about commitments. To do this, the responsible party on the contract deliverable must update the contract deliverable such that this change is reflected in the Contracts application.
- To submit any required documents. For an enterprise contract, the external contact that is the responsible party on the deliverable can sign in to the Contracts application to submit a report and change the deliverable status to Complete.
• As a repository of documents submitted in the negotiations

All documents submitted as attachments are stored in the deliverable history and can be accessed from the deliverable itself.

• To track a contract deliverable from the initial stages of a negotiation to the signed contract

The application can automatically copy the appropriate deliverables from the negotiation document to the final contract.

• To automatically calculate deliverable due dates

You can set deliverable due dates relative to contract events, for example, a week before the contract is signed or comes into effect. The application automatically calculates the actual date the deliverable is due. You can also create multiple instances of a deliverable to track repeating deliverables, such as monthly reports.

• To automatically notify interested parties when the deliverable is due or overdue

You can set up the deliverable to automatically notify parties of an upcoming deadline or when the deliverable is overdue.

Creating and Managing Contract Deliverables

You create and manage contract deliverables in two separate interfaces. You create the contract deliverables while the contract is in negotiations. You manage the deliverables while the contract is active and in the process of being executed except for internal deliverables with fixed due date that you can manually activate before the contract is active.

Here is how the two interfaces work:

1. You create the deliverable either in a contract terms template that can then be applied to the contract or directly in the contract. For the deliverable, you must enter the responsible party contact, the deliverable deadlines, and the notifications required.

2. If deliverables are present in a contract terms template you apply to a contract, then the deliverables get copied to the contract automatically. The type of deliverables that are applied automatically can vary based on the document type.

3. The application creates deliverable instances with the calculated deadlines based on your setups at the time the contract becomes active. For instance, if you created a deliverable that calls for the submission of a report every week after the contract is signed, then the application creates a separate instance of the deliverable for each week based on the date the contract was signed.

4. You and the responsible party contact use the Manage Deliverables page to access and update each deliverable instance. In the example, each week the deliverable instance that is due that week is updated and any collateral attached.

5. Based on your setups, the parties are automatically notified when the deliverable is due or overdue, or when one of the parties changes its status (dashed lines).

6. The contractual deliverables you set up are listed in the printed contract terms when you add the deliverable variable to a clause.
The following figure shows two different interfaces you use to create and manage contract deliverables.

One-Time and Repeating Deliverables

You can create both one-time and repeating deliverables. A one-time deliverable tracks the performance and deadlines for an individual required action that must be performed by one of the parties in the contract. A repeating deliverable tracks a deliverable that must be performed periodically, for instance a progress report that must be submitted every week after the agreement is signed.

The following diagram uses an example to illustrate the two variable types:

- A one-time deliverable (Report 1) that the responsible party contact must provide that is due one week after the agreement is signed.
- A repeating deliverable (Report 2) that the responsible party contact must provide weekly after the contract is signed.

After the contract is signed and active, the application automatically creates instances of the two deliverables which can be viewed and updated by the responsible party contact using the Manage Deliverables page and the Deliverables bin. The due dates for each deliverable in this example are based on the date the contract was signed.
Note: Note that the name of each deliverable instance for a repeating deliverable is the same. The only difference is the due date.

The internal contact, requester, or responsible external party contact attaches the report file to the appropriate instance of the deliverable and changes its status to Complete.

The following figure illustrates the example of one-time and repeating deliverables.

Where You Can Create and Use Contract Deliverables
You can create contract terms deliverables both in buy-intent and sell-intent contract terms templates, in the Deliverables tab of an enterprise contract, and in Oracle Fusion Purchasing and Oracle Fusion Sourcing documents.
For purchasing, you can create and use deliverables on documents which include:

- Blanket Purchase Agreement
- Contract Purchase Agreement
- Standard Purchase Order

For sourcing, deliverables are copied over from the negotiation document. Sourcing documents include:

- Auction
- Bid
- RFI
- RFI Response
- RFQ
- Sourcing Quote

**Contract Deliverable Types**

Deliverable types restrict where a deliverable is available and where it can be printed. There are three deliverable types, as mentioned in the following table:

<table>
<thead>
<tr>
<th>Deliverable Type</th>
<th>Where Available</th>
<th>Description</th>
<th>Where It Prints</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contractual Deliverables</td>
<td>Purchasing and sourcing (except RFI documents) documents and enterprise contracts</td>
<td>Deliverables that must be completed as part of the contract.</td>
<td>Prints in all documents:</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>• As part of the Contract Terms Template preview</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>• Enterprise contracts</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>• Purchasing documents</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>• Sourcing documents</td>
</tr>
<tr>
<td>Negotiation Deliverables</td>
<td>Sourcing only</td>
<td>Deliverables that are a part of a negotiation document but are not part of the final contract.</td>
<td>Prints as part of:</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>• As part of the Contract Terms Template preview</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>• Sourcing documents</td>
</tr>
<tr>
<td>Internal Deliverables</td>
<td>Purchasing documents and enterprise contracts</td>
<td>Deliverables that are used to track internal schedules and commitments.</td>
<td>Not printed as part of the contract terms.</td>
</tr>
</tbody>
</table>

**Note:** If you create a deliverable as part of a contract terms template and that deliverable is of a type that is not compatible with the contract where the template is applied, then the deliverable does not get created in that contract. For instance, a negotiation deliverable in a template is dropped when that template is applied to a purchase order but added when that same template is used for an RFQ.

**Fixed and Relative Due Dates**

You can specify a deliverable to be due on a fixed date, such as the first of the month, or relative to a contract event, such as one week after the contract is signed.
The available events include:

- The contract start and end dates
- The dates the negotiations are opened and closed
- The date the contract is signed
- On negotiation documents, the date you receive a response from the responsible external party contact

The available contract events differ depending on where you create the deliverable and the deliverable type. For instance, for contractual deliverables you create in a contract terms templates, you can base the due dates on: Contract Canceled, Contract Closed, Contract Signed, Contract Start Date, and Contract End Date. Negotiation deliverables can be based on: Negotiation Closed, Negotiation Opened, and Response Received.

**Deliverable Notifications**
You can notify interested parties using Oracle BPEL Process Manager by email, voice message, instant messaging (IM), or short message service (SMS).

You can send automatic notifications:

- Prior to the due date
- When one of the parties changes the status of the deliverable
- When a deliverable is overdue
- When a deliverable must be escalated after the due date

⚠️ **Note:** For these notifications to appear, the following processes must be running.
- Send Contract Terms Deliverable Due Date Notifications
- Send Contract Terms Deliverable Escalation Notifications
- Send Contract Terms Deliverable Overdue Notifications

Who receives the notification depends on a combination of the notification type and the party who is responsible for the deliverable as listed in the following table. The requester is an internal party. The external contact is a supplier or customer contact.

<table>
<thead>
<tr>
<th>Notification Type</th>
<th>Responsible Party</th>
<th>Recipients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prior to due date</td>
<td>Internal</td>
<td>Internal Contact</td>
</tr>
<tr>
<td>Prior to due date</td>
<td>External</td>
<td>External Contact</td>
</tr>
<tr>
<td>Overdue</td>
<td>Internal</td>
<td>Requester, Internal Contact</td>
</tr>
<tr>
<td>Overdue</td>
<td>External</td>
<td>Requester, Internal Contact, External Contact</td>
</tr>
<tr>
<td>Status Change</td>
<td>Internal</td>
<td>Requester, Internal Contact</td>
</tr>
<tr>
<td>Status Change</td>
<td>External</td>
<td>Requester, Internal Contact, Escalation Contact</td>
</tr>
<tr>
<td>Escalation</td>
<td>Internal and External</td>
<td>Requester, Internal Contact, Escalation Contact</td>
</tr>
</tbody>
</table>
Notification Type | Responsible Party | Recipients
--- | --- | ---

**Related Topics**
- How do I create contract deliverables for an enterprise contract?

### Managing Contract Deliverables: How It Works for Suppliers

Use the Manage Contract Deliverables task to communicate the status of deliverables to the purchasing department and to submit any required documents.

Contract deliverables are created by the buyer as part of the contract negotiations and are listed in the contract terms. Each deliverable includes information about the due date and can automatically notify you before it is due.

If a particular deliverable is due periodically, then the application creates separate instances for each of the due dates. Such repeating deliverables share the same name but have different due dates. For example, a safety report that is due every month after the contract is signed, results in multiple instances of the same deliverable each with the appropriate due date.

The following diagram outlines how you use contract deliverables to communicate with the buyer:

1. Before the due date or when you receive a notification, you log onto the supplier portal. You can edit any deliverable in the Open or Rejected status.
2. You can add a comment to the deliverable and attach any required files and submit the deliverable for buyer review.
3. They buyer reviews your submission and indicates if the deliverable is accepted.
4. If the buyer rejected the deliverable and it is in the Rejected status, then you can edit it and submit it for approval again.
5. If the buyer rejects the deliverable and it is past due, the buyer changes the status to Failed to Perform. You cannot edit deliverables with this status.

**Buyer Role in Deliverable Management**

The buyer reviews the submission:

- If the buyer accepts your submission, the application sets the deliverable to the Completed status.
- If the buyer rejects the deliverable and it is not yet overdue, the application sets it to the Rejected status. If the rejected deliverable is overdue, then the buyer sets it to the Failed to Perform status. The buyer can also cancel the deliverable or modify the due dates on the deliverable by amending the contract.

**Automatic Notifications**

If you, the supplier, are the responsible party for the deliverable, then the buyer can set up notifications that inform you automatically:

- Prior to the deliverable due date
- When one of the parties changes the status of the deliverable
- When a deliverable is overdue

**Contract Deliverables FAQs**
What's the difference between internal and contractual deliverables?

Internal deliverables are contract deliverables used to track schedules and commitments internal to the purchasing or sales organization. They are visible only to internal employees and are not printed as part of the contract terms. You can manually activate internal deliverables irrespective of contract status to create manageable deliverable instances.

Contractual deliverables are contract terms deliverables that track commitments that must be completed as part of the contract. External party contacts can view and edit only those contractual deliverables for which they are the responsible party contacts. Contractual deliverables are listed in the printed contract terms. These deliverables are automatically activated when the contract becomes active. You cannot manually activate contractual deliverables. Activation creates deliverable instances that you can manage using the Manage Deliverables task.

Related Topics
- Contract Deliverables

How can I change the due dates, notifications, and other contract deliverable details?

You can change the due dates, notifications, and other contract deliverable definition details in the Deliverables tab of a contract that is in Draft or Under Amendment status. Once the contract becomes active and deliverables are automatically activated creating deliverable instances, you can only make changes to deliverables status, notes and attachments using the Manage Deliverables task. For internal deliverables with a fixed due date that you can manually activate at any time irrespective of contract status, you can only make changes to deliverable definition details before you activate them.
4 Approving and Accepting Procurement Contracts

How Approving a Contract Works

A contract needs approval before it’s executed. You can use a single application to approve all types of contracts. Complete the following tasks before you submit a contract for approval:

- Review contract deviations, if any.
- Validate the contract
- Review approvers, and add viewers and approvers as required with a note to additional approvers.
- Use the user statuses and transitions that you defined to pass the contract between teams for review, such as legal, finance, and accounts.
- Preview a printable version of the contract

*Note:* Based on the contract deviation, an application administrator can configure additional approval rules.

The following sequence explains the complete flow of contract approval, from approval policy setup to contract approval to contract acceptance:

- The contract administrator sets up approval policies and approver groups.
- You submit a contract for approval.
- The next approvers can view the approval task in their My Worklist area.
- The contract is reviewed for approval. A contract review may include the following:
  - The approver requests more information for their approval.
  - The application sends the approval request to the next approver in the hierarchy.
  - The approver delegates contract approval.
  - The approver transfers the contract to another approver.
- The approver approves or rejects the contract.
- The customer or supplier accepts the contract or requests changes.
- The contract is available to view approval status and history.

Set Up Approval Policies and Approver Groups

The business analyst or contract administrator sets up approval policies, and defines the following categories of approvers:

- A single or chain of approvers based on a set of rules
- Parallel approvers
- Additional approvers based on any contract deviations
Send Automatic Notifications to Approvers

The application automatically sends a notification to the approver when a contract is submitted for approval. If you included a note while adding an approver, then the application displays the note along with the approval notification. Contracts pending approval appear on My Worklist.

Submit a Contract for Approval

Attach the following documents to the contract and submit for approval:

- The primary contract document with the terms and conditions.
- Any contract documents such as state of work, drawings, and so on.
- The contract deviation, if any, and deviation justification.

Use one of the following work areas to submit a contract for approval:

- Contract authoring page
- Contracts search results
- Pending Approvals bin in the Contracts work area
- Dashboard

Validate the contract before submission or the application automatically validates the contract when you submit it, listing any errors and warnings. You must fix the errors but you can ignore the warnings and continue with the submission. If you submit the contract for approval without errors, then the application takes it to the next step and enables you to review approvers before you submit the contract for approval. You can add viewers and approvers to the approval hierarchy and add notes to approvers that they receive along with the approval notification. When you click Submit, the status of the contract changes to Pending Approval.

Note: Withdraw a contract from approval to make any changes before it’s approved. If you withdraw a contract from approval, the contract status changes to Draft or Under Amendment so that you can make changes and resubmit.

Review a Contract for Approval

You must review a contract in detail to approve or reject it. Alternatively, use the History tab to view approval or rejection details in the approval region and comments in the snapshot view for the version and approval submission date and time. You can also ask the contract author for more information if required, or ask an approver to reexamine and reapprove the contract. Optionally, delegate or transfer the approval task to another approver. If you delegate the approval task to another approver, the assignee approves or rejects the contract on your behalf. If you transfer the approval task, you are no longer associated with the approval or rejection.

Note: Get a complete view of the contract from the approval task details page.
Approve or Reject a Contract

Approve or reject a contract after a complete review of the contract. Optionally, add comments to explain why you approved or rejected a contract. If this contract version is submitted again for approval, the approver can see your comments in the snapshot view. When you approve a contract, its status changes as follows:

- If the contract requires signature, its status changes to Pending Signature.
- If the contract does not require signature for acceptance, its status changes to Active.

When you reject a contract, its status changes as follows:

- If the contract was Pending Approval, its status changes to Draft.
- If a version of the contract was already Active, and its next version was Pending Approval, its status changes to Under Amendment.

**Note:** If after submitting a contract for approval, you want to make changes, then use the Create New Version action to create a new version of the contract in Draft status. Once a new version of the contract is available, you can access older versions of the contract only from the History page.

Accept a Contract or Request Changes

Accept a contract if you agree with the terms and conditions, and all of its contents. If you want any changes, reject the contract and request changes. If you accept a contract and the contract does not require any signature, its status changes to Active. If you reject a contract, its status changes to Draft or Under Amendment.

If the contract requires manual signature, the signers can click the Sign Contract action and enter their signature details in the Sign Contract window. You can optionally capture any signature details in the Sign Contract page on behalf of the contract signers, then click OK to activate the contract. If the signers are external party contacts, then the internal user signs on their behalf. The History tab of an Active contract enables you to edit signature details after you accept the contract.

If the contract is enabled for electronic signature and is Pending Signature, then it must be sent to the designated signers on the contract to move the contract to the Sent for Signature status. The sender uses the integrated electronic signature pages to manage the signature process. For contracts requiring signature, the contract becomes active only when all signers have signed the contract. To make changes to an active contract, use the Amend action. This creates a new version of the contract in Under Amendment status to which you can make changes and then submit for approval.

View Approval Status and Approval History

From the History tab, view the approval status while a contract is in approval, and the approval history after it’s approved or rejected. You can view the approval history of the last approval cycle for a version, by leaving the default Approval Submitted On date and time in the Approval region.

**Related Topics**

- Contract Actions and Status Changes
- User Statuses and Transitions
How Reviewing Contract Deviations Work

The deviation reports highlights any differences between the contract terms in the contract and those in the associated contract terms template and warns you of any deviations from company policies. You can enter a justification for any deviations in the report and make the report available for review by the contract's approvers. This action is available while the contract is in a status that's open to editing, such as the draft status. A copy of the report is automatically attached to the contract approval notification sent to contract approvers along with comments for them that you entered on the report.

You can also correct the deviation before submitting it for approval. If you choose not to correct the deviation, based on the deviation, then the appropriate deviation-based approval rule reroutes approval for the contract provided that the deviation-based approval rules have been set up in the Contract Approval Human Task.

While the contract is closed for editing, for example, when the contract was submitted for approval or was rejected, you can only view the report by selecting the View Contract Deviations action.

The following sequence explains how the contract deviations report is generated and used:

1. When you select the Review Contract Deviations action, the application checks for and lists any changes to the clauses applied from the contract terms template.
2. The application also checks and records any deviations from company policies by evaluating Contract Expert rules that apply to the contract terms template you're using.
3. If you want to submit the report for review by contract approvers, then you must select the Generate for Approval option. You can enter an explanation for the approvers and other comments in the Approval Abstract field.
4. If you selected the **Generate for Approval** option and submit the contract for approval, then the application automatically regenerates the report to ensure that it contains the latest information and attaches it as a PDF to the notification sent to the approvers.

---

**Clause Deviations**

The application checks for invalid, nonstandard, and missing clauses by comparing the contract terms in the contract with those in the latest version of the contract terms template applied to the contract.

**Policy Deviations**

Policy deviation checks are based on the values of variables in the contract and the answers that you give to any questions presented during authoring. For example, if you specified payment terms of 30 days for a big contract, but company policy
permits only 20 days on such contracts, this deviation is recorded in the report. Policy deviations depend on Contract Expert rules set up by the Contract Terms Library administrator for a particular contract terms template.

Related Topics
- Approval Rules Configurations

How Accepting a Contract Works

Based on your setup, a contract can become active when approved. Alternatively, the contract may require to be signed before it can become active. In this case, internally approving a contract that is Pending Approval changes the contract status to Pending Signature.

For manual signature, you can optionally capture any signature details in the Sign Contract page and then click OK to activate the contract.

For electronic signature, the sender must use the Sign Contract page and click Send. This sends the contract to designated signers using the integrated electronic signature solution. All signers must sign the contract to make the contract active and available for use.

If you want that the contract be electronically signed for acceptance, perform the following tasks.

- Set up the required Electronic Signature Solution provider with the required user accounts.
- Enable the contract type of the contract for electronic signature.
- For the contract type, select the terms layout template with standard signature tags as the default template.
- Select the electronic signature solution provider.
- You can also create the standard email message for the electronic signature process.
- You can also designate party contacts as signers on the contract.

Creating User Accounts for Electronic Signature

Use the Manage Contract Electronic Signature set up task to create user accounts with the selected electronic signature solution provider. Once set up, click Validate to initiate the authentication web service of the electronic signature application. If user accounts have been successfully set up, the validation status returned is Complete.

Enabling a Contract Type for Electronic Signature

You can enable a contract type for electronic signature, by performing the following steps on the Contract Type page:

- Select the terms layout template that is appended with standard signature tags as the default terms layout template. This ensures that the primary contract document that is sent for signature is auto-tagged for signature, signer name, signer title and date of signing.

  **Note:** If you do not select the terms layout template with the appended signature tags as the default template for electronic signature, then you must manually configure the signatures tags in the Sign Contract page before sending the contract for signing.

- Select the Requires Signature check box.
- In the e-Signature tab of the contract type options section, select the Enable Electronic Signature check box.
• Select DocuSign as the solution provider.
• You can also create the subject and the body of the email message to be sent to signers and recipients during the integrated electronic signature process.

Sending a Contract for Electronic Signature

When you create a contract from a contract type enabled for electronic signature, you can designate one or more party contacts as signers on the Parties page and provide valid email for them. When the contract is in Pending Signature status, a user with edit privileges on the contract can send the contract for signature to the designated signers by email. Such a user can be an administrative user or a user with full access on the contract.

To send the contract for signature and move the contract into the Sent for Signature status, the sender must use the Sign Contract action and click Send in the Sign Contract page. Clicking **Send** initiates the creation of the DocuSign signature envelope. This envelope that moves back and forth between signers consists of the list of signers, the email subject and message, the primary contract document and other attached contract documents.

When the contract is sent for signature, the signer receives an email notification from DocuSign. Once email confirmation of the envelope being sent to signers is received, the contract status changes to Sent for Signature.

Managing the Electronic Signature Process

The signer who receives an email from DocuSign can either sign or decline to sign. If the signer declines, the contract status changes back from its Sent for Signature to its previous Pending Signature status. The sender of the contract can then make the required corrections to the envelope before resending it for signature.

If the signer signs, the contract stays in the Sent for Signature status while the envelope moves between signers. While the contract is in Sent for Signature status, the sender can correct, void, withdraw the envelope or view signature history using the Manage Signatures action that launches the Manage Signatures page. If the sender of the contract must make minor changes to the envelope after sending it for signature such as correcting the email of the signer or adding an attachment, he can make corrections and resend it for signature. To make major edits, such as changes in the legal content of the contract after the contract has been signed by one or more signers, the sender can cancel or void the envelope and create a new one to send for signature. The envelope can also get voided if it expires according to the timeline set up in DocuSign. Withdrawing the envelope from signature or voiding the envelope moves the contract from the Sent for Signature status back to the Pending Signature status.

Only after every signer has signed, the contract moves to Active status.

You can also use the Track Electronic Signature Status process to track the electronic signature process and make the consequent contract status updates. When all signers have signed, this process retrieves the signed contract document from the electronic signature solution provider. The signed contract is stored in the Documents page as a supporting document and the necessary updates made to signature history.
The following figure shows the flow for a contract enabled for electronic signature.

![Flowchart for contract enabled for electronic signature]

**Viewing Electronic Signature History**

The sender can view the electronic signature history of the current version of the contract in the Signatures region of the History page. The history of the signature envelope is sorted by the date on which it was submitted for signature. The details are listed as follows:

- The name of the user who sent the contract for signature
- The current status of the signature process
• The date on which the signature process was completed (the envelope was either voided or signed by all signers)
• The path to navigate to the DocuSign integrated signature history page

For the signature history of a previous contract version, you must navigate back to the History page and select the specific contract version from the Versions region.

Related Topics
• Contract Actions and Status Changes

How Capturing Contract Acceptance with Electronic Signatures Works

Once approved, a contract that requires an electronic signature is submitted for a signature from the other party and the process monitored.

Contract Settings for Electronic Signature

There are several initial steps, usually completed by your application administrator, that are required before creating a contract that requires an electronic signature:

• An electronic signature contract type is set up with:
  o The Requires signature check box set to Yes.
  o The Electronic signature check box set to Yes.
  o The Solution Provider is DocuSign.
  o Entry of a meaningful value for the E-mail subject and E-mail message.

• An electronic signature contract terms layout template must be set up with the signature table and with the standard tags in the signature table.
• This layout template is selected as the default contract terms layout template for the contract type to be used for electronic signatures.
• The contract author who plans to send the contract for signature must have a valid E-mail address and must be set up as a DocuSign user in the account that is specified in the electronic signature setup.

Note: Your contracts application must be configured to use electronic signatures. Check with your application administrator if you are not sure.

Create a Contract for Electronic Signing

Once the initial set ups have been completed, the contract creation process proceeds as follows:

1. A contract is created based on the contract type created for electronic signing.
2. Contract terms are applied to the contract as required.
3. One or more party contacts are selected as Signers of the contract.
4. The contract is approved and is in “Pending signature” status.
Initiate Contract Signature

Submit the contract to the signing party:

1. In the Contracts work area, find your contract in "Pending signature" status.
2. Verify that electronic signature is enabled for the contract.
3. Click Sign Contract in the Edit Contract actions menu.
4. Verify that the auto tags are rendered in the appropriate locations in the envelope.
5. Click Send on the Sign Contract page.

Manage Signatures

1. In the Contracts work area, find your contract in "Sent for signature" status.
2. Click Manage Signatures in the Edit Contract actions menu and choose from the following actions:
   - View history
   - Correct and resend
   - Void envelope
3. You can easily monitor your signatures by checking the contract status:
   - The contract status changes to "Pending signature" if any of the signers have not signed or have declined signature.
   - The contract status remains as "Sent for signature" if the signature process is still in progress.
   - The contract status changes to "Active" if all the signers sign the contract.

Approval FAQs

How can I tell if a contract was rejected?

To check if a contract was rejected, search for the contract and view the contract history. You cannot search for a rejected contract by its status because a rejected contract does not have status of Rejected. If a contract is rejected, its status is changed back to Draft. To view rejection reasons see the comments section of the snapshot view.

What's the difference between reviewing contract deviations and validating contract terms?

The Contract Deviations report, generated by selecting the Review Contract Deviations or the View Contract Deviations actions, lists all the changes you made to the contract terms applied from the contract terms template and any departures in the contract from company policies. A copy of the report with your comments can be submitted along with the approval notification to approvers.

Contract terms validation, which is performed by selecting the Validate Contract Terms action or automatically whenever you attempt to submit the contract for approval, lists errors that you must fix before you can submit the contract for approval. Fixing warnings on the report is optional.
Contract deviations and validations do overlap. The Contract Deviations report lists invalid clauses that will generate errors when you validate the contract, for example. Examples of invalid clauses include clauses that were placed on hold or have expired. But the validation checks are more comprehensive and include checks for errors in variable definitions, for instance. The following table compares the features of contract deviation and contract terms validation:

<table>
<thead>
<tr>
<th>Feature</th>
<th>Contract Deviation Report</th>
<th>Contract Terms Validation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lists changes made to the contract terms applied from a template.</td>
<td>Yes, lists all changes including the addition of clauses or substitution of alternate clauses.</td>
<td>Restricted to warnings for some changes such as the deletion of mandatory clauses.</td>
</tr>
<tr>
<td>Lists changes to clauses recommended by the Contract Expert feature.</td>
<td>Yes.</td>
<td>Yes.</td>
</tr>
<tr>
<td>Includes a list of deviations from company policies.</td>
<td>Yes.</td>
<td>No.</td>
</tr>
<tr>
<td>Lists invalid clauses that will prevent the contract from being submitted for approval.</td>
<td>Yes.</td>
<td>Yes.</td>
</tr>
<tr>
<td>Lists variable and other errors that will prevent the contract from being submitted for approval.</td>
<td>No.</td>
<td>Yes.</td>
</tr>
<tr>
<td>Can be attached as a PDF report to the approval notification.</td>
<td>Yes.</td>
<td>No.</td>
</tr>
<tr>
<td>Makes it possible to add comments for approvers.</td>
<td>Yes.</td>
<td>No.</td>
</tr>
<tr>
<td>Makes it possible to add approval rules for additional approval routing.</td>
<td>Yes.</td>
<td>No.</td>
</tr>
</tbody>
</table>

How can I add more approvers and viewers to the approval hierarchy?

If you are a contract approver and received an approval notification, then you can use the link in the notification to navigate to the page for Approval of Contract. On this page, you can view contract details, attachments, and comments, and the approval hierarchy. You can use the Add Assignee icon to add new approvers and viewers in a specified location in the hierarchy. A viewer is an FYI assignee or approver, who is copied on the approval notifications but who has no edit privileges.

If you create or edit a contract with or without the Wizard, you can also add approvers and viewers when submitting a contract for approval. The first step of the approval process is to validate contracts and then review approvers and the approval hierarchy. While reviewing approvers, you can add approvers and viewers as required. In addition, you can add notes to approvers that are displayed in their approval notification.

