Oracle Fusion Cloud Sales Automation

How do I get started with the Oracle Revenue Transformation Solution?

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1 How do I get started with the Oracle Revenue Transformation Solution?

Introduction

Welcome to the Revenue Transformation Solution

Welcome to the Oracle Revenue Transformation Solution guide! This guide gives you concepts and procedures you need to implement a complete revenue transformation solution using key integrated features of several Oracle applications or modules.

The Revenue Transformation Solution

As revenue leaders look to modernize and compete, that often means pivoting to new business models or expanding to hybrid models that incorporate subscriptions, products, and services. Oracle Sales is powering this transition with end-to-end business flows that extend to the Oracle Fusion ERP Suite for orders, invoicing, payments, and revenue recognition, enabling organizations to effectively and efficiently transition from one-time selling to anything-as-a-service (XaaS) models.

Oracle's Revenue Transformation Solution enables you to connect business processes to reach your full revenue potential. Oracle's revenue transformation solution combines Oracle Sales, Oracle Configure, Price, and Quote (Oracle CPQ), Oracle Sales Performance Management, and Oracle Subscription Management – plus a host of Oracle's other revenue operations applications – to establish and accurately manage sales targets, sell any combination of products and services on a subscription basis, and provide global visibility into sales performance and revenue reporting.

The solution lets you price your product competitively, leveraging Oracle CPQ pricing capabilities in a single, unified administration flow, offering a streamlined user experience.

Launch, Sell, and Manage Quotes

Use these modules or components of Oracle Sales and Oracle CPQ:

- Sales customer 360
- Product catalog and pricing
- Accounts and opportunities
- Subscriptions and quoting, plus deal management

Manage Contracts and Billing

Use these modules or components of Oracle Subscription Management:

- Recurring and usage billing
- Modifications and adjustments
- Renewals management

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Invoice and Management Payments

Use these modules or components of Oracle Receivables:

- Automated billing and collections

- Multiple payment methods

- Reporting and error correction

Recognize Revenue

Use these modules or components of Oracle Revenue:

- Automated revenue management

- ASC 606 and IFRS 15 compliance

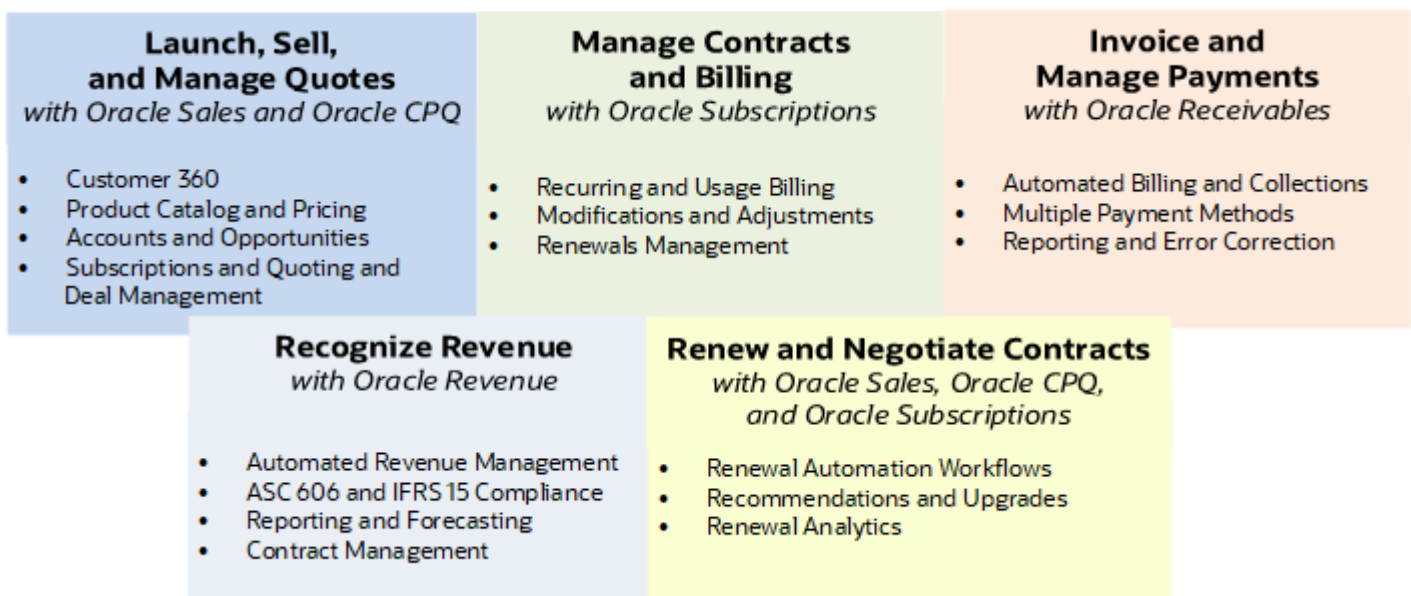- Reporting and forecasting

- Contract management

Renew and Negotiate Contracts

Use these modules or components of Oracle Sales, Oracle CPQ, and Oracle Subscription Management:

