

# EBS Channel Management

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# Agenda

- EBS Channel Management Overview
- Demonstration Scenario
- Wrap Up



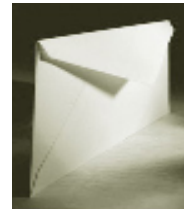
# Operational Challenges

*...and Costly*



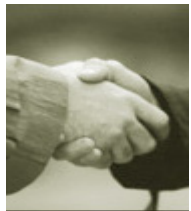
## Customers and Markets

International Markets, Currency Issues. Global Customers &/or Suppliers , Disti's, Territories, Buying Groups, GPO's ..



## Sales Data

Sales Data from bespoke systems, Direct , Indirect Sales, Ship and Debits



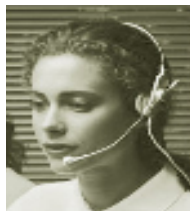
## Rebate / Discount Types

Complex Rebates, Accruals, Off Invoice, Lumpsum, Volume Rebates, Net Accrual, Quantity Limits, Price Buckets...



## Accounting

Accounting concerns and accurate ledger postings. Flexibility to track liabilities, post earnings, protect margins



## Adjustments Requirements

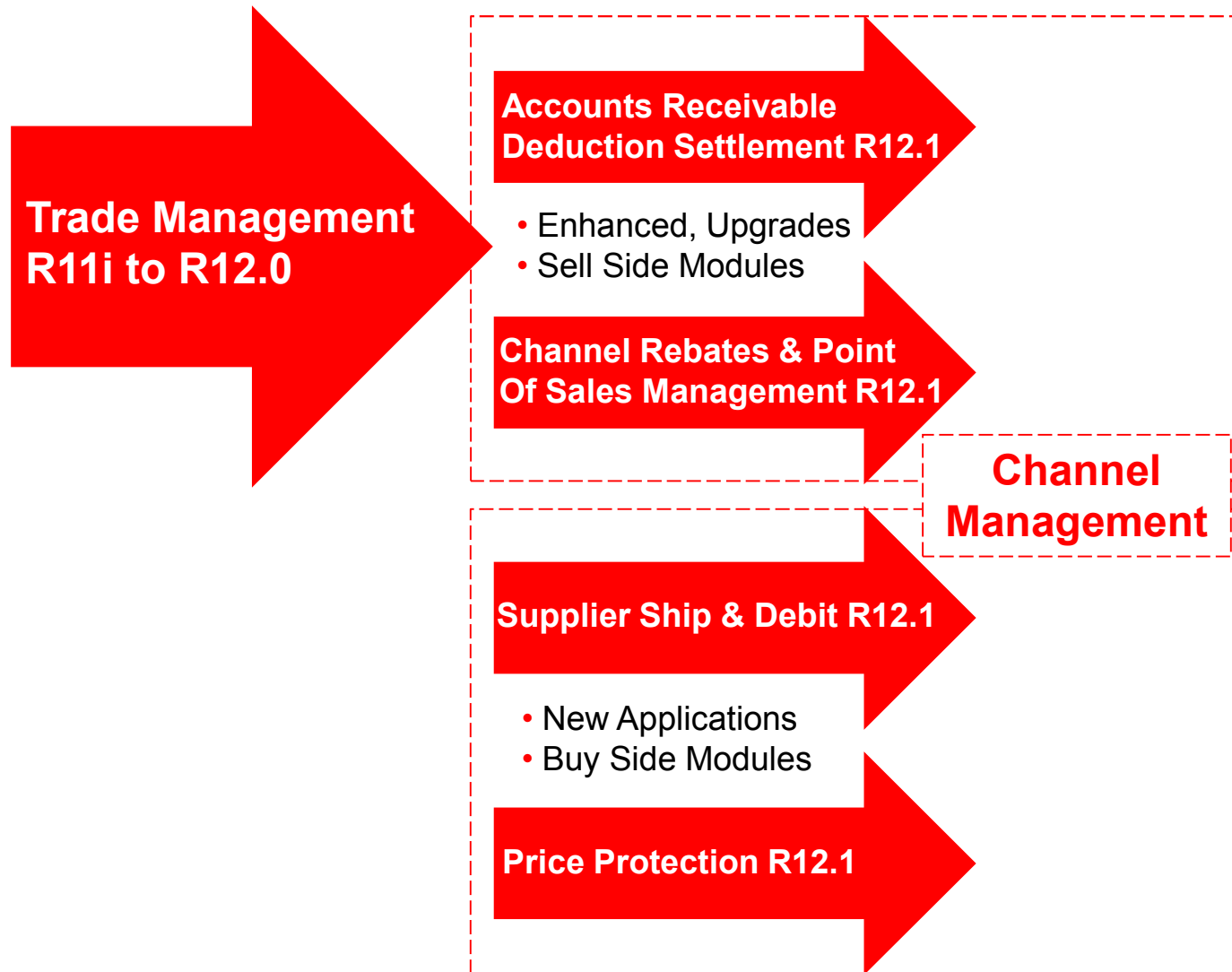
Changes to Dates, Discounts. Backdated Adjustments, Returns , Retroactive pricing, Earning Adjustments, Alternate Payee ...



## Governance

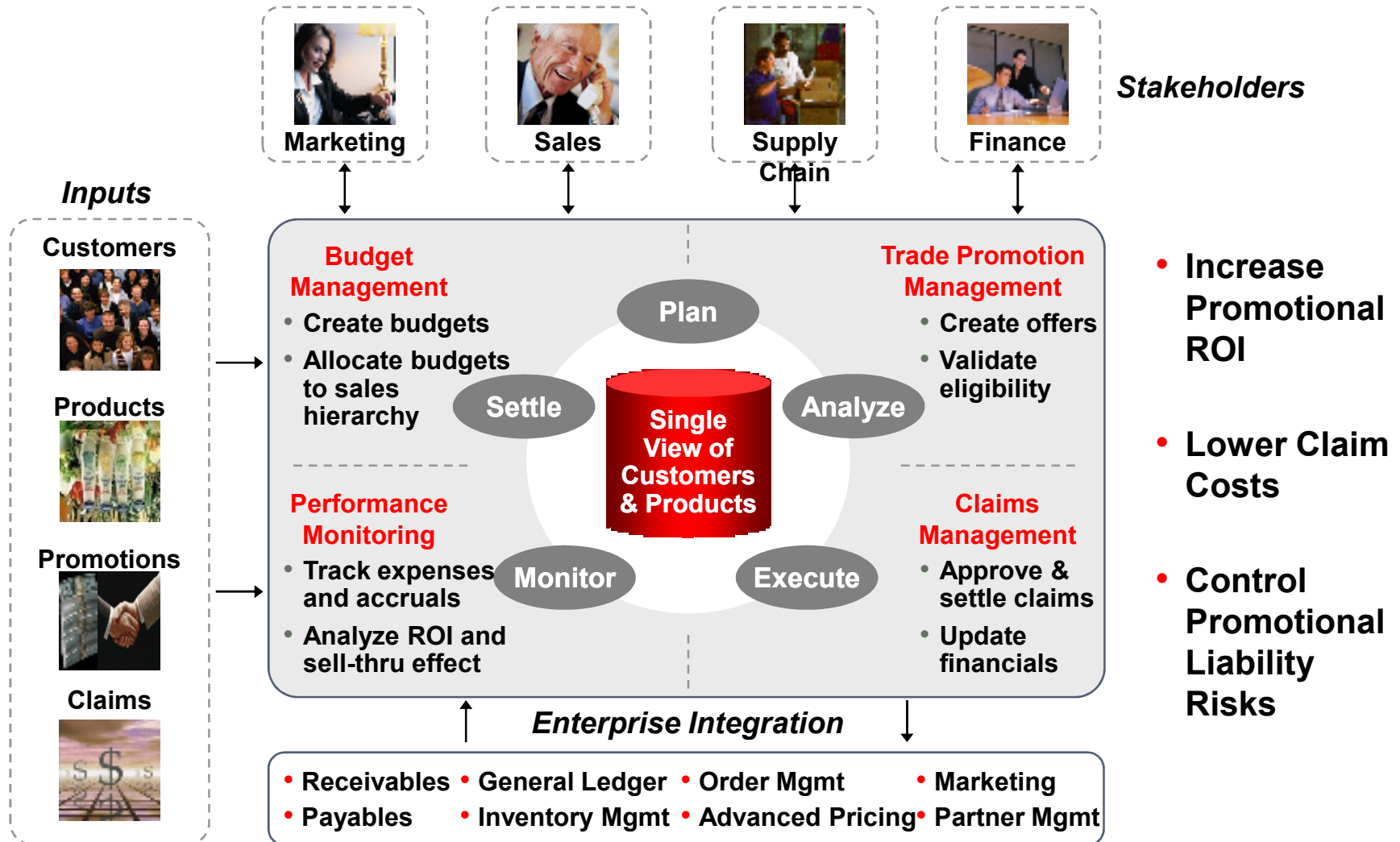
Customer revenue and profit reconciliation exposes risk . Need consolidated insight into Liability and Payments

# From Trade to Channel Management



# Oracle Trade / Channel Management

*Sell Side Solution*



# General Ledger Postings

*Accurately Account for Sales / Expense and Liability*

## Sales Orders & Claims



- Direct Sales
- Indirect sales (POS)
- Chargebacks
- Net sales calculations
- Scan data offers
- Lump sum offers
- Retroactive adjustments
- Other adjustments

## Accrual Engine



## General Ledger



- Post accruals and claims to GL with option to post off-invoice promotions
- Account for promotion as a reduction in revenue or as an expense
- R12 MOAC Support

✓ *Apply Proper Accounting for Any Country*

✓ *Minimize Financial Risks with Upfront Accruals*





# R12.1 Channel Revenue Management Family

- **Channel Rebates and Point of Sale Management**
  - Manage complex pricing agreements or programs and revenue management for direct selling programs
  - Import, validate and cleanse channel POS data to track 3rd party inventories and validate complex pricing agreements or programs based on indirect sales data
- **Accounts Receivables Deductions Settlement**
  - Manages complete settlement lifecycle for financial programs and AR disputes
- **Supplier Ship and Debit**
  - Automates special price requests for wholesale distribution and streamlines ship and debit claim process
- **Price Protection**
  - Orchestrates price protection processes when changes occur to the price of a product





# **Channel Rebates and Point of Sales Management**

# Business Challenges

- **Rebate Programs**

- Complex Rebate Programs with retroactive capability, volume performance and mid-cycle adjustments and use of alternate payee
- Lack adequate visibility into performance of the promotional activity and current liability



- **Point of Sale Processing**

- Data Integrity issues with Multiple data formats and product, customer references
- Reconciling Channel Sales , Chargeback Claims and Debits to Accounting
- Tracking Channel Inventory and Processing direct rebates using Sell through data

# Ideal Business Process





# Standard Rebate Types

## *Rebate Types and Execution Capabilities*

### **Rebate Types**

- Accrual Offers
- Off Invoice Offers
- Volume Rebates
- Promotional Goods
- Order Value
- Scan Data
- Lumpsum Offers
- Trade Deals
- Net Accrual
- Terms Upgrade

### **Rebate Capability**

- Various Rebate Types
- Support for Direct and Indirect Sales
- Global and Organization specific
- Quantity Limits
- Retroactive Pricing by Tier
- Adjustment capability for value and dates
- Autopay Setup
- Back dates Adjustment
- Advanced Options with Bucketing

# Rebate Earning and Payment Insight

## Rebate Checkbooks

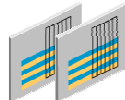
### Rebate Tracking

- Timely and Accurate Information
- Updated Offer and Budget Checkbooks
- Drill down to Transaction Details
- Visibility into promotional expenses and liabilities helps anticipate and control risk

Calculate Accrual



Update Financials



Validate Performance



#### Budget Summary Checkbook

Name: [OOW2009 - Accrual Offer](#) Source Code: AMER09090001ACC  
 Date: 30-SEP-2009 To 30-SEP-2010 Status: Active  
 Currency: US dollar Total Amount: [10,000.00](#)



Budget	Number	Planned	Committed	Recalculated Committed	Utilized	Earned	Paid
<a href="#">OOW2009 - Fixed Budget</a>	TMPM15897	0.00	10,000.00	10,000.00	2,100.00	2,100.00	0.00

First | Previous  Next | Last

Document					Adjustments			Earned Amount in Different Currencies		
Customer	Type	Document	Product Name	Date	Earned Type	Type	Date	Transaction Currency	Budget Self Currency	GL Details
Business World	Order	<a href="#">67912</a>	AS54888	30-SEP-2009	Accrual		30-SEP-2009	250.00 USD	250.00 USD	
Business World	Order	<a href="#">67913</a>	AS54888	30-SEP-2009	Accrual		30-SEP-2009	750.00 USD	750.00 USD	
Business World	Order	<a href="#">67914</a>	AS54888	30-SEP-2009	Accrual		30-SEP-2009	1,100.00 USD	1,100.00 USD	

First | Previous  Next | Last

> [Offers](#) > [OOW2009 - Accrual Offer](#) > [Budget](#) > [Budget Summary Checkbook](#) > [Budget Earned Checkbook](#) > Order Details

#### Order Detail

[OOW2009 - Fixed Budget](#) Status: Active  
 30-SEP-2009 To 30-SEP-2011 Amount: 1,000,000.00  
 US dollar

#### Order Details

Time Zone (PST-06:00/-05:00)Central Time

The following table displays the order details:

Order Information		Order Date: 30-SEP-2009					
Order Number:	67912	Reference Number:	Booked Date: 30-SEP-2009				
Customer Information	Customer Name: Business World	End Customer:					
Shipping Information	Ship To: Business World 2391 L Street San Jose, CA 95106 UNITED STATES	Billing and Payment Information	Bill To: Business World 2391 L Street San Jose, CA 95106 UNITED STATES				
Shipping Method: DHL	Requested Delivery Date: 30-SEP-2009	Payment Type:	Payment Terms: 2/10, Net 30				
Shipment Priority:	Shipping Instructions:	Packing Instructions:	PO Number:				
Freight Terms: Prepay & Add	Shipments: <a href="#">View Details</a>						
Part Number	Item Name	UOM	Ordered	Shipped	Status	Price	Item Details
AS54888	Sentinel Standard Desktop	Each	5	5	Shipped	17,895.00	
XA7000	Standard Desktop	Each	5		Awaiting Shipping	17,249.95	
						Sub-Total: \$15,144.95	
						Shipping and Handling: \$0.00	
						Tax: \$1,363.04	
						<b>Total: \$16,507.99</b>	