**Note:** You cannot add approvers or viewers when submitting a contract for approval using the Submit for Approval action from the Pending Approvals bin or from the Contracts Search region of the contracts work area.
Approvers or approver groups are also automatically added to the approval hierarchy for the approval of specific clause or policy contract deviations if your contract administrator has configured these deviation-based approval rules for the Contract Approval Human Task. Thus, based on the deviation in the Review Contract Deviations page the appropriate approval rule reroutes approval.
5 Maintaining Contracts and the Terms Library

Maintaining Contracts

Contract Types

A contract type is a contract category that you must select when creating a contract. It is a mandatory setup that determines the nature of the contract. For example, this step determines if the contract is a project contract, a purchasing contract, or simple nondisclosure or employment agreement. A contract type also specifies what kind of information you can enter and what contract lines, parties, and party contacts are permitted.

The contract type also specifies if electronic signature is required for contract acceptance and activation and if yes, then the standard email format to be used for notifying signers. In turn, the requirement for electronic signature means that you must designate contacts as signers on the contract. It also means that additional statuses and contract header actions are available.

This topic provides an overview of the super set of contract type setups for a broad range of contracts. When setting up individual contract types, only a subset of the fields listed here are visible. For example, the project billing option entries are visible only in contract types with a sell-intent, and the notifications fields appear only for contract types with a buy-intent.

Create contract types by selecting the Manage Contract Types task from the Setup and Maintenance work area as part of the Enterprise Contracts offering in the Enterprise Contracts Base functional area. You can also create contract types in the Contracts work area by selecting Contract Types in the Setup task heading. In each contract type you can:

- Specify document numbering sequences for the category of global, ledger, legal entity or business unit level to enable automatic contract numbering on contracts.
- Specify if the contract includes lines and what can be entered into them.
- Specify if external item masters can be referenced.
- Make it mandatory to manually capture customer acceptance after internal contract approval.
- If electronic acceptance is required, enable the contract for electronic signature integration.
- Specify what primary and secondary parties can be entered during contract creation.
- Specify if one or more contacts on the contract must be designated as signers for electronic signature acceptance.
- Specify the layout templates that will be used for printing the contract and the contract terms.
- Specify if and when the contract owner is to be notified before the contract expires.
- Specify the billing options for project contracts.
- Enable the capture of contract risks.
- Enable the ability to relate a contract to other contracts.
- Permit the authoring of contract terms using the Contract Terms Library.

Common Contract Type Entries

The following table describes the common contract type entries:
### Field or Option

<table>
<thead>
<tr>
<th>Field or Option</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Class</strong></td>
<td>Indicates the category of the contract you are authoring. The class assigned to a contract type controls whether contract lines are allowed, and what types, on a contract.</td>
</tr>
<tr>
<td></td>
<td>• Enterprise Contract: Used for authoring both buy and sell contracts where you are buying or selling items and services now. Examples of contracts of this class include contract purchase agreements, project contracts, and repository contracts.</td>
</tr>
<tr>
<td></td>
<td>• Agreement: Used for authoring a sell intent contract to create a sales agreement.</td>
</tr>
<tr>
<td></td>
<td>• Purchase Agreement: Used for negotiating a future purchase of goods and services.</td>
</tr>
<tr>
<td></td>
<td>• Partner Agreement: Used exclusively for Oracle Fusion Partner Management.</td>
</tr>
<tr>
<td></td>
<td>You cannot change the class after the contract type is created.</td>
</tr>
<tr>
<td><strong>Set</strong></td>
<td>Determines the data security for contracts of this type.</td>
</tr>
<tr>
<td><strong>Name</strong></td>
<td>The name of the contract type that you select when authoring contracts.</td>
</tr>
<tr>
<td><strong>Description</strong></td>
<td>Description that you can see when managing contract types.</td>
</tr>
<tr>
<td><strong>Allow lines</strong></td>
<td>Selecting this option makes it possible for you to specify what line types can be added to the contract. You cannot change the setting after the contract type is created.</td>
</tr>
<tr>
<td><strong>Line Class</strong></td>
<td>This applies only to the Enterprise Contract class and can be set to: Project, Service, Warranty. It controls the line types you can assign to a contract type. Each type of contract determines the line type that is associated with it. For example, you can only associate subscription and coverage line types to a contract type with the Line Class set to &quot;Service&quot;, and warranty line type to a contract type with the Line Class set to &quot;Warranty&quot;.</td>
</tr>
<tr>
<td><strong>Use external item master</strong></td>
<td>Selecting this option lets you reference items from an external item source master.</td>
</tr>
<tr>
<td></td>
<td><em>Note:</em> This option is available only for sell intent contracts if you selected the available Allow lines option.</td>
</tr>
<tr>
<td><strong>Pricing Integration</strong></td>
<td>Controls how sales agreements are priced and can be selected for contract types assigned to the class &quot;Agreement&quot;.</td>
</tr>
<tr>
<td></td>
<td><em>Note:</em> You can set the pricing integration to Oracle Fusion Pricing.</td>
</tr>
<tr>
<td><strong>Allow pricing during billing</strong></td>
<td>Allows pricing of subscription services during contract billing rather than contract authoring. This attribute can be set when the class is Enterprise Contracts and the Line Class is Service.</td>
</tr>
<tr>
<td><strong>Enable Automatic Numbering</strong></td>
<td>Enables automatic numbering of contract lines during contract authoring.</td>
</tr>
<tr>
<td><strong>Requires Signature</strong></td>
<td>Determines if customer signature is required for contract acceptance before this type of contract can become active. After approval, the contract is set to the Pending Signature status and requires you or the signer to enter the date of customer approval to make the contract active.</td>
</tr>
<tr>
<td><strong>Enable Electronic Signature</strong></td>
<td>Determines if designated signers must sign the contract before the contract becomes active. In this case, after approval the contract moves to the Pending Signature status and when the contract is sent for signature, the contract moves to the Sent for Signature status.</td>
</tr>
<tr>
<td>Field or Option</td>
<td>Description</td>
</tr>
<tr>
<td>----------------</td>
<td>-------------</td>
</tr>
<tr>
<td><strong>Contract Numbering Method, Contract Numbering Level, and Contract Sequence Category</strong></td>
<td>Specifies if you must enter the contract number manually or if it is generated automatically based on the numbering level and the document sequence category that you specify.</td>
</tr>
<tr>
<td><strong>Intent</strong></td>
<td>Contracts can have either a sell intent (project contracts and partner agreements) or buy intent (purchase contracts). You cannot change the intent after the contract type is created.</td>
</tr>
<tr>
<td><strong>Buyer Role</strong></td>
<td>The party role of the recipient of the goods and services in the contract. For a sales or a project contract, this is the role you set up for the customer. For a purchasing contract, it is the role you set up for the business units in your organization. You cannot edit the entry in this field after contract type creation. For sell-side contracts, the source of party role can be Customer, Internal Party or All Eligible Customers.</td>
</tr>
<tr>
<td><strong>Seller Role</strong></td>
<td>The party role of the party delivering the goods and services covered by the contract. For a sales or a project contract, this is the role you set up for one of the internal business units. For a purchasing contract, it is the role you set up for the supplier. You cannot edit this field after contract type creation.</td>
</tr>
<tr>
<td><strong>Contract Owner Role</strong></td>
<td>The contact role assigned to the owner of the contract. Contract ownership is automatically assigned to the employee who creates the contract. The owner is automatically assigned the role you specify here.</td>
</tr>
<tr>
<td><strong>Buyer Contact Role</strong></td>
<td>The role you specify in this field specifies the role of the buyer that will be copied from the contract header to the contract fulfillment lines created for contract lines. This option is available for purchase contracts only:</td>
</tr>
<tr>
<td><strong>Requester Contact Role</strong></td>
<td>In purchase contracts only: The role of employee who will be used as the creator of a requisition in Oracle Fusion Purchasing.</td>
</tr>
<tr>
<td><strong>Contract Layout Template</strong></td>
<td>The Oracle BI Publisher template that is used to print the entire contract. This option is not available if you enabled Use external item master.</td>
</tr>
<tr>
<td><strong>Terms Layout Template</strong></td>
<td>The Oracle BI Publisher template used to print the contract terms. This option is not available if you enabled Use external item master.</td>
</tr>
<tr>
<td><strong>Notify Before Expiration, Days to Expiration, and Contact Role to be Notified</strong></td>
<td>Selecting this option sends a notification before contract expiration to the individual with the role specified in the <strong>Contact Role to Be Notified</strong> the number of days specified the <strong>Days to Expiration</strong> field.</td>
</tr>
</tbody>
</table>

**Note:**
- These options are not available if you enabled Use external item master.
- For the notifications to appear, the process "Send Contract Expiration Notifications" must be running.
### Line Types

You can enter the line types permitted by the class you selected for the contract type and only if you selected the **Allow Lines** option during the contract type creation.

The following table describes the possible line types.

<table>
<thead>
<tr>
<th>Line Type</th>
<th>Description</th>
<th>Line Type Source</th>
</tr>
</thead>
<tbody>
<tr>
<td>Free-form</td>
<td>Enables entry of items not tracked in inventory for purchasing. You can create master agreements in the purchasing application from lines of this type.</td>
<td>Free-form, buy agreement</td>
</tr>
<tr>
<td>Free-form</td>
<td>Enables entry of items not tracked in inventory for purchasing. You can create purchase orders in the purchasing application from lines of this type.</td>
<td>Free-form, buy</td>
</tr>
<tr>
<td>Item</td>
<td>Enables entry of inventory items for purchasing. You can create master agreements in the purchasing application from lines of this type.</td>
<td>Item, buy agreement</td>
</tr>
<tr>
<td>Item</td>
<td>Enables entry of inventory items for purchasing. You can create purchase orders in the purchasing application from lines of this type.</td>
<td>Item, buy</td>
</tr>
<tr>
<td>Free-form, project</td>
<td>Enables entry of items not tracked in inventory and displays project-related tabs and fields in a contract. You can associate and bill the line to a project in Oracle Fusion Projects.</td>
<td>Free-form, project-based, sell</td>
</tr>
<tr>
<td>Item, project</td>
<td>Enables entry of inventory items and displays project-related tabs and fields in a contract. You can associate and bill the line to a project in Oracle Fusion Projects.</td>
<td>Item, project-based, sell</td>
</tr>
<tr>
<td>Subscription</td>
<td>Enables the sale of subscription items that are tracked in inventory. These are the sale of recurrent items or services over a period of time.</td>
<td>Subscription, sell</td>
</tr>
<tr>
<td>Coverage</td>
<td>Enables the coverage of covered assets within a line in a service contract.</td>
<td>Coverage, sell</td>
</tr>
<tr>
<td>Warranty</td>
<td>Enables entry of items tracked in the inventory. It includes the sale of included and extended services in the contract.</td>
<td>Warranty</td>
</tr>
<tr>
<td>Product</td>
<td>Enables entry of a line representing the negotiated terms for future sale of an item.</td>
<td>Product, sell agreement, standalone</td>
</tr>
</tbody>
</table>
Oracle Procurement Cloud
Using Procurement Contracts

Chapter 5
Maintaining Contracts and the Terms Library

<table>
<thead>
<tr>
<th>Line Type</th>
<th>Description</th>
<th>Line Type Source</th>
</tr>
</thead>
<tbody>
<tr>
<td>Product</td>
<td>Enables entry of a line representing the negotiated terms for future sale of an item.</td>
<td>Product, sell agreement, integrated</td>
</tr>
<tr>
<td>Group</td>
<td>Enables entry of a line representing the negotiated terms for future sale of a product group.</td>
<td>Group, sell agreement</td>
</tr>
</tbody>
</table>

If you enable Use external item master when creating a contract type, you can create only the line types, as listed in the following table.

<table>
<thead>
<tr>
<th>Line Type</th>
<th>Description</th>
<th>Line Type Source</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bundle</td>
<td>This line type applies to sell contracts and describes the sale of bundled items tracked in inventory. Bundles can include other bundles or items.</td>
<td>Bundle, sell</td>
</tr>
</tbody>
</table>

Additional Party Roles
You can add party roles that can be added to a contract in addition to the primary parties specified in the Buyer Role and Seller Role fields. You can add multiple additional parties with the same role to the contract.

Project Billing Options
For contract types created for projects (sales-intent contract types of class Enterprise Contract and at least one project line type), you can set the project billing options, as described in the following table.

<table>
<thead>
<tr>
<th>Option</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intercompany</td>
<td>Enables project billing between internal organizations.</td>
</tr>
<tr>
<td>Interproject</td>
<td>Enables billing to other projects.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Enable Billing Controls and Billing Limit Type</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enables billing controls for each contract line, making it possible for you to specify a hard limit or a soft limit as the Billing Limit Type. A soft limit warns you if the billing limit is reached. A hard limit prevents you from billing above the limit.</td>
<td></td>
</tr>
</tbody>
</table>

Enabling Contract Fulfillment Notifications for Purchase Contracts
For purchase contracts, you can use the Notifications tab to specify what contract fulfillment notifications will be sent to what contact role. Available notifications are slightly different for each type of contract:

📝 Note: For the notifications to appear, the process "Send Contract Fulfillment Notifications" must be running.

For contracts with purchase order fulfillment lines, you can notify contacts with a specific role:

- A specified number of days before or after the fulfillment due date
- When a purchase order is created from a fulfillment line
For contracts with blanket purchase agreement fulfillment lines or contract purchase agreement fulfillment lines, you can notify:

- When an agreement is created from a fulfillment line
- When an agreement cannot be created from a fulfillment line
- When purchasing activity is complete on a fulfillment
- When an agreement is placed on hold
- A specified number of days before or after the agreement end date

Enabling Contract Terms Authoring and Other Advanced Options

If you do not enable Use external item master, you can enable contract terms authoring and other advanced contract terms authoring options on the Advanced Authoring Options tab.

**Note:** If you enable Use external item master, the Advanced Authoring Options tab is not available but Related Contracts option is automatically enabled.

The advanced authoring options are described in the following table.

<table>
<thead>
<tr>
<th>Option</th>
<th>Description</th>
</tr>
</thead>
</table>
| Enable Terms Authoring | Displays the Contract Terms tab in contracts and enables contract terms authoring using contract terms templates from the Contract Terms Library. You must set up the content of the library from the Terms Library work area before you can take advantage of this feature.  
  **Note:** When this option is disabled, you can attach contract terms along with other supporting documents. |
| Enable Risk Management | Enables the entry of contract risks.  
  You must set up contract risks selecting the Manage Contracts Risks task in Oracle Fusion Functional Setup Manager. |
| Enable Related Contracts | Makes it possible for you to relate contracts to each other. |

Enabling Customer E-Signature

For a contract created from a contract type enabled for electronic signature, the contract must be signed by all designated signers on the contract before the contract can become active. Before enabling a contract type for electronic signature, you must have used the Manage Electronic Signature setup task to set up contract user accounts with the electronic signature solution provider.

You can then select the predefined terms layout template appended with signature tags as the default template for the contract type and enable the contract for signature. In the e-Signature tab, you can further enable the contract type for
electronic signature and optionally create the standard email to be used when sending the contract document to signers and recipients during the integrated electronic signature process.

On the contract that you create from a contract type enabled for electronic signature, you must designate one or more contacts on the contract as signers. Only the user with edit privileges on the contract can manage the signature process. This includes sending the contract for signature, editing the contract and sending it out again, withdrawing the contract from the signature process, and canceling the contract sent for signature.

**Note:** For an explanation of how to set up e-signature, see the implementation guide topic Set Up Electronic Signature.

**Related Topics**
- Guidelines for Setting Up Contract Types for Different Contracts
- Set Up Enterprise Contracts

### Contract Line Types

Using the Manage Contract Line Types task, you can rename the types of lines available for selection when you create contract types. This optional implementation task is available in the Setup and Maintenance work area as part of the Enterprise Contracts offering in the Procurement Contracts functional area.

#### Line Types

Line types are names you give to the contract lines.

You must associate each line type name with one of the fixed set of predefined line sources. A line source determines what item you can enter in a contract line and enables functionality of one of the integrated applications to that line. For example, project line sources expose Oracle Fusion Projects fields in contracts and make it possible for contract authors to relate lines to projects. Buy sources make it possible to create contract deliverables for the line and use those contract deliverables to create and manage purchase orders and purchase agreements in Oracle Fusion Purchasing or other integrated purchasing systems.

The application includes a set of predefined line type names for all available line sources. You may create additional names for use in different contract types. The predefined line types names are the same as the line source names they are associated with.

#### Line Type Sources

The application includes the following predefined line type sources, which you cannot modify or extend. If you do not enable the Use external item master option, you can create only those line type sources as described in the following table.

<table>
<thead>
<tr>
<th>Line Type Source</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Free-form, buy agreement</td>
<td>Enables entry of items not tracked in inventory. You can create master agreements in the purchasing application from lines of this type.</td>
</tr>
<tr>
<td>Item, buy agreement</td>
<td>Enables entry of inventory items. You can create master agreements in the purchasing application from lines of this type.</td>
</tr>
<tr>
<td>Line Type Source</td>
<td>Description</td>
</tr>
<tr>
<td>----------------------------------------</td>
<td>---------------------------------------------------------------------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>Free-form, buy</td>
<td>Enables entry of items not tracked in inventory. You can create purchase orders in the purchasing application from lines of this type.</td>
</tr>
<tr>
<td>Item, buy</td>
<td>Enables entry of inventory items. You can create purchase orders in the purchasing application from lines of this type.</td>
</tr>
<tr>
<td>Free-form, project-based, sell</td>
<td>Enables entry of items not tracked in inventory. You can associate and bill the line to a project in Oracle Fusion Projects.</td>
</tr>
<tr>
<td>Item, project-based, sell</td>
<td>Enables entry of inventory items. You can associate and bill the line to a project in Oracle Fusion Projects.</td>
</tr>
<tr>
<td>Group, sell agreement</td>
<td>Enables grouping of items with shared negotiated terms for the future sale of that product group. The sales are tracked by group in the sales catalog.</td>
</tr>
<tr>
<td>Product, sell agreement, standalone</td>
<td>Enables entry of inventory products. You can create sales agreements from lines of this type.</td>
</tr>
</tbody>
</table>

If you enable Use external item master, you can create only those line type sources as described in the following table.

<table>
<thead>
<tr>
<th>Line Type Source</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Subscription, sell</td>
<td>This line type applies to sell contracts and describes the sale of subscription items that are tracked in inventory.</td>
</tr>
<tr>
<td>Bundle, sell</td>
<td>This line type applies to sell contracts and describes the sale of bundled items tracked in inventory. Bundles can include other bundles or items.</td>
</tr>
</tbody>
</table>

Overview of Contracts Setup Tasks

This overview provides a brief summary of the key components of contracts and how an administrator can configure them.

You use the predefined party roles and party role sources and contact roles and contact role sources to set up contract parties and party contacts. You can also create additional roles and specify how to use them.

You also set up the contract type. The contract type determines the type of contract, and what kind of information you can enter for a contract. For example, the contract lines, parties, and party contacts you can enter, if you can add terms to a contract, and if deliverables are included.

The key tasks for initially configuring contracts include the following:

- Configure and manage party roles.
- Configure and manage party contact roles.
- Configure contract type for contract lines, contract relationships, and contract printing and layout,
- Select from predefined layout templates or configure your own templates for printing contracts and contract terms.

For more information about configuring the contracts application, see the Implementing Enterprise Contracts guide.
Contract Owner Assignment

Assigning Contract Owners

Select the Assign Contract Owner task available in the Contracts work area to reassign the contract owner for a set of contracts that fit your search criteria. You can search for all contracts owned by an employee who left your organization and reassign them to another employee, for instance.

This topic covers:

- The available search criteria for generating the list of contracts for reassignment
- Previewing a list of contract for reassignment
- Assigning the new owner

The Available Search Criteria for Generating the List of Contacts for Reassignment

The following search criteria are available for generating the list of contracts for reassignment:

- **Intent**
  Select **Sell** for customer contracts or **Buy** for supplier contracts. Your selection of contract intent is restricted by your privileges.

- **Contract Type**
  You can search for enterprise contracts by contract type. The list is restricted by the Intent you selected.

- **Business Unit**
  Displays all the business units that are enabled for contracts. This list is restricted by the Intent you selected, but you do not have to have privileges to manage contracts in a business unit to be able to reassign contracts from that unit.

- **Status**
  Contract status.

- **External Party**
  You can select suppliers or customers depending on the intent.

- **Contract Owner**
  You can select both current and past employees of your organization who own contracts.

Previewing a List of Contracts for Reassignment

You can preview a list of contracts that meet your search criteria by selecting **View** as your **Action** in the Assignment Details region.

Assigning the New Owner

You can reassign the ownership for the contracts that meet the search criteria by:

1. Selecting **Update** as your **Action** in the Assignment Details region.
2. Entering the new owner.
Assigning Contract Owners FAQ

What's contract ownership?

Being designated as an owner on a contract makes it possible to search for the contract using the My Contracts option. In this way, contract ownership facilitates easier searching for a contract.

A contract must have at least one owner for it to be validated. You must select at least one internal contact as an owner before the contract can pass validation.

✏️ **Note:** By default, the Contracts pane shows the contracts for which you are the owner.

You can reassign contract ownership using the Assign Contract Owner option in the Contracts work area.

Resource Workload Management

Contract Assignment and Workload Management

Before a contract is approved, during contract authoring and negotiation, multiple organizations and resources may work on the contract and update it. For example, resource organizations could be Sales, Legal, Financial and Accounts. Defining user statuses and their transitions, and contract assignment enable transfers between various resources and resource organizations. Assignment and user transition actions are Actions menu items at the contract level.

The key aspects of contract workload management are as follows:

- Contract assignment can be performed separately or at the time of performing a user transition from a seeded status or user status. You can view assignment history and status and user status change history on the contract history page.
- In addition, a contract manager has a consolidated view of all contracts assigned to resources and resource organizations within his organization through the Manage Workload task.
- On the Manage Workload page, the Summary bin and the Assignments bin enable the contract manager to review and take the following actions.

Summary Bin

The Summary bin of the Manage Workload page displays in a tree like structure

- The total number and value of contracts assigned directly to the organization and to each individual resource of that organization.
- The total number and value of contracts assigned directly to nested resource organizations and to each individual resource within a nested resource organization.

✏️ **Note:** Though a contract may be assigned to an organization or nested resource organization, until the contract is assigned to a resource, the contract is considered to be unassigned.
To know the details of contracts assigned to an individual resource, click on the total contract count column for the resource in the Summary bin. To know the details of contracts as yet unassigned, click on the total contract count column for contracts assigned to the organization in the Summary bin.

**Assignments Bin**

The Assignment bin of the Manage Workload page displays

- By default all contracts assigned to nested resource organizations within the organization of the manager.
- In addition, contracts assigned to individual resources, if you disable the Resource Organizations only option.
- Contracts by user status for example, or by assignee if you use the search criteria to create additional searches and save these.

Based on the information available, the contract manager can decide to take any of the following actions:

- Assign unassigned contracts to individual resources. When selecting a new assignee, add the assignee to the contract team to ensure that they have full access to the contract.
- Remove assigned contracts from a particular resource and reassign to other resources to balance resource workload. You can assign or remove from assignment multiple contracts together by selecting them in the Assignments area.

To track the progress of contracts in review, drill down to the individual contract history page to view the user statuses used, the assignee, days in review and comments.

**Related Topics**

- User Statuses and Transitions

**Workload Management FAQ**

How can I find out which contracts need to be assigned to individual resources?

As contract manager, you must ensure that contracts assigned at an organization level are further assigned to an individual resource for faster, direct action. To quickly review and identify such contracts use the Manage Workload task.

On the Manage Workload page:

- Review the Unassigned row for the organization of the manager in the Summary bin. The Total column indicates the number of contracts directly assigned to the organization. Drill down on the Total to review the list of contracts including contract details such as contract value and assign to individual resources.
- Review the Unassigned row for each nested resource organization in the Summary bin. Drill down on the Total to review the list of contracts including contract details such as contract value and assign to individual resources in the nested resource organization.
- In the Assignments bin, review the default search results. By default, all contracts that are assigned to a resource organization, but not to an individual resource are displayed.
Contract Preview and Printing

Contract Printing and Layout Templates: Explained

Previewing and printing clauses, reports, contracts, and contract terms uses a number of Oracle Business Intelligence (BI) Publisher layout templates which specify what information is displayed in the contract and supply the headers, footers, text style, and pagination. The layout templates are RTF files stored in the BI Presentation Catalog. The application comes with samples of all the required layout templates. You can copy the sample layout templates described here, and edit the copies to add your own boilerplate text, font styles, and logos.

You can copy and edit layout templates used for:

- Printing enterprise contracts, including partner agreements
- Printing purchasing and sourcing documents
- Printing the report of contract deviations that can be attached to contract approval notifications
- Previewing contract terms templates
- Previewing and importing clauses into the Contract Terms Library

The sample layout templates are available in different subfolders within the Enterprise Contracts folder in the catalog. You can navigate to the folders in the catalog either from the Reports and Analytics pane or by selecting the Reports and Analytics link in the Navigator. Contact your administrator to grant you the appropriate BI duty roles if these are not available.

You can download the sample templates, copy them, and edit the copies. When you upload your edited copy to the same directory, it becomes immediately available for use within the application. For specific details of configuring BI templates, see the Reports chapter in the "Creating Analytics and Reports" manual for your cloud service.

**Note:** The catalog includes additional layout templates which are used internally by the application. You can edit only the layout templates listed in the following section.

### Printing Enterprise Contracts

The application uses two layout templates for printing enterprise contracts, including partner agreements:

- The contract layout template

This layout template provides the layout for printing the contract except for the contract terms.

There are two sample layout templates available for you to copy and edit. Both sample layout templates are available in the same directory. The following table lists the layout templates that are used for contract header information.

<table>
<thead>
<tr>
<th>Sample Layout Template Name</th>
<th>Description</th>
<th>Location in BI Publisher Catalog Directory</th>
</tr>
</thead>
</table>
The contract terms layout template

This template provides the layout of the structured terms for printing and for downloading the contract terms for editing offline in Microsoft Word.

When printing an amended contract, the selected terms layout template determines whether only a summary of amendments is printed, or both the amendment summary and the amended contract terms and conditions are printed. Additionally, you can also control the printing of the amendment summary without adjusting the terms layout template for each contract in the Contract Terms tab.

>Note: You cannot download the amendment summary to Word.

The following table describes the layout templates used for structured terms.

<table>
<thead>
<tr>
<th>File Name</th>
<th>Description</th>
<th>Location in BI Publisher Catalog Directory</th>
</tr>
</thead>
<tbody>
<tr>
<td>ContractTermsECM</td>
<td>The layout for printing the contract terms in enterprise contracts when the contract terms are authored in the application.</td>
<td>Enterprise Contracts/ Contract Terms Printing/ Contract Terms Download and Preview</td>
</tr>
<tr>
<td>ContractTermsAmendmentsOnlyECM</td>
<td>The layout for only printing a summary of the amendments made to contract terms in enterprise contracts.</td>
<td>Enterprise Contracts/ Contract Terms Printing/ Contract Terms Preview</td>
</tr>
<tr>
<td>ContractTermsPlusAmendmentsECM</td>
<td>The layout for printing the contract terms in enterprise contracts when the contract terms are authored in the application. In addition, for a contract that is under amendment, a summary of the amendments made to contract terms is included.</td>
<td>Enterprise Contracts/ Contract Terms Printing/ Contract Terms Preview</td>
</tr>
</tbody>
</table>

You specify which templates you want to use during contract type setup. This means that you can create different layout templates for each contract type. To set up contract types, select the Manage Contract Types task from the Setup and Maintenance work area as part of the Enterprise Contracts offering in the Enterprise Contracts Base functional area or Contract Types under the Setup task heading in the Contracts work area.