- Renewal automation workflows

- Recommendations and upgrades

- Renewal analytics

Overview of Modules and Components That Are Part of the Solution

This graphic gives you an overview of the modules and components that are part of the solution:

Launch, Sell, and Manage Quotes
with Oracle Sales and Oracle CPQ

- Customer 360
- Product Catalog and Pricing
- Accounts and Opportunities
- Subscriptions and Quoting and Deal Management

Manage Contracts and Billing
with Oracle Subscriptions

- Recurring and Usage Billing
- Modifications and Adjustments
- Renewals Management

Invoice and Manage Payments
with Oracle Receivables

- Automated Billing and Collections
- Multiple Payment Methods
- Reporting and Error Correction

Recognize Revenue
with Oracle Revenue

- Automated Revenue Management
- ASC 606 and IFRS 15 Compliance
- Reporting and Forecasting
- Contract Management

Renew and Negotiate Contracts
with Oracle Sales, Oracle CPQ, and Oracle Subscriptions

- Renewal Automation Workflows
- Recommendations and Upgrades
- Renewal Analytics

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Integration with Oracle CPQ Provides the Greatest Benefits

This solution is designed to work with Oracle Configure, Price, and Quote (Oracle CPQ). The feature can be used without the Oracle CPQ integration in a more limited manner; however, the use of the Oracle CPQ integration provides the greatest benefits.

- With Oracle CPQ integration on board, sales teams can create, price, launch, and manage products. Once launched, products are available for sales teams to use in deals.

- If Oracle CPQ isn't integrated, then products can't be priced or launched. However, they can be priced using Oracle Sales price books and made available in Oracle Sales by setting the Eligible to Sell attribute to Yes in the product setup. Oracle CPQ pricing information won't appear, however.

Several Oracle Products Make the Complete Solution

The complete end-to-end Revenue Transformation solution brings together several Oracle products or modules.

Product Workbench

Use Oracle Sales Product Information Management (SPIM) and Oracle CPQ to:

- Create and manage products

- Configure product structure and packages, offer pricing, and launch products through a guided Product Workbench

- Add products to the Sales Catalog

Quoting, Guided Selling, and Subscription Ordering

Use Oracle CPQ to:

- Create accurate and functional configurations in seconds

- Offer complex pricing

- Create and manage quotes

Note: This solution is designed to work with Oracle CPQ. The feature can be used without the Oracle CPQ integration in a more limited manner; however, the use of the Oracle CPQ integration provides the greatest benefits.

Track Revenue, Manage Leads, Opportunities, Accounts, and More

Use these products:

- Oracle Sales

- Oracle Customer Data Management

- Oracle Opportunity Management

- Oracle Forecasting

- Oracle Partner Management

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to:

- Manage accounts and contacts in a 360-degree view
- Forecast revenue and track quotas
- Create deals, leads, and opportunities
- Create quotes and send to Oracle CPQ for modification, then send back to Opportunity Management

Capture and Fulfill Orders

Use Oracle Order Management to:

- Set up items (products) and sync with Oracle Sales products
- Capture sales orders using multiple channels
- Fulfill sales orders
- Track and revise sales orders

Manage Subscription Contracts and Billing

Use Oracle Subscription Management to:

- Create and manage subscriptions
- Manage subscription modifications, adjustments, and renewals
- Manage recurring and usage charges and warranties

Invoicing and Payments

Use Oracle Accounts Receivables and Oracle Revenue Management to:

- Automate invoicing and collections
- Offer different payment options
- Analyze and report on errors

Case Study

This guide uses a case study to describe the capabilities of the Oracle Revenue Transformation Solution and to define the scope the tasks to implement and use the Oracle Revenue Transformation Solution.

The case study is based on a fictitious product, the Supremo branded Power Generation Package subscription offering.