# Rebate Maintenance and Adjustment Capability

## Adjustment Types and Approval

### Rebate Adjustments with Approval

- Change Discounts
- Change Dates
- Add or Remove Products
- Add or Remove Customers
- Create Back Dated Adjustments
- Retroactive Pricing by Tier
- Adjustment capability on Earnings

Trade Finance > Offers > CO&CO Volume Proc > adjustment > adjustment

Offer Adjustments

Offer Name : CO&CO Volume Offer  
Start Date : 30 SEP 2003      End Date : 30 JAN 2010

Name:   
Type:   
Effective Date:   Back dated to start of offer  
Comments:   
Discount Table Name:

Discount Table Name

Showing:       Filter: Exclude

From	To	Discount	New Discount
0	10	20	<input type="text" value="25"/>
10	50	50	<input type="text" value="75"/>
50	250	100	<input type="text" value="125"/>
250	9999999999999999	150	<input type="text" value="200"/>

First | Previous |  | Next | Last

Products

Remove	Level	Name	Apply Discount	Include Volun
<input type="checkbox"/>	Item Number	ASS4888	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input type="checkbox"/>	Item Number	ASS4999	<input type="checkbox"/>	<input checked="" type="checkbox"/>

# Complex Rebate Design

## Volume Rebate Setup

### Tracking Volume Rebates

- Simple UI to define Tier Structures
- Calculate rebates for Multiple Customers in a Single Program
- Support Tier qualifiers by Quantity or Dollar Amounts
- Discount Setup by Amount or Percentage
- Ability to adjust earnings using Retroactive Pricing Capability
- Estimate Liability using Pre-Qualification Tiers
- Include Volume but Do not discounts
- Process Direct , Indirect Sales or a combination
- Alternate Payee Setups

The screenshot displays the Oracle Volume Rebate Setup interface. It includes a table for defining tier structures with columns for 'Tier', 'Start', 'End', 'Qualifier', and 'Discount'. Below this, there are sections for 'Discount Setup' and 'Pre-Qualification Tiers', each with a table for defining specific rules and parameters. The interface is designed for configuring complex rebate programs.

# Business Challenges

- Rebate Programs
  - Complex Rebate Programs with retroactive capability, volume performance and mid-cycle adjustments and use of alternate payee
  - Lack adequate visibility into performance of the promotional activity and current liability

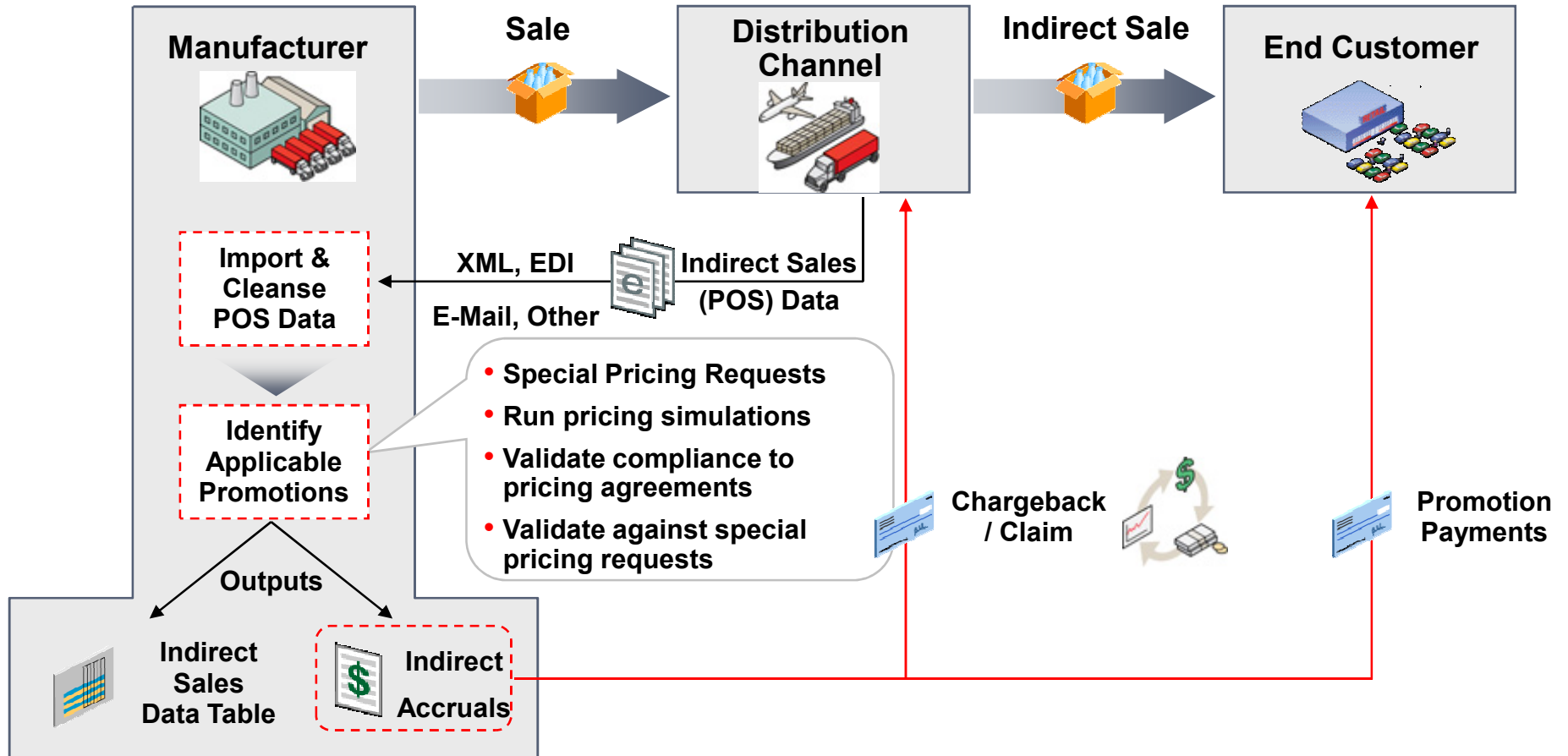


- **Point of Sale Processing**
  - Data Integrity issues with Multiple data formats and product, customer references
  - Reconciling Channel Sales , Chargeback Claims and Debits to Accounting
  - Tracking Channel Inventory and Processing direct rebates using Sell through data



# Point Of Sale Management

## Flow Definition and Execution Process



# Special Pricing, Ship and Debit, Chargebacks

*Flow Capabilities using Indirect Sales Data*

## Special Price and Chargebacks

- Work with Distributors: Create and Approve Special Pricing Request with Negotiation capability
  - Customer or Blanket, Merge Customer
- Validate Agreement criteria – Customer, Dates, Products, Quantity in the Indirect Sales Data
- Ability to View Earnings based on Point of Sale
- Ability to Automatically close out POS earnings with Payment or Adjust existing earnings
- Track and Validate Inventory. Validate Claims
- Third Party Accrual Flows to ensure Distri customer gets discounted appropriately

Batch Number	Batch Type	Distributor	Lines Date Filed	Status	Currency	Amount Claimed	Amount Allowed	Amount Paid	
1	Third Party Accrual	Business World	10-31-2004	Closed	US dollar	0.00	0.00	0.00	
14	Chargeback	Business World	1-20-Sep-2004	Disputed	US dollar	3,990.00	0.00	0.00	
50	Chargeback	A. C. Networks	1-20-Sep-2004	Closed	US dollar	3,990.00	3,990.00	3,990.00	
87	Chargeback	Business World	1-20-Sep-2004	Disputed	US dollar	3,990.00	0.00	0.00	
93	Ship and Debit	SiliconPeak Technologies	1-20-Sep-2004	Processed	US dollar	19.95	19.95	0.00	
95	Chargeback	Business World	1-20-Sep-2004	Disputed	US dollar	3,990.00	0.00	0.00	
96	Chargeback	Business World	1-18-Sep-2004	Closed	US dollar	3,990.00	3,990.00	3,990.00	
98	Chargeback	Business World	1-20-Sep-2004	Disputed	US dollar	13,622.00	0.00	0.00	
20	Chargeback	A. C. Networks	1-22-Sep-2004	Closed	US dollar	3,990.00	3,990.00	3,990.00	
23	Chargeback	A. C. Networks	1-22-Sep-2004	Disputed	US dollar	3,990.00	0.00	0.00	
<b>Grand Total</b>						<b>Amount Claimed 224,842.85</b>	<b>Amount Allowed 185,923.84</b>	<b>Amount Paid 185,476.95</b>	<b>Amount Disputed &lt;15,657.00&gt;</b>

Batch Number: 14  
Batch Type: Chargeback  
Distributor: Business World  
Lines Date Filed: 1-20-Sep-2004  
Status: Disputed  
Currency: US dollar  
Amount Claimed: 3,990.00  
Amount Allowed: 0.00  
Amount Paid: 0.00

Grand Total: Amount Claimed 224,842.85, Amount Accepted 188,014.85, Amount Allowed 185,923.84, Amount Paid 185,476.95, Amount Disputed <15,657.00>

# POS Data Processing Capabilities

*Import, Validate, Cleanse, Process, Pay*

## POS Processing

- Enable custom actions using Data Pre-Processors
- Automated Inventory Tracking
- Automated Return Handling
- Error Identification and Resolution
- Claims Processing and Settlement
- Business Events to Trigger Actions such as Revenue recognition based on POS
- Ability to load POS to Interface Tables
- Ability to Calculate Third Accruals based on POS

View Lines : Batch 358

Batch Number	358	Batch Type	Ship and Debit
Distributor Claim Number		Partner	Hilman and Associates
Date Filed	06-Feb-2009	Status	Closed
Start Date	06-Feb-2009	End Date	06-Feb-2009
Amount Claimed	400.00	Currency	US dollar
Running Total Amount	400.00	Total Lines	2
Month		Year	
Operating Unit	Vision Operations		
Comments			

Views

View: Closed Batches Line View Go Personalize

Number	Status	Transfer Type	Bill To	Customer	Order Date	Orig System	Product	Product UOM	Quantity	Agreement	Corrected Agreement	Claimed Amount	Purchase Price	Calculated Agreement Price	Calculated Unit Amount	Total Accepted Amount
10117	Processed	Return		A. C. Networks	06-Feb-2009		AS54688	Each	-1	AMER02090002SPR	AMER02090002SPR	<100.00>	1,699.00	1,599.00	100.00	<100.00>
10118	Processed	Ship and Debit Sale		A. C. Networks	06-Feb-2009		AS54999	Each	5	AMER02090002SPR	AMER02090002SPR	500.00	2,000.00	1,900.00	100.00	500.00



Views

View: Closed Batches Line View Go Personalize

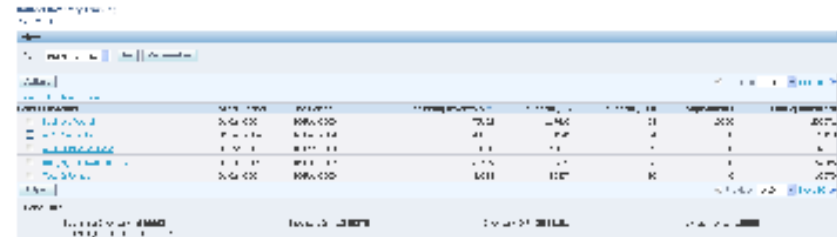
Number	Status	Transfer Type	Bill To	Customer	Order Date	Orig System	Product	Product UOM	Quantity	Agreement	Corrected Agreement	Claimed Amount	Purchase Price	Calculated Agreement Price	Calculated Unit Amount	Total Accepted Amount
10117	Processed	Return		A. C. Networks	06-Feb-2009		AS54688	Each	-1	AMER02090002SPR	AMER02090002SPR	<100.00>	1,699.00	1,599.00	100.00	<100.00>
10118	Processed	Ship and Debit Sale		A. C. Networks	06-Feb-2009		AS54999	Each	5	AMER02090002SPR	AMER02090002SPR	500.00	2,000.00	1,900.00	100.00	500.00

# Channel Inventory Tracking

*Visibility to Distributor Inventory*

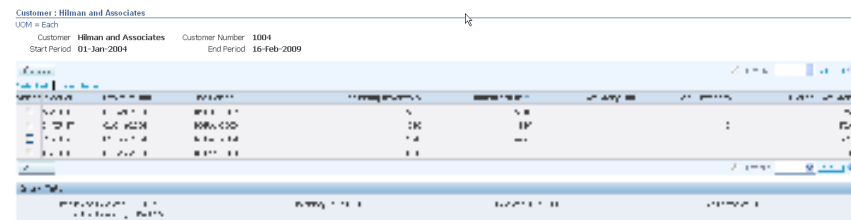
## Distributor Inventory Tracking

- View Distributor Inventory by Product
- Use Order Data and POS to calculate 'Inventory In', 'Inventory Out' and 'Balance'
- Inventory Snapshots by Date range
- Manual Adjustment capability to reconcile inventory counts
- Insight to Inventory Details by Transaction and by Customer Location



The screenshot shows a software interface with a table of distributor inventory data. The table has columns for various metrics, including product codes, quantities, and dates. The data is organized into rows, with some rows highlighted in blue. The interface includes standard software controls like search bars and navigation buttons.