- The application uses the contract layout template, specified in the Contract Layout field of the contract type, to create a PDF of the contract. If the contract does not include any contract terms, this is the only layout template used.

- If the contract includes structured terms, then the application uses the contract terms layout template specified in the Terms Layout Template field to create the contract terms PDF. To create the contract terms PDF, you must set the terms layout template in contract type.

- If you made amendments to the contract terms and the terms layout template specified includes an amendment summary, then the application creates a PDF document of the amendment summary. If amendments were made
and the specified terms layout template includes both the amendment summary and the amended terms of the contract, then the application creates a PDF document of both.

- If the contract terms are attached as a file and the file retains the structured terms format, the application creates the contract terms PDF from the file. Contract terms attached as a file can retain the structured XML format if the file was downloaded from the application using the Download Contract action.

- The application then merges the two generated PDFs (one for the basic contract and the other for contract terms) into a single PDF.

- If the contract terms are attached in a file that is not structured, then the application prints only the contents of the file. It does not print the contract information in the application or use either layout template. If you need help in editing the layout templates, download the sample XML file provided in Enterprise Contracts/Contract Printing/ContractPrintDm.

The following figure outlines how the application uses the layout templates when you print an enterprise contract:
Printing of Contract Terms on Purchase Orders and Sourcing Documents

For printing purchasing documents with structured terms, Oracle Procurement uses two layout templates.

- The document layout template supplied by Oracle Procurement which is located in the Procurement folder.
- The contract terms layout template.

The following table lists the sample files provided.

<table>
<thead>
<tr>
<th>File Name</th>
<th>Description</th>
<th>Location in BI Publisher Catalog Directory</th>
</tr>
</thead>
<tbody>
<tr>
<td>ContractTermsProcurement</td>
<td>The layout for printing the contract terms in enterprise contracts when you author contract terms in the application.</td>
<td>Enterprise Contracts/ Contract Terms Printing/ Contract Terms Download and Preview</td>
</tr>
<tr>
<td>ContractTermsAmendmentsOnlyProcurement</td>
<td>The layout for only printing a summary of the amendments made to contract terms in enterprise contracts.</td>
<td>Enterprise Contracts/ Contract Terms Printing/ Contract Terms Download and Preview</td>
</tr>
<tr>
<td>ContractTermsPlusAmendmentsProcurement</td>
<td>The layout for printing the contract terms in enterprise contracts when you author the contract terms in the application. In addition, for a contract that is under amendment, a summary of the amendments made to contract terms is included.</td>
<td>Enterprise Contracts/ Contract Terms Printing/ Contract Terms Download and Preview</td>
</tr>
</tbody>
</table>

You select both of these templates while setting up business unit properties using the Configure Procurement Business Function task. This task in the Setup and Maintenance work area is part of the Procurement offering in the Procurement Foundation functional area.

If you attach the contract terms rather than authoring them in the application and the attached file is not structured, then Procurement uses a third layout template which includes a brief sentence explaining that the contract terms are contained in a separate document, as described in the following table.

<table>
<thead>
<tr>
<th>File Name</th>
<th>Description</th>
<th>Location in BI Publisher Catalog Directory</th>
</tr>
</thead>
<tbody>
<tr>
<td>ContractTermsNoMerge</td>
<td>This layout template includes the following text: The contract terms for this [doc type] are listed in a separate document which is either attached to the e-mail you received or sent separately. These contract terms should be read in conjunction with this [doc type]: The document type name is substituted in the printed contract.</td>
<td>Enterprise Contracts/ Contract Terms Printing/ Attached Contract Preview</td>
</tr>
</tbody>
</table>

⚠️ **Caution:** If you edit the ContractTermsNoMerge layout template, then you must save it under the same name in the same directory.

1. The application uses the document layout template specified in the Document Layout field in the PO or purchase agreement to create the PDF.
2. If the contract includes structured terms, then the application uses the contract terms layout template to generate the contract terms PDF.
3. If the contract terms are attached as a file and the file retains the structured terms format, then the application creates the contract terms PDF from the file. Contract terms attached as a file can retain the structured XML format if the file was downloaded from the application using the Download Contract action.

4. If the contract terms are attached as a file that is not structured, then the application creates a small PDF of the message contained in the layout template ContractTermsNoMerge.

5. The application merges the two PDFs into a single document PDF.

The following figure outlines how the procurement application uses these layout templates for printing:

**Printing the Contract Deviations Report**

The application uses the contract deviations layout template to generate a PDF report of deviations of a contract from company standards. This report can be automatically attached to the notification sent to the contract approvers during contract authoring. You can create different layout templates for each business unit. You specify which layout template you want to use in a specific business unit using either the Specify Customer Contract Management Business Function.
Properties or the Specify Supplier Contract Management Business Function Properties tasks. These tasks are available in the Setup and Maintenance work area as part of the Enterprise Contracts offering in the Enterprise Contracts Base functional area.

Separate sample layout files are available for buy-intent and sell-intent contracts. Both are located in the same directory. The following table describes the layout templates used for the contract deviations report.

<table>
<thead>
<tr>
<th>File Name</th>
<th>Description</th>
<th>Location in BI Publisher Catalog Directory</th>
</tr>
</thead>
</table>

Previewing Contract Terms Templates

Contract Terms Library administrators as well as contract authors can preview the content of a template by selecting the preview icon. For example, a contract author may want to preview a template to verify they are selecting the correct one. The preview lists all the clauses and sections the template contains and any boilerplate included in the layout template. It does not list any additional clauses inserted by Contract Expert rules.

You can create different layout templates for each contract terms template. You specify the layout template to be used for the preview on the General tab while editing the contract terms template. The following table describes the sample layout template.

<table>
<thead>
<tr>
<th>File Name</th>
<th>Description</th>
<th>Location in BI Publisher Catalog Directory</th>
</tr>
</thead>
<tbody>
<tr>
<td>ContractTermsTemplate</td>
<td>This layout template specifies the layout of the contract terms template preview.</td>
<td>Enterprise Contracts/ Contract Terms Printing/ Contract Terms Download and Preview</td>
</tr>
</tbody>
</table>

Previewing and Importing Clauses

The application uses the clause layout template for:

- Formatting individual clauses for preview:
  - Library administrators can use the preview icon to view preview of individual clauses on the clause search page.
- Formatting clauses imported from outside the application. This applies only to non-Cloud installations.

You can specify which template you want to use in a specific business unit using either the Specify Customer Contract Management Business Function Properties or the Specify Supplier Contract Management Business Function Properties tasks. These tasks are available in the Setup and Maintenance work area as part of the Enterprise Contracts offering in the Enterprise Contracts Base functional area.

The following tables describes the sample layout template provided.

<table>
<thead>
<tr>
<th>File Name</th>
<th>Description</th>
<th>Location in BI Publisher Catalog Directory</th>
</tr>
</thead>
<tbody>
<tr>
<td>ContractTermsLibraryClause</td>
<td>Specifies the layout of clause text in the Contract Terms Library.</td>
<td>Enterprise Contracts/ Contract Terms Printing/ Clause Export and Preview</td>
</tr>
</tbody>
</table>
Related Topics

- Create and Edit Report Layouts
- Contract Terms Library Business Unit Setup
- How Contract Terms Templates Work
- How You Import Clauses into the Contract Terms Library

Layout Templates FAQs

What's a layout template?

A RTF document that contains the contract layout for printing and preview. The templates, which can include both formatting, graphics, text, and other layout elements, are stored in the Oracle BI Publisher library. You must specify layout templates when you create a contract type to enable printing and preview of contract, contract terms and conditions, and summary of amendments made to contract terms.

Can I print a contract if there are no layout templates specified for a contract type?

No, you cannot print or create a PDF of a contract if no contract layout template is specified in the contract type that was used to create the contract. If you do not specify the terms layout template, you cannot preview the contract terms as a PDF.

Maintaining the Terms Library

Overview of Terms Library

This overview provides a brief summary of the key components of the Contract Terms Library and how an administrator can configure them. The Contract Terms Library contains terms templates that you can use to insert boilerplate terms and conditions into contracts during contract authoring.

This library contains individual sections, clauses and variables. Each clause, which is usually a single paragraph, contains text that specifies a set of legal terms. Clauses make up contract sections, which are then assembled to create a terms template or a contract's terms and conditions. Variables are used within a clause to insert information into the contract terms from a sourcing document. Finally, contract expert rules are made up of questions and responses that drive clause selection, terms template selection, and business policies and standards.
Related Topics

- Contract Terms Library Clauses
6 Setting Up Contract Terms and Clause Library Configurations

Contract Terms Library Setup Overview

How Contract Terms Library Setups Work Together

This topic provides a brief overview of setups for the Contract Terms Library.

The following figure outlines the main setups for the Contract Terms Library which are described in the sections of this topic. The setups on the left are accomplished using tasks from the Setup and Maintenance work area. To set up most of the
Contract Terms Library features, including clauses and contract terms templates, you must navigate to the Terms Library work area. Dashed boxes highlight features that are available only in procurement contracts.

Setups in Oracle Fusion Functional Setup Manager

Different Oracle Fusion Functional Setup Manager tasks enable or affect Contract Terms Library features. These setups include:

- Setting Up Contract Types to Work with the Contract Terms Library

  Contract types specify properties of different contracts including the type of permitted contract lines, party roles, contract validation checks, and the contract acceptance and signature requirements. For the Contract Terms Library, you can use the Manage Contract Types task to:

  - Enable contract terms authoring

    You must enable contract terms authoring for a contract type to use any of the library features for contracts of that type.
• Specify the Oracle BI Publisher layout template that will be used to format the printed contract terms for contracts of this type.

• Defining Clause Types

If you want to categorize the clauses in the library, select the Manage Contract Clause Types task to set up clause types.

• Configuring Business Units for Contracts

The use of most of the Contract Terms Library content is restricted to the business unit where you create it. This includes clauses, contract terms templates, and Contract Expert business rules. Using either the Specify Customer Contract Management Business Function Properties or the Specify Supplier Contract Management Business Function Properties tasks, you can:

- Enable content adoption between business units and automatic approvals for content
- Specify the Contract Terms Library administrator, the employee who will receive approvals and other notifications regarding library content.
- Enable the Contract Expert feature for the business unit.

• Creating Contract Layout Templates

Using Oracle BI Publisher, you can set up layout templates that determine the formatting of clauses, contract terms template previews, the contract deviations report, and the contract itself.

Download the sample layout templates provided with your application from the Oracle BI Publisher library. You can copy and edit the sample layout templates and upload them.

**Note:** For an example on how to use XML to build your own layouts, see the topic Setting Up Enterprise Contracts - Part 2.

• Creating Contract Terms Value Sets

Select the Manage Contract Terms Value Sets task to set up value sets for use in contract terms variables and Contract Expert questions.

• Specifying the Location of the File Used for Clause Import

You can import legacy clauses into the Contract Terms Library, either from a file or from an interface table using Oracle Fusion Enterprise Scheduler processes.

If you are importing clauses from a file, then you must specify the location of the file by setting the profile option Specify Contract Clause Import XML File Location by selecting the Manage Clause and Template Management Profiles task.

**Contract Terms Library Work Area Setups**

The Contract Terms Library is built using the tasks within the Terms Library work area:

• Creating Clauses

Create standard clauses for use during contract terms authoring, including alternate clauses, clauses included by reference, and provision clauses. By specifying different clause properties, you can modify clause behavior. For example, you can make clauses mandatory in contracts or protect them from editing by contract authors.

• Creating Variables
You can use variables in the Contract Terms Library to represent information within individual clauses and for use within Contract Expert rule conditions. Your application comes with predefined variables, called system variables. You can create additional variables, called user variables, with or without programming.

- Creating Numbering Schemes

You can set up additional clause and section numbering for contract terms. You can select which numbering scheme you want to use with each contract terms template.

- Creating Contract Terms Templates

Create contract terms templates to insert boilerplate terms and conditions into contracts during contract authoring. Contract authors can apply the templates manually, or the application can apply the templates automatically using default rules you set up.

- Creating Contract Expert Business Rules

Set up business rules that ensure compliance of contracts with corporate standards.

Contract Expert helps you to set up business rules that can:

- Apply the appropriate contract terms template to a contract
  
  For example, apply the contract terms template Software License and Service Agreement if the contract is authored in the North America Operations business unit and the contract amount exceeds one million dollars.

- Insert additional clauses into specific predetermined locations in the contract
  
  For example, add an audit clause if an audit is required.

- Report contract deviations from corporate policies
  
  For example, report a contract worth one million dollars or more that includes payment terms greater than 90 days.

You can base Contract Expert rule conditions on the values of variables in the contract, the presence of other clauses, or you can set up questions that contract authors must answer during authoring.

For example, you can ask authors a series of questions about the nature of the materials being shipped to customers and insert additional liability clauses based on their answers.

If you are setting up business rules with numeric conditions (for instance, insert a special payment terms clause if the contract amount exceeds $1 million) then you must set up constants to hold the numeric values. You cannot enter the numeric values directly.

- Contract Deliverables

Contract deliverables track both contractual and non-contractual commitments that must be completed as part of negotiations, purchasing, and enterprise contracts between businesses and suppliers or customers based on contract intent. These deliverables can be used in purchasing and sourcing documents that include contract terms and in enterprise contracts.

- Importing Clauses

You can import clauses from legacy applications by running Oracle Fusion Enterprise Scheduler (ESS) processes from the Terms Library work area by selecting the **Import Clauses** task or from the Setup Manager by selecting the **Manage Processes** task.

- Setting Up and Maintaining the Index for Clause Text Searches Using the Keyword Field
By selecting the **Manage Processes** task in the Terms Library work area, you can also run the ESS processes required to set up and maintain the text index required for searches of clauses and contract terms templates using the Keyword field.

**Related Topics**
- How Contract Terms Templates Work

### How Contract Terms Library Supports Translation

You can set up your contract terms library to handle the translation of clauses, templates, and other content in multiple languages.

This topic discusses the features included in Enterprise Contracts that support translation, making it possible for you to

- Indicate a localized clause is a translation of another
- Manage contract terms template translations

These two features are only a small part of a translation solution, however. The rest of the setup is very much open-ended. For instance, when you have different business units that operate in different languages, you can use the adoption and localization feature of contracts to keep separate libraries in different languages. Alternately, if you are using only one business unit, you can create separate numbering or naming schemes to keep the content in multiple languages separate.

**Indicating a Localized Clause is a Translation of Another**

If you have set up the multiple business unit structure that supports clause adoption and localization, you can use the localization feature to translate clauses. The global clause you create in the global business unit becomes the clause you are translating from.

To translate the global clause:

1. Localize it using the localize action.
2. Enter the translation on the Localize Clause page. The Localize Clause page displays both the original and translated text.

You can indicate the localized clause is a translation-only clause by selecting a check box. This check box is for informational purposes only and can be used to generate reports.

**Note:** Unlike contract terms templates, clauses have no language field that tracks the language of the clause.

**Tracking Contract Terms Template Translations**

For each contract terms template you can specify the template language and the template it was translated from, if it is a translation.

**Note:** The language setting on templates is only informational; there is no automatic translation abilities.

The Translations tab in the contract terms template edit page shows all of the templates related by translation.

- All of the templates listed display the source template in the Translated From column, except for the source template which leaves this column blank.
- In this example, you can tell the English template is the source template for the French, Chinese, and Japanese translations because there is no entry in the Translated From column.
For instance, if you translate an English template into French, Japanese, and Chinese, then each of the templates lists the translations as shown in the following figure.

To manage the translated templates, you can search for all of the templates in a particular language and for all templates translated from a specific template.

Setup Overview FAQ

**How can I set up the content of the Contact Terms Library?**
You must navigate to the Terms Library work area to set up the content of the Contract Terms Library.

**What drafts display in the Terms Library Overview page?**
The Drafts region of the Contract Terms Overview page displays drafts or revisions that you either created or last updated.
Setting Up Business Units for the Contract Terms Library

Contract Terms Library Business Unit Setup

You can specify a wide variety of Contract Terms Library settings for either customer or supplier contracts within each business unit, by using either the **Specify Customer Contract Management Business Function Properties** or the **Specify Supplier Contract Management Business Function Properties** tasks. These tasks are available in the Setup and Maintenance work area as part of the Enterprise Contracts offering in the Enterprise Contracts Base functional area.

For the Contract Terms Library in each business unit, you can:

- Enable clause and template adoption.
- Set the clause numbering method.
- Set the clause numbering level for automatic clause numbering of contracts.
- For a contract with no assigned ledger or legal entity, set the document sequence to Global or Business Unit level.
- Enable the Contract Expert enabling feature.
- Specify the layout for printed clauses and contract deviation reports.

Enabling Clause Adoption

If you plan to use clause adoption in your implementation, then set up the following:

1. Specify a global business unit

   You must designate one of the business units in your organization as the global business unit by selecting the **Global Business Unit** option. This makes it possible for the other local business units to adopt and use approved content from that global business unit. If the **Global Business Unit** option is not available for the business unit you are setting up, this means that you already designated another business unit as global.

2. Enable automatic adoption

   If you are implementing the adoption feature, then you can have all the global clauses in the global business unit automatically approved and available for use in the local business by selecting the **Autoadopt Global Clauses** option. If you do not select this option, the employee designated as the Contract Terms Library Administrator must approve all global clauses before they can be adopted and used in the local business unit. This option is available only for local business units.

3. Specify the administrator who approves clauses available for adoption

   You must designate an employee as the Contract Terms Library administrator if you are using adoption. If you do not enable automatic adoption, then the administrator must adopt individual clauses or localize them for use in the local business unit. The administrator can also copy over any contract terms templates created in the global business unit. The clauses and contract terms templates available for adoption are listed in the administrator’s Terms Library work area.

4. Adopt global clauses for new business unit

   If you are creating a new local business unit and have to adopt existing global clauses, run the **Adopt Global Clauses for a New Business Unit** process. Refer to the Enterprise Scheduler processes topic for more information.
Setting Clause Numbering Options

You can set up automatic clause numbering for the clauses in the business unit by selecting Automatic in the Clause Numbering field and setting the clause numbering level. Then select the appropriate clause sequence category for the specified numbering level. You must have previously set up document sequences for the document sequence categories of global, ledger, and business unit. If clause numbering is manual, contract terms library administrators must enter unique clause numbers each time they create a clause.

You can choose to display the clause number in front of the clause title in contracts by selecting the Display Clause Number in Clause Title option.

Enabling Contract Expert

You must select the Enable Contract Expert option to be able to use the Contract Expert feature in a business unit. This setting takes precedence over enabling Contract Expert for individual contract terms templates.

Specifying the Printed Clause and Deviations Report Layouts

For each business unit, you can specify the Oracle BI Publisher RTF file that serves as the layout for:

- The printed contract terms
  Enter the RTF file you want used for formatting the printed clauses in the Clause Layout Template field.
- The contract deviations report
  The RTF file you select as the Deviations Layout Template determines the appearance of the contract deviations report PDF. This PDF is attached to the approval notification sent to contract approvers.

Related Topics

- Contract Printing and Layout Templates

How Business Unit Affects Clauses and Other Objects in the Library

The choice of a business unit while creating many Contract Terms Library objects restricts where you can use these objects. Objects affected include clauses, contract terms templates, and Contact Expert rules. Objects created in a local business unit can only be used in that local business unit. Objects created in a global business unit can be adopted or copied over to other business units provided they are specified as global. This topic details the impacts of the business unit choice on the different library objects.
The following figure shows a hypothetical implementation with four business units: one global business unit and three local business units. You can designate one business unit as global during Business Unit setup. The other business units are local business units.

How Business Units Affect Terms Library Objects

This table details how the selection of a business unit affects different objects in the Contract Terms Library.

<table>
<thead>
<tr>
<th>Terms Library Object</th>
<th>Impact of Business Unit</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clauses</td>
<td>Different restrictions apply depending on business unit type:</td>
</tr>
<tr>
<td></td>
<td>• Local Business Unit</td>
</tr>
<tr>
<td></td>
<td>Use restricted to the local business unit where it is created.</td>
</tr>
<tr>
<td></td>
<td>• Global Business Unit</td>
</tr>
<tr>
<td></td>
<td>Clauses created in the global business unit, can be made available to other business units by selecting the Global check box.</td>
</tr>
<tr>
<td></td>
<td>Local business units can either adopt the clause as is or localize it.</td>
</tr>
<tr>
<td>Contract terms templates</td>
<td>Different restrictions apply depending on business unit type:</td>
</tr>
<tr>
<td></td>
<td>• Local Business Unit</td>
</tr>
<tr>
<td></td>
<td>Use restricted to the local business unit where it is created.</td>
</tr>
<tr>
<td></td>
<td>• Global Business Unit</td>
</tr>
<tr>
<td></td>
<td>Contract terms templates created in the global business unit, can be made available to other business units by selecting the Global check box.</td>
</tr>
<tr>
<td></td>
<td>Local business units can copy the templates to their business units.</td>
</tr>
<tr>
<td>Contract Expert rules</td>
<td>Use of rules is restricted to the business unit where you create them.</td>
</tr>
<tr>
<td>Contract Expert questions</td>
<td>Use of questions is restricted to the business unit where you create them.</td>
</tr>
<tr>
<td>Contract Expert constants</td>
<td>Use of constants is restricted to the business unit where you create them.</td>
</tr>
<tr>
<td>User variables</td>
<td>No effect.</td>
</tr>
</tbody>
</table>
Managing Clauses in the Contract Terms Library

Contract Terms Library Clauses

You can create different types of clauses for different uses and use clause properties to specify if a clause is protected from edits by contract authors, if it is mandatory, and if it is related to or incompatible with other clauses. A clause you create in the Contract Terms Library is available for use within the business unit where you create it after it is approved.

The types of clauses you can create include:

- Standard clauses
- Clauses included by reference
- Provision clauses for contracts with a buy intent

Using different clause properties you can:

- Make a clause mandatory in a contract.
- Protect it from edits by contract authors.
- Specify that a clause can be selected by contract authors as an alternate of another clause.
- Specify that the clause cannot be in the same document as another clause.
- Make a clause created in a global business unit available for use in other business units.

Creating Standard Clauses

Any clause you create in the library becomes a standard clause that can be used in the business unit where you create it after it is approved. Unless you specify that the clause is protected, contract authors can edit the clause in a specific contract. Any edits they make are highlighted in a clause deviations report when the contract is approved. Similarly, contract authors can delete the clause from a contract, unless you specify the clause is mandatory.

Including Clauses by Reference

For clauses, such as Federal Acquisition Regulation (FAR), you can print the clause reference in the contract instead of the clause text itself. During contract creation, you enter the reference on the Instructions tab of the clause edit page and select the Include by Reference option.
Creating Provision Clauses for Contracts with a Buy Intent
For contracts with a buy intent, you can create provision clauses, clauses that are included in contract negotiations but are removed after the contract is signed. Provision clauses are used primarily in Federal Government contracting.

Altering Clause Behavior with Clause Properties
Using different clause properties, you can alter the behavior of a clause. You can:

- **Make a clause mandatory.**
  
  A mandatory clause is highlighted by a special icon during contract terms authoring and cannot be deleted by contract authors without a special privilege. You can make a clause mandatory for a particular contract terms template by selecting the Make Mandatory action after you have added the clause to the template. A clause is also become mandatory if it is added by a Contract Expert rule and you have selected the Expert Clauses Mandatory option in the template.

- **Protect it from edits by contract authors.**
  
  A protected clause is highlighted by a special icon during contract terms authoring and cannot be edited by contract authors without a special privilege. You can protect any clause by selecting the protected option during clause creation or editing.

- **Specify that a clause can be selected by contract authors as an alternate of another clause.**
  
  You can specify clauses to be alternates of each other on the Relationships tab of the create and edit clause pages. When editing contract terms, contract authors are alerted by an icon that a particular clause includes alternates and can select an alternate to replace the original clause.

- **Specify that the clause cannot be in the same document as another clause.**
  
  You can use the Relationship tab to specify a clause you are creating is incompatible with another clause in the library. The application highlights incompatible clauses added by contract authors in the contract deviations report and during contract validation.

- **Make a clause available for use in other business units.**
  
  Clauses you create in the library are normally available only within the same business unit where you create them. If you create the clause in the business unit that is specified as global during business unit setup, then you can make the clause available for adoption in other business units by selecting the Global option during clause creation or edit. This option appears only in the one business unit specified as global.

How Alternate and Incompatible Clause Relationships Work
While creating or editing a clause you can specify its relationship to other clauses in the Contract Terms Library.

There are two clause relationships to choose from:

- **Alternate**
  
  Use the alternate relationship to indicate clauses that authors can substitute for a standard clause in a contract.

- **Incompatible**
  
  Use the incompatible relationship to highlight clauses that cannot be present in the contract at the same time.
Both of the relationships you establish are bidirectional but not transitive as shown in the following figure:

**Clause Relationships**

![Diagram showing clause relationships]

Other relationship properties include:

- Relationships you create are valid for all future clause versions.
- You can only establish relationships between clauses of the same intent and within the same business unit.
- Provision clauses used in procurement applications can only have relationships with other provision clauses.
- For clause adoption, the relationships are copied from the global business unit to the local business unit automatically only if you are adopting clauses as is.

**Setting Up the Alternate Relationship**

Set up alternate clauses if you want to let contract authors decide when to substitute an alternate clause for a standard clause in a contract.

The following figure illustrates alternate clause setup:

1. Create the standard clause and include it in a contract terms template.
2. Create the alternate clause or clauses.

**Tip:** By using variables to represent differences between clauses, you can reduce the number of alternate clauses you must create.

3. Specify the alternate relationships between the standard clause and the alternate clauses.
4. During contract authoring, the contract terms template applies the standard clause in the contract terms, but the contract author can replace it with either one of the alternate clauses.
The following figure illustrates the setup of an alternate relationship between clauses in the Contract Terms Library.

During contract terms authoring, contract authors are alerted to the presence of alternate clauses by a special clause icon. If they choose to substitute one of the alternate clauses for a standard clause, the substitution is recorded as a clause deviation in the contract deviations report.

In addition, by selecting the **Analyze Clause Usage** action, you can determine which contracts are using alternate clauses.

### Setting Up the Incompatible Relationship

When you specify a group of clauses to be incompatible, the presence of more than one incompatible clause in a contract results in a warning during contract terms validation.

The following figure uses an example to illustrate the setup of incompatible clauses.

1. During setup, you specify Clause 2 and Clause 3 as incompatible to Clause 1 and associate Clause 1 to a contract terms template.
2. The contract author or a Contract Expert rule applies the contract terms template (including Clause 1) to a contract.
3. The contract author or a Contract Expert rule adds Clause 3 to the contract terms.
4. The application displays a warning during validation.
The following figure illustrates an incompatible clause relationship.

Examples of Setting Up Alternate Clauses

This topic uses the example of jurisdiction clauses to illustrate two different ways of setting up alternate clauses.