Supported Business Flows

The Oracle Revenue Transformation Solution supports several business process flows, such as the ones described in this topic.
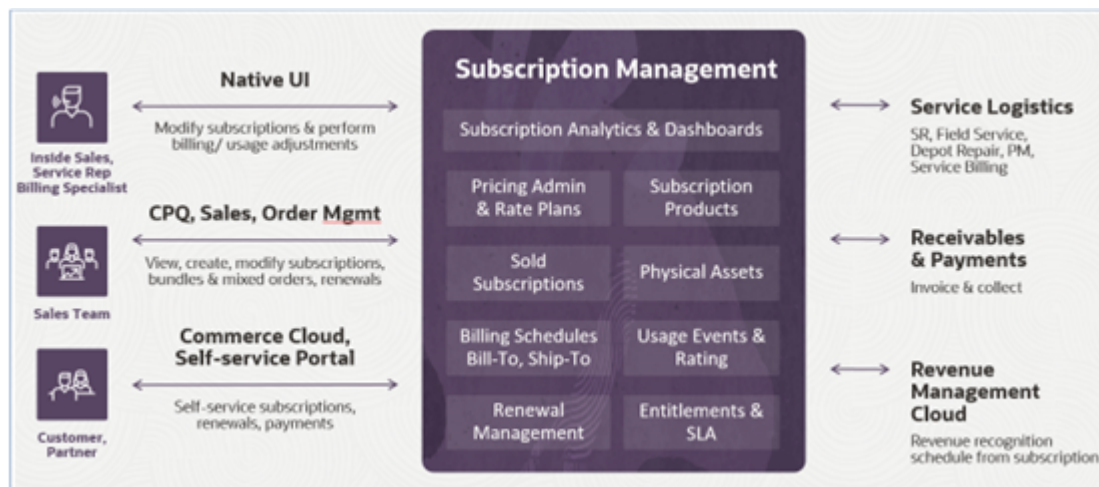
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Goods and Subscriptions Sale and Fulfillment Flow

This diagram shows the Goods and Subscriptions Sale and Fulfillment business process flow:
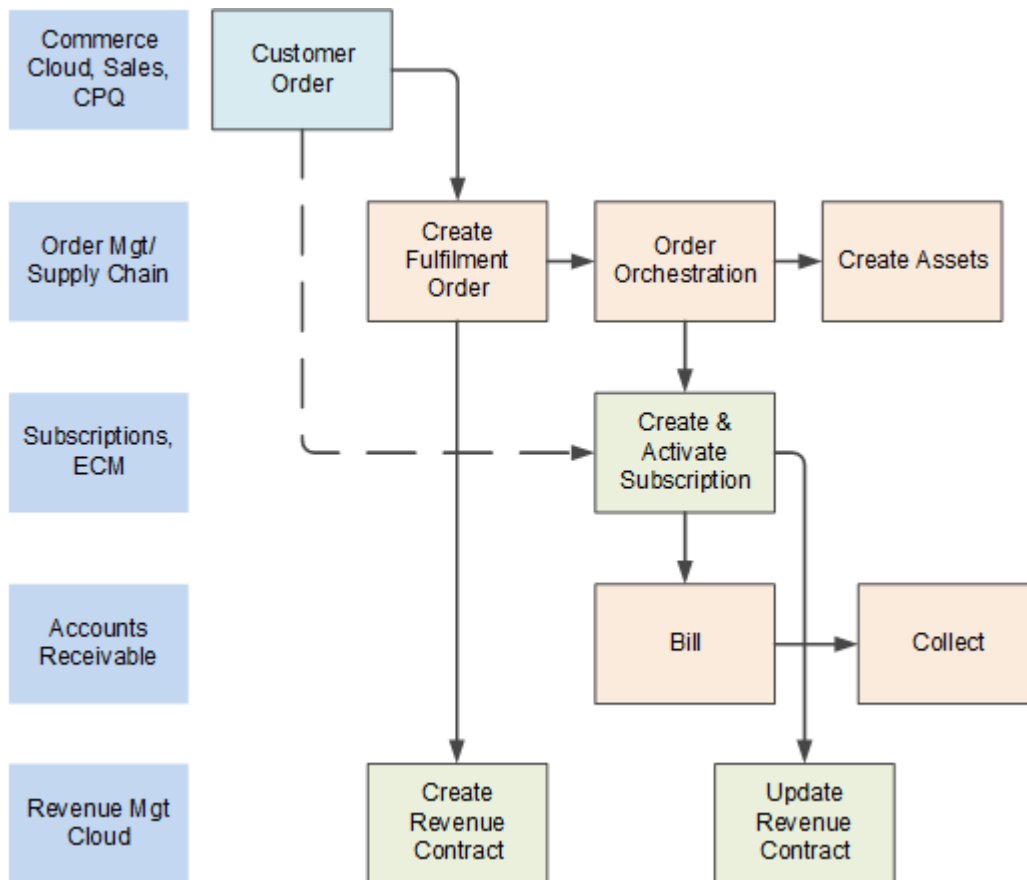
Quote to Cash in the Subscription Economy Flow

This diagram shows the Quote to Cash in Subscription Economy business process flow:

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Prepare

Setup Checklist

Follow the setup checklist steps as you implement and configure the Revenue Transformation Solution.