Product Code	Quantity	Unit	Location	Date
00000000000000000000	1000	EA	000000000000000000	2009-01-15
00000000000000000000	2000	EA	000000000000000000	2009-01-16
00000000000000000000	3000	EA	000000000000000000	2009-01-17

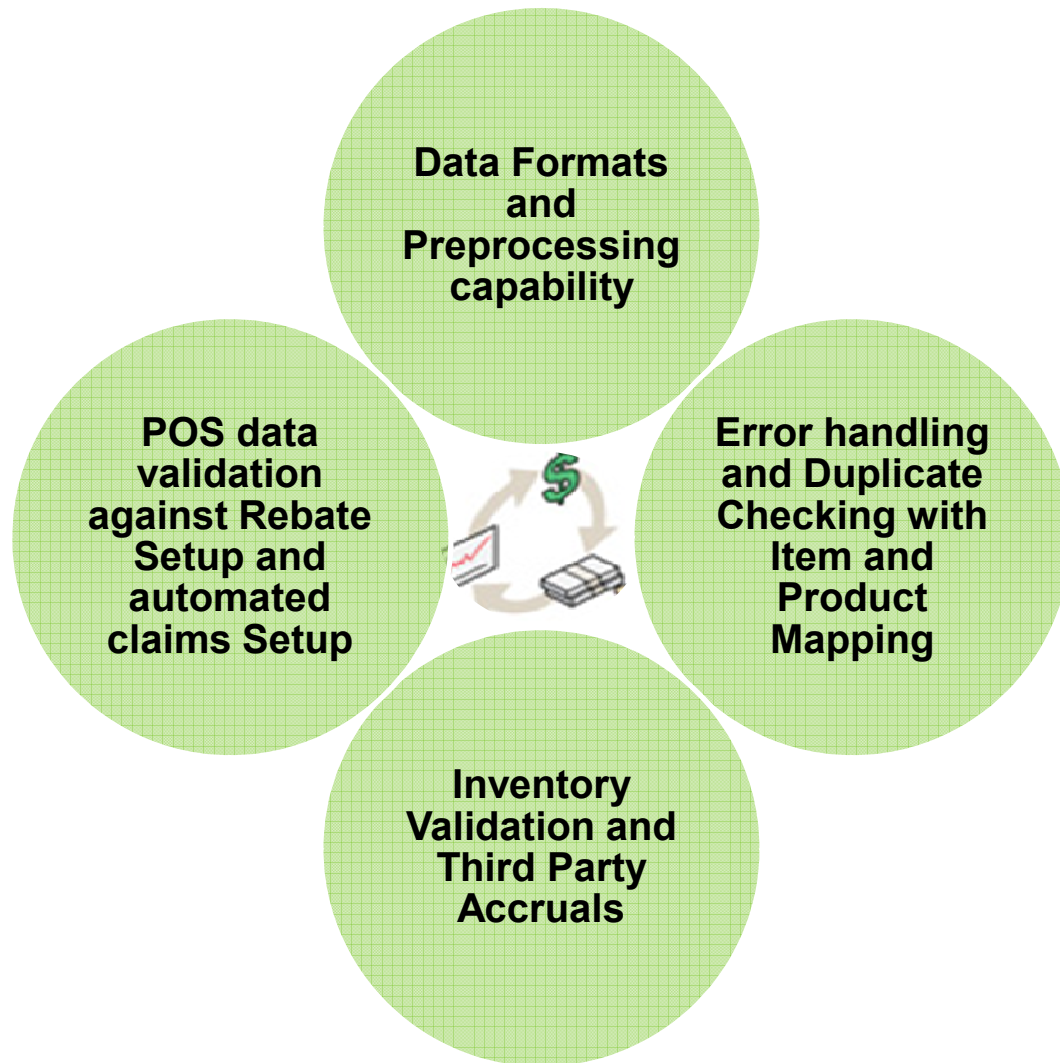


The screenshot shows a software interface for a specific customer, 'Hilman and Associates'. It displays a table of distributor inventory data with columns for product codes, quantities, and dates. The data is organized into rows, with some rows highlighted in blue. The interface includes standard software controls like search bars and navigation buttons.

Customer: Hilman and Associates  
Customer Number: 1004  
Start Period: 01-Jan-2004  
End Period: 16-Feb-2009

Product Code	Quantity	Unit	Location	Date
00000000000000000000	1000	EA	000000000000000000	2009-01-15
00000000000000000000	2000	EA	000000000000000000	2009-01-16
00000000000000000000	3000	EA	000000000000000000	2009-01-17

# POS Data Issue Solutions



## Data Import and Cleansing

- Promotion Detail Validations
- Duplicate Checking
- Item, Customer Reference Mapping
- Tolerance Setup
- Customer Mapping
- Error Display and Processing
- Pre Processors and Business Events
- Data Load to Interface

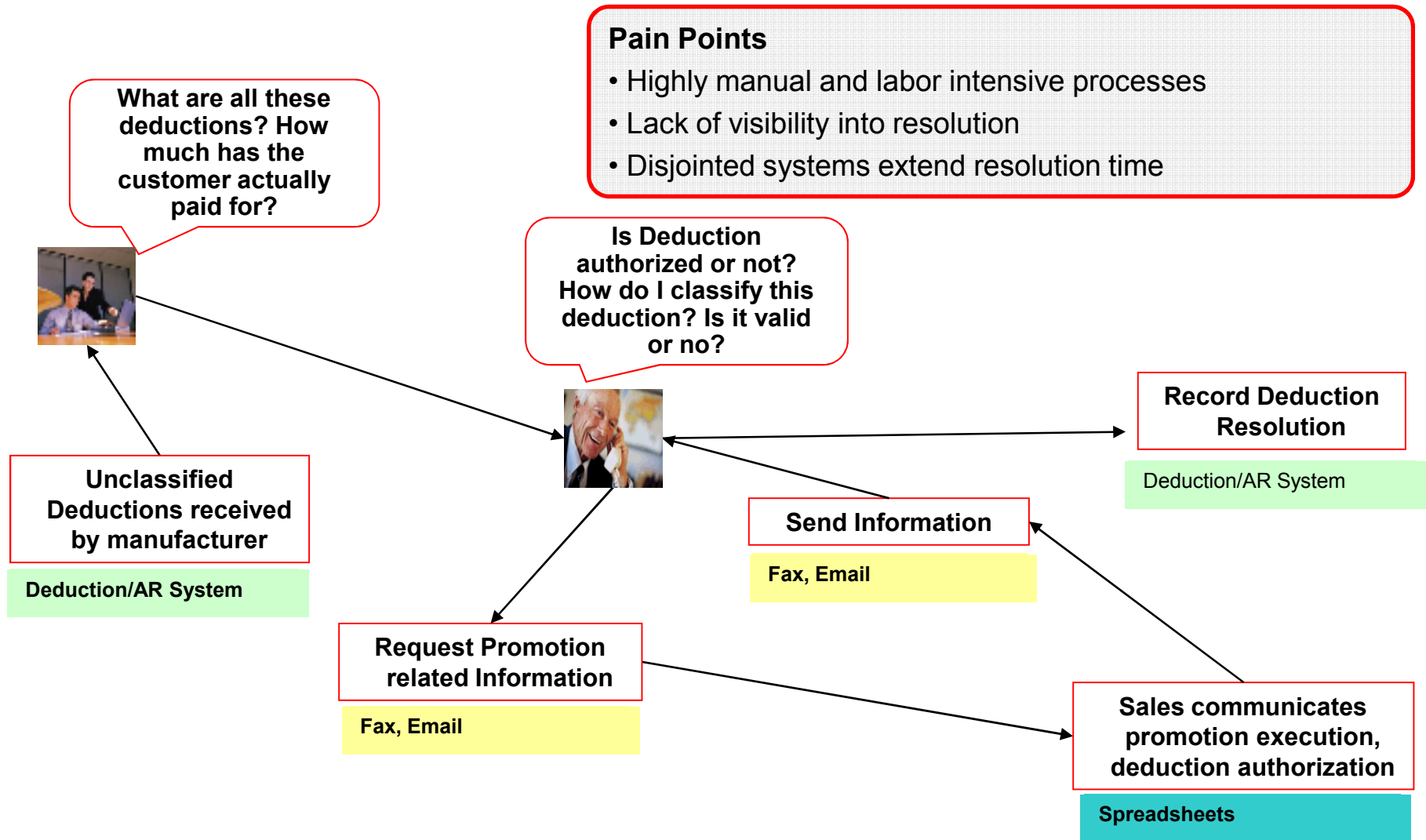
## Data Processing

- Inventory Validation
- Third Party Inventory Calculation
- Accrual and Claim Calculation
- Claim Payments – Credit / Debit
- Third Party Promotion Calculation



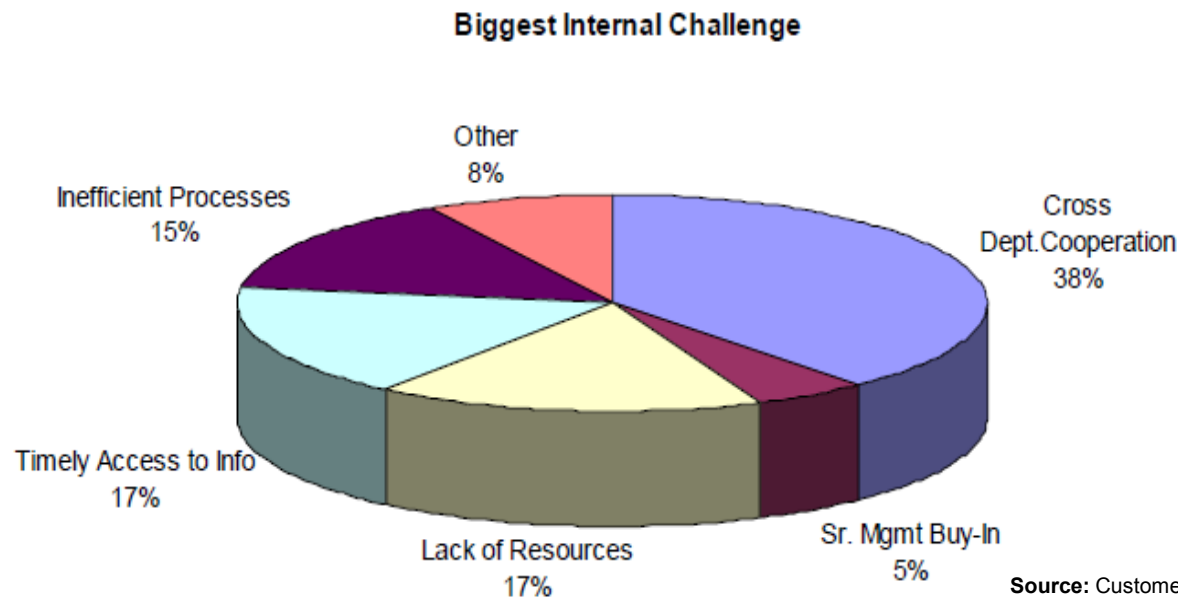
# **Accounts Receivable Deduction Settlement**

# Deduction Management Process



# Challenges/Obstacles

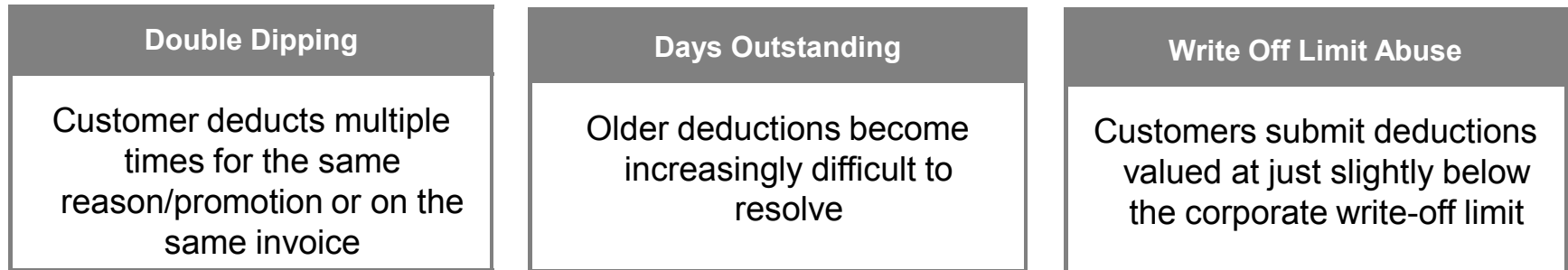
- Back Office / Finance Dept
  - Lack adequate visibility into the promotional events
  - Lack information from retailer indicating the source of the deduction (product, activity type, dates of promotion, etc)
- Sales & Marketing
  - Lack up-to-date deduction processing information
  - Lack visibility into customer deduction trends



Source: Customer Deductions: Impact on Receivables2009. The Credit Research Foundation