Suppose for example, that the standard jurisdiction for your contracts is the State of Delaware but you want to permit contract authors to select the following jurisdictions:

- San Jose, California
- San Mateo, California,
- Miami-Dade County, Florida

There are two ways of setting up the alternate clauses:

- Create a separate alternate clause for each jurisdiction
  
  During authoring agents must find and select the clause they want to use.
- Create one alternate clause and use a variable to supply the different alternate jurisdictions
  
  During authoring, agents select the alternate clause and then supply the jurisdiction by entering the variable value while running Contract Expert.
Creating Separate Alternate Clauses

Use this method to create one clause for each jurisdiction. Here is the setup for this example:

1. Create the standard jurisdiction clause for State of Delaware.
2. Associate the standard clause with a Contract Terms Template that will be used to default it into contracts.
3. Create the three alternate clauses:
   - Alternate Clause 1: San Jose, California
   - Alternate Clause 2: San Mateo, California
   - Alternate Clause 3: Miami-Dade County, Florida

Because you want each alternate clause to have the same title, Jurisdiction, you must use both the Clause Title and the Display Title fields when you create each alternate. Your entry in the Clause Title must be unique, for example, Jurisdiction_1, Jurisdiction_2, and Jurisdiction_3. But you can enter Jurisdiction in the Display Title field to make the same title appear in the printed contract for all the clauses.

4. Specify the alternate relationship between the different clauses:
   - The standard clause is an alternate of Alternate Clause 1
   - The standard clause is an alternate of Alternate Clause 2
   - The standard clause is an alternate of Alternate Clause 3
   - Alternate Clause 1 is an alternate of Alternate Clause 2
   - Alternate Clause 2 is an alternate of Alternate Clause 3
   - Alternate Clause 1 is an alternate of Alternate Clause 3

During authoring, agents are alerted to the presence of the alternate clauses by an icon and can select any one of the alternate clauses to replace the standard clause.

Creating One Alternate Clause with Variables

If you want to minimize the number of alternate clauses you must create to just one, use this alternate setup:

1. Create the standard jurisdiction clause for Delaware.
2. Associate the standard clause with a Contract Terms Template that will be used to default it into contracts.
3. Create one alternate clause with two variables: one for the county and one for the state:

   This agreement is governed by the substantive and procedural laws of [@State of Jurisdiction@] and you and the supplier agree to submit to the exclusive jurisdiction of, and venue in, the courts in [@County of Jurisdiction@] County, [@State of Jurisdiction@], in any dispute arising out of or relating to this agreement.

4. Specify the alternate relationship between the standard clause and the alternate clause.

During authoring, agents are alerted to the presence of the alternate clause by an icon. Agents who select the alternate clause must run Contract Expert and enter the state and county variable values.

Clause Versioning

To make changes in an approved clause, you must create a new version. Versioning permits you to make changes to outdated clause text in contracts.
You create a new version of a clause by selecting from the Actions menu in the clause search page. Keep the following points in mind:

- Clause versioning is restricted by status.
- A new clause version is not effective until it is approved.
- Not all attributes are versioned.
- Creating a new version doesn't affect the setup of contract terms templates or rules.
- You can view all clause versions and compare version text, but you can't restore an old version.

Clause Versioning Is Restricted by Status
You can create versions for clauses in the approved or expired statuses only. You don't create new versions to edit clauses that were rejected in the approvals process. You must edit and resubmit them for approval.

A New Version Is Not Effective Until It’s Approved
When you create a new version of an approved clause, your edits don’t take effect until the new version is approved. In the meantime, contract authors can continue to use the last approved version if there is one.

Not All Attributes Are Versioned
Not all clause attributes are versioned, so editing them immediately affects all versions, even those currently in use in contracts. These attributes are:

- Clause relationships
- Folders
- Templates
- Translations

Viewing Versions and Comparing Text
You can view and compare clause versions, but you can’t restore a previous version:

- If you want to view the different clause versions that are available in the library, select the Include All Versions check box in the clause search page.
- If you want to compare the text of the old versions of a clause with the current version, open the clause in the edit page and click the History tab.

Example of Changing the Title of a Approved clause
While you cannot change the entry you make in the Clause Title field after a clause is approved, you can change the title that is printed in contracts in subsequent versions by making an entry in the Display Title field. The display title overrides the original title in contracts.

Scenario
Suppose you want to change the title of the clause Liability to Limited Liability, but the clause is already approved and in use.

In this case, you can do the following:

1. Create a new clause version.
2. Enter Limited Liability in the Display Title field.
3. Submit the new version for approval.
Contract authors can start using the new version of the clause after it is approved.

Considerations for Removing a Clause from Use

You can remove a clause from use by deleting it, putting it on hold, or entering an end date. Each of these actions is available and appropriate in different circumstances.

Deleting a Clause

You can delete a clause only when it is in the Draft or Rejected status. If the clause already exists in an approved version, then that original version can continue to be used in contract terms templates, Contract Expert rules, and in contracts.

Putting a Clause On Hold

You can place an approved clause temporarily on hold by selecting the Apply Hold action and remove the hold by selecting Remove Hold.

You can still add a clause that is on hold to contract terms templates and Contract Expert rules, but you receive a warning when you try to activate them. Similarly, contract authors receive a warning when they validate a contract with a clause that was on hold and record the hold in the contract deviations report.

Entering an End Date

Enter a past date as the end date while editing a clause in the Contract Terms Library. This removes an approved clause permanently from use and sets the clause to the Expired status. You can search and view the most recently expired version of a clause in the Contract Terms Library and copy it to create a new clause.

How You Setup Numbering for Clauses

For each business unit, you can specify either automatic or manual numbering for clauses stored in the Contract Terms Library.

You specify the clause numbering method individually for each business unit during business unit setup by selecting either the Specify Customer Contract Management Business Function Properties or the Specify Supplier Contract Management Business Function Properties tasks. These tasks in the Setup and Maintenance work area are part of the Enterprise Contracts offering in the Enterprise Contracts Base functional area.

If you specify manual numbering, requiring users to enter a unique number manually each time they create a clause in the library, then no further setup is required.

If you want the clauses to be numbered automatically, then you must:

- Select a clause numbering level. The default clause numbering level for a contract that is not project-based is business unit.
- Select the appropriate clause sequence category for the specified numbering level. This requires the setting up of a document sequence category and a document sequence as described in related topics before setting up the numbering method in the business unit. Use the following values for your setup.

Values to Use for Document Sequence Categories

When creating document sequence categories for numbering clauses in the Contract Terms Library, use the following values:

- Application: Enterprise Contracts
- Module: Enterprise Contracts
- Table: OKC_ARTICLES_ALL

**Values to Use for Document Sequences**

When creating document sequences, use the following values:

- Application: Enterprise Contracts
- Type: Automatic
- Module: Enterprise Contracts
- Determinant Type: Global, Business unit, Ledger (if a primary ledger has been assigned to the business unit)

**Related Topics**

- Document Sequence Categories
- Document Sequences

**Example of Including a Clause by Reference**

This example illustrates how to create a clause that is printed in contracts as a reference.

**Scenario**

Suppose you want to include a Federal Acquisition Regulations clause 52.202-1 by reference. In this case, you would fill in the following information, as seen in the following table:

<table>
<thead>
<tr>
<th>Field</th>
<th>Entry</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number</td>
<td>52.202-1</td>
</tr>
<tr>
<td>Title</td>
<td>52.202-1</td>
</tr>
<tr>
<td>Display Title</td>
<td>Definitions</td>
</tr>
<tr>
<td>Description</td>
<td>Clauses About Definitions</td>
</tr>
<tr>
<td>Instructions</td>
<td>As prescribed in 2.201, insert the following clause:</td>
</tr>
<tr>
<td>Text</td>
<td>Definitions (July 2004) (a) When a solicitation provision or contract clause uses a word or term that is defined in the Federal Acquisition Regulation (FAR).</td>
</tr>
<tr>
<td>Reference</td>
<td><a href="http://www.acqnet.gov/far/">http://www.acqnet.gov/far/</a></td>
</tr>
<tr>
<td>Reference Description</td>
<td>This contract incorporates one or more clauses by reference, with the same force and effect as if they were given in full text. Upon request, the Contracting Officer will make their full text available.</td>
</tr>
</tbody>
</table>
Considerations for Importing Clause Text from Microsoft Word

You can enter the text of a clause in the Contract Terms Library using one of the following options:

- Enter the text using the built-in text editor
- Import the text from a file created with Microsoft Word 2007 or later

**Entering Clause Text Using the Built-In Rich Text Editor**

Use the built-in rich text editor to enter and edit clause text whenever possible. This supports all of the application features.

**Importing Clause Text from Microsoft Word 2007 or Later Version**

Import clause text from a document created in Word instead of entering the text directly into the application. This helps preserve complex formatting not supported by the application’s editor or if using Word is more convenient.

Points to consider:

- The file you are importing must be saved in the XML file format.
- The built-in text editor is disabled after you import the text for the first time. To modify the clause, you must download it to a file, edit the clause in Word 2007 or later, and upload again.
- Contract authors must also use Word 2007 or later if they want to edit the clause during contract authoring.
- Importing clause text prevents contract authors from using some features of this application. For example, contract authors cannot compare the text between two clause versions or control clause formatting with a layout template.
- To import large numbers of clause records rather than the text of individual clauses, use the Import Clauses from XML File concurrent program.

**Note:** Sometimes Microsoft Word inadvertently adds formatting tags around the variables in the XML file format document. Additional formatting tags can cause the clause import process to fail. To evade additional Microsoft Word tags, copy the variables information in any basic text-editing program, for example, Notepad or TextEdit. Then replace the variable information from basic text-editing program into your XML file.
## Managing Clauses FAQ

### What are the clause statuses and what do they mean?

Clause statuses in the Contract Terms Library reflect the state of the current version you are editing and restrict what actions you can take. The table that follows describes the clause statuses and explains their implications:

<table>
<thead>
<tr>
<th>Status</th>
<th>Description</th>
<th>Effect</th>
</tr>
</thead>
</table>
| Draft              | A clause is automatically set to the Draft status after you create a clause initially or when you create a new version. | • Available for authoring and adoption?  
Not available.  
• Effect contract approval?  
No effect. Contracts do not include draft clauses.  
• Editing?  
No restriction.  
• Inclusion in contract terms templates and Contract Expert rules?  
You can include a draft clause version, but the templates or rules cannot be activated until the clause version is approved.  
• Deletion?  
Yes. You can delete versions in the Draft and Rejected statuses.  
• Stop Approval?  
Yes. You can withdraw the clause from approval using the Stop Approval action. Withdrawing the clause from... |
| Pending Approval   | The status of a clause after it's submitted for approval.                   | • Available for authoring and adoption?  
Not available.  
• Effect on contract approval?  
None. Contracts do not include clause versions in this status.  
• Editing?  
Limited to description and the end date.  
• Inclusion in contract terms templates and Contract Expert rules?  
You can include clauses with their latest versions pending approval, but the templates and rules cannot be activated until the clause version is approved.  
• Deletion?  
Not directly but indirectly by first withdrawing it from approval and thus reverting the clause to its original Draft status.  
• Stop Approval?  
Yes. You can withdraw the clause from approval using the Stop Approval action. Withdrawing the clause from... |
<table>
<thead>
<tr>
<th>Status</th>
<th>Description</th>
<th>Effect</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rejected</td>
<td>The approvers rejected the clause version. You can edit clauses in this status and resubmit them for approval.</td>
<td>• Available of version for authoring and adoption? Not available.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Effect contract approval?</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Contracts do not include clause versions in this status.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Editing? Unrestricted.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Inclusion in contract terms templates and Contract Expert rules?</td>
</tr>
<tr>
<td></td>
<td></td>
<td>You cannot add a clause with its latest version rejected.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Deletion? Yes.</td>
</tr>
<tr>
<td>Approved</td>
<td>The clause was approved.</td>
<td>• Available for authoring and adoption? Yes.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Effect contract approval? None.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Editing? Edits restricted to end date and description.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Inclusion in contract terms templates and Contract Expert rules?</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Yes.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Deletion? No.</td>
</tr>
<tr>
<td>Expired</td>
<td>The clause is past its end-date.</td>
<td>• Available for authoring and adoption? No.</td>
</tr>
<tr>
<td></td>
<td>The application automatically enters a clause end date in the old version when a new version is approved. You can also manually enter an end date in an approved clause.</td>
<td>• Effect contract approval? Creates an error during contract approval validation. The clause must be removed before submitting the contract for approval.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Editing? No edits permitted.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Inclusion in contract terms templates and Contract Expert rules?</td>
</tr>
<tr>
<td></td>
<td></td>
<td>You cannot add an expired clause.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>If the latest version of a clause becomes expired when it's already in a template or rule, then the application displays an error during template or rule activation.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Deletion? No.</td>
</tr>
<tr>
<td>On Hold</td>
<td>Another Contract Terms Library administrator placed a hold on the clause version.</td>
<td>• Available for authoring and adoption? No.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Effect contract approval?</td>
</tr>
</tbody>
</table>
### Setting Up Contract Terms and Clause Library Configurations

<table>
<thead>
<tr>
<th>Status</th>
<th>Description</th>
<th>Effect</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Creates an error during contract approval. The clause must be removed before submitting the contract for approval.</td>
</tr>
</tbody>
</table>
|        |             | • Editing?  
|        |             | No.  
|        |             | • Inclusion in contract terms templates and Contract Expert rules?  
|        |             | Cannot add clauses with the latest version on hold.  
|        |             | Existing templates and rules use the previously approved version, if one exists.  
|        |             | • Deletion?  
|        |             | No deletion possible. |

#### Related Topics

- When do I create a clause as part of a contract terms template
- How can I withdraw a clause or a terms template from approval?

### How can I find clauses that I drafted or that require my action?

You can view clauses that you drafted and clauses that require your action on the Terms Library Overview page.

### How do I use the Clause Title and Display Title fields?

The title you enter in the Clause Title field must be unique for each clause within a business unit and cannot be changed after the clause is approved. You can use the Display Title field, which has no uniqueness requirement, to modify the title that appears in contracts or to specify the same title for multiple alternate clauses.

### How can I create clauses with the same title?

You cannot have two clauses with the same title entered in the **Clause Title** field in the Contract Terms Library, but by entering the same title in the **Display Title** field for each clause, you can create multiple clauses with the same printed title. The **Display Title** overrides the **Clause Title** in printed contracts.

### How can I search for a clause in the library by its text?

You can search for clause text using the **Keyword** field. This field also searches clause title, display title, and description.

### How can I set up the clause title to include the clause number?

You can have the clause number automatically added to the front of the clause title as a prefix in printed contracts by selecting the **IncludeClauseNumber in Display** option during business unit setup. You should only do this if the clause number is meaningful in some way, for example when it refers to a number of a government regulation. The clause number is a number of the clause in the Contract Terms Library and it is usually generated by the application automatically. It is not the number of the clause in the contract generated by the numbering scheme.

### How does Contract Expert identify where to insert clauses into contracts?

If you are using a Contract Expert rule to insert clauses into a contract, then Contract Expert inserts the clause in the location that is predefined for the clause in the terms template. If the clause location is not defined in the terms template, then Contract Expert inserts the clause into the section that is specified in the Default Section field in the General Information region on the create and edit clause pages. If you do not specify a default section for the clause, then Contract Expert uses
the default section specified in the Contract Expert region on the General tab in the create and edit contract terms template pages. If the section doesn’t already exist in the contract where the clause is being inserted, Contract Expert adds the section along with the clause.

Related Topics
- How can I predefine locations of Contract Expert clauses in the contract?

How does creating a new version of a Contract Expert rule affect contracts?
Activating a new version of a rule makes that new version effective whenever the contract author runs Contract Expert. Authors who validate or submit for approval contracts that used a previous version of the rule receive an error asking them to run Contract Expert again. Approved contracts are not affected.

What can I use clause analysis for?
Use clause analysis to find out how the Contract Terms Library clauses, contract terms templates, and Contract Expert rules are used in contracts:

Use clause analysis to:
- Identify which contracts make use of a legal concept.
- Identify contracts that use a given set of clauses.
- Research the effectiveness of standard policies and standards defined in the Contract Terms Library. For example, you can find out if you need to revise a standard clause by searching for the nonstandard versions of the standard clause.

What do I enter as the clause text if I plan to include the clause reference instead?
Even if you are printing the clause reference instead of the clause text in a contract, you must still enter text in the clause text field. The text you enter in this field is not printed in the contract, but it is used for searching clauses by text. For this reason, it is preferable if you enter the text of your referenced clause.

How can I embed a question response in a clause?
You can embed a question response in a clause by inserting the associated variable of the question in the clause text. To associate a question response to a variable, the value sets of the question response and the variable must be identical.

What information is copied over when I duplicate a clause?
Duplicating a clause copies all information about the clause except for its historical information (the templates where it is used and adoption history). You can edit all of the information about the new clause except for its business unit.

Note: To copy a clause to another business unit, you must recreate the clause in that business unit.

Why can’t I find a clause when I search by clause text?
You may not be able to find a clause by searching for its text if the clause text has not been indexed. The application administrator must periodically index clause text by running two processes: Build Keyword Search Index for Contract Clauses and Optimize Keyword Search Index for Contract Clauses.

How can I find clauses that are adopted by other business units?
If you are in the global business unit, you can search clauses that have been localized or adopted by other business units using the Search Clauses page (you select the business unit and the adoption type). In a local business unit, you can use the analyze clause usage action instead.
What's the difference between the clause Instructions and the clause Description fields?
You use the clause Instructions field for contract authors on how to use a clause, but use the Description field to enter information describing the clause.

Further details:
- Both text fields are visible to contract authors during contract terms authoring.
- The text of both fields can be searched using the Keyword field.
- Neither field is printed in contracts.

What's a clause intent?
The clause intent specifies if the clause is going to be used for sales or procurement contracts. You can only create a clause for one intent.

What's the difference between saving a clause and submitting a clause?
Saving a clause saves it as a draft.
Submitting a clause triggers validation checks and submits the clause for approval. While a clause is in the approval process, you cannot make any edits. The clause must be either approved or rejected for you to edit it again.

What's the difference between setting up multiple alternate clauses and one with a variable?
There are two ways of setting up alternate clauses:
- You create multiple separate alternate clauses
- You create just one alternate clause and include variables to supply the different variants

This table highlights the differences between the two setup methods:

<table>
<thead>
<tr>
<th>Setup Method</th>
<th>Advantages</th>
<th>Disadvantages</th>
</tr>
</thead>
</table>
| Multiple Alternate Clauses | • You can use clause analysis to track usage of the clause and its alternates  
• One-step selection: Contract authors select the clause from a list.  
• Language of the alternate clauses you create can vary. | • Must create and maintain a large number of clauses.  
• Authors are restricted to the alternates you create.  
• Authors may have to search for the clause they want if there are many. |
| Single Alternate Clause with Variables | • Permits you to create and maintain just one alternate clause.  
• Supports unlimited number of alternates. | • Two-step selection: Authors select the alternate and then run Contract Expert to fill in the variable values.  
• Language of the alternate clause cannot change. The only difference is the information supplied by the variables. |

Who can edit protected and mandatory clauses?
Only users with the Override Contract Terms and Conditions Controls privilege can edit mandatory and protected clauses. Contact your application administrator with questions about the privileges granted to you.
Why can't I edit the clause information?
You cannot edit clause information if you lack the proper privileges or if the clause is not in the draft status. When the clause is pending approval, the approvers must approve or reject the clause before you can edit it. If the clause is rejected or approved, you must create a new version before editing.

Why can't I edit the clause text?
You cannot edit the clause text if it was imported from a Word document or if you do not have adequate privileges assigned to you. To edit imported clause text, download the clause text, use Word 2007 or later version to make your edits, and then import your changes. To edit protected or mandatory clauses, you must obtain the Override Contract Terms and Conditions Controls privilege from the application administrator.

Why can't I edit the clause title?
You cannot edit the clause title after you first save the clause. However, you can change the clause title in printed contracts by entering a new title in the Display Title field. The display title replaces the clause title in printed contracts.

How You Import Clauses into the Contract Terms Library

You can import clauses, values sets, and manual user variables from external sources into the Contract Terms Library by using interface tables. You can either load your data directly into the interface tables using SQL*Loader, PL/SQL scripts, or JDBC, or you can import the data from an XML file by running the processes described in this topic.

This topic describes:
- What data you can import
- The interface tables
- Importing clauses by loading them into the interface tables
- Importing clauses from an XML file
- Purging the interface tables

What You Can Import

You can import:
- Clauses
- Clause relationships
- Manual user variables
- Value sets that are used for the variables
- Value set values

Details about the fields and valid values for import are available in the import schema file OKCXMLIMPDFN.xsd which you can download from the Oracle Support note 2151576.1.

Clause Statuses

Clause statuses determine when a clause becomes available for use in contract terms authoring. The statuses are:
- Draft: The clause can be edited and submitted for approval.
• Pending Approval: The clause is automatically routed to approvers.
• Approved: The clause is available for use immediately after import.

Interface Tables
The same interface tables are used whether you are importing clauses using an XML file or loading data directly into the interface tables. The following is a list of the database tables used for clause import:

<table>
<thead>
<tr>
<th>Table</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>OKC_ ART_ INTERFACE_ALL</td>
<td>The main interface table for loading clause data from external systems.</td>
</tr>
<tr>
<td>OKC_ ART_ RELS_ INTERFACE</td>
<td>Table that stores information about clause relationships.</td>
</tr>
<tr>
<td>OKC_ VARIABLES_ INTERFACE</td>
<td>Table used to import variables used in clauses.</td>
</tr>
<tr>
<td>OKC_ VALUESETS_ INTERFACE</td>
<td>Table used to import value sets that are used by variables.</td>
</tr>
<tr>
<td>OKC_ VS_ VALUES_ INTERFACE</td>
<td>Table that stores value set values.</td>
</tr>
<tr>
<td>OKC_ ART_ INT_ERRORS</td>
<td>Table that stores errors that are reported during import validation or import</td>
</tr>
<tr>
<td>OKC_ ART_ INT_BATPROCS_ALL</td>
<td>The internal system table that stores the batch run details. This includes the processing status as well as all the parameters that are used for each import.</td>
</tr>
</tbody>
</table>

Importing Clauses by Loading Them Into the Interface Tables
To import clauses by loading them directly into the interface tables:

1. Format the data in a form that is suitable for loading into the interface tables. For example, if you are using SQL*Loader to load data into the interface tables, then you can use a comma separated data file (.csv) and a control file that describes the data format.
2. Select the Manage Processes task link from the Terms Library work area.
3. In the Manage Scheduled Processes page, click Schedule New Process and run the Import Clauses from Interface Tables process. It is recommended that you run the process first in validation mode to review any errors. The following table describes the process parameters:

<table>
<thead>
<tr>
<th>Parameter</th>
<th>Possible Values</th>
<th>Required</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Batch Name</td>
<td>A name for identification purposes</td>
<td>Yes</td>
<td>Provides a way for you to identify the records you are importing.</td>
</tr>
<tr>
<td>Run in Validation Mode</td>
<td>Yes or No</td>
<td>No</td>
<td>Set to Yes if you want to identify potential errors before you import.</td>
</tr>
<tr>
<td>Commit Size</td>
<td>1 to 300</td>
<td>N/A</td>
<td>Indicates the maximum number of records that the process will import.</td>
</tr>
</tbody>
</table>
4. Use the **Manage Process** task available in the Terms Library work area to monitor the progress of your import. Review the log for any error messages. Records with errors remain in the interface tables until you purge them or correct them.

5. To improve performance, periodically purge the interface tables used in the import by running the Purge Contract Clause Import Tables process.

### Importing Clauses From an XML File

To import clauses from a file:

1. Prepare the XML file as specified in the schema file OKCXMLIMPDFN.xsd and the sample file OKCXMLIMPDFN.xml. You can download both files from the Oracle Support note 2151576.1.

2. If you are importing clauses in a non-Cloud environment, you can specify the location of the import file in the profile option, Location of XML File for Importing Clauses. You can set this profile in using the Specify Contract Clause Import XML File Location task. This task in the Setup and Maintenance work area is part of the Enterprise Contracts offering in the Terms and Clauses Library functional area.

3. For Cloud environments, use the File Import and Export task to upload your prepared XML file to the crm/clause/import account.

4. Select the **Import Clauses** task link in the Terms Library work area, and enter the following parameters for running the Import Clauses from XML File process:

<table>
<thead>
<tr>
<th>Parameter</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>XML File Name</td>
<td>The name of the file you are importing. For non-Cloud environments, the file must be uploaded to the location specified in the profile Clause Import XML File Location. For Cloud environments, the file must be uploaded to the crm/clause/import UCM account.</td>
</tr>
<tr>
<td>Default Business Unit</td>
<td>The business unit where clauses are assigned when no specific business unit is included in a clause record you are importing. If the import file includes business units for all clause records, then you can leave this field blank.</td>
</tr>
<tr>
<td>Create as Global Clause</td>
<td>You can specify clauses imported into the global business unit as global clauses. This means they will be available for adoption by other business units.</td>
</tr>
<tr>
<td>Default Clause Status</td>
<td>The status you enter here is used to specify the status of clause records where no status is specified.</td>
</tr>
<tr>
<td>Mode</td>
<td>Use the Validate option to test the quality of your data. Use the Import option to import the clauses.</td>
</tr>
</tbody>
</table>
5. Use the Manage Process task available in the Terms Library work area to monitor the progress of your import. Review the log for any error messages. Records with errors remain in the interface tables until you purge them or correct them.

6. To improve performance, periodically purge the interface tables used in the import by running the Purge Contract Clause Import Tables process.

**Note:** Oracle recommends that you keep any Contracts clause XML files under 2 MB in size.

### Purging the Interface Tables

To optimize import performance, periodically run the Purge Contract Clause Import Tables process. This process purges records in all of the interface tables. The following table describes the parameters you can use to restrict the extend of the purge. If you do not enter any parameters, the process purges all records.

<table>
<thead>
<tr>
<th>Parameter</th>
<th>Mandatory</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Start Date and End Date</td>
<td>No</td>
<td>Use the start and end dates to identify the date range for the interface records you want to purge.</td>
</tr>
<tr>
<td>Process Status</td>
<td>No</td>
<td>Enter a status if you want to purge interface records with that status. The possible values are Error, Success, and Warning.</td>
</tr>
<tr>
<td>Batch Name</td>
<td>No</td>
<td>You can restrict the purge to a specific batch by entering its name.</td>
</tr>
</tbody>
</table>

### Setting Up Contract Expert

**How Contract Expert Works**

Use Contract Expert to enforce corporate policies and standards for all types of contracts, including enterprise contracts, purchase orders, and sourcing contracts.

Contract Expert helps you to set up business rules that can:

- Apply the appropriate contract terms template to a contract
  
  For example, apply the contract terms template Software License and Service Agreement if the contract is authored in the North America Operations business unit and the contract amount exceeds one million dollars.

- Insert additional clauses into specific predetermined locations in the contract
  
  For example, add an audit clause if an audit is required.

- Report contract deviations from corporate policies
For example, report a contract worth one million dollars or more that includes payment terms greater than 90 days.

Contract Expert consists of two components.

- **Rule Setup**

  Administrators create the rules that are stored in the Contract Terms Library. A rule can be based on the following conditions:

  - The values of variables in the contract
    - For example, recommend an additional clause if the shipment date on an order is greater than 90 days.
  - Answers that you as contract authors provide to questions
    - For example, recommend an additional liability clause depending on a response to a question about hazardous materials.
  - The presence of clauses in the contract.
    - For example, if the contract includes a hazardous materials clause, then insert additional insurance clauses.