Setup Checklist

Step	Description	Where to Find More Information
1	• Ensure that a user with the Sales Administrator job role and any Sales Product Managers have the required permissions in Oracle Product Information Management (PIM). • Configure the Sales Product Manager preferences for saved search in the Sales Products list page. • Configure Adaptive Search for the Product object to make a few fields available in Adaptive Search (Workspace).	*Set Up Users for Templates and Workbench*
2	Set up product templates in Oracle Sales Products UI	*Set Up Product Templates*
3	Set up Oracle CPQ, including configuring the integration URLs and the integration user.	*Set Up Oracle CPQ Integration*
4	Set Up Pricing Functions, including pricing support for rate plans and multiple pricing.	*Set Up Pricing Functions*
5	Set up the framework to sync Sales products and Oracle CPQ Parts.	*Set Up Data Integration Mapping*
6	Configure Data Sync with Oracle CPQ.	*Configure Data Sync*
7	Launch products, including configuring product structures, adding products to the catalog, pricing products, and making them available to sell.	*Steps to Launch Products*
8	Integrate with Oracle ERP Products for a complete solution, such as the orders and receivables flows.	*Integrate with Oracle ERP Applications*

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Set Up Your Product Workbench

Product Workbench Overview

The Product Workbench lets Sales Product Managers define products and product bundles, add products to the Sales Catalog, price products leveraging Oracle CPQ pricing capabilities, and launch products from a single place using a guided process flow.

Product launch capabilities enable your organization to bundle hybrid items into turnkey product solutions, organize them in the Sales Catalog, and offer competitive pricing.

Set Up Users for Templates and Workbench

A user with the Sales Administrator job role sets up the product templates in Application Composer. Template setup is a one-time step that lets the Sales Product Manager use the Products Workbench.

As supplied, both the Sales Product Manager and Sales Administrator roles have the required permissions to use the Product Workbench.

The specific permissions for the Product Workbench are:

- View Products
- Launch Products
- Retire Products

User Setups in Oracle Product Information Management

You must ensure that the Sales Administrator user and any sales product managers can do these actions in Oracle Product Information Management (PIM):

- Create predefined templates
- Copy predefined templates
- Add predefined templates

To manage item templates in Setup and Maintenance, go to: **Manage Item Classes** > **Root Item Class** > **Templates and Formats** > **Item Templates**.

Further, the Sales Administrator or the Sales Product Manager must have privileges to do these actions in PIM:

- View Item Structure
- Manage Item Structure

To manage Sales Administrator security in PIM, go to Setup and Maintenance: **Manage Item Classes** > **Root Item Class** > **Security** > **Principal (Group)** > **Sales Administrator Actions**.

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Set Up Product Manager Preferences for Search

In the Sales Products list page, use the Manage Columns action to configure the Sales Product Manager's saved search.

Set Up Product Attributes and Adaptive Search

Configure Adaptive Search for the Product object to make these fields available in Adaptive Search (Workspace).

- Name

- Product Number

- Sales Product Type Code

- Structure Item Type

- Launch Status

Use the Configure Adaptive Search task in Setup and Maintenance to enable search on additional product attributes and to configure the following "group by" views for Sales Product Manager's product list.

- Sales Product Type Code

- Structure Item Type

- Launch Status

Set Up Product Templates

As a one-time task to set up the Oracle Revenue Transformation Solution, you need to set a profile option and map product templates to PIM item templates.

Set the Profile Option

Set the profile option, ORA_QSC_SELECT_PIM_TEMPLATES, at the Site level to No. In Setup and Maintenance, you use the Manage Administrator Profile Values task. Setting this profile option makes the product template mapping UI available in Application Composer.

Overview of Mapping Product Templates

To make the product templates available to the user you've set up as your product manager, you map product templates in Application Composer. This setup involves mapping item templates from PIM names to user-friendly names. For example:

- Finished Goods > Standard Product

- PTO > Bundle

- PTO Options > Bundle Options

The supplied PIM item templates that are accessible to the Sales Administrator have these attributes:

- **Item Class:** Root Item Class

- **Organization:** QSC_SALES_PRODUCTS_INVENTORY_ORG_ID

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Steps to Map Product Templates

1. Navigate to **Configuration** > **Application Composer** > **Product Templates**.
2. In the Map Product Templates page, click the add icon.
3. In the Create Product Template Mapping window, select a PIM item template, for example, `PTO Model`.
4. Map a Sales product template to the PIM template by giving it a name that's meaningful to your implementation, for example, `Bundle.`
5. Click **Add**.
6. As needed, repeat these steps to expose more templates.
7. | **Note:** You can't map the same PIM template to the same name more than once.