# Deduction Trends



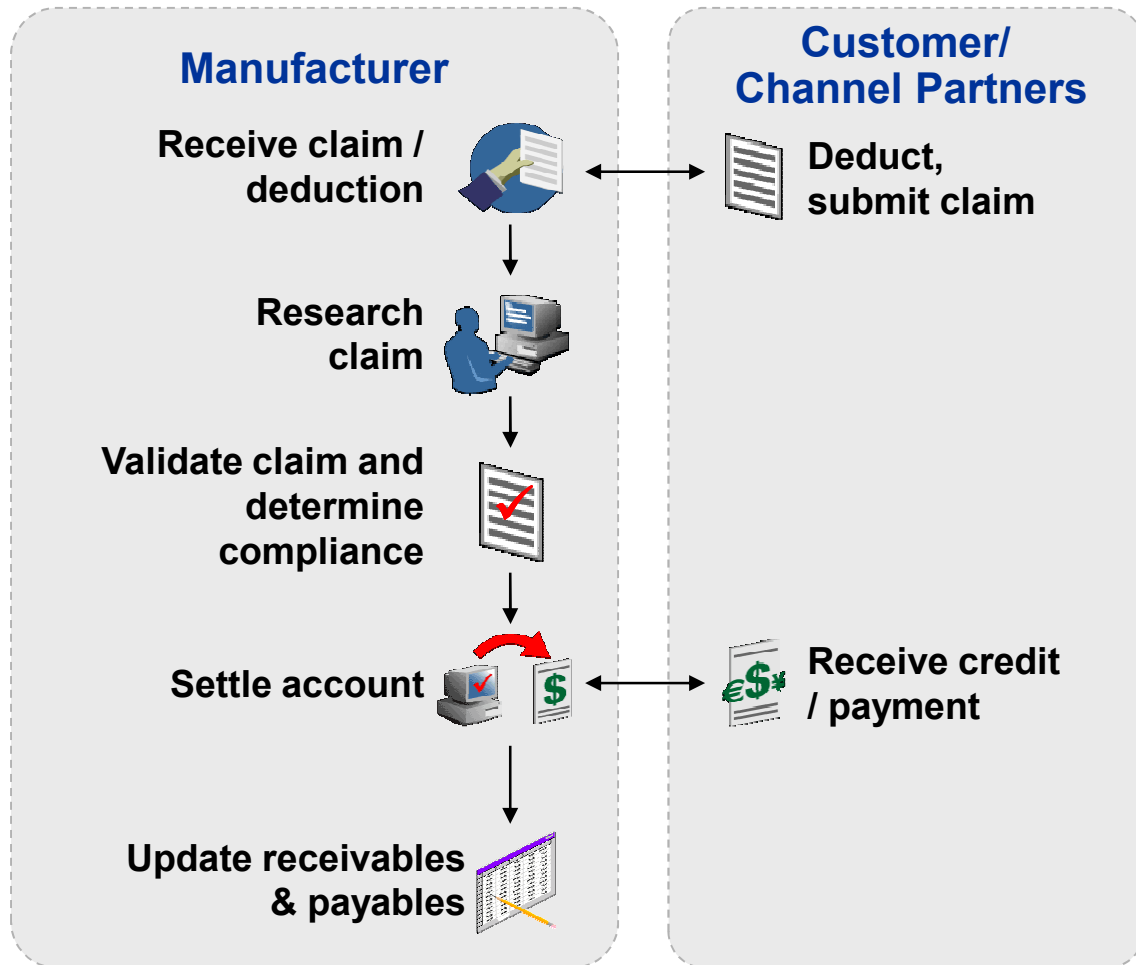
! ***Negative Impact on Cash Flows***

! ***Reduced Margins***

! ***Serious Revenue Leakage***

# AR Deductions and Settlement

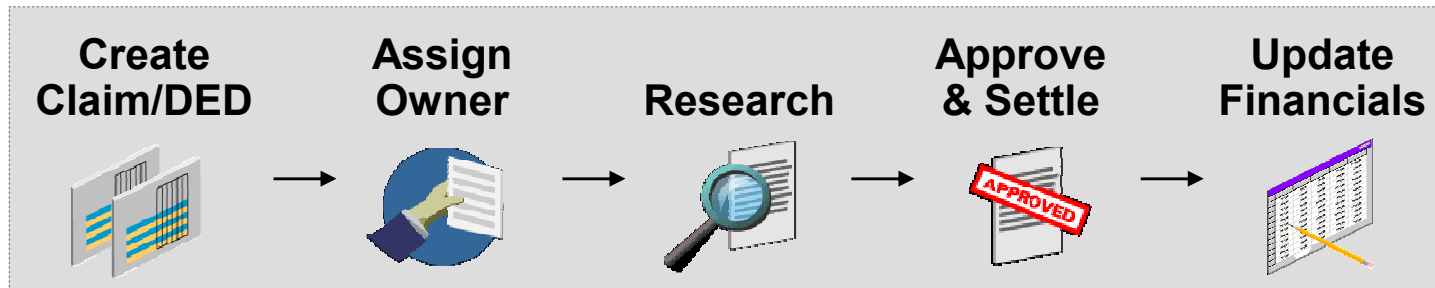
*Streamlined process eliminates complexity*



- Enable deduction analysts/collectors/customer service reps to receive, research, and clear deductions
- Apply best-practice to efficiently resolve deductions using a streamlined process
- View key info needed to validate and pay claims
- Enable deductions to be cleared via trade fund payments or chargebacks

# AR Deductions & Settlement

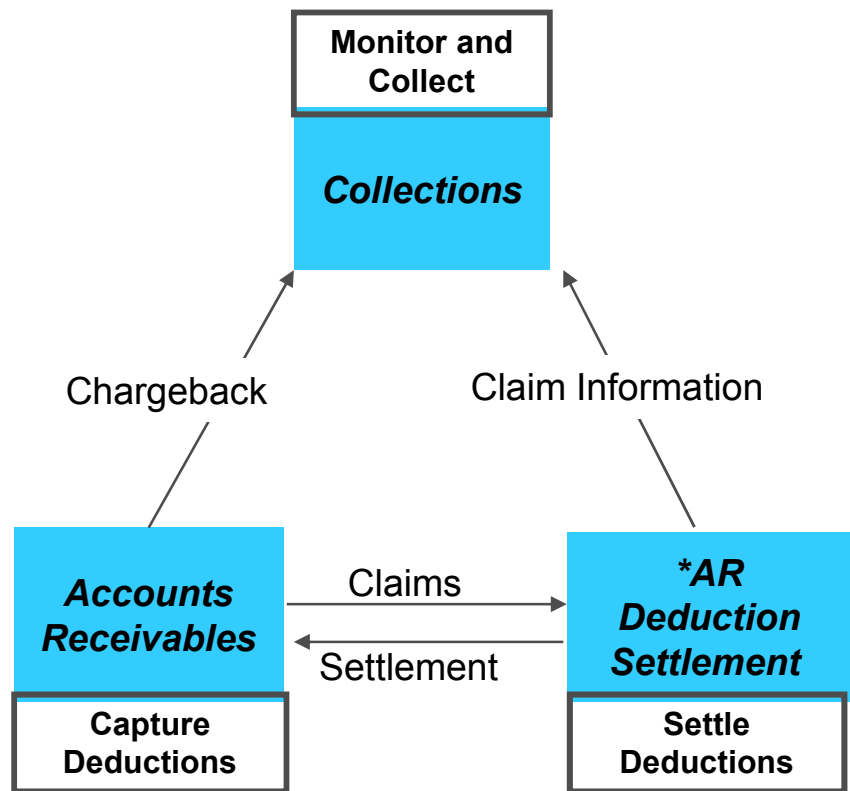
## *Key capabilities*



- Automatic Creation of Deductions
  - Lockbox Integration
  - Subsequent Receipt Update
- Assign ownership (who is resolving deduction)
- Enable Effective Research
- View deductions and promotions together
- Audit trail of all actions and data changes
- Associate both notes and documents with a settlement
- Automated Settlement

# AR Deductions & Settlement

*Integrated Solution*



## Functionality

- Complete AR processing
- Lockbox integration
- Subsequent Receipt Application
- Auto-write offs
- Mass Settlements
- Dispute/deduction handling
- Rebates Settlement
- Promotional Payments View
- Claims Aging

# Central Claims Repository

*Provide Control of All Customer Disputes*



## Enable Claims Analysis

- Detection of write-off threshold abuse
- Identification of process problems
- Calculation of total cost-to-serve

# AR Deductions & Settlement

*Automated Creation and Assignment*

The screenshot displays the Oracle Applications - ADS Vision interface. The main window shows the 'Claim Detail' page for claim DED15765. The interface includes a menu bar (File, Edit, View, Folder, Tools, Actions, Window, Help) and a toolbar with various icons. The main content area is divided into several sections:

- Customer Information:** Customer Name, Customer Number, Location, Receipt Amount.
- Applications:** A table with columns for Apply, Loss, Activity, and App. The first row shows a checked box, 0.00, and 'Trade'.
- Claim Detail:** Operating Unit: Vision Operations; Claim Number: DED15765; \*Claim Date: 27-SEP-2006; Claim Reason: Promotional; \*Owner: Sonneshein, Mr. Evans; \*Status: Open.
- Customer Information:** \*Bill To Customer: Business World; Ship To Customer: Business World; Customer Account Number: 1608; Bill To: San Jose (OPS); Ship To: San Jose (OPS); Address: 2391 L Street, SAN JOSE, CA 95106.

A red callout box with white text is overlaid on the 'Auto Assign Owner' checkbox, stating: **System automatically assigns Owner**. The checkbox is currently unchecked.

# AR Deductions & Settlement

*Link Deductions to Promotions*

Update Restore Request Approval Lines Summary

## Accruals Search Criteria

Relationship

Buying Group

Activity Type

Offer Type

Item Type

Channel of Sales

End Date  (example: 15-Dec-2000)

Amount  US dollar

Summary View

Performance Verified

Related Customer

Display Children

Activity

Item

Order Number

**Associate Earnings screen lists all unpaid accruals for the customer**

## Accruals and Adjustments for Customers

Remove	Customer	Activity Type	Activity	Currency	Amount	Available Amount	Line Amount	Detail
<input type="checkbox"/>	Goodway	Price List		US dollar	10,000.00	10,000.00		
<input type="checkbox"/>	Goodway	Offer	<a href="#">Goodway Accruals Offer 03 (Goodway Accruals Offer 03)</a>	US dollar	225.00	213.75		
<input type="checkbox"/>	Goodway	Offer	<a href="#">Goodway Volume Offer 03 (Goodway Volume Offer 03)</a>	US dollar	12.00	2.00		

First | Previous | 1 - 3 of 3 | Next | Last

# AR Deductions & Settlement

*Automatic Settlement*

ORACLE® Trade Management

Home Profile Sign Out

Customer Product Quota Budget Trade Planning Claim Indirect Sales Management Administration Calendar

Claims Promotional Payments Autopay Mass Settlement Claims Aging Research

Quick Find Offer  Go

Logged In As

**Main**  
Lines  
Related Documents  
Team  
Tasks  
Split  
Attachments  
Notes  
Settlement  
History  
Report

[Claim](#) > [Claims](#) > Report

**Claim Report**

**Operating Unit**  
Claim Number : [CLA15822](#)  
Claim Date : 18-JAN-2007  
Claim Reason : Promotional  
Customer Reason :  
Owner : Sonneshein, Mr. Evans

Claim Type : Promotional  
Due Date : 17-FEB-2007  
Action : Promotional Claims  
Status : Closed

**Customer**

Bill To Customer : Silicon Peak Technologies  
Customer Account Number : 2119  
Bill To : 10047  
Address : 300 N First St SAN JOSE, CA, 95113,US  
Contact :  
Broker :  
Reference :

Ship To Customer :  
Customer Account Number :  
Ship To :  
Address :  
Sales Rep : David Alite  
Reference Date :

**Amount**

Exchange Type :  
Exchange Date : 1

Exchange Date :

**Claims in closed status automatically update your Financial System**



# AR Deductions & Settlement

## Netting Open AR Balances

Claims | Promotional Payments | Autopay | **Mass Settlement** | Claims Aging | Research

Quick Find Offer  Go

Logged In As

**Mass Settlement Detail**

Operating Unit **Vision Operations** Claim Number **GRP11280**  
Customer **Goodway** Claim Type  
Reason **Unknown**

**Grand Total**

Subtotal (Open Claims)	24.08
Subtotal (Open Transactions)	<8.00>
Subtotal (Settlement)	2.00
Remaining Amount	14.08

**Claims**

Claim Class	Claim Number	Customer	Claim Date	Status	Amount Remaining	Amount Adjusted	Amount Settled	Amount Receipt	Source Object Number	
Deduction	<a href="#">DED11233</a>	Goodway	11-Aug-2004	Closed	0.00	14.08	10.00	24.08 R-11838	11838	
							<b>Total</b>	<b>10.00</b>		

**Payment Detail**

Settlement Method	Transaction Number	Transaction Type	Amount
Credit Memo - On Account	11861	Credit Memo	<5.00>
Credit Memo - On Account	11862	Credit Memo	<3.00>
Adjustment	2810		<2.00>
			<b>Total &lt;10.00&gt;</b>

**Mass settlement enables netting of open AR transactions**

- Integrates with Accounts Receivable to identify all open customer transactions
- Effective netting of open claims and open Accounts Receivable transactions to arrive at true customer balance

# AR Deductions & Settlement

*Effective Tracking of Customer Balances*

Home Profile Sign Out

Customer Product Quota Trade Planning **Claim** Indirect Sales Management Administration Calendar Budget

Claims | **Promotional Payments** | Autopay | Mass Settlement | Claims Aging | Research