  The first two condition types require your input during authoring.

- **Rule Execution**

  During contract authoring, Contract Expert evaluates the rules. For rules with conditions that require your input, Contract Expert asks you to provide missing variable values and to answer questions when you select the Run Contract Expert action. You can then evaluate any recommended clauses for insertion in the contract. Such clauses can also be inserted in predetermined locations, if you defined these locations in the terms template associated with the contract.

  You can review any policy and clause deviations by selecting the **Review Contract Deviations** action. Clause deviations are shown in a dashed box because they do not require Contract Expert rules.
The following figure illustrates the setup and contract authoring components of contract expert.

**Contract Expert Rule Setup**

Depending on the type of rule that you are creating, you can base rule conditions on:

- **Variables**
  
  This condition is based on the value of a variable in the contract. The application either derives the value automatically from the contract, or you enter the value when you run Contract Expert.

- **Questions**
  
  This condition is based on answers to questions you supply when you run Contract Expert.

- **Clauses**
This condition is based on the presence of a specific clause in the contract.

Contract Expert rules apply only to contract terms templates where Contract Expert is enabled. You can specify if you want a rule to apply to all or selected terms templates.

**Contract Expert Rule Execution During Contract Authoring**

Depending on their type, all active rules for the contract terms template used in a contract are evaluated automatically during contract terms authoring or when you run Contract Expert in the Contract Terms tab.

The following figure illustrates what happens when you run Contract Expert during contract authoring:

1. If rule conditions require user input, Contract Expert prompts you to enter variable values and answer questions. Answers to questions can trigger follow-up questions. In this figure, the answer to Question 1 triggered the follow-up Question 2.

2. Contract Expert displays any recommended clauses for your review. You can choose which of the recommended clauses to insert into the contract provided that you have sufficient privileges.

3. Contract Expert inserts the clauses in the contract terms section specified during clause setup in the Contract Terms Library. If no section is specified in the clause, the application uses the default section specified in the contract terms template. Contract Expert automatically inserts the default section if it does not already exist in the contract. The clauses recommended for insertion may also be placed in their predetermined locations, if you defined these locations in the terms template associated with the contract.

4. On subsequent runs, Contract Expert first removes any clauses that it inserted into the contract in earlier runs, including clauses that have been moved or have been made nonstandard.
The following figure illustrates the behavior of Contract Expert during contract authoring.

If you do not make all the required entries or forget to run Contract Expert altogether, expect to receive warnings when you validate the contract terms or when you review the contract deviations report.

How Contract Expert Rules Work

You can set up Contract Expert rules to apply contract terms templates automatically to contracts, to suggest additional clauses for insertion during contract terms authoring, and to identify any contract deviations from company policy.
Each rule comprises conditions that must be met and the rule results. You can base rule conditions on:

- The presence of another clause already in the contract
- The value of a system variable or a user variable
- Questions that the contract author must answer

Different Contract Expert rule types support different condition types, as illustrated in the following figure.

- Clause selection rules, which can default individual clauses and sections into a contract, can be based on clauses, questions, and variables.
- Template selection rules, which identify the default contract terms template for the contract, can be based on variables only.
- Policy deviation rules, which identify contract deviations from company policies, use questions and variables only.

The following figure illustrates the Clause Selection, Template Selection, and Policy Deviation Contract Expert rules.
Key rule properties include:

- All rules can use multiple conditions linked together with either the AND or OR logical operators.
- All rules: clause selection, policy deviation, or template selection cannot start with a numeric prefix.
- The values of non-numeric conditions are supplied by value sets.
- The values for numeric conditions are supplied by constants.
- Rule types that permit the inclusion of questions can trigger follow-up questions, permitting you to chain rules together.
- Rules are restricted to the specific business unit and the contract intent where you create them.
- Rules do not get copied when you copy a global contract terms template to another business unit.
- Conditions support both logical and numeric operators:
  - IS
  - IS NOT
  - IN (allows the selection of multiple values)
  - NOT IN (allows the selection of multiple values)
  - >=: (greater than or equal to)
  - <=: (less than or equal to)
  - =: (equal to)
  - > (greater than)
  - < (less than)

**Clause Selection Rules**

Clause selection rules permit you to insert one or more clauses and sections into a contract.

The following table describes the rule properties.

<table>
<thead>
<tr>
<th>Rule Property</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rule outcomes</td>
<td>The rule can:</td>
</tr>
</tbody>
</table>

- Recommend one or more clauses for insertion into the contract

  Contract authors can review the Contract Expert recommendations before the clauses get inserted into the contract. By setting the **Expert Clauses Mandatory** option when creating a contract terms template, you can specify if you want the clause insertion to be mandatory or if the authors can ignore the recommendations.

  If you make the insertion mandatory, then only contract authors with the Override Contract Terms and Conditions Controls privilege, a special privilege that allows deleting mandatory clauses from the contract, can reject the recommendations. Similarly, if the recommended clauses are standard clauses, then the authors must have the Author Additional Standard Contract Terms and Conditions privilege to reject the recommendations. This privilege allows the deletion of standard clauses from the contract.

  If you marked recommended clauses as conditional and specified the location of these clauses in the terms template, then Contract Expert inserts the clause in the contract in the location that you specified. If the location of an Expert suggested clause isn't specified in the terms template, Contract Expert inserts each clause in the section specified as the default for the clause in the Contract Terms Library. If no default section is specified in the clause, then Contract Expert inserts the clause into the default section specified in the contract terms.
Rule Property | Details
--- | ---
Rule outcomes | The application automatically applies a contract terms template to a contract. Or, if the author removed the contract terms using the Actions menu, the template displays the template name as the default when applying a new template.

When the rule is evaluated | The application evaluates the rule whenever the author navigates to the Contract Terms tab as long as no contract terms template is applied. If a contract terms template is applied to the contract, the template selection rules are not executed again, even if changes to the contract would result in a different rule outcome.

The rule is also evaluated to determine if the contract contains the recommended template whenever the contract author:

- Runs the clause deviations report
- Validates the contract terms or the contract

In both cases, the rule generates a warning if the author applied a different template from that recommended by the rule.

Conditions | Variables only

Contract Terms Template Selection Rules

Contract terms template selection rules permit you to automatically apply a contract terms template to a contract.

The following table describes the rule properties.

Rule Property | Details
--- | ---
Rule outcomes | The application automatically applies a contract terms template to a contract. Or, if the author removed the contract terms using the Actions menu, the template displays the template name as the default when applying a new template.

When the rule is evaluated | The application evaluates the rule whenever the author navigates to the Contract Terms tab as long as no contract terms template is applied. If a contract terms template is applied to the contract, the template selection rules are not executed again, even if changes to the contract would result in a different rule outcome.

The rule is also evaluated to determine if the contract contains the recommended template whenever the contract author:

- Runs the clause deviations report
- Validates the contract terms or the contract

In both cases, the rule generates a warning if the author applied a different template from that recommended by the rule.

Conditions | Variables only
You can use predefined system variables and those user-defined variables where the values are supplied by a Java procedure.

<table>
<thead>
<tr>
<th>Rule Property</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Where it applies</td>
<td>The rule applies only within the business unit and for the intent specified in the rule.</td>
</tr>
</tbody>
</table>

Contract Expert doesn’t apply a contract terms template if the contract terms template default rules you set up recommend multiple terms templates for a single contract. Instead, Contract Expert applies the contract terms template specified as the default for the business document type during contract terms template setup. If no document type default is specified, then the application displays the Add Contract Terms button and permits authors to select a template of their own choice. The choices are restricted to the templates specified for the contract type.

The following figure describes choosing a contract terms template for application to a contract.
Policy Deviation Rules

Policy deviation rules identify deviations from company policies on the contract deviations report. This report is run by the contract author before submitting a contract for approval.

The following table lists the rule properties.

<table>
<thead>
<tr>
<th>Rule Property</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rule results</td>
<td>The rule displays a deviation in the contract deviations report.</td>
</tr>
<tr>
<td></td>
<td>The rule name becomes the deviation.</td>
</tr>
<tr>
<td>When the rule is evaluated</td>
<td>The rule is evaluated whenever the user:</td>
</tr>
<tr>
<td></td>
<td>• Runs the contract deviations report</td>
</tr>
<tr>
<td></td>
<td>• Validates the contract terms or the contract</td>
</tr>
<tr>
<td>Conditions</td>
<td>Conditions can be based on:</td>
</tr>
<tr>
<td></td>
<td>• Questions</td>
</tr>
<tr>
<td></td>
<td>• Variables</td>
</tr>
<tr>
<td></td>
<td>Both predefined system variables and those user-defined variables where</td>
</tr>
<tr>
<td></td>
<td>the values are supplied by a Java procedure.</td>
</tr>
<tr>
<td>Where it applies</td>
<td>The rule applies only for the contract terms templates within the business</td>
</tr>
<tr>
<td></td>
<td>unit and for the intent that you specify.</td>
</tr>
</tbody>
</table>

You can build rule conditions out of both questions and variables. In the contract deviation report, your entry in the Rule Name field becomes the deviation name and your entry in the rule Description field becomes the deviation description.
The following figure illustrates the policy deviation rule setup.

Policy deviation rules list policy deviations in the contract deviations report, along with any clause deviations that are identified automatically by the application. Contract authors can run the report before submitting the contract for approval and enter comments to explain the deviation to the approver. The report is rerun automatically when the author submits the contract for approval and a copy of the report is attached to the approval notification.

**Activating and Validating Rules**

After you set up a rule, you must activate it using the Activate Rule action. Rules do not require approval before activation, but the contract terms templates that they apply to do.

> **Note:** To activate a rule, you must assign it to at least one contract terms template. The template doesn’t have to be approved at the time that you make the assignment, but it does have to be approved before the rule can be used.

Activating a rule triggers an automatic validation process. You must correct all errors before the rule gets activated.

**Related Topics**

- How can I predefine locations of Contract Expert clauses in the contract?
Contract Expert Rule Statuses and Available Actions

Statutes track the life cycle of a Contract Expert rule from creation through activation and revisions as well as restrict available actions.

### Contract Expert Statuses and Available Actions

This table describes available rule statuses and lists the permitted actions for each.

<table>
<thead>
<tr>
<th>Status</th>
<th>Description</th>
<th>Available Actions</th>
</tr>
</thead>
</table>
| Draft    | When you first create a rule, it remains in the Draft status until you activate it and it passes all the validation checks without error. | • Activate  
• Edit  
• Delete  
• Duplicate |
| Active   | The rule was activated and passed validation.                                | • Edit  
You can edit an Active rule, to create a new version. This version remains in the Revision status until you activate it and it passes all the validation checks. Until it does, the old version remains active. Once the new version is in the Active status, it automatically replaces the old version.  
• Disable  
• Duplicate |
| Revision | The status of an active rule that was edited. The new version of the rule remains in this status until it passes validation and become active. | • Activate  
• Edit  
• Delete  
• Duplicate  
• Disable |
| Disabled | The rule was disabled using the Disable action.                              | Duplicate                           |
You can activate a draft rule. When a rule is active you can either edit it or disable it. When you edit a rule the application creates a revision of the active rule and when you disable a rule then it’s status is changed to disabled. The following diagram illustrates the rule statuses and main actions.

---

**Contract Expert Question Setup: Explained**

You can set up Contract Expert questions in the Contract Terms Library to solicit contract author entries during contract authoring. Contract Expert presents the questions to authors when they are part of a Contract Expert rule. The questions you create are restricted to one intent and their names must be unique within that intent. Questions can be reused across all business units.

**Question Response Types**

Question responses can be one of the following:

- **Yes or no**
  
  These questions appear to contract authors with a choice list with two values: Yes and No. This question type supplies the choice list automatically without additional setup.

- **Numeric**
  
  Contract authors enter responses to numeric questions directly using the keyboard.

- **Selection from a list of values**
  
  For questions that require users to make a selection from a list of values, you must set up a value set with the **Char** format type and one of the following validation types: **Independent**, **Translatable Independent**, or **Table**.

**Note:** Contract Expert does not permit you to provide default responses to user questions. However, the application sets numeric questions without a user response to 0.
How Additional Clauses are Inserted Based on Follow-up Questions

You can ask follow-up questions and insert additional clauses into the contract terms based on the answers that the contract author gives.

For example, you can create a couple of rules. The result of the first rule can trigger a follow-up question in the second rule. The following figure illustrates how you can ask a follow-up question using the follow-up question to link two rules.

**Asking a Follow-up Question to Insert an Additional Clause**

1. Include the follow-up question as an additional question on the Results tab of a rule.

   In this example, contract authors get the follow-up question if they provide an answer that satisfies the condition with Question 1 (the only condition in Rule 1).
2. Create a second rule with the follow-up question in a condition.
   In this example, the application inserts the additional clause if the contract author satisfies the condition based on the Follow-up Question (the only condition in Rule 2).

Examples of Contract Expert Constants

Contract Expert constants supply numeric values to numeric conditions in Contract Expert rules. The same constant can supply the value in multiple rules. Constants are specific to one intent, but can be used in all business units.

Scenario

For example, to default a payment terms clause when the contract amount is greater than $1 million, you create a Contract Expert rule with the condition: Contract Amount > 1,000,000.

Instead of entering the number directly into the condition, you create the constant Contract Amount Threshold and set its value to 1,000,000. The condition in your rule becomes: Contract Amount > Contract Amount Threshold.

You can use this same constant in multiple conditions. This way, if the threshold is later increased later to $2 million, you need only to update the constant instead of every rule that uses the condition.

Examples of Contract Expert Clause Selection Rules and Follow-up Questions

Two examples illustrate how you can set up a Contract Expert clause selection rule to insert additional clauses and sections into a contract and how you can set up rules to ask follow-up questions.

Scenario

Suppose, that you want to add two additional insurance clauses under the section Additional Insurance when a shipment of hazardous materials is to be delivered within 30 days. You can handle this scenario by setting up one clause selection rule with two conditions:

- **Condition 1: Delivery < 30**
  This condition will be evaluated when contract authors enter the delivery period by updating a user variable when they run Contract Expert.

- **Condition 2: Hazardous Materials = Yes**
  This condition will be evaluated when contract authors answer the question "Is hazardous material involved?" by selecting Yes or No.

Here is how you set up the rule:

1. Ensure that both of the clauses that you want to add are created in the Contract Terms Library with the default section Additional Insurance. This guarantees that both appear in the contract under that section. If the section is not already in the contract, Contract Expert inserts it automatically.

   **Note:** If you do not set up the clauses with a default section, Contract Expert inserts the clauses in the default section specified in the contract terms template.
2. For condition 1, you must create a constant called Shipping and set its value to 30.

   This is because numeric values for conditions must be entered using constants rather than directly.

3. Set up a question that requires a yes or no answer for the prompt "Is hazardous material involved?" for Condition 2.

4. Create the clauses that you want to add to the contract in the Contract Terms Library.

   ✨ Note: The clauses must be approved before the rule can be used.

5. Create the Contract Expert rule with the two conditions.

   Selecting the Match All option means both conditions must be evaluated before the rule is true.

6. Associate the rule with the contract terms templates where you want the rule to apply.

   You can assign the rule to individual templates or all templates with the same intent and within the same business unit.

7. Activate the rule by clicking the Activate button while editing the rule.

The rule is evaluated for only those contracts that use templates that have been assigned to the rule. When both conditions in the rule are true, Contract Expert will default the two insurance clauses.

This diagram illustrates the clause selection rule example.

---

**Scenario**

Now suppose you want to add an additional clause to the previous example if the hazardous material in the shipment is flammable. To do this, you create:

- The follow-up question:
- A rule where the follow-up question is a condition.
You link the rules together by entering the follow-up question the Additional Questions region on the Results tab of the first rule.

The following diagram illustrates the setup:

Example of Using Two Rules to Chain Questions

Here are the steps in detail:

1. Set up the follow-up question "Is the material flammable?" with yes and no answers.
2. Create the additional insurance clause that you want to add to the contract in the Contract Terms Library.
3. Create a new Contract Expert rule, Rule 2, with the follow-up question as the condition. The rule will be true if the author answers yes.
4. Associate Rule 2 with the same contract terms templates where Rule 1 applies.
5. Edit Rule 1 to add the newly created question in the Additional Questions region on the Results tab.
6. Activate both rules using the Actions menu.

Contract authors see the question from Rule 2 in Contract Expert only if Rule 1 is true. Rule 2 inserts the additional clause in the contract if authors answer yes.

Contract Expert Setup FAQ

What are Contract Expert questions?
Questions contract authors answer when running Contract Expert while authoring the contract. The answers can trigger Contract Expert to suggest additional clauses or ask follow-up questions, depending on how you set up the Contract Expert rules.

What does it mean to make clauses suggested by Contract Expert mandatory in a contract terms template?
When contract authors run Contract Expert on a contract, Contract Expert displays a list of any clauses that it recommends for insertion.

Contract authors can review the Contract Expert recommendations before the clauses get inserted into the contract. By setting the Expert Clauses Mandatory option when creating a contract terms template, you can specify if you want the clause insertion to be mandatory or if the authors can ignore the recommendations.

If you make the insertion mandatory, then only contract authors with the Override Contract Terms and Conditions Controls privilege, a special privilege that allows deleting mandatory clauses from the contract, can reject the recommendations. Similarly, if the recommended clauses are standard clauses, then the authors must have the Author Additional Standard Contract Terms and Conditions privilege to reject the recommendations. This privilege allows the deletion of standard clauses from the contract.

What happens if the clause to be inserted by the Contract Expert rule is versioned or removed from use?
If the current clause version is not approved or removed from use, Contract Expert automatically uses the previous approved version. If none exists, the contract author receives an error when validating the contract.

What happens to existing contracts if I disable a Contract Expert rule?
The change applies to all new and existing contracts whenever the contract authors run Contract Expert. Approved contracts are not affected. If you disable a clause selection rule, for instance, Contract Expert removes the suggested clause the next time Contract Expert is run. If you disable a contract terms template selection rule, the application does not make changes to the templates that are already applied to contracts, but does indicate the change during contract validation and on the contract deviations report.

What validations are performed when I activate a Contract Expert rule?
The application automatically validates a Contract Expert rule when you attempt to activate it. You must correct any errors before the rule can become active.

The application performs the following checks:

- Circular references between questions used in the rule
- The presence of clauses that are in the Draft, Expired, or On Hold status
- Invalid or absent Java procedures associated with a variable used in the rule
- Disabled questions
- Invalid SQL in the value set associated to a question or variable used in the rule
- Invalid value in a value set associated to a question or variable used in the rule
- Other invalid rules associated to the contract terms template
- Question or variable using a deleted value set
- Expired or on-hold templates that are a part of template selection rules

**What's a system variable?**
A predefined variable that gets its value from an attribute of the contract or other document.

For buy-intent contracts, system variables include payment terms, the purchase order number, and the purchase order amount. For sales-intent contracts, they include the customer name, the ship-to address, and the payment terms. System variables are supplied with your application and cannot be modified or deleted.

**When does a Contract Expert rule become effective?**
A Contract Expert rule becomes effective after you activate it and associate it to a contract terms template.

**Why are some conditions unavailable for creating my Contract Expert rule?**
Rule conditions are restricted by rule type. For example, rules for selecting default contract terms templates must be based on variables. However, clause selection rules can be based on variables, questions, or clauses.

**Why can't I assign a Contract Expert rule to a contract terms template?**
For you to assign a Contract Expert rule to a contract terms template, the template must be in a Draft or Approved status; it must be enabled for Contract Expert; and it must belong to the same intent as the rule.

**Why doesn't a Contract Expert question display during authoring?**
A question does not display during contract terms authoring if the rule is not activated or if the rule is not assigned to an active contract terms template. If you chain contract terms rules to ask follow-up questions, then the display also depends on the answer the contract author gives to the previous question.

**Are Contract Expert rules affected by the relationships between clauses?**
The alternate and incompatible relationships you specify for clauses do not affect the execution or setup of Contract Expert rules. However, the presence of more than one incompatible and alternate clause show up as warnings when the contract author validates the contract.

**How are Contract Expert questions presented during contract authoring?**
Contract authors see all of the activated Contract Expert questions that apply to a specific contract terms template on a single page when they run Contract Expert during authoring. Use the **Reorder** button on the View Question Sequence page to specify the order in which the questions are displayed. If you chained rules to ask additional follow-up questions, then each follow-up question appears underneath the previous question after the contract author answers it.

**How can I find all the Contract Expert rules that use a question?**
Use the Search Rule page to find all the Contract Expert rules that contain a particular question.

**How can I find out which questions contract authors see when they run Contract Expert?**
The Rules tab on the contract terms template edit page displays all of the possible questions contract authors may be required to answer when they run Contract Expert and in the order they are asked. A contract author may see only a subset of the questions, depending on what variable values they enter and how they answer the Contract Expert questions.
can view and change the order of questions from the Terms Template search page by selecting the Manage Question Sequence action.

**How does creating a new version of a Contract Expert rule affect contracts?**

Activating a new version of a rule makes that new version effective whenever the contract author runs Contract Expert. Authors who validate or submit for approval contracts that used a previous version of the rule receive an error asking them to run Contract Expert again. Approved contracts are not affected.

### Setting Up Variables

**Variables**

You can use variables in the Contract Terms Library to represent information within individual clauses and for use within Contract Expert rule conditions.

Your application comes with predefined variables, called system variables. You can create additional variables, called user variables, with or without programming.

#### Predefined System Variables

Your application comes with predefined system variables that you cannot modify. These include:

- **System variables**
  
  These variables make it possible for you to use information that is entered in integrated procurement, sales, and projects applications. For example, you can use the purchase order amount from procurement contracts or the payment terms from sales in Contract Expert rules that insert additional clauses to a contract as necessary.

- **Deliverable variables**
  
  These variables permit you to list the titles of contract terms deliverables within a clause in the contract terms. For instance, if a vendor must deliver a monthly quality report as part of the contract terms, you can create a deliverable to ensure compliance. But creating the deliverable does not automatically print that deliverable in the contract terms. To ensure that the deliverable name is printed, you must include a clause with the appropriate deliverable variable inserted.

- **Table variables**
  
  Table variables make it possible for you to print in a contract all of the values in a list such as a price list. Table variables are available only in sales-intent contracts.

To obtain a list of the predefined variables and the information that they represent, navigate to the Search Variables page and filter your search on the Variable type. Select the Document Association tab to view the application and document where the variable information originates. Alternately, you can search for variables by document type.

#### User Variables

You can create the following types of user variables:

- Manual
- Java string
- Java table
User Variables

The following sections explain how to create and use different types of user variables used in contract clauses.

Creating Java Variables

If you are creating user variables in a non-Cloud environment, then you can use Java variables. Java string and Java table variables require you to create Java methods to capture attribute values. Sample code is provided in the topic Creating Java Methods for User Variables: Examples. While Java string and table variables require programming knowledge, you can create manual user variables without programming. To do so, you:

1. Create a value set starting from the Setup and Maintenance work area to validate the value entry for the variable.
   A value set can either specify the list of values that users must choose from or merely specify the variable format and length. Value sets are common application components described in the Oracle Fusion Applications Functional Setup Manager Developer’s Guide.
2. Navigate to the Create Variable page.
3. Enter a name for the variable. It can be any text that describes the purpose of the variable but it should not have the prefix OKC that is used for system variables.
4. Select the variable intent.
   Variables can be created for either buy (procurement) or sell contracts.
5. Select the value set, and enter the name and the description that will help users identify the variable when they are inserting into a clause or entering its value in Contract Expert.
6. If you are creating a variable for buy intent, then you can make the variable updatable by vendors in the Oracle Fusion Sourcing application by selecting the Updatable by External Parties option.

Creating Descriptive Flexfield Variables

You can use the variable source Descriptive flexfield to capture the values you enter in the Contract Headers flexfield and embed those values into the clauses that make up the terms and conditions of the contract.

Use the Manage Contract Descriptive Flexfields task to define the global segments that you need to reference in your contract variable. This task in the Setup and Maintenance work area is part of the Enterprise Contracts offering in the Enterprise Contracts Base functional area.

Use the following steps to create Descriptive flexfield variables:

1. Navigate to the Terms Library and select the Create Variable task.
2. Enter the name, intent, and description for the new variable.
3. Select the Descriptive flexfield source and select the global segment on which the variable is based.
4. Assign the following job roles to users who want to use the terms library to create variables and author contracts:
   o Customer Contract Manager - OKC_CUSTOMER_CONTRACT_MANAGER_JOB
   o Business Practices Director - OKC_BUSINESS_PRACTICES_DIRECTOR_JOB

Descriptive flexfield variables have the following limitations:

• You can use only global segments in contract variables.
• In Contract Expert rules, you cannot use segments that use a value set with a Number or Character data type and use the Independent validation type.

• The following data and display types are not supported:
  o Drop-down List, Hidden, Date/time are not supported for any data types.
  o No display types are supported for the Date Time data type.

Creating Object Variables
You can use the variable source, Object or Child object, to create variables that reference fields associated to the Sales Account and Opportunity objects in Application Composer. You can reference either standard child objects, or user-specific child objects that you define for the Sales Account or Opportunity objects.

To define Object or Child object variables, you should ensure the following:

• Using Application Composer, define the fields you want to use in your variables on the Sales Account or Opportunity objects. You can use standard fields or set up user-specific fields.

• Expose the new fields you created on the Sales Account or Opportunity pages.

• If these changes are defined in a sandbox, they must be published before values can be used in Contract Expert rules or for printing a contract.

Creating Object Variables and Child Object Variables
You start by adding the following duty roles to the user depending on their requirements:

• A user that needs to view or edit contracts that use opportunity variables must be assigned to this duty: Opportunity Administration.

• A user that needs to view or edit contracts that use sales account variables must be assigned to this duty: Sales Party Review.

• A user that needs to use the Terms Library, for example, to create variables or author contracts, must be assigned the following job roles: Customer Contract Manager - OKC_CUSTOMER_CONTRACT_MANAGER_JOB, Business Practices Director - OKC_BUSINESS_PRACTICES_DIRECTOR_JOB.

Use the following steps to create object variables:

1. Navigate to the Terms Library and select the Create Variable task.
2. Enter the name, intent, and description for the new variable.
3. Select the source as Object and select the object name as either Sales Account or Opportunity.
4. Enter the field name. This is the API name assigned to the field in Application Composer.
5. Select the Character, Date, or Number data type.
6. For Character data type, enter the lookup types as follows:
   o For variables of type Fixed Choice List, enter the lookup type assigned to the field in Application Composer.
   o For fields of the check box type, enter a lookup type that has codes defined as True (Yes) and False (No).

Use the following steps to create child object variables:

1. Navigate to the Terms Library.
2. Select the Create Variable task.
3. Enter the name, intent, and description for your variable.
4. Select source Child object.
5. Select the parent object name, either Sales Account or Opportunity.
6. Obtain the child object name from the Sales Account or Opportunity XSD file. This is the API Name assigned to the child object in Application Composer. The path to the XSD file is of the format `http://server_name:port_number` followed by the following strings:
   o `/crmCommonSalesParties/SalesPartyService?XSD=/oracle/apps/crmCommon/salesParties/salesPartiesService/SalesParty.xsd`
   o `/opptyMgmtOpportunities/OpportunityService?XSD=/oracle/apps/sales/opptyMgmt/opportunities/opportunityService/Opportunity.xsd`

7. Enter the child object name obtained from the XSD file on the Create Variable page.
8. Enter the print layout template name. As for any other table variable that could contain multiple records, you will need to specify which values captured in the child object are to be printed on the contract, and how they should be formatted. This layout will need to be obtained from the RTF file. (See the related "Printing Contract Child Object Variables: Procedure" topic.)