Here's an example of the Map Product Templates page:

Understand How Sales and Oracle CPQ Integrate Parts and Products

The Revenue Transformation Solution supports comprehensive product administration and product pricing capabilities. You get the ability to create, price, manage, and launch standard products and product bundles with a unified user experience that leverage both Oracle Sales and Oracle CPQ capabilities.

You can create hierarchical bundle structures with components, such as one-time product purchases; related services, such as training or installation; related subscriptions, such as service-level agreements or maintenance; extended warranties, and more. Pricing for each bundle component is supported using Oracle CPQ's advanced pricing capabilities -- supporting the most competitive overall product bundle price.

The unified sales catalog lets you offer both standard products and sophisticated product bundles that are easy to create, administer, and launch with the advanced user experience.

| **Note:** The unified Sales catalog is designed to be used with the Oracle CPQ integration. The feature can be used without the Oracle CPQ integration in a more limited manner; however, the use of the Oracle CPQ integration provides the greatest benefits.

In addition, you can easily bundle hierarchically-related product components together into competitively priced solution bundles, empowering sales users to sell product packages as turnkey solutions aligned with the complete solutions customers want to buy.

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Set Up Oracle CPQ Integration

You need to do a few things to set up the Oracle CPQ integration:

1. *Configure the Integration URLs*
2. *Configure the Integration User*
3. *Understand Sales SPIM Integration*
4. *Set Up Pricing Functions*

Configure the Integration URLs

Use the Manage Oracle CX Sales to Oracle CPQ Cloud Integration task in Setup and Maintenance to configure the integration URLs for Oracle CPQ. See the topic, *Create the Integration URLs*, in the *Integrating Oracle Sales with Oracle CPQ* guide.

> **Note:** To enable pricing in products, you must also enter the pricing integration URL.

Integration URL for Pricing

You must add a Pricing integration URL, as follows, using the Manage Oracle CX Sales to Oracle CPQ Cloud Integration task in Setup and Maintenance:

- Parameter name: `Define the price of the product`

- Value: `#{'/sso/saml_request.jsp?RelayState=/admin/product/launch?context=fusion`
  `%26partKey='+(inventoryItemId ?: '')+'%26orgId='+ (organizationId ?: '')}`

- Add the Pricing integration URL after you've added the other integration URLs, as described in *Create the Integration URLs* in the *Integrating Oracle Sales with Oracle CPQ* guide.

- This screenshot shows an example of the Pricing integration URL in the Manage Oracle CX Sales to Oracle CPQ Cloud Integration page:

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Configure the Integration User

An integration user performs some of the integrations between Sales and Oracle CPQ, since that user can authenticate with Sales and has access to the Sales data. See the topic, *Configure the Integration User*, in the Integrating Oracle Sales with Oracle CPQ guide.

Understand Sales SPIM Integration

You should understand how Sales and Oracle CPQ integrate in terms of products and parts. At this point you should also read the *Oracle CX Sales SPIM Integration* Oracle CPQ online help article to gain a greater understanding of the integration.

Set up Pricing Functions

See the topic, *Set Up Pricing Functions*, in this guide.

Set Up Pricing Functions

Depending on the level of pricing you want to implement, you need to enable some pricing capabilities in the solution.

To enable product pricing features in the Product Workbench when integrating with Oracle CPQ, follow the *Oracle Fusion Pricing Integration* information in Oracle CPQ online help for the Pricing Portal. In addition, set up, depending upon your business needs, these other features:

- *Rate Plans and Charges*: Add rate plans and charges in Oracle CPQ Pricing.
- *Rate Cards and Rate Card Templates*: Add a rate card template and rate card in Oracle CPQ Pricing. As part of this setup, add any pricing lookup types you need. The navigation path in Setup and Maintenance is: Pricing > Pricing Portal > Pricing Lookups. Select Add Pricing Lookup.
- *Charge Definitions*: Add and enable charge definitions in Oracle CPQ Pricing.
- Sync Oracle CPQ with Oracle Fusion Pricing: Sync pricing functions with Oracle Fusion Pricing. See the Administration section of the *Oracle Fusion Pricing Integration*.

For more information, see the Oracle CPQ *Pricing Portal* that provides you with consolidated pricing administration and access to modern pricing functionalities like Pricing Rules, Price Models, Pricing Attributes, Rate Cards, Pricing Options, Pricing Lookups, Charge Attributes, Charge Definitions, and Rate Card Templates, as well as *Pricing Integration* with Oracle Fusion Pricing and Oracle Subscription Management integrations.

Set Up Data Integration Mapping

Oracle's data integration framework for Sales and Oracle CPQ provides a sync between Sales products and Oracle CPQ Parts. Any time a product is created or updated in Sales, the framework syncs the data to Oracle CPQ parts.