Quick Find Offer  Go

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**Promotional Payment**

Currency = US dollar

**Views**

View Vendor Balances

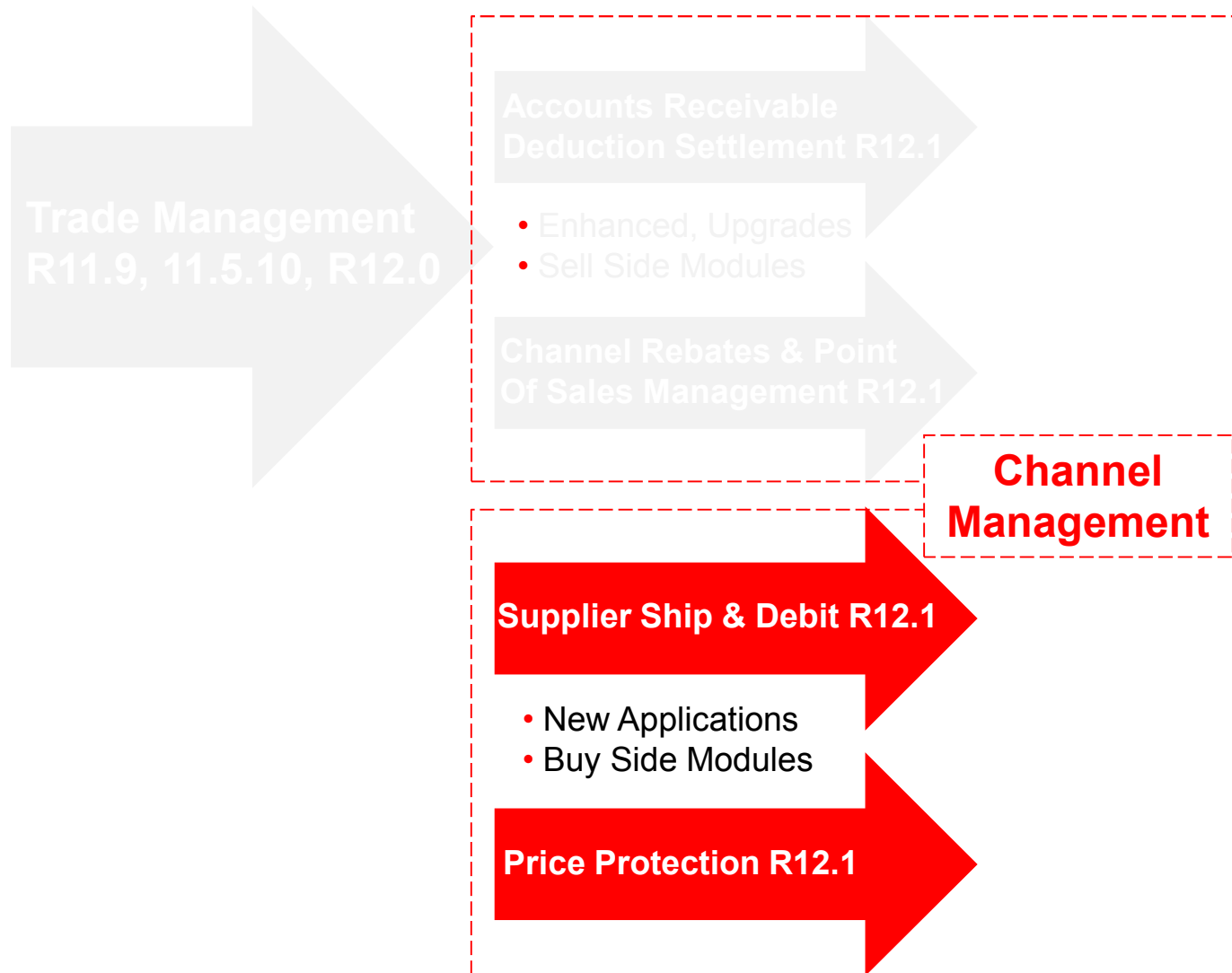
Select Customer:  Previous 1-10

[Select All](#) | [Select None](#)

Select Customer	Earned	Paid	Balance	Open Claims	Year Ago Earned	Last Year Total Ea
<input type="checkbox"/> <a href="#">COMPUTER DELIVERY SERVICE CORP.</a>	<a href="#">18,803,158.62</a>	<a href="#">(18.00)</a>	<a href="#">18,803,176.62</a>	<a href="#">130,870.77</a>	0.00	36,093,41
<input type="checkbox"/> <a href="#">Department of Defense</a>	<a href="#">0.00</a>	<a href="#">0.00</a>	<a href="#">0.00</a>	<a href="#">20,093.27</a>	0.00	
<input type="checkbox"/> <a href="#">Hilman and Associates</a>	<a href="#">51,793.02</a>	<a href="#">36,795.00</a>	<a href="#">14,998.02</a>	<a href="#">(2,081.79)</a>	0.00	6,0
<input type="checkbox"/> <a href="#">A. C. Networks</a>	<a href="#">1,049,166.77</a>	<a href="#">3,693.34</a>	<a href="#">1,045,473.43</a>	<a href="#">26,387.79</a>	0.00	107,0
<input type="checkbox"/> <a href="#">ABC Telecommunications</a>	<a href="#">50.00</a>	<a href="#">0.00</a>	<a href="#">50.00</a>	<a href="#">0.00</a>	0.00	11
<input type="checkbox"/> <a href="#">A. C. Networks</a>	<a href="#">1,211.00</a>	<a href="#">0.00</a>	<a href="#">1,211.00</a>	<a href="#">0.00</a>	0.00	
<input type="checkbox"/> <a href="#">SmartBuy</a>	<a href="#">0.00</a>	<a href="#">0.00</a>	<a href="#">0.00</a>	<a href="#">329,675.16</a>	0.00	
<input type="checkbox"/> <a href="#">...</a>	<a href="#">0.00</a>	<a href="#">0.00</a>	<a href="#">0.00</a>	<a href="#">15,071.00</a>	0.00	

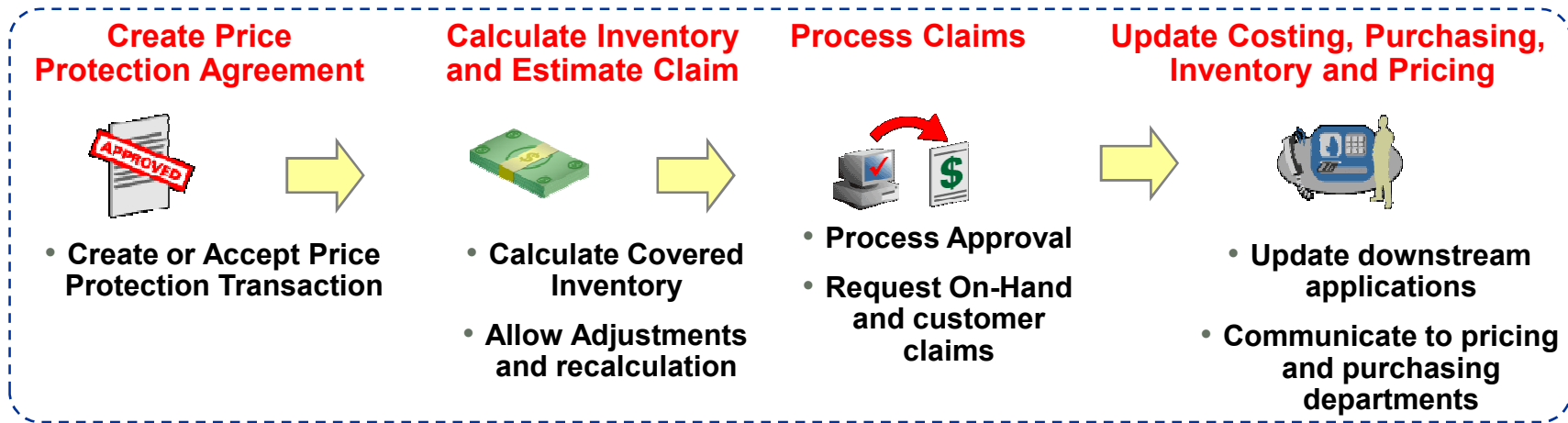
**Customer Accrual  
Balances & Open  
Claims**

# From Trade to Channel Management



# Oracle Price Protection

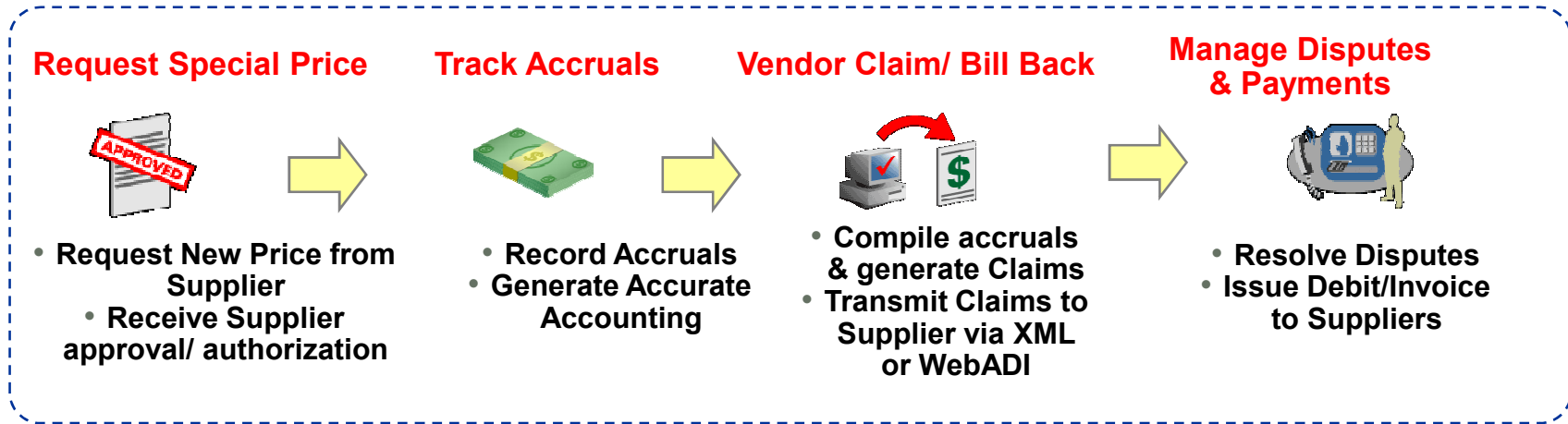
*New in Release 12.1*



Oracle Price Protection enables companies to accurately determine which inventories are eligible for credits when suppliers update their published pricing. The solution automates the claims creation process based on the pricing agreements and enables the pricing and costing updates to enhance productivity

# Oracle Supplier Ship & Debit

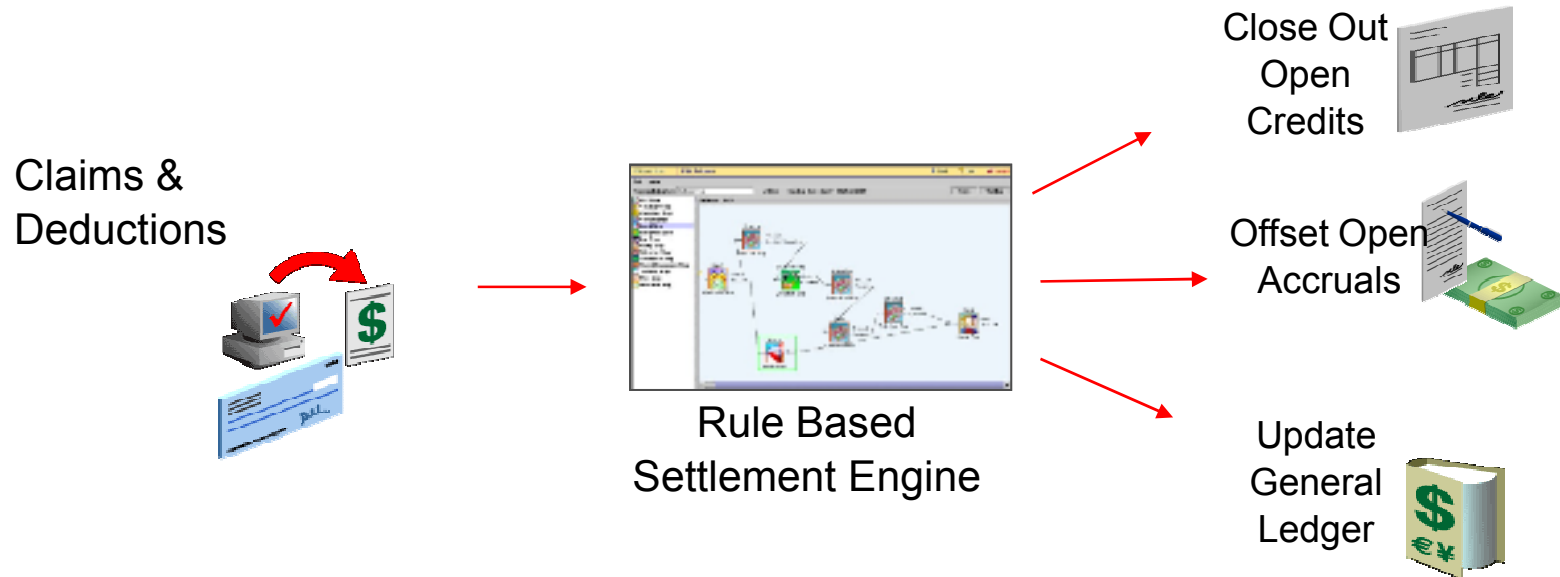
*New in Release 12.1*



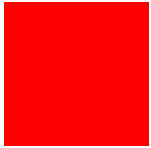
Oracle Supplier Ship and Debit enables Distributors across Industries to more quickly and intelligently respond to market conditions by automating special price requests to Suppliers. The solution is geared towards reducing the cost of managing special pricing agreements and to provide greater visibility into the claiming process

# Future Enhancements

## *Rule Based Settlement – R12.2*

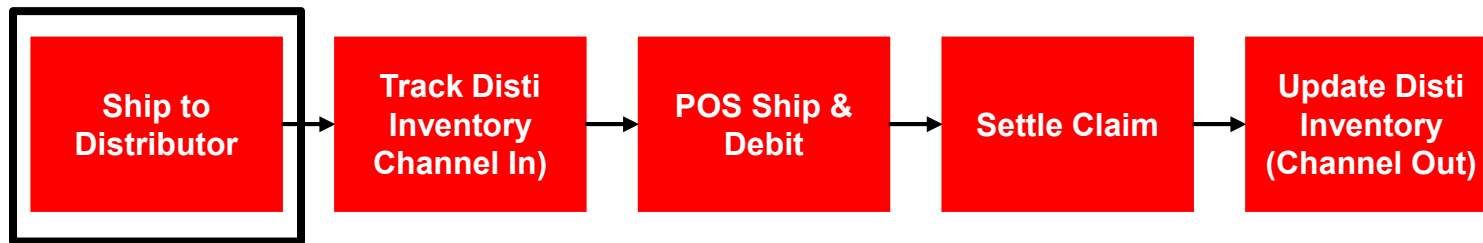


- Systematically Identify Matches and Close Out Open Customer Transactions
- Auto Matching
  - Match Deductions to Open Credit
  - Match Deduction to Open Promotional or Price Protection related accruals
- Flexible Matching Rules
  - Customers
  - Amount
  - Credit Reference Number
  - Pre-authorization Number/Promotion Code



**Let's Take a L  k**

# Oracle Distributor Order to Settlement Example





Oracle Applications - ADS Vision

File Edit View Folder Tools Window Help

ORACLE

Sales Orders (Vision Operations) - 66620, MLC Distribution

Main Others

KD

Legal Entity Vision Operations Status Entered Order No 66620

Customer MLC Distribution / 21

Agreement PS -MLC Distribution-1736

Order Type Distributor Order

Channel Reseller

Address Information

Bill To 300 N First St  
SAN JOSE, CA, 95113, US

Adjustments - Distributor Order, 66620

Line 1 Item PE3236 Description 2200 MHz UltraCMOS

Qty 100 UOM Ea List Price 5.00 Selling Price 5.00

KD Adjustments

Adjustments Reason Accruals

Level	Modifier Number	Name	Type	Amount	Accrual	List Line	Rate
Line		Rebate Accrual	Discount	1	<input checked="" type="checkbox"/>	275017	