**Note:** To view or print any user-specific child object values, the user must be assigned a privilege that allows them to view the user-specific child object. For more information refer to the "Managing Security for Custom Objects" topic in the extending sales guide for your cloud service.

Object variables have the following limitations:
- Object variables based on fields of type Dynamic Choice List are not supported.

**Initiating Contract Creation from An Opportunity Object**

You can add an action to initiate the creation of a contract using the application composer.

You can create the contract from the opportunity object as a draft contract using the following APIs: All subsequent steps of the contract, like approving and signing, will happen through Enterprise Contracts.

- Public static AttributeList createContract(AttributeList contractList) throws JboException
- Public static void deleteContract(String externalSourceKey, String externalReferenceKey, boolean deleteAllVersions) throws JboException

Use the following steps to add an action to the opportunity object to create a contract:

1. Create an object function within the server script for the opportunity object to initiate the createContract API. The sample code and helper methods are given at the end of this section.
2. Ensure that the AttributeList input parameter to call the createContract Java API includes the ExternalSourceKey as OPPORTUNITY and ExternalReferenceKey as Opportunity ID.
3. Create a new action under the Action and Links section of the opportunity object to initiate the object function created in Step 1.
4. Add the action on the opportunity page, for example, Create Contract.
5. If defined in a sandbox, publish these changes once testing is complete.

**Note:** Instead of invoking the API directly in the first step, you can choose to create a global function and reference from the opportunity object.

You should grant the following privileges to users who use the opportunity object:
- Privilege: OKC_EDIT_CONTRACT_VIA_WEB_SERVICE_PRIV
- Duty: OKC_ALL_BUSINESS_UNITS_CONTRACT_MANAGEMENT_DUTY

Contract creation from opportunity objects has the following limitations:
- The contract created from the opportunity cannot use template selection rules to apply the terms template. The terms template must be the default assigned to the contract type of the contract.
• Application Composer does not support disabling the Create action if a contract is already created for the opportunity object.

Sample code - Object function to create contract:

```java
@Note: The values for Business Unit and Contract Type should be replaced with those appropriate to your own instance. Vision Operations and Service Agreement are only examples for illustration purposes.

def startDate = new Date();
def endDate = null;
def externalSourceKey = 'OPPORTUNITY';
def businessUnitName = 'Vision Operations';
def contractTypeName = 'Service Agreement';
def deleteSuccess = 'Y';
// Get ContractType Id using ContractType Name
def contractTypeId =
    oracle.apps.partnerMgmt.partnerProgram.util.service.contractsCoreTransactionService.
    ContractsCoreTransactionServiceWrapper.getContractTypeIdentifier(adf.source,
    contractTypeName);
// Get businessUnitId Id using Business Unit Name
def businessUnitId =
    oracle.apps.partnerMgmt.partnerProgram.util.service.contractsCoreTransactionService.
    ContractsCoreTransactionServiceWrapper.getBusinessUnitIdentifier(adf.source,
    businessUnitName);
// Delete all versions of the Contract using Chr Id and MajorVersion
    try {
        oracle.apps.partnerMgmt.partnerProgram.util.service.contractsCoreTransactionService.
        ContractsCoreTransactionServiceWrapper.deleteContract(externalSourceKey,
        OptyId.toString(), true);
    } catch (java.lang.Exception e) {
        deleteSuccess = 'N';
    }

    if (deleteSuccess == 'Y') {
        // Create Contract
        oracle.jbo.AttributeList contractHeader = new oracle.jbo.NameValuePairs();
        // Set Contract Header Attributes
        contractHeader.setAttribute("OrgId", businessUnitId);
        contractHeader.setAttribute("StartDate", startDate);
        contractHeader.setAttribute("EndDate", endDate);
        contractHeader.setAttribute("ContractTypeId", contractTypeId);
        contractHeader.setAttribute("CurrencyCode", CurrencyCode);
        contractHeader.setAttribute("ContractNumber", Name);
        contractHeader.setAttribute("PartyId", TargetPartyId);
        contractHeader.setAttribute("ContractOwnerId", OwnerResourcePartyId);
        contractHeader.setAttribute("WebServiceFlag", "N");
        contractHeader.setAttribute("ExternalSourceKey", "OPPORTUNITY");
```
Corrected code that should be used:

```java
def OrgIdStr = "OrgId";
def ContractTypeIdStr = 'ContractTypeId';
def WebServiceFlagStr = 'WebServiceFlag';
def ExternalSourceKeyStr = 'ExternalSourceKey';
def ExternalReferenceKeyStr = 'ExternalReferenceKey';
def ContractNumberStr = 'ContractNumber';
def ContractOwnerIdStr = 'ContractOwnerId';
def startDate = new Date();
def endDate = null;
def externalSourceKey = 'OPPORTUNITY';
def businessUnitName = 'Vision Operations';
def contractTypeName = 'Service Agreement';
def deleteSuccess = 'Y';
// Get ContractType Id using ContractType Name
def contractTypeId = oracle.apps.partnerMgmt.partnerProgram.util.service.contractsCoreTransactionService.ContractsCoreTransactionServiceWrapper.getContractTypeIdentifier(adf.source, contractTypeName);
// Get businessUnitId Id using Business Unit Name
def businessUnitId = oracle.apps.partnerMgmt.partnerProgram.util.service.contractsCoreTransactionService.ContractsCoreTransactionServiceWrapper.getBusinessUnitIdentifier(adf.source, businessUnitName);
// Delete all versions of the Contract using Chr Id and MajorVersion
try {
    oracle.apps.partnerMgmt.partnerProgram.util.service.contractsCoreTransactionService.ContractsCoreTransactionServiceWrapper.deleteContract(externalSourceKey, OptyId.toString(), true);
} catch (java.lang.Exception e) {
    deleteSuccess = 'N';
}
// Create Contract
oracle.jbo.AttributeList contractHeader = new oracle.jbo.NameValuePair();
// Set Contract Header Attributes
contractHeader.setAttribute(OrgIdStr, businessUnitId);
contractHeader.setAttribute("StartDate", startDate);
contractHeader.setAttribute("EndDate", endDate);
contractHeader.setAttribute(ContractTypeIdStr, contractTypeId);
contractHeader.setAttribute("ExternalReferenceKey", OptyId);
// Invoke createContract API to create a contract
oracle.apps.partnerMgmt.partnerProgram.util.service.contractsCoreTransactionService.ContractsCoreTransactionServiceWrapper.createContract(contractHeader);
}
```
contractHeader.setAttribute("CurrencyCode", CurrencyCode);
contractHeader.setAttribute(ContractNumberStr, Name);
contractHeader.setAttribute("PartyId", TargetPartyId);
contractHeader.setAttribute(ContractOwnerIdStr,
OwnerResourcePartyId);
contractHeader.setAttribute(WebServiceFlagStr, "N");
contractHeader.setAttribute(ExternalSourceKeyStr,
"OPPORTUNITY");
contractHeader.setAttribute(ExternalReferenceKeyStr,
OptyId);
// Invoke createContract API to create a contract
oracle.apps.partnerMgmt.partnerProgram.util.service.con
tractsCoreTransactionSe
rvice.ContractsCoreTransactionServiceWrapper.createCont
ract(contractHeader);
}

Use the following helper methods to collect the required information for your implementation:

<table>
<thead>
<tr>
<th>Method Signature</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>public static Long getBusinessUnitIdentifier(Object context*, String businessUnitName)</td>
<td>Get business unit ID for a given business unit name.</td>
</tr>
<tr>
<td>public static Long getContractTypeIdentifier(Object context*, String contractTypeName)</td>
<td>Get contract type ID for a given contract type name.</td>
</tr>
<tr>
<td>Note: Object context is either EntityImpl or ViewRowImpl object.</td>
<td></td>
</tr>
<tr>
<td>public static Long getPersonIdentifier(Object context*, Long resourceId)</td>
<td>Get person ID for a given resource ID.</td>
</tr>
<tr>
<td>public static AttributeList createContract(AttributeList contractHeaderList)</td>
<td>Create contract with only header, party and party contact entities.</td>
</tr>
<tr>
<td>public static void deleteContract(String externalSourceKey, String externalReferenceKey, boolean deleteAllVersions)</td>
<td>Delete a contract using the external keys.</td>
</tr>
<tr>
<td>public static AttributeList findContract(String externalSourceKey, String externalReferenceKey)</td>
<td>Find a contract using the external keys.</td>
</tr>
<tr>
<td>public static void deleteContract(Long contractId, Long majorVersion) (Existing PRM API)</td>
<td>Delete a contract using the contract ID and version.</td>
</tr>
</tbody>
</table>
Viewing a Contract from an Opportunity

You can add a link to view the contract from an opportunity using Application Composer. From the opportunity, you can access the contract through URL navigation.

Use the following steps to add an action to the opportunity object to create and view a contract:

1. Create a link in Application Composer on the opportunity object, for example, Preview Contract.
2. Return the URL for navigating to the Contracts AuthoringMainFlow in the groovy script editor for the link.
3. Add the link to the Opportunity page.
4. If defined in a sandbox, publish these changes once testing is complete.

You should grant the following privileges to Opportunity users:

- The entitlement View Opportunity must be assigned the getOpportunity resource.
- Users viewing contracts from an opportunity must be granted permission for viewing the AuthoringMainFlow taskflow:
  - Privilege: OKC_VIEW_CONTRACT_PRIV
  - Duty: OKC_ALL_BUSINESS_UNITS_CONTRACT_INQUIRY_DUTY or OKC_CONTRACT_INQUIRY_DUTY

Creating and viewing a contract from an opportunity has the following limitations and known issues:

- Performing a save or roll back is not recommended in the Application Composer groovy script. The user must click Save on the Opportunity page to persist the user-specific fields, ContractId and MajorVersion, on the Opportunity object.
- Application Composer does not support identity switch when invoking a web service for GPA policy.
- The standard for building the URL for navigating to a taskflow is to call the getURL() API on the oracle.apps.fnd.appcore.patterns.uishell.context.UIShellContext. Application Composer does not support the UIShellContext class on the groovy script.
- fileDownloadActionListener is not supported in Application Composer, so the Preview Contract PDF file cannot be downloaded by clicking a button on the Opportunity page. The alternative approach is to drill down to the Contracts Application using URL navigation.

How User Variables Are Used in a Contract

The user variables that you create can be:

- Inserted in the Contract Terms Library clauses
- Inserted into individual nonstandard clauses created by contract authors during contract authoring.
- Used in Contract Expert rule conditions

When contract authors run Contract Expert during authoring, they are prompted to enter the variable value. The value is automatically substituted in the contract terms and any rules where the variable is used are evaluated.

Descriptive flexfield variables and Application Composer objects have a similar behavior when they are inserted into a clause text and the variable value is embedded. A contract that uses a terms template containing a clause that uses the variable takes the value entered in that field and embed it into the variable value. When previewing or printing the contract, the variables are resolved and the values printed in the document. For variables based on descriptive flexfields, the value is sourced based on the segment name and the attribute number. The ContractSample.xml file exposes the contract header descriptive flexfield so that the values are formatted and used correctly when printed with your own layout templates. For variables based on Application Composer objects, variable resolution uses the opportunity unique ID and the primary party ID to source the opportunity and sales account variable values.
This approach has the following limitation: if you create a contract from the contracts work area, and if the terms template associated with the contract contains variables sourced from the Opportunity object, no variables in the terms template are resolved because the contract was not created from an opportunity and the reference information cannot be retrieved.

**How User Variables and Contract Expert Rules uses Value Sets**

You can use value sets to determine what entries contract authors can make in user variables and in Contract Expert feature questions. You can use them either to specify the format an entry must take, or to create a list of values contract authors must choose from.

Value sets are a common application component which you can set up by navigating to the *Setup and Maintenance* work area and searching for the *Manage Contract Terms Value Sets* task. This topic highlights value sets nonprogrammers can set up for Oracle Fusion Enterprise Contracts.

This topic covers:

- Using value sets for creating user variables
- Restrictions for values sets used in Contract Expert feature rules

**Using Value Sets for User Variables**

You use value sets in the setup of user variables for one of the two following purposes:

- To set up the list of values the contract author must choose from to enter the value
- To specify only the length and format of the information the author must enter manually

Suppose, for example, that you need to create a user variable contract authors can use to enter the name of one of your warehouses into a clause during contract authoring. Without any knowledge of programming, you can:

- Create the list of values the contract author will use to select one of the warehouses.
  You create the values first and then enter them into an independent value set.
- Create a format only value set that restricts the entry to a specified number of characters.

Other value set features are also available for use by nonprogrammers. If you want to restrict the entry of the available warehouses by country, then you can make the above value set dependent on a second value set of countries, for instance.


If you are using the value set for a variable that will be used in Contract Expert rules or to specify the values used in responses to a question used in such a rule, then you only use a subset of the value set features as described in the following table.

<table>
<thead>
<tr>
<th>Value Set Format Type</th>
<th>Value Set Validation Type</th>
<th>Supported?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Char</td>
<td>Independent</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Valid operators: Is, Is Not, In, and Not In</td>
</tr>
<tr>
<td>Char</td>
<td>Table</td>
<td>No</td>
</tr>
<tr>
<td>Char</td>
<td>Translatable Independent</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Valid operators: Is, Is Not, In, and Not In</td>
</tr>
</tbody>
</table>
### Oracle Procurement Cloud

#### Setting Up Contract Terms and Clause Library Configurations

<table>
<thead>
<tr>
<th>Value Set Format Type</th>
<th>Value Set Validation Type</th>
<th>Supported?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Char</td>
<td>None</td>
<td>No</td>
</tr>
<tr>
<td>Char</td>
<td>Pair</td>
<td>No</td>
</tr>
<tr>
<td>Char</td>
<td>Special</td>
<td>No</td>
</tr>
<tr>
<td>Char</td>
<td>Dependent</td>
<td>No</td>
</tr>
<tr>
<td>Number</td>
<td>None</td>
<td>Yes</td>
</tr>
<tr>
<td></td>
<td>Numeric operators.</td>
<td></td>
</tr>
<tr>
<td>Standard Date / Standard Date Time</td>
<td>Not Applicable</td>
<td>No</td>
</tr>
<tr>
<td>Date / Date Time</td>
<td>Not Applicable</td>
<td>No</td>
</tr>
</tbody>
</table>

**Related Topics**
- Overview of Value Sets

### Examples of Creating Java Methods for User Variables

To use attribute values captured in application documents that are not defined as existing system variables, you can create user variables that obtain values from Java methods you write based on the sample code in this topic.

This topic provides two sample methods with comments to help you write such Java methods. The sourcing of the Java variable value in these methods are different based on the database table and view object (VO).

If the Java user variable is an attribute of the Document Header VO (for example, Contract Header VO or PO Header VO) then use the first method. Use the second method if the Java user variable is an attribute on any child table of the Document Header VO.

**Sample Java Method 1**

This sample assumes that **CurrencyCode** is an attribute on the PO Header VO. This Contract Expert Java variable works even if the header information is not saved during document authoring. In this scenario, `getCurrencyCode()` is the method name associated with the user-defined Java variable in the variable definition page.

**Note:** Because Java is case sensitive, be careful when entering VO attribute names. Do not change the signature of any method or the parameter names.

1. Using Oracle JDeveloper, create an application and a project within that application.
2. Within the project, create a Java file with the method for the Java user variable.
3. Create a temporary folder and copy the `contractsTermsLibraryPublicModel` JAR file from the fusionapps/jlib directory to this folder.
4. Right-click the project in Oracle JDeveloper and in the **Project Properties:**
   a. Select Libraries and Classpath.
b. Add the **contractsTermsLibraryPublicModel** JAR from the temporary folder.

5. Create a JAR for the current project, by right-clicking the project and selecting **Project Properties** and **Deployment profile**.

6. Copy this new JAR to the following directory: `mw_home_standalone/user_projects/domains/fusion_domain/servers/AdminServer/upload/ContractManagementApp/V2.0/app/ContractManagementApp/APP-INF/lib`


The following is a sample Java class to implement Java user variables. To configure, change the class name (**MyPurchaseUDV**). Do not change or remove any of the import statements.

```java
/**
 * MyPurchaseUDV.java
 * package oracle.apps.contracts.termsLibrary.publicModel.Attributes.model.java;
 * import java.math.BigDecimal;
 * import java.sql.*;
 * import java.util.Collection;
 * import java.util.HashMap;
 * import java.util.Iterator;
 * import oracle.apps.contracts.termsLibrary.publicModel.variables.model.java.ProgrammaticUDV;
 */

/**
 * This class extends the abstract class ProgrammaticUDV.
 * TO CONFIGURE: Change the Class name only (MyPurchaseUDV).
 */

public class MyPurchaseUDV extends ProgrammaticUDV {

/**
 * CASE 1: For achieving CASE 1 use the methods registerAttributes() and getCurrencyCode().
 */

/**
 * The following method registers the Java variable present in the Header VO. The name of the variable should
 * be the same as the name of the attribute in the Header VO.
 * TO CONFIGURE: Change only the VO attribute name of the variable (in this case CurrencyCode) to match the
 * attribute name in the Header VO.
 * Do not change the method name or scope of the method. The only thing can be changed is the VO attribute name
 * of the user variable.
 */

protected void registerAttributes() {
    registerAttribute("CurrencyCode");
}

/**
 * The following method obtains the value of java variable used in the Header VO. The attribute name of the
 * java variable used in this method is CurrencyCode. This method returns the value of the CurrencyCode. The
 * value of the variable which we are trying to get using this method (getCurrencyCode) should be registered
 * in the previous method registerAttributes().
 * TO CONFIGURE: Change the name of the method (getCurrencyCode()). Do not change the scope of the method.
 * The return type can be changed. To get the value of the variable we have to use the getAttributeValue() method only.
 */

public String getCurrencyCode() throws Exception {
    String retVal = null;
    retVal = getAttributeValue("CurrencyCode");
}
```
Sample Java Method 2

The following method is used to get the value of Java variable through SQL queries. In this scenario, we want to add clauses to the contract terms if the contract has any sales credit. Sales credit information is stored in a different table from the contract header. To work this scenario, the document must be saved before invoking Contract Expert. Java variable used is in this case is Sales Credit. Use method `getSalesCredit()` if the Java user variable is an attribute on any child table of the Document Header VO.

To configure, change the name of the method `getSalesCredit()` and the return type of the method. The other attribute values, such as document ID and document type, which might be needed while executing the query, can be obtained from the get methods `getDocumentId()`, `getDocumentType()`, and `getDocumentVersion()`.

The `executeQuery` method:

- Will always return a scalar value which is present in the first row and first column in the result set.
- Will always return a string value:
  - If you are expecting an integer value, then you must do a conversion before returning value.
  - No conversion is required if you are expecting a string.

In the following example, an ID value of a Yes or No value set value is returned based on whether the contract has sales credits entries or not.

```java
public int getSalesCredit() throws SQLException, Exception {
    int retVal = 0;
    int value = 0;
    String s1 = null;
    BigDecimal id = getDocumentId();
    s1 = executeQuery("SELECT to_char(count(*)) FROM OKC_K_SALES_CREDITS where dnz_chr_id = " + id);
    value = Integer.parseInt(s1);
    if(value > 0) {
        retVal = 271230; // Value Set id for "YES"
    } else {
        retVal = 271229; // Value Set id for "NO"
    }
    return retVal;
}
```

//*****************************************************
The following file content is provided here only for reference.
DO NOT INCLUDE THE FOLLOWING CODE IN ANY USER METHOD.
*****************************************************

ProgrammaticUDV.java

```java
package oracle.apps.contracts.termsLibrary.publicModel.variables.model.java;

import java.math.BigDecimal;
import java.sql.ResultSet;
```
import java.sql.SQLException;
import java.sql.Statement;
import java.util.ArrayList;
import java.util.HashMap;
import oracle.jbo.server.DBTransaction;

public abstract class ProgrammaticUDV {

    private HashMap attributesData;
    private DBTransaction dBTransaction;
    private Statement statement;
    protected BigDecimal documentId;
    protected String documentType;
    protected BigDecimal documentVersion;
    private ArrayList<String> attributeNamesUsed = new ArrayList<String>();

    public ProgrammaticUDV(){
        registerAttributes();
    }

    protected abstract void registerAttributes();

    protected void registerAttribute(String attributeName) {
        attributeNamesUsed.add(attributeName);
    }

    protected String getAttributeValue(String attributeName) throws Exception {
        if(attributesData.get(attributeName) == null){
            throw new Exception("Attribute name "+ attributeName + "' is either invalid or not registered.");
        }
        return (String)attributesData.get(attributeName);
    }

    public HashMap getAttributesData() {
        return attributesData;
    }

    public void setAttributesData(HashMap variableData) {
        this.attributesData = variableData;
    }

    public ArrayList getAttributesUsed() {
        return attributeNamesUsed;
    }

    public void setDBTransaction(DBTransaction dBTransaction) {
        this.dBTransaction = dBTransaction;
    }

    protected String executeQuery(String query) throws SQLException {
        ResultSet rs = null;
        String s = null;
        if (statement != null) {
            statement.close();
        }
        statement = dBTransaction.createStatement(0);
        rs = statement.executeQuery(query);
        if(rs.next()){
            s = rs.getString(1);
        }
        statement.close();
        return s;
    }
}
protected void closeQuery() throws SQLException {
    if (statement != null) {
        statement.close();
        statement = null;
    }
}

public void setDocumentId(BigDecimal documentId) {
    this.documentId = documentId;
}

public void setDocumentType(String documentType) {
    this.documentType = documentType;
}

public void setDocumentVersion(BigDecimal documentVersion) {
    this.documentVersion = documentVersion;
}

public BigDecimal getDocumentId() {
    return documentId;
}

public String getDocumentType() {
    return documentType;
}

public BigDecimal getDocumentVersion() {
    return documentVersion;
}

Variables FAQ

How can I obtain a list of system variables for use in Contract Expert rules?
Use the Search Variables page to create a list of system variables you can use in Contract Expert rules. You can use the Document Type field to narrow down your search by contract document type, such as a purchase order or Request for Quote.

How do I enable, disable, and delete variables?
When you create a variable, it is immediately available for use in clauses and Contract Expert rules. While there is no activation process or validation for a variable, variable setup is validated when you use variables in rules.

You can delete any variable as long as it is not being used in a clause or a Contract Expert rule. If it is in use, you can only disable it. Disabling a variable by selecting the Disabled option in the Edit Variable page prevents a variable from being used. The application displays an error for all clauses and rules that already use the variable.

Setting Up Adoption of Content Between Libraries
How Content is Adopted from Global to Local Terms Libraries

Much of the content in the Contract Terms Library is available only in the business unit where you create it. When you designate one of the business units as global during business unit setup, however, the content you create within that business unit can be copied over by other business units, a process known as adoption.

Different kinds of content in the global library can be adopted for use in a local library in different ways, as outlined in the following figure.

- Clauses designated as global can be adopted by selecting either the **Adopt** or the **Localize** action in local business units.

  **Adopt** adopts the clause as is. **Localize** permits the local business unit to edit the clause text.

- Local clauses are visible only in the business unit where they are created.
- Contract terms templates designated as global are visible to the local business units and can be copied over using the duplicate command.
- Contract Expert rules are visible only in the business unit where they are created.

**Note:** Sections, folders, and numbering schemes do not need to be adopted or copied. They are automatically available across all business units.
Adopting Clause Localization
Here is how you adopt and localize clauses:

1. In the global business unit, you create a clause with the **Global** option selected.
   
   After the global clause is approved, it is automatically listed as available for adoption on the Terms Library Overview pages in the local business units.

2. Contract Terms Library administrators in local business units select **Adopt** or **Localize** from the Actions menu to adopt the clauses.

   Both adopted and localized clauses now exist as independent clauses in the local library and must be approved before they can be used in contracts.

   **Note:**
   - During the local business unit setup, you can make clause approvals automatic.
   - To adopt all approved global clauses for use in a new local business unit, run the process **Adopt Global Clauses for a New Business Unit**. Refer to the Enterprise Scheduler Processes topic for more information.
   - When a new version of one of the adopted or localized global clauses is approved in the global business unit, the terms library administrators in the local business units are notified automatically.
   - You specify the administrator to receive the notification during the local business unit setup.
   - Administrators in the global business unit can create a clause analysis report that details the adoption and localization of the global clauses in the local business units.

Using Copy for Contract Terms Template Adoption
You adopt contract terms templates by copying them:

1. In the global business unit, you create a contract terms template with the **Global** option selected.

   After the global template is approved, it is automatically available for copying in the local business units.

2. Contract Terms Library administrators can search for the global templates available for adoption by selecting the **Global** option in the Search Templates page.

3. Select the **Duplicate** action to copy Global templates.

   **Tip:** Clauses in the copied templates must be first adopted or localized in the local business unit.

4. The copied contract terms template must be approved in the local business unit before it can be used.

Content Adoption FAQ

**How can I find clauses that are available for adoption?**

Clauses that are available for adoption are listed in the Clauses for Adoption region on the Terms Library Overview page. You can also search for them using the Search Clauses page by selecting the Available for Adoption from the Adoption Type drop-down list.
What happens if the global library publishes a new version of the clause I localized?
The new version of the clause appears as available for adoption in the Terms Library Overview page and in clause searches. The Contract Terms Library administrator receives an automatic notification.

What's the difference between an adopted clause and a localized clause?
Adopt a global clause to reuse it without change in a local business unit.
Localize a global clause to use it with edits in a local business unit.
All clauses you adopt and localize must be approved within your local business unit before they can be used for contract authoring. You can set up approvals to be automatic for adopted clauses, but not for localized clauses.

Creating Folders to Organize Clauses

Folders in Contract Terms Library
You can use folders to organize clauses in the Contract Terms Library.

Folder Properties
Folders have the following properties

- A single folder can contain clauses with both buy and sell intent.
- Folders can be used only in the business unit where you create them.
- Folders cannot be copied to other business units.
- Folder names must be unique within the business unit where you create them.

Setting Up Contract Preview and Printing

Contract Printing and Layout Templates: Explained
Previewing and printing clauses, reports, contracts, and contract terms uses a number of Oracle Business Intelligence (BI) Publisher layout templates which specify what information is displayed in the contract and supply the headers, footers, text style, and pagination. The layout templates are RTF files stored in the BI Presentation Catalog. The application comes with samples of all the required layout templates. You can copy the sample layout templates described here, and edit the copies to add your own boilerplate text, font styles, and logos.

You can copy and edit layout templates used for:

- Printing enterprise contracts, including partner agreements
- Printing purchasing and sourcing documents
- Printing the report of contract deviations that can be attached to contract approval notifications
- Previewing contract terms templates
- Previewing and importing clauses into the Contract Terms Library
The sample layout templates are available in different subfolders within the Enterprise Contracts folder in the catalog. You can navigate to the folders in the catalog either from the Reports and Analytics pane or by selecting the **Reports and Analytics** link in the Navigator. Contact your administrator to grant you the appropriate BI duty roles if these are not available.