The integration is one way – from Sales to Oracle CPQ.

High-Level Setups for Data Integration Mapping

Here are the high-level tasks involved with data integration mapping:

1. Ensure the user requirements are met. See: *User Requirements*

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2. Ensure your integration between Sales and Oracle CPQ is established. See: *Establish Sales-Oracle CPQ Integration*
3. To sync product structures, in addition to individual products, create a specific data security policy for product groups. See: *Create a Data Security Policy for Product Structure*
4. Set the profile option, Enable Data Integration (ORA_ZCA_ENABLE_DATA_INTEGRATION). See: *Set the Enable Data Integration Profile Option*
5. Review the predefined data integration mappings to ensure they meet your needs. See: *Review Predefined Integration Mappings*
6. Create and run Routines to start the integration process. See: *Create Routines to Start Integration Process*
7. Test the integration. See: *Test the Integration*

To learn about your data sync options, see the topic, *Configure Data Sync*.

User Requirements

You need a user with access to these Setup and Maintenance tasks:

- Manage Oracle CX Sales to Oracle CPQ Cloud Integration
- Manage Item Class

You also need:

- A user with access to Application Composer, with the Manage Extensible Objects (ZCX_MANAGE_EXTENSIBLE_OBJECT_PRIV) and View Administration Link (FND_VIEW_ADMIN_LINK) privileges.

- A user with access to the Manage Routines (ZCA_MANAGE_ROUTINES) privilege.

- In addition, a user needs the role, Data Integration Management (ORA_ZCA_DATA_INTEGRATION_MANAGEMENT_DUTY).

Establish Sales-Oracle CPQ Integration

First, enable the integration:

1. Go to Setup and Maintenance and select the Sales offering.
2. Search for the task, Manage Oracle CX Sales to Oracle CPQ Cloud Integration.
3. In the Manage Oracle CX Sales to Oracle CPQ Cloud Integration page, find the record with the Reference Code `ORA_CPQ_APP`.
4. Set up the record as follows:
   - Security Policy: Use `oracle/wss_username_token_over_ssl_client_policy`
     Enter your Oracle CPQ user name and password.
   - REST Framework Version: Enter `v15`
   - Active: Checked
5. Save your changes.

See *Set Up Oracle CPQ Integration* earlier in this guide and *Integrating Oracle Sales with Oracle CPQ guide* for more details on required setups.

Create a Data Security Policy for Product Structure

This step is only required to sync product structures, in addition to individual products.

1. In Setup and Maintenance, navigate to **Manage Item Class** > **Root Item Class** > **Security**.
2. Create a new record with these values:

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- o Principal: Group
- o Name: Sales System Integrator
- o Organization: The organization of your products and structure
3. Create records in the Actions table for these actions:
  - o View Item Basic
  - o View Item Structure
  - o Maintain Item Structure

Set the Enable Data Integration Profile Option

Navigate to Setup and MaintenanceSet Profile Administrator Values task and set the profile option, Enable Data Integration (ORA_ZCA_ENABLE_DATA_INTEGRATION) to Yes at Site level.

Review Predefined Integration Mappings

Review the predefined data integration mappings to ensure they meet your needs.

1. Outside of a sandbox, navigate to **Configuration** > **Application Composer** > **Data Integration Management**.
2. Click Integration Maps and review the supplied mappings.
3. Drill down on an integration map record to see all the attributes mapped between the source and target applications.

Create Routines to Start Integration Process

Use Routines to call the integration process. See *How do I access the Routines dashboard?* for steps about how to navigate to the Routines dashboard.

Routine for Product Integration

Create and submit a routine with these values:

- Basic Details
  - o Name: Enter a name
  - o Object: Product

- Trigger
  - o Run this routine: Attribute Changed
  - o Attributes: Select all the product attributes that your users are allowed to update in Sales (max of 30). You must select Launch Status for this integration to work

- Actions
  - o Add a new action with the Action Type of Products with CPQ. This is the predefined integration map.

  - o | **Note:** You can also select any other before created integration map.

- Rules
  - o Create the following rule: Launch Status (Attribute) Not Equals (Operator) Draft (Value)

Routine for Product Structure Integration

Create and submit a routine with these values:

- Basic Details

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- o Name: Enter a name

- o Object: Product Structure

- Trigger
  - o Run this routine: Record Updated

- Actions
  - o Add a new action with the Action Type of Structure and Components with CPQ. This is the predefined integration map.
    - o | **Note:** You can also select any other before created integration map.

- Rules
  - o Leave blank

Create another routine with all values similar to the above except in the Trigger section you should have Run this routine = Record created.