Description 2200 MHz UltraCMOS

Effective Date 03-SEP-2008 - 31-DEC-2008

Cancel Attributes Related Details Apply

Holds ATP Adjustments RMA Lots Sales Credits Book Order Actions

Record: 1/1 <OSC>



# Oracle Distributor Order to Settlement Example



Customer : MLC Distribution

UOM = Each

Customer **MLC Distribution** Customer Number **10922**  
 Start Period **01-Sep-2008** End Period **08-Sep-2008**



**Adjust**

[Select All](#) | [Select None](#)

Select Product	Start Period	End Period	Beginning Inventory	Inventory In	Inventory Out	Adjustments	Ending Inventory
<input type="checkbox"/> XA1000	01-Sep-2008	08-Sep-2008	-2	0	0	0	-2
<input type="checkbox"/> Visio_PV_10022	01-Sep-2008	08-Sep-2008	1	0	0	0	1
<input type="checkbox"/> PE3236	01-Sep-2008	08-Sep-2008	0	375	10	0	365

**Grand Total**

Beginning Inventory	-1	Inventory In	375	Inventory Out	10	Adjustments	0
Ending Inventory	364						

[Return to Inventory Summary](#)

**Channel Inventory Tracking. Inventory In from Sales Order Shipments, Inventory Out from POS Received from Distributor**

Chargeback Submissions

Views

View  Go Personalize

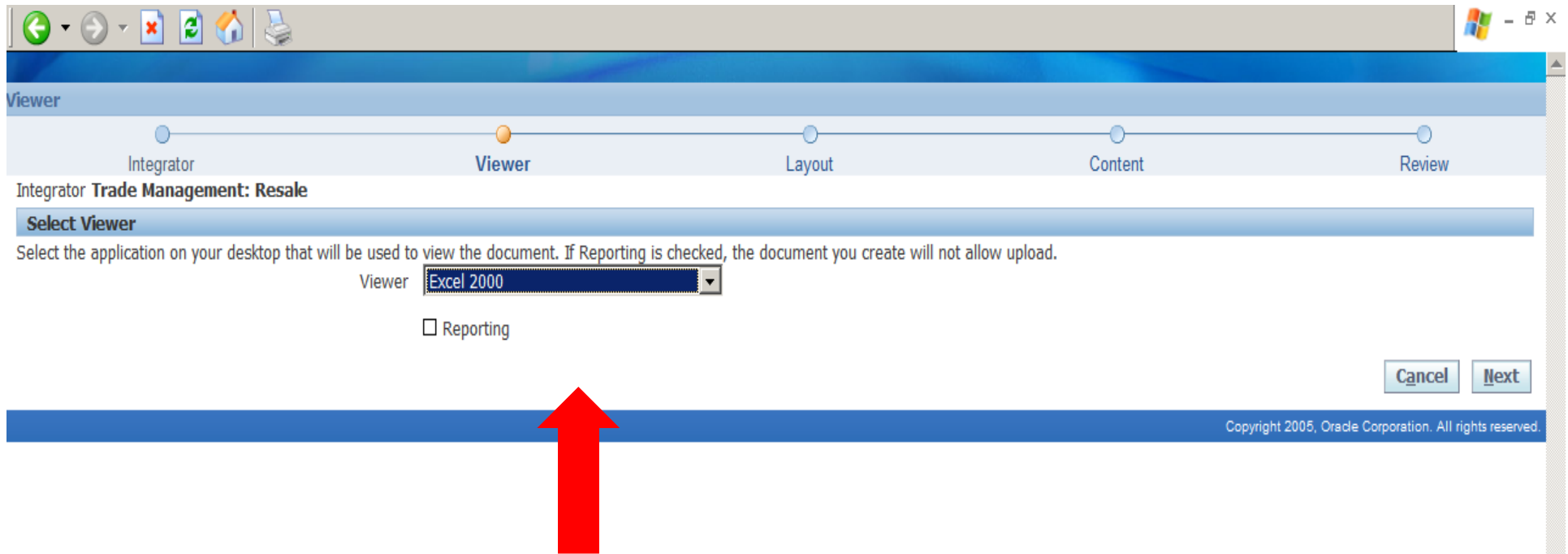
Import Batch

Batch Number	Status	Distributor Claim Number	Distributor	Lines	Date Filed	Currency	Amount Claimed	Amount Allowed	Amount Paid	Amount Disputed	Amount Accepted	Operating Unit
<a href="#">93</a>	Processed		MLC Distribution	1	23-Sep-2004	US dollar	16.95	16.95	0.00	0.00	16.95	Vision Operations
<a href="#">111</a>	Closed		MLC Distribution	1	27-Oct-2004	US dollar	16.95	16.95	16.95	0.00	16.95	Vision Operations
<a href="#">92</a>	Disputed		MLC Distribution	1	23-Sep-2004	US dollar	16.95	16.95	0.00	0.00	16.95	Vision Operations
<a href="#">330</a>	Closed		MLC Distribution	33	19-Jan-2007	US dollar	0.00	0.00	0.00	0.00	0.00	Vision Operations
<a href="#">331</a>	Closed		MLC Distribution	6	13-Feb-2007	US dollar	0.00	0.00	0.00	0.00	0.00	Vision Operations
<a href="#">312</a>	Closed		MLC Distribution	46	19-Jan-2007	US dollar	0.00	0.00	0.00	0.00	0.00	Vision Operations
<a href="#">310</a>	Closed		MLC Distribution	8	19-Jan-2007	US dollar	0.00	0.00	0.00	0.00	0.00	Vision Operations
<a href="#">367</a>	Closed	MLC-1	MLC Distribution	1	05-Sep-2008	US dollar	10.00	10.00	10.00	0.00	10.00	Vision Operations

Grand Total

Amount Claimed **60.85**                      Amount Allowed **60.84**                      Amount Paid **26.95**                      Amount Disputed **0.00**  
 Amount Accepted **60.85**

**Channel POS Batches: Ship & Debit, Tracing, Chargebacks**



**POS File Import Utility for Manual Interface Also Provided for Automation**

Layout

Integrator Viewer **Layout** Content Review

Integrator **Trade Management: Resale** Viewer **Excel 2000** Reporting **No**

**Select Layout**

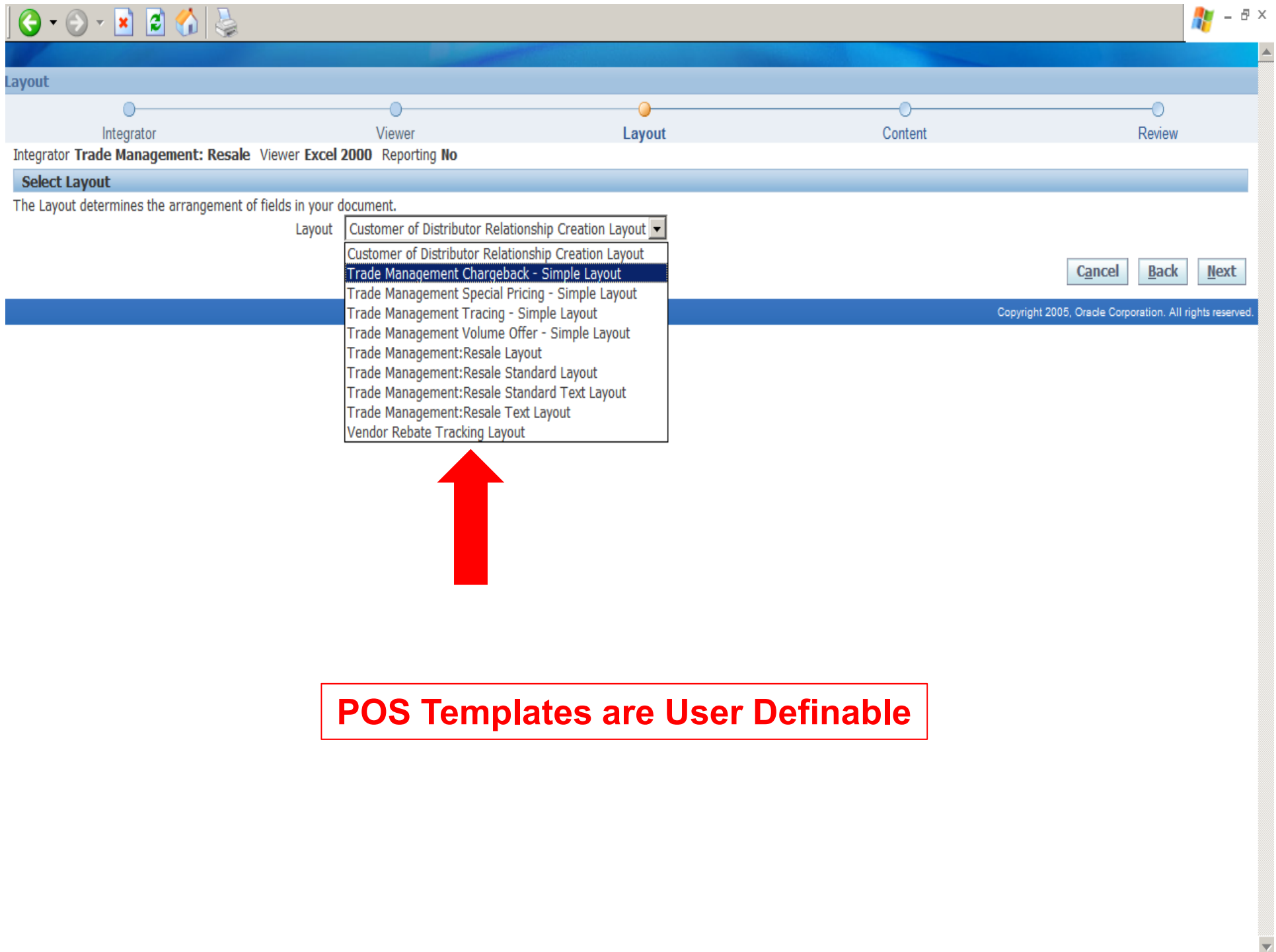
The Layout determines the arrangement of fields in your document.

Layout

- Customer of Distributor Relationship Creation Layout
- Trade Management Chargeback - Simple Layout**
- Trade Management Special Pricing - Simple Layout
- Trade Management Tracing - Simple Layout
- Trade Management Volume Offer - Simple Layout
- Trade Management:Resale Layout
- Trade Management:Resale Standard Layout
- Trade Management:Resale Standard Text Layout
- Trade Management:Resale Text Layout
- Vendor Rebate Tracking Layout

Cancel Back Next

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**POS Templates are User Definable**

Integrator Viewer Layout **Content** Review

**Information**  
Enter additional information for this content.

Integrator **Trade Management: Resale** Viewer **Excel 2000** Reporting **No** Layout **Trade Management Chargeback - Simple Layout** Content **Text File**

**Select Content: Select Content Parameters**

\* indicates required.

Mapping **ADS Web ADI Mapping**

**Select Text File**  
Data in the text file will be downloaded to the document.

\* Local Filename

Text File Delimiter  
 Tab  
 Semicolon  
 Comma  
 Other

Delimiter Character

Ignore Consecutive Delimiters

\* Start Importing at Line Number

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**POS Mapping is User Definable**

**Microsoft Excel - Book1**

File Edit View Insert Format Tools Data Oracle Window Help

E4 =

View Header	View Line
Batch Number	* 374
Batch Type	List
Report Start Date	* Chargeback
Report End Date	* Ship and Debit
Partner Claim Number	Tracing
Partner ID	List
Partner Site ID	List
Currency	List
Claimed Amount	*
Operating Unit	Vision Operations

Upl	Bill To Location	Ship To Location	Item Number	Agreement Type	Agreement Name	Order Number	Ordered Date	Shipped Date	Unit Claimed	Amo Purchase Price	Selling Price
	List	List		List		*	*				

Tip: This is not the end of the Template. Unprotect the sheet and insert as many rows as needed.

**POS Ship & Debit Excel Template Example**

Sheet1



View Header	View Line
Batch Number	* 374
Batch Type	List Ship and Debit
Report Start Date	* 9/8/2008
Report End Date	* 9/8/2008
Partner Claim Number	MLC-SD-982008
Partner ID	List MLC Distribution
Partner Site ID	List 6680
Currency	List US dollar
Claimed Amount	* 100
Operating Unit	Vision Operations

Upl Bill To Location	Ship To Location	Item Number	Agreement Type	Agreement Name	Order Number	Ordered Date	Shipped Date	Unit Claimed	Amo Purchase Price	Selling Price
List 10047	List 10048	PE3236	List Special Pricing Offer	List AMER09080001SPR	* 66620	* 9/8/2008	9/8/2008	1	5	



Tip: This is not the end of the Template. Unprotect the sheet and insert as many rows as needed.

**POS Ship & Debit References a Special Price Request (Debit)**

Microsoft Excel - Book1

File Edit View Insert Format Tools Data Oracle Window Help

Filters Upload Monitor

B16 =

2	
3	374
4	Ship and Debit
5	9/8/2008
6	9/8/2008
7	MLC-SD-982008
8	MLC Distribution
9	6680
10	US dollar
11	100
12	Vision Operations


Item Number	Agreement Type	Agreement Name	Order Number	Ordered Date	Shipped Date	Unit	Claimed Amo	Purchase Price	Selling Price	UOM	Quantity
16	Special Pricing Offer	AMER09080001SPR	66620	9/8/2008	9/8/2008	1		5		4 Each	100

protect the sheet and insert as many rows as needed.