You can download the sample templates, copy them, and edit the copies. When you upload your edited copy to the same directory, it becomes immediately available for use within the application. For specific details of configuring BI templates, see the Reports chapter in the "Creating Analytics and Reports" manual for your cloud service.

**Note:** The catalog includes additional layout templates which are used internally by the application. You can edit only the layout templates listed in the following section.

### Printing Enterprise Contracts

The application uses two layout templates for printing enterprise contracts, including partner agreements:

- **The contract layout template**

  This layout template provides the layout for printing the contract except for the contract terms.

  There are two sample layout templates available for you to copy and edit. Both sample layout templates are available in the same directory. The following table lists the layout templates that are used for contract header information.

<table>
<thead>
<tr>
<th>Sample Layout Template Name</th>
<th>Description</th>
<th>Location in BI Publisher Catalog Directory</th>
</tr>
</thead>
</table>

- **The contract terms layout template**

  This template provides the layout of the structured terms for printing and for downloading the contract terms for editing offline in Microsoft Word.

  When printing an amended contract, the selected terms layout template determines whether only a summary of amendments is printed, or both the amendment summary and the amended contract terms and conditions are printed. Additionally, you can also control the printing of the amendment summary without adjusting the terms layout template for each contract in the Contract Terms tab.

**Note:** You cannot download the amendment summary to Word.

The following table describes the layout templates used for structured terms.
You specify which templates you want to use during contract type setup. This means that you can create different layout templates for each contract type. To set up contract types, select the **Manage Contract Types** task from the Setup and Maintenance work area as part of the Enterprise Contracts offering in the Enterprise Contracts Base functional area or **Contract Types** under the Setup task heading in the Contracts work area.

- The application uses the contract layout template, specified in the **Contract Layout** field of the contract type, to create a PDF of the contract. If the contract does not include any contract terms, this is the only layout template used.

- If the contract includes structured terms, then the application uses the contract terms layout template specified in the **Terms Layout Template** field to create the contract terms PDF. To create the contract terms PDF, you must set the terms layout template in contract type.

- If you made amendments to the contract terms and the terms layout template specified includes an amendment summary, then the application creates a PDF document of the amendment summary. If amendments were made and the specified terms layout template includes both the amendment summary and the amended terms of the contract, then the application creates a PDF document of both.

- If the contract terms are attached as a file and the file retains the structured terms format, the application creates the contract terms PDF from the file. Contract terms attached as a file can retain the structured XML format if the file was downloaded from the application using the **Download Contract** action.

- The application then merges the two generated PDFs (one for the basic contract and the other for contract terms) into a single PDF.

- If the contract terms are attached in a file that is not structured, then the application prints only the contents of the file. It does not print the contract information in the application or use either layout template. If you need help in editing the layout templates, download the sample XML file provided in Enterprise Contracts/Contract Printing/ContractPrintDm.
The following figure outlines how the application uses the layout templates when you print an enterprise contract:

![Diagram of layout templates for printing enterprise contracts](image)

**Printing of Contract Terms on Purchase Orders and Sourcing Documents**

For printing purchasing documents with structured terms, Oracle Procurement uses two layout templates.

- The document layout template supplied by Oracle Procurement which is located in the Procurement folder.
- The contract terms layout template.

The following table lists the sample files provided.

<table>
<thead>
<tr>
<th>File Name</th>
<th>Description</th>
<th>Location in BI Publisher Catalog Directory</th>
</tr>
</thead>
<tbody>
<tr>
<td>ContractTermsProcurement</td>
<td>The layout for printing the contract terms in enterprise contracts when you author contract terms in the application.</td>
<td>Enterprise Contracts/ Contract Terms Printing/ Contract Terms Download and Preview</td>
</tr>
</tbody>
</table>
### Setting Up Contract Terms and Clause Library Configurations

<table>
<thead>
<tr>
<th>File Name</th>
<th>Description</th>
<th>Location in BI Publisher Catalog Directory</th>
</tr>
</thead>
<tbody>
<tr>
<td>ContractTermsAmendmentsOnlyProcurement</td>
<td>The layout for only printing a summary of the amendments made to contract terms in enterprise contracts.</td>
<td>Enterprise Contracts/ Contract Terms Printing/ Contract Terms Download and Preview</td>
</tr>
<tr>
<td>ContractTermsPlusAmendmentsProcurement</td>
<td>The layout for printing the contract terms in enterprise contracts when you author the contract terms in the application. In addition, for a contract that is under amendment, a summary of the amendments made to contract terms is included.</td>
<td>Enterprise Contracts/ Contract Terms Printing/ Contract Terms Download and Preview</td>
</tr>
</tbody>
</table>

You select both of these templates while setting up business unit properties using the **Configure Procurement Business Function** task. This task in the Setup and Maintenance work area is part of the Procurement offering in the Procurement Foundation functional area.

If you attach the contract terms rather than authoring them in the application and the attached file is not structured, then Procurement uses a third layout template which includes a brief sentence explaining that the contract terms are contained in a separate document, as described in the following table.

<table>
<thead>
<tr>
<th>File Name</th>
<th>Description</th>
<th>Location in BI Publisher Catalog Directory</th>
</tr>
</thead>
<tbody>
<tr>
<td>ContractTermsNoMerge</td>
<td>This layout template includes the following text: The contract terms for this (doc type) are listed in a separate document which is either attached to the e-mail you received or sent separately. These contract terms should be read in conjunction with this (doc type). The document type name is substituted in the printed contract.</td>
<td>Enterprise Contracts/ Contract Terms Printing/ Attached Contract Preview</td>
</tr>
</tbody>
</table>

⚠️ **Caution:** If you edit the **ContractTermsNoMerge** layout template, then you must save it under the same name in the same directory.

1. The application uses the document layout template specified in the Document Layout field in the PO or purchase agreement to create the PDF.
2. If the contract includes structured terms, then the application uses the contact terms layout template to generate the contract terms PDF.
3. If the contract terms are attached as a file and the file retains the structured terms format, then the application creates the contract terms PDF from the file. Contract terms attached as a file can retain the structured XML format if the file was downloaded from the application using the **Download Contract** action.
4. If the contract terms are attached as a file that is not structured, then the application creates a small PDF of the message contained in the layout template **ContractTermsNoMerge**.
5. The application merges the two PDFs into a single document PDF.
The following figure outlines how the procurement application uses these layout templates for printing:

Printing the Contract Deviations Report

The application uses the contract deviations layout template to generate a PDF report of deviations of a contract from company standards. This report can be automatically attached to the notification sent to the contract approvers during contract authoring. You can create different layout templates for each business unit. You specify which layout template you want to use in a specific business unit using either the Specify Customer Contract Management Business Function Properties or the Specify Supplier Contract Management Business Function Properties tasks. These tasks are available in the Setup and Maintenance work area as part of the Enterprise Contracts offering in the Enterprise Contracts Base functional area.

Separate sample layout files are available for buy-intent and sell-intent contracts. Both are located in the same directory. The following table describes the layout templates used for the contract deviations report.
Previewing Contract Terms Templates

Contract Terms Library administrators as well as contract authors can preview the content of a template by selecting the preview icon. For example, a contract author may want to preview a template to verify they are selecting the correct one. The preview lists all the clauses and sections the template contains and any boilerplate included in the layout template. It does not list any additional clauses inserted by Contract Expert rules.

You can create different layout templates for each contract terms template. You specify the layout template to be used for the preview on the General tab while editing the contract terms template. The following table describes the sample layout template.

<table>
<thead>
<tr>
<th>File Name</th>
<th>Description</th>
<th>Location in BI Publisher Catalog Directory</th>
</tr>
</thead>
</table>

Previewing and Importing Clauses

The application uses the clause layout template for:

- Formatting individual clauses for preview:
  - Library administrators can use the preview icon to view preview of individual clauses on the clause search page.
- Formatting clauses imported from outside the application. This applies only to non-Cloud installations.

You can specify which template you want to use in a specific business unit using either the **Specify Customer Contract Management Business Function Properties** or the **Specify Supplier Contract Management Business Function Properties** tasks. These tasks are available in the **Setup and Maintenance** work area as part of the Enterprise Contracts offering in the Enterprise Contracts Base functional area.

The following tables describes the sample layout template provided.

<table>
<thead>
<tr>
<th>File Name</th>
<th>Description</th>
<th>Location in BI Publisher Catalog Directory</th>
</tr>
</thead>
<tbody>
<tr>
<td>ContractTermsLibraryClause</td>
<td>Specifies the layout of clause text in the Contract Terms Library.</td>
<td>Enterprise Contracts/ Contract Terms Printing/ Clause Export and Preview</td>
</tr>
</tbody>
</table>

Related Topics

- Create and Edit Report Layouts
- How Contract Terms Templates Work
Print Contract Child Object Variables

You must specify which values captured in the child object are to be printed on the contract, and how they should be formatted. This formatting is specified using the print layout template RTF file.

Specify the Print Layout Template Name and Copy the Template

As for any other table variable that could contain multiple records, you must specify which values captured in the child object are to be printed on the contract, and how they should be formatted. You need BI Administrator privileges to update the layout template to print the child object values.

1. On the Create Variable window enter the Print Layout Name for a child object variable.
2. In the BI catalog, find the existing ECMTableVarSub.rtf file in the Enterprise Contracts Transformation Templates folder.
3. Select the English sub template and save the file.

Having made a copy of the sub template, you can edit to add the child object values you would like to print. You can copy an existing child object table to use as a template and paste it into your file. Every table template must have a unique name in the RTF file. The template name entered in the ECMTableVarSub.rtf file must exactly match the Print Layout Name you enter when creating the child object variable.

Update the Table Template Properties

You must also update the table template properties to ensure that the template matches the name you provided for the table template. Using Microsoft Word with the BI Publisher add-in installed, perform the following steps on the RTF template:

1. Right-click the template name.
2. Navigate to the BI Publisher properties.
3. Ensure the template match property is consistent with the table template name.
4. Update the child object column names and attributes in the table template as required.
5. Update the child object attributes in the table template.
6. Update the local name for each child object attribute.
   The name must be the same as the API name of the child object attribute in Application Composer.
7. Once your edits are complete, save your changes.
8. Delete the existing ECMTableVarSub.rtf file from the catalog, and choose the create sub template action to upload your updated version.

When the child object variable is used in a clause, the updated sub template is applied to retrieve the attribute values and format them in the print preview.

Related Topics
- Contract Printing and Layout Templates

Can I print a contract if there are no layout templates specified for a contract type?

No, you cannot print or create a PDF of a contract if no contract layout template is specified in the contract type that was used to create the contract. If you do not specify the terms layout template, you cannot preview the contract terms as a PDF.
Related Topics

- What’s a layout template?

Setting Up Contract Terms Deliverables

Contract Deliverables

Contract deliverables establish and track both contractual and noncontractual commitments that must be honored as part of negotiations and contractual agreements between businesses and suppliers or customers based on contract intent. These deliverables can be used in enterprise contracts, purchasing documents, and in negotiations.

This topic provides an overview of the following:

- How you can use contract deliverables
- Creating and managing contract deliverables
- One-time and repeating deliverables
- Where you can create and use contract deliverables
- The different deliverable types
- Fixed and relative due dates
- Deliverable notifications

Using Contract Deliverables

You can use contract deliverables:

- To communicate with the external party on the contract about commitments.
  To do this, the responsible party on the contract deliverable must update the contract deliverable such that this change is reflected in the Contracts application.

- To submit any required documents
  For an enterprise contract, the external contact that is the responsible party on the deliverable can sign in to the Contracts application to submit a report and change the deliverable status to Complete.

- As a repository of documents submitted in the negotiations
  All documents submitted as attachments are stored in the deliverable history and can be accessed from the deliverable itself.

- To track a contract deliverable from the initial stages of a negotiation to the signed contract
  The application can automatically copy the appropriate deliverables from the negotiation document to the final contract.

- To automatically calculate deliverable due dates
  You can set deliverable due dates relative to contract events, for example, a week before the contract is signed or comes into effect. The application automatically calculates the actual date the deliverable is due. You can also create multiple instances of a deliverable to track repeating deliverables, such as monthly reports.

- To automatically notify interested parties when the deliverable is due or overdue
You can set up the deliverable to automatically notify parties of an upcoming deadline or when the deliverable is overdue.

**Creating and Managing Contract Deliverables**

You create and manage contract deliverables in two separate interfaces. You create the contract deliverables while the contract is in negotiations. You manage the deliverables while the contract is active and in the process of being executed except for internal deliverables with fixed due date that you can manually activate before the contract is active.

Here is how the two interfaces work:

1. You create the deliverable either in a contract terms template that can then be applied to the contract or directly in the contract. For the deliverable, you must enter the responsible party contact, the deliverable deadlines, and the notifications required.

2. If deliverables are present in a contract terms template you apply to a contract, then the deliverables get copied to the contract automatically. The type of deliverables that are applied automatically can vary based on the document type.

3. The application creates deliverable instances with the calculated deadlines based on your setups at the time the contract becomes active. For instance, if you created a deliverable that calls for the submission of a report every week after the contract is signed, then the application creates a separate instance of the deliverable for each week based on the date the contract was signed.

4. You and the responsible party contact use the Manage Deliverables page to access and update each deliverable instance. In the example, each week the deliverable instance that is due that week is updated and any collateral attached.

5. Based on your setups, the parties are automatically notified when the deliverable is due or overdue, or when one of the parties changes its status (dashed lines).

6. The contractual deliverables you set up are listed in the printed contract terms when you add the deliverable variable to a clause.
The following figure shows two different interfaces you use to create and manage contract deliverables.

One-Time and Repeating Deliverables

You can create both one-time and repeating deliverables. A one-time deliverable tracks the performance and deadlines for an individual required action that must be performed by one of the parties in the contract. A repeating deliverable tracks a deliverable that must be performed periodically, for instance a progress report that must be submitted every week after the agreement is signed.

The following diagram uses an example to illustrate the two variable types:

- A one-time deliverable (Report 1) that the responsible party contact must provide that is due one week after the agreement is signed.
- A repeating deliverable (Report 2) that the responsible party contact must provide weekly after the contract is signed.

After the contract is signed and active, the application automatically creates instances of the two deliverables which can be viewed and updated by the responsible party contact using the Manage Deliverables page and the Deliverables bin. The due dates for each deliverable in this example are based on the date the contract was signed.
Note: Note that the name of each deliverable instance for a repeating deliverable is the same. The only difference is the due date.

The internal contact, requester, or responsible external party contact attaches the report file to the appropriate instance of the deliverable and changes its status to Complete.

The following figure illustrates the example of one-time and repeating deliverables.

Where You Can Create and Use Contract Deliverables

You can create contract terms deliverables both in buy-intent and sell-intent contract terms templates, in the Deliverables tab of an enterprise contract, and in Oracle Fusion Purchasing and Oracle Fusion Sourcing documents.
For purchasing, you can create and use deliverables on documents which include:

- Blanket Purchase Agreement
- Contract Purchase Agreement
- Standard Purchase Order

For sourcing, deliverables are copied over from the negotiation document. Sourcing documents include:

- Auction
- Bid
- RFI
- RFI Response
- RFQ
- Sourcing Quote

**Contract Deliverable Types**

Deliverable types restrict where a deliverable is available and where it can be printed. There are three deliverable types, as mentioned in the following table:

<table>
<thead>
<tr>
<th>Deliverable Type</th>
<th>Where Available</th>
<th>Description</th>
<th>Where It Prints</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contractual Deliverables</td>
<td>Purchasing and sourcing (except RFI documents) documents and enterprise contracts</td>
<td>Deliverables that must be completed as part of the contract.</td>
<td>Prints in all documents:</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- As part of the Contract Terms Template preview</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- Enterprise contracts</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- Purchasing documents</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- Sourcing documents</td>
</tr>
<tr>
<td>Negotiation Deliverables</td>
<td>Sourcing only</td>
<td>Deliverables that are a part of a negotiation document but are not part of the final contract.</td>
<td>Prints as part of:</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- As part of the Contract Terms Template preview</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- Sourcing documents</td>
</tr>
<tr>
<td>Internal Deliverables</td>
<td>Purchasing documents and enterprise contracts</td>
<td>Deliverables that are used to track internal schedules and commitments.</td>
<td>Not printed as part of the contract terms.</td>
</tr>
</tbody>
</table>

**Note:** If you create a deliverable as part of a contract terms template and that deliverable is of a type that is not compatible with the contract where the template is applied, then the deliverable does not get created in that contract. For instance, a negotiation deliverable in a template is dropped when that template is applied to a purchase order but added when that same template is used for an RFQ.

**Fixed and Relative Due Dates**

You can specify a deliverable to be due on a fixed date, such as the first of the month, or relative to a contract event, such as one week after the contract is signed.
The available events include:

- The contract start and end dates
- The dates the negotiations are opened and closed
- The date the contract is signed
- On negotiation documents, the date you receive a response from the responsible external party contact

The available contract events differ depending on where you create the deliverable and the deliverable type. For instance, for contractual deliverables you create in a contract terms templates, you can base the due dates on: Contract Canceled, Contract Closed, Contract Signed, Contract Start Date, and Contract End Date. Negotiation deliverables can be based on: Negotiation Closed, Negotiation Opened, and Response Received.

**Deliverable Notifications**

You can notify interested parties using Oracle BPEL Process Manager by email, voice message, instant messaging (IM), or short message service (SMS).

You can send automatic notifications:

- Prior to the due date
- When one of the parties changes the status of the deliverable
- When a deliverable is overdue
- When a deliverable must be escalated after the due date

**Note:** For these notifications to appear, the following processes must be running.

- Send Contract Terms Deliverable Due Date Notifications
- Send Contract Terms Deliverable Escalation Notifications
- Send Contract Terms Deliverable Overdue Notifications

Who receives the notification depends on a combination of the notification type and the party who is responsible for the deliverable as listed in the following table. The requester is an internal party. The external contact is a supplier or customer contact.

<table>
<thead>
<tr>
<th>Notification Type</th>
<th>Responsible Party</th>
<th>Recipients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prior to due date</td>
<td>Internal</td>
<td>Internal Contact</td>
</tr>
<tr>
<td>Prior to due date</td>
<td>External</td>
<td>External Contact</td>
</tr>
<tr>
<td>Overdue</td>
<td>Internal</td>
<td>Requester, Internal Contact</td>
</tr>
<tr>
<td>Overdue</td>
<td>External</td>
<td>Requester, Internal Contact, External Contact</td>
</tr>
<tr>
<td>Status Change</td>
<td>Internal</td>
<td>Requester, Internal Contact</td>
</tr>
<tr>
<td>Status Change</td>
<td>External</td>
<td>Requester, Internal Contact, External Contact</td>
</tr>
<tr>
<td>Escalation</td>
<td>Internal and External</td>
<td>Requester, Internal Contact, Escalation Contact</td>
</tr>
</tbody>
</table>
Related Topics

- What's the difference between internal and contractual deliverables?

Contract Deliverables FAQ

How do I create contract deliverables for an enterprise contract?
You can create deliverables for a terms template and apply this terms template to a contract. The deliverables from the applied terms template are then visible in the Deliverables tab of the contract. Alternatively, you can navigate to the Deliverables tab using the contract header Deliverables menu item and create deliverables directly in the contract.

Related Topics

- Contract Deliverables

What does it mean to change the printing sequence for contract deliverables?
Contract deliverables can be listed by title in a clause in your terms and conditions. You can change the sequence in which the titles appear on this list by modifying the print sequence.

What's the difference between contract deliverables and contract fulfillment?
Contract deliverables establish and track both contractual and noncontractual commitments that must be honored as part of negotiations and contractual agreements between businesses and suppliers or customers based on contract intent. These deliverables can be used in enterprise contracts, purchasing documents, and in negotiations. Contract fulfillment lines in procurement contracts denote commitments in terms of goods or services that must be delivered. You can use contract fulfillment lines to initiate and monitor purchasing activity in integrated procurement applications. For example, you can use contract fulfillment to create a purchase order in Oracle Fusion Purchasing for items in a contract line and then monitor the purchasing activity on that purchase order as it is being executed.

Related Topics

- Contract Deliverables
- Contract Fulfillment: How It Works

Indexing Clauses for Keyword Searches

How You Build and Maintain the Text Index for Keyword Searches

In the Contract Terms Library, you can use the Keyword field to search the text of clauses and contract terms templates. You can automatically build and maintain the text index by running the processes listed in this topic.
Setting Up and Maintaining the Text Index

You can set up the processes listed in this table to automatically build and optimize the text index at desired intervals. How frequently depends on how often your clauses and contract terms templates are updated. New clause and template versions become available for searching after they are indexed.

<table>
<thead>
<tr>
<th>Process</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Build Keyword Search Index for Contract Clauses</td>
<td>Builds the index for clauses. The process indexes the text in the following fields: Clause Text, Clause Title, Display Title, Description, and Instructions.</td>
</tr>
<tr>
<td>Optimize Keyword Search Index for Contract Clauses</td>
<td>Optimizes the clause search.</td>
</tr>
<tr>
<td>Build Keyword Search Index for Contract Terms Templates</td>
<td>Builds the index for clauses in contract terms templates. The process indexes the text in the following fields: Template Name, Description, and Instructions.</td>
</tr>
<tr>
<td>Optimize Keyword Search Index for Contract Terms Templates</td>
<td>Optimizes the clause search in contract terms templates.</td>
</tr>
</tbody>
</table>

To run the processes:

1. Select the Manage Processes task link in the Terms Library work area.
2. In the Managed Scheduled Processes page, click Schedule New Process.

Managing Clause and Section Numbering Schemes

Numbering Schemes

Use a numbering scheme to number sections and clauses in a contract terms template or contract. In addition to the numbering schemes that come with the application, you can create more numbering schemes in the Terms Library work area.

Numbering Scheme Properties

Numbering schemes have the following properties:

- Numbering schemes are available in all business units.
- You can create numbering schemes up to five levels.
- Numbering clauses is optional.
- You can add the numbering of the previous level as the suffix of the current level by selecting the Concatenate with Child option.
- You can skip the numbering of specific sections and clauses for printing and display of contract terms by selecting the Skip Numbering printing option. This automatically moves up the numbering of subsections and clauses in the section and following sections and clauses in the contract.
- Edits you make to an existing numbering scheme in the Contract Terms Library do not automatically apply to all contracts using that numbering scheme. You must reapply the scheme to each contract.
• You cannot delete any of the numbering schemes that come with your application.
• You cannot delete a numbering scheme if it is used in an existing contract.

How can I change the numbering scheme for sections and clauses?

You can apply a numbering scheme for sections and clauses by selecting the Change Numbering Scheme action on the Contract Terms tab while creating a contract terms template or authoring a contract. You can also change the numbering sequence for the printing and display of subsequent subsections and clauses in a section or sections and clauses in a contract by selecting the Suppress Title or Skip Numbering printing options for a section or clause. If you need to create additional numbering schemes, you can do so using the Create Numbering Scheme action on the Terms Library Overview page.

Related Topics
• How can I configure contract terms before I print them?

Examples of Using the Oracle Contracts Terms Library

Standard clauses, terms templates, and business rules are set up in the contract terms library. With policies and terms templates in place, the legal language on a contract can be quickly created from approved templates, expediting contract creation and approval. Use these examples to better understand using the common features of the terms library.

Creating a Clause in the Contract Terms Library

The clause is the basic building block of both the terms library and contracts in general. Using the Create Clause task in the Terms Library work area the following steps summarize the creation of a clause. See the related links section for a detailed demonstration.

1. In the Create Clause window, select the business unit for the clause.
2. Enter a clause number, title, and display title per your organization's standards.
3. Select the intent for the use of this clause.
4. Select a clause type.
5. Use the editor to enter your clause text.
6. Add variables to your clause by positioning the cursor in the text and clicking Insert Variables.
7. You can enter optional instructions for contract authors in the Instructions tab.
8. You can provide contract authors with alternate clauses that they can select instead of this one in the Related Clauses tab.
9. When your clause is complete, submit the clause for approval by the library administrator by clicking Submit.
Creating a Contract Terms Template

The terms template is the customary starting point for all contract authors. Using the Create Terms Template task in the Terms Library work area the following steps summarize the creation of the template. See the related links section for a detailed demonstration.

1. Select the business unit for the template.
2. Enter a unique name into the Name field per your organization’s standards.
3. Select the intent for the use of this template.
4. Select the layout template which best enables contract authors to preview the contract terms when they are selecting templates.
5. It’s recommended that you use Contract Expert rules to add additional clauses if the contract requires it, so you must enable Contract Expert for this template.
6. Enter name of the default section where Contract Expert will insert any additional clauses into the Default Section field.
7. Click Save.
8. Click Add in the Document Types toolbar of the Document Types region to specify what contract types will use this template.
9. Select the Document Type and optionally click the Default option to automatically apply this template to every new contract of this type.
10. You need a section to add clauses to so start by clicking Add Section from the Actions menu in the Clauses tab.
11. Add an existing section from the library or create a new section.
12. To add clauses to this section, click Add Clause.
13. Search for the desired clause, select the clause, and then click the OK button.
14. Click Expand for the section and then click Refresh to see your edits.
15. After you have added all the desired terms and conditions to the template, click Submit to begin the approval process.
16. If your template passes validation without errors, click Submit again.

Creating a Clause in a Contract Terms Template

Once you have created a contract terms template you can modify it by creating a clause while editing the template in the Contract Terms Library. With your template open in the Clauses tab the following steps summarize the creation of a clause. See the related links section for a detailed demonstration.

1. Click Add Clause and search the library for similar clauses before creating a new one. In this example the library does not contain the clause you need and you will create one.
2. Click the Create Clause button.
3. Enter an alphanumerical ID in the Number field that is unique within the business unit.
4. Enter a unique clause title in the Title field.
5. Classify the clause for the Contract Terms Library by selecting a Type.
6. Enter the clause text and optionally insert variables into the Text field to complete your new clause.
7. Once you are satisfied with your new text, click the OK button.
8. Expand the template folders and click Refresh to see the latest edits.
9. After you have added all the new terms and conditions to the template, you are ready to submit it for approval by clicking Submit.
10. Review all the draft clauses you created or added to the template and click **Next**.
11. If the template passes validation without errors, you then click **Submit** again.
12. The template and draft clauses are now pending approval and are available for use in contracts after they are approved.

**Related Topics**

- Creating a Clause in the Contract Terms Library
- Creating a Contract Terms Template
- Creating a Clause in a Contract Terms Template
7 Utilizing Contract Fulfillment

Contract Fulfillment: How It Works

Contract fulfillment makes it possible for you to track goods, services, reports and other fulfillment items you are purchasing in buy-intent contracts. Depending on the type of contract you are creating, you can use contract fulfillment to initiate the creation purchase orders or purchase agreements within Oracle Fusion Purchasing or in other integrated purchasing applications and monitor their fulfillment from within the contract. This topic explains how you create and work with contract fulfillment.

1. You can create a fulfillment either on the contract header or on individual contract lines by selecting either the **Autocreate Fulfillment Lines** or the **Create fulfillment** actions. The Autocreate Fulfillment Lines action creates the fulfillment line and copies the contract basic header or contract line information to the fulfillment line so you do not have to enter it manually.