Test the Integration

Finally, test the integration:

1. Create or update a product in Sales.
2. Confirm that the product gets synced with Oracle CPQ.
3. Similarly, create a new product structure and confirm that the structure gets synced with Oracle CPQ.

Configure Data Sync

The Product Workbench requires that product details be synced to enable pricing in Oracle CPQ. This product data synchronization across the Sales Product Information Master (SPIM) and Oracle CPQ applications can be configured as follows based on the business need:

- **Batch Synchronization**, a predefined scheduled synchronization

- **Near Real Time Synchronization**, without waiting for a scheduled batch synchronization to occur

- **Both Batch and Near Real Time Synchronization**, to use a combination of the two

See *Oracle CX Sales SPIM Integration* for information about synchronization status details.

See *Establish Oracle CX Sales SPIM as the Products Source for an Oracle CX Sales – Oracle CPQ Products Integration* for Oracle CPQ parts integration procedures.

Oracle CPQ BOM tables and mapping are required to enable synchronization of Oracle Sales product structures and components to CPQ. See *Create and Map CPQ BOM Tables* to create and map Oracle CPQ BOM tables.

Note: You need to use Application Composer to configure Routines for "Product" and "Product Structure" objects to enable Near Real Time Synchronization. This will enable you to price products immediately after you've defined your product in the Product Workbench.

Follow the actions and rules in the example screenshots that follow. Configure both "Create" and "Updated" triggered routines for "Product" and "Product Structure" objects.

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Product Use Case

Keep the product use case described here as you go through the procedures to launch products using the Product Workbench.

See the topic, Steps to Launch Products, for the procedures based on this use case.

Use Case: Supremo Power Generation Package (Package)

A new Supremo branded Power Generation Package subscription offering needs to be launched quickly by the product manager to enable sales reps to start selling the competitively priced, packaged items as a turnkey solution inline to target what the customer wants to buy.

Here's the breakdown of the Supremo Power Generation package:

- Supremo Power Hybrid Generator (Standard Product - Goods)
- Supremo Power Care Commercial Power Monitoring Service (Standard Product - Subscription)
- Supremo Power Extended Warranty Generator Warranty (Standard Product - Extended Warranty)
- Supremo Control Panel (Package option)
    - Supremo Controller Panel – Basic (Standard Product- Goods)
    - Supremo Controller Panel – Advanced (Standard Product- Goods)

Steps to Launch Products

After you set up the framework for your products and product bundles, you launch the products using the Product Workbench.

Here are the high-level steps:

1. Create a Product
2. Specify Additional Product Details

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3. Add the Product to the Sales Catalog
4. Define the Product Structure
5. Specify the Product Price

Step 1: Create a Product

1. Navigate to the Products list page.
2. Create a product.
3. Select the product template and sales product type, according to your business requirements.

Note these important product attributes:

- **Product Template**: Indicates the configured item templates in Product Hub/PIM (Product Information Management) that can be selected to define various Sales product structures with defaulted attributes.

- **Sales Product Type**: Indicates whether this product can participate in specific Sales management processes by default, without additional configurations. For example, if the value is Subscription, the products will follow Subscription Management (that is, the Subscription Sales Management process).

- **Product Number**: Refers to alphanumeric Public Unique Identifier (PUID) of the product. If you leave this field blank, the application autogenerates the product number as configured in Public Unique Identifier Sequence Generation setup.

- **Eligible to Sell**: Indicate whether to allow a product to be sold to external customers.

Step 2: Specify Additional Product Details

Specify additional product details. You can add product images and you can customize this step to include additional product attributes, according to your business requirements, using Oracle Visual Builder Studio.

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Step 3: Add the Product to the Sales Catalog

Add the product to the Sales Catalog. In this step, you associate the product under a specific product group in the Sales Catalog. After you add the product to the catalog, you make the product discoverable in the Sales Catalog, but only after it's launched.

Step 4: Define the Product Structure

Define the product structure. You can define a multilevel hierarchical product structure according to your business requirements.

Make sure you have the individual product components (of structure item type Standard/Option Class/Model) available to "Add" to the product structure. This step enables you to package hybrid products into a bundle and lets you price and sell competitively.

Saving at any step saves your product definition in Draft status and lets you continue editing the product definition from the list page. Submit finalizes your product design, updates the product definition to Created status, syncs the product data to the Oracle CPQ product definition (using scheduled batch or near real time sync), and makes the product available for you to continue with pricing.