**POS Ship & Debit Excel with Oracle Upload Tool**

Sheet1

NUM



Chargeback Submissions

Views

View  Go Personalize

Import Batch

Batch Number	Status	Distributor Claim Number	Distributor	Lines	Date Filed	Currency	Amount Claimed	Amount Allowed	Amount Paid	Amount Disputed	Amount Accepted	Operating Unit
<a href="#">93</a>	Processed		MLC Distribution	1	23-Sep-2004	US dollar	16.95	16.95	0.00	0.00	16.95	Vision Operations
<a href="#">111</a>	Closed		MLC Distribution	1	27-Oct-2004	US dollar	16.95	16.95	16.95	0.00	16.95	Vision Operations
<a href="#">92</a>	Disputed		MLC Distribution	1	23-Sep-2004	US dollar	16.95	16.95	0.00	0.00	16.95	Vision Operations
<a href="#">330</a>	Closed		MLC Distribution	33	19-Jan-2007	US dollar	0.00	0.00	0.00	0.00	0.00	Vision Operations
<a href="#">331</a>	Closed		MLC Distribution	6	13-Feb-2007	US dollar	0.00	0.00	0.00	0.00	0.00	Vision Operations
<a href="#">312</a>	Closed		MLC Distribution	46	19-Jan-2007	US dollar	0.00	0.00	0.00	0.00	0.00	Vision Operations
<a href="#">310</a>	Closed		MLC Distribution	8	19-Jan-2007	US dollar	0.00	0.00	0.00	0.00	0.00	Vision Operations
<a href="#">367</a>	Closed	MLC-1	MLC Distribution	1	05-Sep-2008	US dollar	10.00	10.00	10.00	0.00	10.00	Vision Operations
<a href="#">374</a>	Disputed	MLC-SD-982008	MLC Distribution	1	08-Sep-2008	US dollar	100.00	0.00	0.00	100.00	0.00	Vision Operations

Total

Amount Claimed **160.85**      Amount Allowed **60.84**      Amount Paid **26.95**      Amount Disputed **100.00**  
 Amount Accepted **60.85**

**POS Ship & Debit Batch Imported with Issues**

Batch Number : 374

Cancel Process Initiate Payment View Lines View Errors Apply

Batch Number 374

Distributor Claim Number

Date Filed 08-Sep-2008

Start Date

Amount Claimed

Running Total Amount 100.00

Month

Operating Unit Vision Operations

Comments

Batch Type Ship and Debit

Partner MLC Distribution

Status Disputed

End Date

Currency

Total Lines 1

Year

Details Processed Lines Disputed Lines Notes Attachments

View All Disputed Lines

Dispute Code	Meaning	Number Of Lines	Amount Claimed	Amount Calculated	Difference
OZF_RESALE_AGRM_QUN_GT_MAX	Requested quantity greater than max quantity	1	100.00	0.00	100.00
<b>Total</b>		<b>1</b>	<b>100.00</b>	<b>0.00</b>	<b>100.00</b>

Cancel Process Initiate Payment View Lines View Errors Apply

**POS Ship & Debit Batch Issues Can be Fixed Online**

View Lines : Batch 374

Cancel Apply

Batch Number	374	Batch Type	Ship and Debit
Distributor Claim Number	MLC-SD-982008	Partner	MLC Distribution
Date Filed	08-Sep-2008	Status	Disputed
Start Date	08-Sep-2008	End Date	08-Sep-2008
Amount Claimed	100.00	Currency	US dollar
Running Total Amount	100.00	Total Lines	1
Month		Year	
Operating Unit	Vision Operations		
Comments			

Views

View Simple Disputed Chargeback Line View Go Personalize

Select Object: View Errors | Accept Claimed Amount Accept Calculated Amount

Select All Select None

Select End Customer	Product Description	Orig System Agreement UOM	Orig System Agreement Status	Orig System Agreement Type	Orig System Agreement Currency	Orig System Agreement Price	Agreement UOM	Agreement Price	Ship To Customer	Currency
<input type="checkbox"/>									MLC Distribution	US dollar

Followup Action	Line Tolerance Amount	Orig System Selling Price	Orig System Purchase Price	Selling Price in Functional Order Currency	Order Date	Number	Status	Dispute Code	
Please Correct and Resubmit	<input type="checkbox"/>			4.00	Order	08-Sep-2008	15107	Disputed	Requested quantity greater than max quantity

**POS Ship & Debit Batch Issues Can be Fixed Online**

Orig System Purchase Price	Selling Price	Unit Claimed	Amount	Claimed Amount	Purchase Price	Calculated Agreement Price	Calculated Unit Amount	Calculated Accepted Amount	Total Disputed Amount	Direct Customer	Bill To Customer
	4	1	10	5		0.00	0.00	0.00	100.00	<input checked="" type="checkbox"/>	MLC Distribution

Chargeback Submissions

Views

View  Go Personalize

Import Batch

Batch Number	Status	Distributor Claim Number	Distributor	Lines	Date Filed	Currency	Amount Claimed	Amount Allowed	Amount Paid	Amount Disputed	Amount Accepted	Operating Unit
<a href="#">93</a>	Processed		MLC Distribution	1	23-Sep-2004	US dollar	16.95	16.95	0.00	0.00	16.95	Vision Operations
<a href="#">111</a>	Closed		MLC Distribution	1	27-Oct-2004	US dollar	16.95	16.95	16.95	0.00	16.95	Vision Operations
<a href="#">92</a>	Disputed		MLC Distribution	1	23-Sep-2004	US dollar	16.95	16.95	0.00	0.00	16.95	Vision Operations
<a href="#">330</a>	Closed		MLC Distribution	33	19-Jan-2007	US dollar	0.00	0.00	0.00	0.00	0.00	Vision Operations
<a href="#">331</a>	Closed		MLC Distribution	6	13-Feb-2007	US dollar	0.00	0.00	0.00	0.00	0.00	Vision Operations
<a href="#">312</a>	Closed		MLC Distribution	46	19-Jan-2007	US dollar	0.00	0.00	0.00	0.00	0.00	Vision Operations
<a href="#">310</a>	Closed		MLC Distribution	8	19-Jan-2007	US dollar	0.00	0.00	0.00	0.00	0.00	Vision Operations
<a href="#">367</a>	Closed	MLC-1	MLC Distribution	1	05-Sep-2008	US dollar	10.00	10.00	10.00	0.00	10.00	Vision Operations
<a href="#">374</a>	Closed	MLC-SD-982008	MLC Distribution	1	08-Sep-2008	US dollar	10.00	0.00	10.00	10.00	10.00	Vision Operations

Total

Amount Claimed **70.85**                      Amount Allowed **60.84**                      Amount Paid **36.95**                      Amount Disputed **10.00**  
 Amount Accepted **70.85**



**POS Ship & Debit Batch, Issues Fixed, Batch Closed**

Batch Number : 374

[View Lines](#)

Batch Number **374** Batch Type **Ship and Debit**  
 Distributor Claim Number **MLC-SD-982008** Partner **MLC Distribution**  
 Date Filed **08-Sep-2008** Status **Closed**  
 Start Date **08-Sep-2008** End Date **08-Sep-2008**  
 Amount Claimed **10.00** Currency **US dollar**  
 Running Total Amount **10.00** Total Lines **1**  
 Month Year  
 Operating Unit **Vision Operations**  
 Comments

<a href="#">Details</a>	<a href="#">Processed Lines</a>	<a href="#">Disputed Lines</a>	<a href="#">Claims</a>	<a href="#">Notes</a>	<a href="#">Attachments</a>				
*Claim Number ^	Reason	Claim Type	Claim Date	Payment Method	Amount	Currency	Status	Update	
<a href="#">CLA15975</a>	Price Change	Price Protection	08-Sep-2008	Credit Memo - On Account	10.00	US dollar	Closed		



[Return to Batch Summary](#)

[View Lines](#)

**POS Ship & Debit Batch Automatically Created Debit Claim**

- NOTES
- Settlement
- History
- Report

**Customer Reason :**  
**Owner :** Sonneshein, Mr. Evans **Status :** Closed

---

**Customer**

**Bill To Customer :** MLC Distribution **Ship To Customer :** MLC Distribution  
**Customer Account Number :** 2119 **Customer Account Number :** 2119  
**Bill To :** 10047 **Ship To :** MLC Distribution-10048  
**Address :** 300 N First St SAN JOSE, CA, 95113,US **Address :** 300 N First St SAN JOSE, CA, 95113,US  
**Contact :**  
**Broker :** **Sales Rep :** David Alite  
**Reference :** MLC-SD-982008 **Reference Date :**

---

**Amount**

## POS Ship & Debit Claim Drilldown Shows Credit Memo Created

	Transaction	Accounted
<b>Currency</b>	US dollar	US dollar
<b>Amount</b>	10.00	10.00
<b>Amount Adjusted</b>	0.00	0.00
<b>Amount Settled</b>	10.00	10.00
<b>Remaining Amount</b>	0.00	0.00

**Source**

**Source Type :** Special Pricing **Source Number :** SPR205  
**Source Date :** 03-SEP-2008 **Source Amount :** 100.00 US dollar

**Settlement**

**Settlement Method :** Credit Memo - On Account **Previous Open Credit Memo :**  
**Effective Date :** **GL Date :** 08-SEP-2008  
**Settled By :** Sonneshein, Mr. Evans **Date :** 08-SEP-2008  
**Comments :**

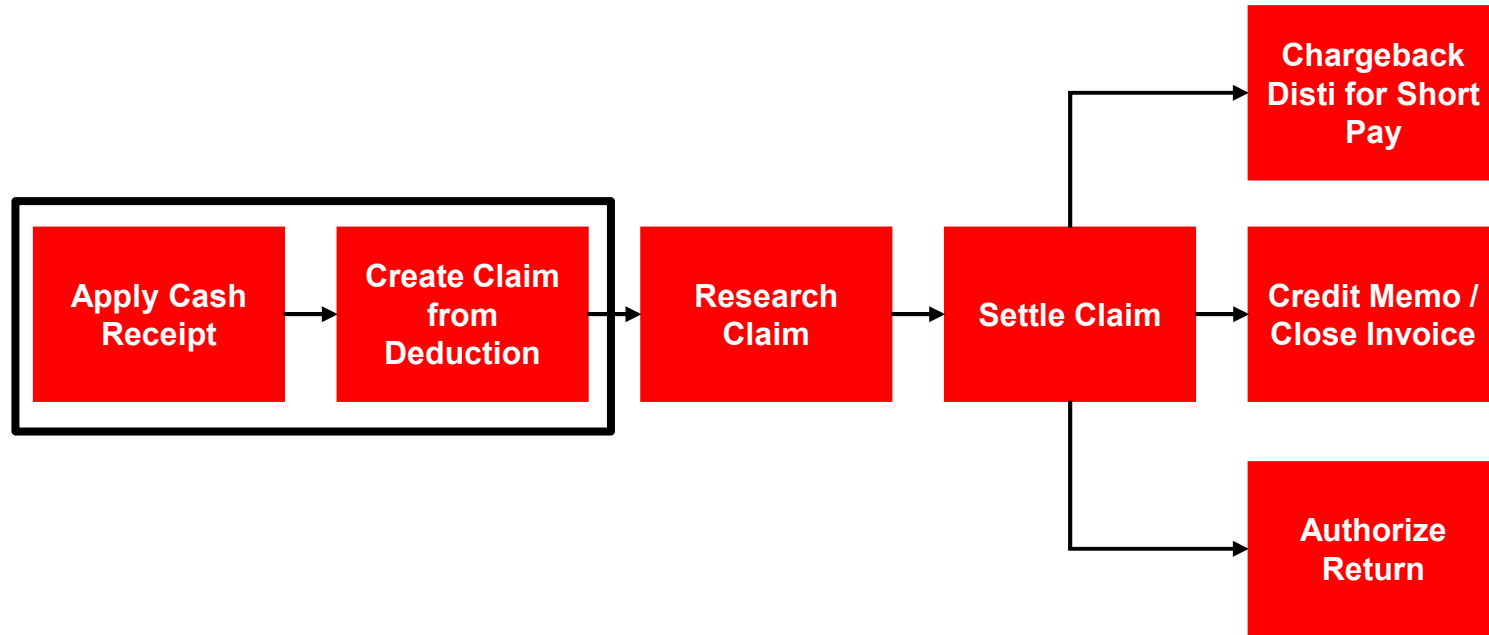


**Payment Detail**

Transaction Type	Transaction Number	Date	Amount	Status	Group
Credit Memo	1334	08-SEP-2008	<10.00>	Open	



# Oracle Deduction To Settlement Example



Oracle Applications - ADS Vision

File Edit View Folder Tools Actions Window Help

ORACLE

Receipts (Vision Operations : USD)

Receipt

Receipt Method: Check - BofA  
 Receipt Number: CK66620  
 Receipt Amount: USD 100.00  
 Receipt Type: Standard  
 State: Cleared

Receipt Date: 08-SEP-2008  
 GL Date: 08-SEP-2008  
 Maturity Date:  
 Functional Amount: 100.00

Balances

Unidentified	0.00
Applied	100.00
On Account	0.00
Unapplied	0.00
Cash Claims	0.00
Prepayments	0.00

Applications - CK66620

Customer Name: MLC Distribution  
 Customer Number: 2119  
 Location: 10047  
 Receipt Amount: USD 100.00

Unapplied: 0.00  
 On Account: 0.00  
 Cash Claims: 0.00  
 Prepayments: 0.00  
 Exchange Gain/Loss: 0.00

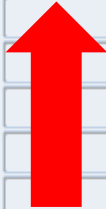
Applications - Claims

Apply	Saved	Trans Nbr	Amount Applied	Balance Due	Reference Type	Customer Reference	Internal Reason	Claim Nbr	Cust
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	10037481	100.00	400.00	Trade Management Claim	DPA982008	Unknown	DED15976	
<input type="checkbox"/>	<input type="checkbox"/>								
<input type="checkbox"/>	<input type="checkbox"/>								
<input type="checkbox"/>	<input type="checkbox"/>								
<input type="checkbox"/>	<input type="checkbox"/>								
<input type="checkbox"/>	<input type="checkbox"/>								