   Selecting the **Autocreate Fulfillment Lines** action from the header automatically creates one fulfillment line per contract line. If there are no contract lines, then the application creates one fulfillment based on the header details provided the contract type is of class Purchase Agreement. You cannot autocreate fulfillment lines for contracts without contract lines if the contract type class is Enterprise Contract.

2. Review the notifications that are sent automatically to interested parties regarding fulfillment progress and deadlines. The contract type can be set up to automatically specify who is notified and when. You can change and add additional notifications for the contract.

3. If you are using the fulfillment to initiate the purchase of goods and services using the integrated purchasing applications, then you must enter the required purchasing details. For autocreated fulfillment, these details are copied automatically from the corresponding contract lines.

4. When the contract is approved and becomes active, you can initiate the creation of the purchasing documents in one of the purchasing applications. When you do, the application validates the information you entered to make sure it meets all the requirements of the purchasing application and creates the purchasing document. If it does not you must edit the fulfillment to enter additional information.

   **Note:** If the contract goes into amendment after being approved, you cannot create any further fulfillment lines or edit existing ones. If you initiated the creation of purchasing documents when the contract became active, you can still continue to execute the fulfillments on the purchasing document. In the event that you did not initiate a purchasing document for the approved contract before it went into amendment, you can create one based on the latest active version of the contract and treat this as an active contract on which you can execute existing fulfillment lines.

5. After the purchasing document is created in the purchasing application, you can monitor the progress of its execution.

6. You can mark a fulfillment as complete after execution of the purchasing document is completed.
The following figure illustrates how you can create and work with both contractual and noncontractual fulfillment lines and how you can initiate purchasing activity from those fulfillment lines.

Creating a Contract Fulfillment

If the fulfillment you are creating is related to the information entered in the contract, then you can select the Autocreate Fulfillment Lines action to create a fulfillment line in either the contract Header tab or the Lines tab. Using Autocreate Fulfillment Lines on the contract header creates a single fulfillment line for each contract line. On the Lines tab, you can select individual contract lines where you want to create a fulfillment.

Select the Create fulfillment action in the Fulfillment tab to create a completely new fulfillment.
**Note:** The Create Fulfillment and Autocreate Fulfillment Lines actions are not available for a contract that is under amendment.

**Tip:** You can create multiple fulfillment lines for a single contract line if you need the fulfillment line items to be shipped to different destinations, for example. This is accomplished by autocreating a fulfillment line, duplicating it, and then editing the fulfillment line information.

### Setting Up Fulfillment Notifications
You can specify which internal contacts are automatically notified about contract fulfillment milestones and when.

You can notify internal contacts:

- A specified number of days before or after the fulfillment due date
- When the fulfillment line is placed on hold
- When a purchasing document is created from one or more fulfillment lines
- When purchasing document creation fails for the fulfillment
- When purchasing activity is complete for a fulfillment line

Different notification types are available for different fulfillment types. Some notifications may already be specified for you by the contract type you selected to create your contract.

### Creating the Purchasing Document
Before you initiate the purchasing document by selecting either the **Create Purchase Order** or **Create Purchase Agreement** actions, you must enter all purchasing information required by the purchasing document you are creating and wait until the contract is approved.

You can create one purchase document from multiple contract fulfillment lines. For example, selecting all the fulfillment lines created from contract lines when creating a purchase order, creates one PO with lines corresponding to each of the fulfillment lines.

The application validates your entries to make sure you have entered all the required information. You must correct any errors you receive and resubmit your request. You know that the purchase document is successfully created when the fulfillment status changes to the **PO Created** or **Agreement Created** status.

**Note:** Purchase orders are created automatically in Oracle Fusion Purchasing, but agreements are created only when you run the Import Blanket Agreements and Import Contract Agreements processes from the Purchasing work area as described in a related topic.

### Monitoring Purchasing Activity
You can monitor the status of the purchasing activity for the fulfillment on the Purchasing Activity tab.

**Note:** For all agreements and purchase orders created in Oracle Fusion Purchasing, the tab information is updated each time you run the Track Purchasing Activity process as described in a related topic.
Specifying Purchasing Activity for a Fulfillment is Complete

You can specify the purchasing activity on a fulfillment is complete by selecting the Complete action on the Fulfillment tab. You also use this action to indicate fulfillment lines with no purchasing documents are complete.

Types of Contract Fulfillment: Explained

This topic explains what types of contract fulfillment lines you can create in a supplier contract, and how you can use them to create and monitor purchasing documents in your purchasing applications.

Types of Contract Fulfillment You Can Create

You can create two types of contract fulfillment:

- **Contractual**
  
  Fulfillment lines that are covered by the terms of the contract. You can initiate standard purchase orders or purchase agreements from contractual fulfillment lines, depending on the purpose of the contract.

- **Noncontractual**
  
  Fulfillment lines that aren’t negotiated as part of the contract, which are used to monitor the progress or quality of contractual fulfillment lines. You can also create purchase orders and purchase agreements from noncontractual fulfillment lines.

A contract fulfillment of either type can have one or two directions:

- **Inbound**
  
  The fulfillment is the responsibility of the external party, such as the supplier for buy-intent contracts.

- **Outbound**
  
  The fulfillment is the responsibility of the internal party, such as the buyer for buy-intent contracts.

You can initiate purchasing activity for buy intent contracts only from inbound fulfillment lines. Contractual fulfillment lines are always inbound for buy contracts.

Contract fulfillment are of the two following types; contractual and noncontractual. The contractual contract fulfillment is inbound only whereas the noncontractual contract fulfillment is inbound as well as outbound. The following figure illustrates...
the different contract fulfillment types, the purchasing activity you can initiate, and track from each type is discussed in the next section.

### Types of Purchasing Activities That a Contract Fulfillment Can Initiate

You can initiate purchase orders or purchase agreements from fulfillment lines, depending on the purpose of the contract.

- **The contract is used for immediate purchases and has at least one contract line item defined.**
  
  You can create purchase orders from the fulfillment lines of such contracts. The contract type class for such contracts must be **Enterprise Contract**.

- **The contract is used for future purchases and has at least one contract line item defined.**
  
  You can create blanket purchase agreements from the fulfillment lines of such contracts.

- **The contract is used for future purchases and doesn’t have contract line items defined.**
  
  You can create contract purchase agreements from the fulfillment lines of such contracts.
The following table lists the purchasing documents that you can create from different contract fulfillment lines in Oracle Fusion Purchasing, the purchasing application that is integrated with Oracle Fusion Enterprise Contracts.

<table>
<thead>
<tr>
<th>Fulfillment Properties</th>
<th>Purchasing Document Created in Oracle Fusion Purchasing</th>
</tr>
</thead>
</table>
| • The fulfillment is inbound.  
  • Contract is for immediate purchase.  
  • The contract includes contract lines. | Purchase order  
You can create only one purchase order from each fulfillment line, but you can create multiple fulfillment lines for each contract line if you have to stagger the purchases or ship to different destinations, for example. You can also combine multiple fulfillment lines to create one purchase order. |
| • The fulfillment is inbound.  
  • Contract is for immediate purchase.  
  • The contract has no contract lines. | Purchase order  
You can duplicate a fulfillment line to create multiple fulfillment lines if you have to create multiple purchase orders. |
| • The fulfillment is inbound.  
  • Contract is for future purchase.  
  • The contract includes contract lines. | Blanket purchase agreement  
You can create only one blanket purchase agreement from each fulfillment line, but you can create multiple fulfillment lines for each contract line if you have to stagger the purchases or ship to different destinations, for example. You can also combine multiple fulfillment lines to create one blanket purchase agreement. |
| • The fulfillment is inbound.  
  • Contract is for future purchase.  
  • The contract has no contract lines. | Contract purchase agreement  
You can duplicate a fulfillment line to create multiple fulfillment lines if you have to create multiple contract purchase agreements. |

**Contract Fulfillment Statuses: Explained**

The action you can take on a contract fulfillment depends on its status. This topic explains the available statuses and how they relate to the actions you can take.

Contract fulfillment statuses are specific to the kind of purchasing document being created, if any.

A contractual fulfillment that is used to create a purchasing document in a purchasing application can have one of the following statuses:

- Incomplete
- PO Creation Started or Agreement Creation Started, depending on the nature of the purchasing document.
- PO Created or Agreement Created
- PO Creation Failed or Agreement Creation Failed
- Completed
- Canceled
- On Hold
Statues and Available Actions

The following figure shows statuses and actions for a contractual fulfillment used to create a purchase order.

**Note:** The actions and transitions for purchase orders and agreements are the same so you can substitute the word Agreement for PO in the figure.

- When you create a fulfillment, it is in the **Incomplete** status.
- When the contract is active, you can initiate the creation of the purchase order or agreement in an integrated purchasing application. When the fulfillment passes validation, then it is set to the **PO Creation Started** or **Agreement Creation Started** status.
- You can also apply a temporary hold on incomplete fulfillment lines or cancel them.
  
  Canceling the contract line or the contract automatically cancels the fulfillment.
- If the purchase order or agreement is created successfully, it is set to the **PO Created** or **Agreement Created** status.
- If creation fails, the status is set to **PO Creation Failed** or **Agreement Creation Failed**.
- When the status is **PO Creation Failed** or **Agreement Creation Failed**, then you can try creating the purchase order again or you can cancel the fulfillment.
- You can indicate purchasing activity is complete for a fulfillment in the **PO Created** or **Agreement Created** status by selecting the **Complete fulfillment** action.
- You can also select the **Complete fulfillment** action to indicate the completion of any fulfillment in the **Incomplete** status, which is useful for tracking the completeness of noncontractual fulfillment lines with no purchasing activity. If necessary, you can use the **Reopen fulfillment** action (not shown here) to revert the status back to **Incomplete**.
The following figure shows contract fulfillment statuses and actions.

Enabling the Creation and Monitoring of Agreements in Oracle Fusion Purchasing: Explained

To create purchase orders and agreements in Oracle Fusion Purchasing and monitor their status from contract fulfillment, run the Track Purchasing Activity, Import Blanket Agreements, and Import Contract Agreements processes. This topic outlines when and how to run these processes which communicate information back and forth between contracts and purchasing.
Monitoring of Purchase Order and Agreement Status Information

You must run the Track Purchasing Activity process to display information about the status of purchase orders or agreements created in Oracle Fusion Purchasing. You can run this process in the Contracts work area, the Manage Processes task. Select Schedule a New Process to schedule this process to run periodically, depending on your business needs.

Enabling the Creation of Agreements

Purchase orders are created automatically when you initiate a purchase order from a contract fulfillment line. However, you must run Import Blanket Agreements to create blanket purchase agreements and Import Contract Agreements to create blanket contract agreements. You can run these processes from the Purchasing work area, by selecting the appropriate task under the Agreements heading. You can schedule these processes to run periodically, depending on your business needs.

For both processes, you set the following parameters:

- **Procurement BU**
  Select the business unit on the contracts for which you are creating the agreements.

- **Default Buyer**
  Select the buyer on the contract fulfillment for whom you want to create agreements.

- **Approval Action**
  Select one of the following: Do Not Approve, to create a draft agreement, Bypass Approval, to go straight to the buyer for signature, or Submit for Approval, to submit the agreement for approval first.

Initiating a Single PO from a Contract Line to Ship Items to Different Destinations: Example

This example illustrates how you can use contract fulfillment lines to specify multiple shipping destinations for the items in a purchase order you want to create for a single contract line.

Scenario

Suppose your organization has a contract with a supplier that includes a contract line to purchase 1000 laptops. You want to create a PO in your purchasing application that ships half the laptops to Destination A and half to Destination B.

Here is how you would use contract fulfillment to achieve that result:

1. Navigate to Lines tab of the contract and select the contract line.
2. Select the Autocreate Fulfillment Lines action from the Actions menu.
3. Navigate to the Fulfillment tab and select the fulfillment line that was just created.
4. Change the quantity to 500.
5. Duplicate the fulfillment line.
6. Edit each fulfillment line and enter the two shipping destinations, one in each fulfillment line.
7. When the contract is approved, you select both fulfillment lines on the Fulfillment tab and select the Create PO action form the Actions menu.
8. The application initiates the creation of one purchase order with two fulfillment lines to ship 500 laptops to each of the two destinations.

**Autocreating Fulfillment Lines for the Contract or for Contract Lines: Points to Consider**

The **Autocreate Fulfillment Lines** action automatically creates contractual fulfillment lines for whole contracts or for specific contract lines, depending on where you select it. This topic explains the difference between selecting this action from the Action menu on the Edit Contract page and from the Action menu on the Lines tab. Contractual fulfillment lines are a type of contract fulfillment that you can use to initiate purchasing activity in integrated purchasing applications.

Autocreating fulfillment lines populates basic contract fulfillment information that you have to enter in manually when you select the **Create fulfillment** action on the Fulfillment tab.

**Autocreating Fulfillment Lines on the Edit Contract Page**

Select the **Autocreate Fulfillment Lines** action on the Edit Contract page to create one contractual fulfillment line for the contract as a whole if your contract has no contract lines, or to create one fulfillment line for each contract line. If a contract has no contract lines, the application creates one contractual fulfillment line only for those contracts created with contract types for future purchases.

**Autocreating Fulfillment Lines on the Contract Lines Tab**

Select the **Autocreate Fulfillment Lines** action on the Lines tab to create contractual fulfillment lines for each of the contract lines you selected on the tab.

**Contract Fulfillment Notifications: Explained**

You can specify which internal contacts are automatically notified about contract fulfillment milestones and when. The notifications you specify on the contract fulfillment’s Notifications tab are sent automatically to the individual’s Contracts Worklist when the condition is met.

Different notification types are available for different fulfillment types. Some notifications may already be specified for you by the contract type you selected to create your contract.

**Available Notification Types**

You can notify internal contacts:

- A specified number of days before or after the fulfillment due date
- When the fulfillment line is placed on hold
- When a purchasing document is created from one or more fulfillment lines
- When purchasing document creation fails for the fulfillment
- When purchasing activity is complete for a fulfillment line
Monitoring Purchasing Activity for Contract Fulfillment: Explained

You can monitor the execution of purchase orders and agreements for a contract fulfillment on the Purchasing Activity tab. Any changes must be made in the purchasing application itself. If the purchasing activity is in Oracle Fusion Purchasing, then you can navigate to the purchasing document itself by using the link provided on the agreement or PO number.

What You Can Monitor

For purchase orders, you can monitor the order and line status, the ordered quantity and price, the requested delivery date, the ship-to location, and the receipts.

For agreements, you can monitor the agreement status, the agreed amount, and the released amount for the agreement and its lines.

What Actions You Can Use on Contract Fulfillment Lines and When: Explained

What contract fulfillment actions are available and when depends on the status of the contract and the status of any purchasing documents you created in an integrated purchasing application. This topic lists the most important contract fulfillment actions and when you can use them.
The following figure lists the major contract fulfillment actions which are explained in this topic.

![Diagram](image)

**Creating a Contract Fulfillment**

This section lists the different ways you can create a contract fulfillment. All of these actions are available in any contract status that permits editing, for example, when the contract is in the Draft status. For contracts under amendment, these actions are only available for the latest active version of the contract.

⚠️ **Restriction:** The fulfillment actions and tabs aren’t available in contracts that have a contract type class of Enterprise Contract and that have no contract lines.

<table>
<thead>
<tr>
<th>Action</th>
<th>When Available</th>
<th>Where</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Autocreate Fulfillment Lines</td>
<td>In any contract line status except Under Amendment, Canceled and Closed.</td>
<td>Contract page Actions menu and Lines tab Actions menu</td>
<td>Creates contractual fulfillment lines with the basic fulfillment information already populated. Selecting this action for the contract creates one fulfillment line for each contract line, if the contract has contract lines, and one fulfillment for contracts with no contract lines. Selecting this action on the Lines tab creates a fulfillment line for</td>
</tr>
</tbody>
</table>
### Actions Available on an Existing Contract Fulfillment

This table lists and describes the different actions available on the Fulfillment tab for an existing contract fulfillment.

<table>
<thead>
<tr>
<th>Action</th>
<th>When Available</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Edit fulfillment</strong></td>
<td>• Contract line status: Any except Under Amendment&lt;br&gt;• Contract fulfillment status: Incomplete, On Hold, PO Creation failed or Agreement Creation Failed</td>
<td>You can edit most fulfillment information and add documents as attachments.</td>
</tr>
<tr>
<td><strong>Add attachments to a fulfillment</strong></td>
<td>• Contract line status: Any except Under Amendment&lt;br&gt;• Contract fulfillment status: All except Canceled</td>
<td>Attach files.</td>
</tr>
<tr>
<td><strong>Set up, edit, and delete notifications</strong></td>
<td>• Contract line status: Any except Under Amendment&lt;br&gt;• Contract fulfillment status: Any</td>
<td>You can specify whom to notify and when.</td>
</tr>
<tr>
<td><strong>Synchronize contract line and fulfillment line information by selecting the Autocreate Fulfillment Lines action</strong></td>
<td>• Contract line status: Any status other than Under Amendment, Canceled and Closed&lt;br&gt;• Contract fulfillment status: Incomplete, On Hold, PO Creation failed or Agreement Creation Failed</td>
<td>If you changed the contract line that was used to create a fulfillment, you can update the information in the fulfillment with your changes by selecting the Autocreate Fulfillment Lines action again on that contract line. The application synchronizes the information in the read-only fields of the fulfillment.</td>
</tr>
<tr>
<td><strong>Create Purchase Order</strong> or <strong>Create Agreement</strong></td>
<td>• Contract line status: Active</td>
<td>Initiates the creation of either a purchase order or a purchase agreement in an integrated purchasing application.</td>
</tr>
<tr>
<td>Action</td>
<td>When Available</td>
<td>Description</td>
</tr>
<tr>
<td>----------------------</td>
<td>-------------------------------------------------------------------------------</td>
<td>-------------------------------------------------------------------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>Cancel fulfillment</td>
<td>• Contract line status: Active&lt;br&gt;• Contract fulfillment status: Incomplete, On Hold, PO Creation failed or Agreement Creation Failed&lt;br&gt;• Contract fulfillment status: Incomplete, PO Creation failed or Agreement Creation Failed</td>
<td>Sets a fulfillment to a canceled status.&lt;br&gt;The application automatically moves a fulfillment to this status when you cancel or close the related contract line, provided no purchasing document was created for the fulfillment.</td>
</tr>
<tr>
<td>Delete fulfillment</td>
<td>• Contract line status: Any except Under Amendment&lt;br&gt;• Contract fulfillment status: Incomplete, PO Creation failed or Agreement Creation Failed</td>
<td>Deletes the fulfillment.</td>
</tr>
<tr>
<td>Complete fulfillment</td>
<td>• Contract line status: Any except Under Amendment&lt;br&gt;• Contract fulfillment status: Incomplete, PO Created or Agreement Created</td>
<td>Indicates a fulfillment is complete.&lt;br&gt;You can use this status to indicate purchasing activity of a fulfillment is complete or a report was delivered, for example.</td>
</tr>
<tr>
<td>Reopen fulfillment</td>
<td>• Contract line status: Any except Under Amendment&lt;br&gt;• Contract fulfillment status: Complete</td>
<td>Reopens a fulfillment that was previously set to complete.</td>
</tr>
<tr>
<td>Apply Hold</td>
<td>• Contract line status: Any except Under Amendment&lt;br&gt;• Contract fulfillment status: Incomplete</td>
<td>This action places the fulfillment line in the On Hold status and prevents any further edits until the hold is removed.</td>
</tr>
<tr>
<td>Remove Hold</td>
<td>• Contract line status: Any except Under Amendment&lt;br&gt;• Contract fulfillment status: On Hold</td>
<td>Removes the hold and sets the fulfillment line to the Incomplete status.</td>
</tr>
</tbody>
</table>

**Actions Taken by the Application Automatically**

This table lists and describes actions the application takes automatically.

<table>
<thead>
<tr>
<th>Automatic Action</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Synchronizes data between contract lines and fulfillment lines</td>
<td>When you submit the contract for approval, the application automatically transfers changes you made in the contract lines after you created fulfillment lines from them. The application synchronizes only the read-only fields on the fulfillment such as the description or unit price. If you want to have the contract line and fulfillment line information synchronized before you submit the contract, then you must do so by selecting the <strong>Autocreate Fulfillment Lines</strong> action again on those lines.</td>
</tr>
<tr>
<td>Validates</td>
<td>The application validates the information required to initiate the creation of the purchasing document.</td>
</tr>
<tr>
<td>Tracks purchasing activity</td>
<td>The application displays key information about the purchasing activity on your fulfillment.</td>
</tr>
</tbody>
</table>
### Automatic Action | Description
--- | ---
Sends notifications | The application automatically sends notifications based on the notifications you set up for the fulfillment.

### Fulfillment Validation
The application automatically validates the information you entered in the fulfillment when you select the **Create PO** or **Create Agreement** actions. The application validates:

1. The basic information required by the contract fulfillment itself
   - You review any validation errors immediately after you take the action.
2. The information required by the purchasing application where you are creating the PO or agreement
   - Any validation errors prevent the creation of the PO or agreement and set the fulfillment status to **PO Creation Failed** or **Agreement Creation Failed**. You can review the errors by selecting the Error icon next to the status.

### Contract Fulfillment FAQs

**Can I create multiple contract fulfillment lines for a single contract line?**

You can create multiple contract fulfillment lines from a contract line by selecting the **Autocreate Fulfillment Lines** action on the contract line and then duplicating that fulfillment line on the Fulfillment tab. You can then adjust the contract fulfillment line information as required.

**What's the procurement application I select for a contract fulfillment?**

Use the **Procurement Application** field to select the purchasing application where you want to initiate purchasing activity for a contract fulfillment.

Your Oracle Fusion Enterprise Contracts application comes with Oracle Fusion Purchasing already integrated, but your implementation may integrate others.

For more information about integrating purchasing applications, see **Integrating Oracle Fusion Contracts with Purchasing Systems: A Technical White Paper** published on My Oracle Support.
Glossary

**alternate clause**
A clause with an alternate relationship to another clause. Contract authors can substitute an alternate clause for the standard clause in their contracts.

**blanket purchase agreement**
A long term agreement for the purchase of goods and services from a supplier. It includes terms and conditions, details of the goods or services to be purchased from the supplier, and negotiated amounts. The blanket agreement does not contain delivery dates, individual delivery quantities, or amounts. Complete details necessary to supplier fulfillment are specified subsequently in purchase orders issued against the agreement.

**clause adoption**
Reusing a clause from the global business unit in local business units either by adopting the clause without change or by localizing it.

**clause localization**
A type of clause adoption where the adopted clause is edited to suit the local business unit needs.

**clause numbering level**
Specifies the determinant type of the document sequence for automatic clause numbering

**clause relationships**
Clauses in the Contract Terms Library can be incompatible with or alternates for other clauses.

**conditional clause**
Clause that Contract Expert suggests to add in contract terms if certain rules evaluate to be true for the contract. Contract Expert can add the clause to a predefined location in the contract if location is defined in the terms template.

**constant**
Holds the numeric value used to evaluate numeric conditions in Contract Expert rules. A constant permits you to reset the conditions of many rules with just one edit.

**contract deliverable**
A task that needs to be performed as part of the execution of a contract or business document, and that is tracked as part of the contract terms and conditions.

**contract deviations**
Differences between the contract terms in a contract and those in the contract terms template applied to that contract and any deviations from company policies as determined by Contract Expert feature rules.
Contract Expert
A feature of the application that permits you to create business rules in the Contract Terms Library to enforce corporate policies and standards for contracts.

Contract Expert
A feature that lets you create and evaluate business rules in the terms library such that the contract terms meet your business standards, by suggesting contract changes or additional clauses.

contract fulfillment
Tracks the progress of contractual and noncontractual commitments by interested parties in a procurement enterprise contract and can initiate purchasing activity in integrated purchasing applications.

contract owner
An internal contact on a contract specified as an owner. You can view all the contracts where you are an owner by selecting the My Contracts option on the search page.

contract purchase agreement
A long term agreement for the purchase of commodities with a supplier. It includes terms and conditions, and a total negotiated amount. It does not include details of the goods or services to be purchased from the supplier, delivery dates, individual delivery quantities, or amounts. These details are specified in purchase orders referencing the agreement.

contract source
The source of the contract terms: either the structured terms in the application or an attached file.

contract template
A template containing common contract attributes such as party, and line information. It can be instantly activated for use in creating multiple contracts for an organization or for a customer.

Contract Terms Library
A repository of standard clauses, contract terms templates, and business rules built using Contract Expert.

Contract Terms Library
A repository of standard clauses, contract terms templates, and business rules maintained by your organization.

Contract Terms Library administrator
The employee, designated as administrator during business unit setup, who is responsible for approving Contract Terms Library content.

contract terms template
A template of standard clauses set up in the Contract Terms Library applied during contract authoring either automatically by the application or manually by contract authors.
**contract type**
A setup that specifies enterprise contract content, including the presence of contract terms and contract lines.

**contractual fulfillment**
Contract fulfillment lines that covered by the terms of the contract.

**document sequence**
A unique number that is automatically or manually assigned to a created and saved document.

**document sequence category**
A classification that groups the documents of a particular type that need to be assigned a particular document sequence.

**document type**
A categorization of contracts, including auction, blanket purchase agreement, contract purchase agreement, RFI, RFQ, standard purchase order, and enterprise contract.

**enterprise contract**
A contract created in the Oracle Fusion Enterprise Contracts application.

**global business unit**
A business unit, designated as global during business unit setup, that can make its clauses and contract terms templates available for adoption by local business units.

**intent**
Specifies if an object in the Contract Terms Library is used for procurement contracts or for sales contracts.

**item master**
A collection of data that describes items and their attributes recorded in a database file.

**layout template**
RTF document that contains the contract layout for printing and preview.

**local business unit**
A business unit, not designated as global during business unit setup, which can adopt global clauses created in the global business unit.
mandatory clause
Clause from the Contract Terms Library that you cannot edit or delete without special permission.

noncontractual fulfillment
Contract fulfillment lines that are not negotiated as part of the contract, but are used to monitor the progress or quality of contractual fulfillment.

nonstandard clause
A clause created during contract terms authoring by editing a standard clause or by creating a new clause that is not in the Contract Terms Library.

numbering scheme
The style of numbering used for the sections and clauses in contract terms.

primary contract document
A file containing the contract terms and conditions. This file can be generated automatically by the application from the structured terms or attached to the contract by the contract author.

protected clause
Standard clause that you cannot edit unless you are granted special permission by the Contract Terms library administrator.

provision clause
A clause that is used only in negotiations and is dropped when the negotiation is converted to a contract.

purchasing document
A document such as a purchase order, a purchase agreement, or a blanket purchase agreement created in an integrated purchasing application from a contract deliverable.

repository contract
An enterprise contract with no contract or fulfillment lines, such as a nondisclosure agreement or an employment agreement.
**standard clause**
Legally approved language that is part of the terms and conditions in the Contract Terms Library.

**structured terms**
Contract terms that are authored within the Oracle Fusion Enterprise Contracts application.

**system variable**
A predefined variable that gets its value from an attribute of the contract or other document.

**translation-only clause**
A clause with text that was translated but not edited.

**Unassigned section**
A contract terms section that is inserted automatically by the application whenever you change the contract terms template during contract terms authoring. The Unassigned section, which is not printed as part of the contract, retains any standard clauses you added and any nonstandard clauses you created from scratch.

**user variable**
A variable that can be created by the Contract Terms Library administrator for use within clause text or in Contract Expert rules.