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Supremo Power Generation Package

Product Structure

Define structure for Supremo Power Generation Package

| Add | Expand All | Collapse All |

Product ⇕	Description ⇕	Structure Item Type ⇕	Quantity
▶ Supremo Power Hybrid Generator	Supremo Power Hybrid Generator	Standard	1
▶ Supremo PowerCare Commercial Power Monitoring Service	Supremo PowerCare Commercial Power Mon...	Standard	1
▶ Supremo Power Extended Generator Warranty	Supremo Power Extended Generator Warranty	Standard	1
▼ Supremo Control Panel	Supremo Control Panel	Option Class	1
▼ Supremo Basic Control Panel	Supremo Basic Control Panel	Standard	1
▶ Supremo Advanced Control Panel		Standard	1

Cancel   Save   **Submit**

Supremo Power Generation Package

Product Structure

Define structure for Supremo Power Generation Package

| Add | Expand All | Collapse All |

Product ⇕	Description ⇕	Structure Item Type ⇕	Quantity ⇕	Required ⇕	Actions
Supremo Power Hybrid Genera	Supremo Power Hybrid Gener...	Standard	1	Yes	...
Supremo PowerCare Commerci	Supremo PowerCare Commer...	Standard	1	Yes	...
Supremo Power Extended Gene	Supremo Power Extended Ge...	Standard	1	No	...
▼ Supremo Control Panel	Supremo Control Panel	Option Class	1	Yes	...
Supremo Basic Control Panel	Supremo Basic Control Panel	Standard	1	No	...
Supremo Advanced Control P	Supremo Advanced Control P...	Standard	1	No	...

Cancel   Save   **Submit**

> **Note:** Skip this step if you're defining a standard product.

Step 5: Specify the Product Price

Specify the product price. Once the product is created, the Price action is enabled, allowing you to define the product price.

Make sure you set up your price definition and business functions in the Oracle CPQ Pricing Portal to enable competitive product pricing in the Product Workbench.

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Specify the pricing set, condition, and charge details, and submit to save the product pricing.

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Step 6: Launch the Product

Launch the product. Once you price the product, the product status becomes Priced and the Launch action is enabled in the product list page so you can launch to product.

Upon launch, the Eligible to Sell attribute for the product is set to Yes, the product status becomes Launched, and the product is available for salespeople to sell.

> **Note:** The Retire action in the product list page is enabled any time after the product is created. Upon retire, the product status is updated to Retired, the Eligible to Sell attribute for the product is set to No, and therefore the product is no longer available for salespeople to sell.

Quote-to-Cash Model in Sales and Subscriptions Economy

Once the product is launched, it's available for Sales people to initiate the sales process. As a part of sales execution, the launched product can participate in Oracle Opportunity Management, Oracle Quoting, Oracle Order Management, Oracle Subscription Management, Oracle Billing and Revenue Management.

All these integrations let you present a modern quote-to-cash model using the Oracle Revenue Transformation Solution.

Additional Integrations

Integrate with Oracle ERP Applications

We've already mentioned the Oracle CPQ integration, which is significant to the total Revenue Transformation Solution. Additionally, several Oracle ERP applications provide increased functionality to round out the solution.

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Oracle Order Management Integration

Oracle Order Management provides a multitude of product ordering and supply chain features, including:

- Capture customer demand and fulfill sales orders using multiple channels, such as the web, call centers, direct sales, mobile, and partners.

- Set up your item in Product Information Management.

- Price the item in Pricing Administration.

- Set up integrations, specify default values, specify application behavior, and do other setups in Setup and Maintenance.

- Specify how to determine availability for your item in Oracle Global Order Promising.

- Configure your configured items in Configurator.

- Use Oracle applications and their work areas to orchestrate order fulfillment across sources, such as suppliers, finance, and distribution centers.

- Track and revise sales orders.

- Procure items that you will ship in Oracle Procurement.

- Reserve and track the item in Oracle Inventory Management.

- Get details about the item in Reports and Analytics.

- Receive the item into accounting in Oracle Receivables.

Oracle Receivables and Oracle Revenue Management

Use Oracle Receivables and Oracle Revenue Management to:

- Manage both customer information and customer account activities

- Manage automated customer billing

- Process customer payments

- Manage funds capture

- Manage accounts receivable balances

- Manage revenue for receivables

- Manage bills receivable

- Recognize and adjust revenue

- Create credit profiles for your customers

- Address the ASC 606 and IFRS 15 accounting standard Revenue from Contracts with Customers

- Manage contracts

- Manage standalone selling prices

For more information on these integrations, see the Oracle Cloud Applications Financials documentation on *Oracle Help Center*.

Additionally, see the following Oracle CPQ integration with Order Management and Subscription Management documentation:

- *Overview of Standard Quote Process*

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- *Oracle Order Management Integration*

- *Order Management Integration Guide, Standard Process Update 23B or Later*

- *Oracle Subscription Management Integration*

- *Oracle CPQ with Subscription Management Integration Guide*

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