Confirm... 1 Reverse... 1

Saved the folder.  
Record: 1/1

**Receivables Cash Receipt, Short Pay Deduction Example  
Deduction Automatically Creates Claim in Channel Mgmt**

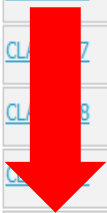


Claims

Saved Searches

Claim	Date	Amount	Currency	Customer	Claim Reason	Claim Type	Status	Receipt Number	Payment Status	Amount Settled	Class	Payment Method	Sales Representative
<a href="#">CLA15931</a>	05-SEP-2008	10.00	US dollar	MLC Distribution	Promotional	Promotional	Closed		Paid	10.00	Claim	Credit Memo - On Account	David Alite
<a href="#">CLA15934</a>	05-SEP-2008	50.00	US dollar	MLC Distribution	Stock Rotation	Return Request	Closed		Paid	50.00	Claim	Return Material Authorizations	David Alite
<a href="#">DED15933</a>	05-SEP-2008	53.75	US dollar	MLC Distribution	Unknown	Promotional	Closed	CK555	Paid	53.75	Deduction	Credit Memo - Invoice	David Alite
<a href="#">CLA15978</a>	08-SEP-2008	80.00	US dollar	MLC Distribution	Partner Funds	Promotional	Closed		Paid	75.00	Claim	Credit Memo - On Account	David Alite
<a href="#">CLA15960</a>	08-SEP-2008	728.00	US dollar	MLC Distribution	Promotional	Promotional	Open			0.00	Claim		David Alite
<a href="#">CLA15963</a>	08-SEP-2008	365.00	US dollar	MLC Distribution	Price Change	Price Protection	Open			0.00	Claim		David Alite
<a href="#">CLA15975</a>	08-SEP-2008	10.00	US dollar	MLC Distribution	Price Change	Price Protection	Closed		Paid	10.00	Claim	Credit Memo - On Account	David Alite
<a href="#">CLA15977</a>	08-SEP-2008	75.00	US dollar	MLC Distribution	Partner Funds	Promotional	Closed		Paid	75.00	Claim	Credit Memo - On Account	David Alite
<a href="#">CLA15961</a>	08-SEP-2008	730.00	US dollar	MLC Distribution	Promotional	Promotional	Open			0.00	Claim		David Alite
<a href="#">CLA15935</a>	08-SEP-2008	666.00	US dollar	MLC	Promotional	Promotional	Open			0.00	Claim		David Alite
<a href="#">CLA15977</a>	08-SEP-2008												Alite
<a href="#">CLA15978</a>	08-SEP-2008												Alite
<a href="#">CLA15978</a>	08-SEP-2008	666.00	US dollar	MLC Distribution	Promotional	Promotional	Open			0.00	Claim		David Alite
<a href="#">DED15976</a>	08-SEP-2008	400.00	US dollar	MLC Distribution	Unknown	Price Protection	Open	CK66620		0.00	Deduction		David Alite

**Receivables Cash Receipt, Short Pay Deduction Example  
Deduction Automatically Creates Claim in Channel Mgmt**





# **Trade Execution: Claims, Offers, Budgets**

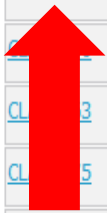
Claims

Saved Searches  Search Personalize

Create Mass Create Update Restore

Claim	Date	Amount	Currency	Customer	Claim Reason	Claim Type	Status	Receipt Number	Payment Status	Amount Settled	Class	Payment Method	Sales Representative
<a href="#">CLA15931</a>	05-SEP-2008	10.00	US dollar	MLC Distribution	Promotional	Promotional	Closed		Paid	10.00	Claim	Credit Memo - On Account	David Alite
<a href="#">CLA15934</a>	05-SEP-2008	50.00	US dollar	MLC Distribution	Stock Rotation	Return Request	Closed		Paid	50.00	Claim	Return Material Authorizations	David Alite
<a href="#">DED15933</a>	05-SEP-2008	53.75	US dollar	MLC Distribution	Unknown	Promotional	Closed	CK555	Paid	53.75	Deduction	Credit Memo - Invoice	David Alite
<a href="#">CLA15978</a>	08-SEP-2008	80.00	US dollar	MLC Distribution	Partner Funds	Promotional	Closed		Paid	75.00	Claim	Credit Memo - On Account	David Alite
<a href="#">CLA15977</a>	08-SEP-2008	728.00	US dollar	MLC Distribution	Promotional	Promotional	Open			0.00	Claim		David Alite
<a href="#">CLA15973</a>	08-SEP-2008				Price Protection	Price Protection	Open			0.00	Claim		David Alite
<a href="#">CLA15975</a>	08-SEP-2008				Price Protection	Price Protection	Closed		Paid	10.00	Claim	Credit Memo - On Account	David Alite
<a href="#">CLA15977</a>	08-SEP-2008	75.00	US dollar	MLC Distribution	Partner Funds	Promotional	Closed		Paid	75.00	Claim	Credit Memo - On Account	David Alite
<a href="#">CLA15961</a>	08-SEP-2008	730.00	US dollar	MLC Distribution	Promotional	Promotional	Open			0.00	Claim		David Alite
<a href="#">CLA15935</a>	08-SEP-2008	666.00	US dollar	MLC Distribution	Promotional	Promotional	Open			0.00	Claim		David Alite
<a href="#">CLA15957</a>	08-SEP-2008	666.00	US dollar	MLC Distribution	Promotional	Promotional	Open			0.00	Claim		David Alite
<a href="#">CLA15958</a>	08-SEP-2008	666.00	US dollar	MLC Distribution	Promotional	Promotional	Open			0.00	Claim		David Alite
<a href="#">CLA15959</a>	08-SEP-2008	666.00	US dollar	MLC Distribution	Promotional	Promotional	Open			0.00	Claim		David Alite

**Claim Example  
Additional Details**



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Customer Product Quota Budget Trade Planning Claim Indirect Sales Management Administration Calendar Budget checkbook

Claims Promotional Payments Autopay Mass Settlement Claims Aging Research

Quick Find Offer  Go

Claim > Claims > Report > Lines

### Claim Lines

This page displays information about the lines associated with the claim. You can create a line by entering information in the table below and clicking update. You can associate a line with promotion on that row.

Claim : [CLA15978](#) Date : 08-SEP-2008  
 Class : Claim Claim Type : Promotional  
 Customer : MLC Distribution Amount : 80.00 US dollar

**Claim is Referencing a Rebate Accrual Offer**

Update Restore

Remaining Amount : 0.00 US dollar Amount Settled : 75.00 US dollar

Settlement Method  RMA Transaction Type

Tax Classification Code

Saved Searches  Search Personalize

The amount entered below is stored in the currency of this claim. The amount is derived from both quantity and price if both amounts are entered.

Remove	Associate Earnings	Performance Verified	Performance Attached	Type	Name	Item Type	Line / Product	UOM	Am
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Offer	Rebate Accrual	Product	PE3236	Each	75.00
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						

- Main
- Lines
- Related Documents
- Team
- Tasks
- Split
- Attachments
- Notes
- Settlement**
- History
- Report

Quick Find Offer  Go

Logged In As TRADEMGR

Claim > Claims > Report > Settlement

### Claim Settlement

Displays information/details related to the settlement of a claim. To settle a claim fill in the required fields and select the Update button.

**Claim :** [CLA15978](#)      **Date :** 08-SEP-2008  
**Class :** Claim      **Claim Type :** Promotional  
**Customer :** MLC Distribution      **Amount :** 80.00 US dollar  
**Remaining Amount :** 0.00 US dollar      **Amount Settled :** 75.00 US dollar

\*Status  Effective Date  (example: 15-Dec-2000)

To assure correct taxation/pricing please enter the effective date, if different, that settlement is based on.

Settlement Method  GL Date  (example: 15-Dec-2000)

GL Date

Settled By : Sonneshein, Mr. Evans      Date : 08-SEP-2008

**Claim was Settled with AR Credit Memo On Account**

### Payment Detail

Transaction Type	Transaction Number	Date	Amount	Status	Group
Credit Memo	1336	08-SEP-2008	<7	Open	

First | Previous | 1 - 1 of 1 | Next | Last

Offers

Saved Searches Trade Programs Search Personalize

Customer Search

Buying Group  Search

Create Copy

Name	Type	Code	Status	Currency	Request Only	Start Date	End Date	Budget Request	Adjustment	Committed	Earned	Paid	Global
<a href="#">Larger than normal sale</a>	Accrual	AMER09080001SPA	Active	US dollar	✓	05-SEP-2008	30-SEP-2008	+		875.00	0.00	0.00	N
<a href="#">Competitor Steep Discount</a>	Accrual	AMER09080002SPA	Active	US dollar	✓	05-SEP-2008	30-SEP-2008	+		125.00	0.00	0.00	N
<b>Rebate Accrual</b>	Accrual	Rebate Accrual	Active	US dollar		03-SEP-2008	31-DEC-2008	+		5,000.00	465.00	75.00	Y
<a href="#">Direct Volume Discount</a>	Off Invoice	Direct Volume Discou	Active	US dollar		04-SEP-2008							Y
<a href="#">Special Price Agreement</a>	Scan Data	AMER09080001SPR	Active	US dollar		03-SEP-2008	30-SEP-2008	+		100.00	100.00	20.00	N

First | Previous 1 - 5 of 5 Next | Last

Create Copy

**Drilldown on the Offer Definition**





Quick Find Offer  Go

Logged In As TRADEMGR

Trade Planning > Offers >  Rebate Accrual > Budget

Offer Details - Budget Source

Offer Name  Rebate Accrual

Start Date : 03-SEP-2008 End Date : 31-DEC-2008

Currency: US dollar  
Initial Estimated Budget: 5,000.00

**Budgets / Funds Linked to the Offer  
Budgets Track the Accrual Liability and Relief**

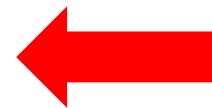
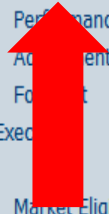
Create Request Create Transfer Update Restore

Remove	Type	From/To	Name	Amount	Approved Amount	Status	Request Date	Budget Source Details	Approval Details
	Request	Budget	Trade Promotion Rebate Budget	5,000.00	5,000.00	Approved	03-SEP-2008		
	Utilized	Offer	Rebate Accrual	1,067.00	1,067.00	Approved	04-SEP-2008		

First | Previous  Next | Last

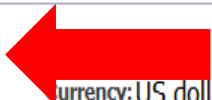
Total Funding from Budget: 5,000.00  
 Total Funding: 5,000.00  
 Utilized: 1,067.00  
 Earned: 465.00  
 Paid: 75.00  
 Un-Utilized( Total Funding - Utilized): 3,933.00  
 Un-Paid Earning(Utilized - Paid): 992.00  
 Un-Earned Earning(Utilized - Earned): 602.00

Create Request Create Transfer Update Restore



Trade Planning > Offers >  Rebate Accrual > Budget > Budget Summary Checkbook > Budget Paid Checkbook





Budget Detail - Paid

Budget Name: [Trade Promotion Rebate Budget](#) 

Date: 01-OCT-2002 To  Currency: US dollar

Activity Name:  Rebate Accrual Activity Type: Offers

Currency: US dollar Amount: 75.00

Activity		Document	Claim			Document				Payment Method	Paid Amount in Different Currencies			
Type	Code	Name	Type	Number	Date	Type	Document	Product Name	Date	Customer	Payment Method	Transaction Currency	Budget Self Currency	GL Details
Offer	Rebate Accrual	<a href="#">Rebate Accrual</a>	Order	CLA15978	08-SEP-2008	Order	<a href="#">66593</a>	PE3236	04-SEP-2008	MLC Distribution	CREDIT MEMO	16.13 USD	16.13 USD	
Offer	Rebate Accrual	<a href="#">Rebate Accrual</a>	Order	CLA15978	08-SEP-2008	Order	<a href="#">66593</a>	PE3236	04-SEP-2008	MLC Distribution	CREDIT MEMO	12.10 USD	12.10 USD	
Offer	Rebate Accrual	<a href="#">Rebate Accrual</a>	Order	CLA15978	08-SEP-2008	Order	<a href="#">66604</a>	PE3236	05-SEP-2008	MLC Distribution	CREDIT MEMO	16.13 USD	16.13 USD	
Offer	Rebate Accrual	<a href="#">Rebate Accrual</a>	Order	CLA15978	08-SEP-2008	Order	<a href="#">66608</a>	PE3236	05-SEP-2008	MLC Distribution	CREDIT MEMO	<1.61> USD	<1.61> USD	
Offer	Rebate Accrual	<a href="#">Rebate Accrual</a>	Order	CLA15978	08-SEP-2008	Order	<a href="#">66618</a>	PE3236	08-SEP-2008	MLC Distribution	CREDIT MEMO	16.13 USD	16.13 USD	
Offer														

**The Budget Checkbook Shows what Sales Orders the Rebate Accrual Offer was Assigned to plus Subsequent Claim Settlements. User can Drilldown on Order and Credit Memo**

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Offers | Price Lists | **Special Price Requests** | Soft Fund Requests | Campaigns | Programs

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### Special Pricing Requests

Views

Simple Search

View  Go Personalize

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Distributor	Request Type	Request Name	Request Number	End Customer	Start Date	End Date	Agreement Number	Status	Update	Submit Claim
MLC Distribution	Meet Competitor Price	Competitor Steep Discount	SPR225	Nokia	05-Sep-2008	30-Sep-2008	AMER09080003SPR	Approved		
MLC Distribution	Bid Request	Price Agreement	SPR205	Qualcomm	03-Sep-2008	30-Sep-2008	AMER09080001SPR	Approved		
MLC Distribution	Bid Request	Larger than normal sale	SPR224	Cisco Systems	05-Sep-2008	30-Sep-2008	AMER09080002SPR	Approved		

Customer Product Quota Budget Trade Planning Claim Indirect Sales Management Administration Calendar Budget checkbook Home Trade Management Direct-ADS-Disco Profile Sign Out Help

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**Special Price Requests are Used to Give Distributors An Approved Debit Number that they Submit with POS**

# Questions and Answers

