EBS Channel Management

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ORACLE

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

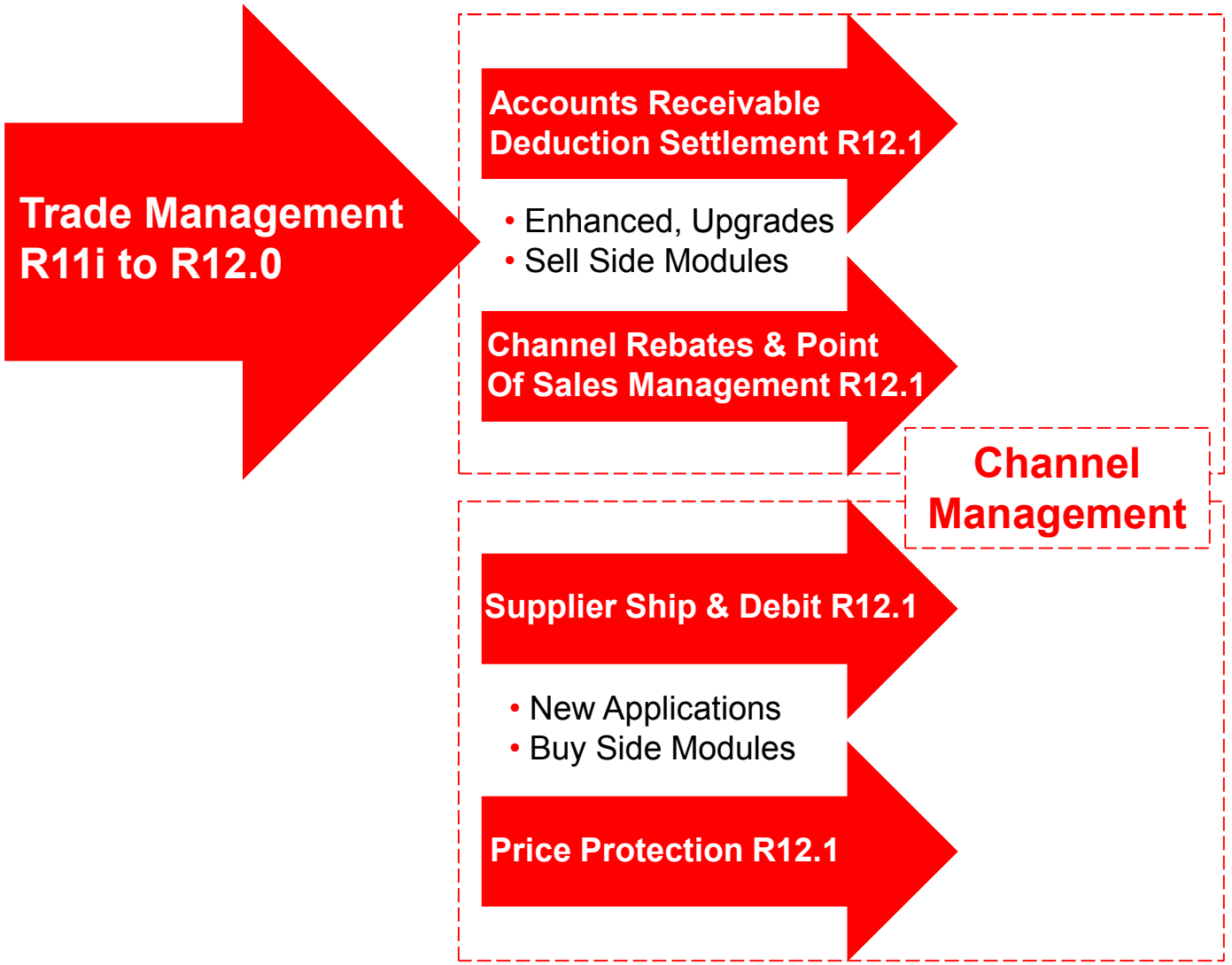
Adjustments Requirements

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

Governance

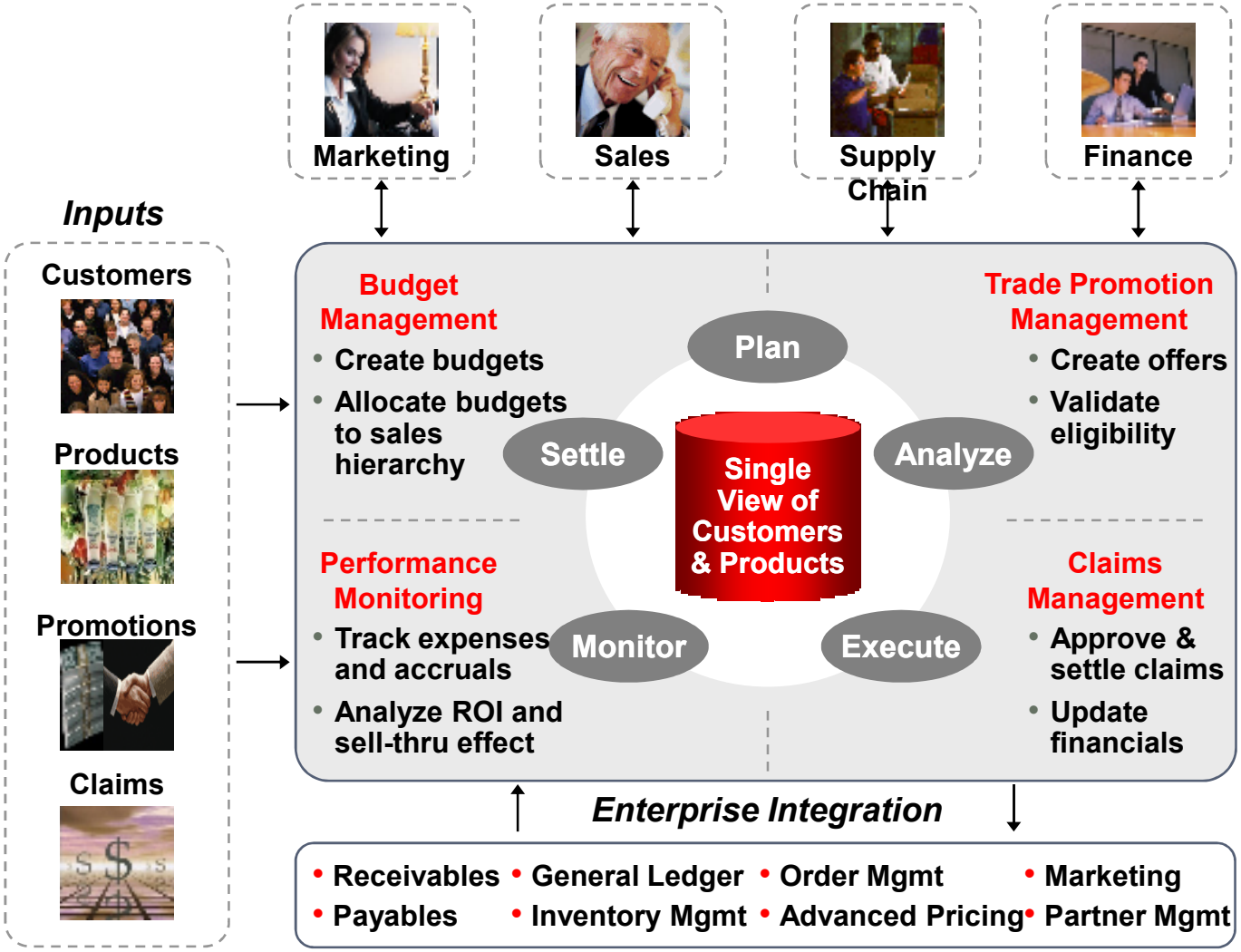
Customer revenue and profit reconciliation exposes risk . Need consolidated insight into Liability and Payments

From Trade to Channel Management



Oracle Trade / Channel Management

Sell Side Solution



- **Increase Promotional ROI**
- **Lower Claim Costs**
- **Control Promotional Liability Risks**

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

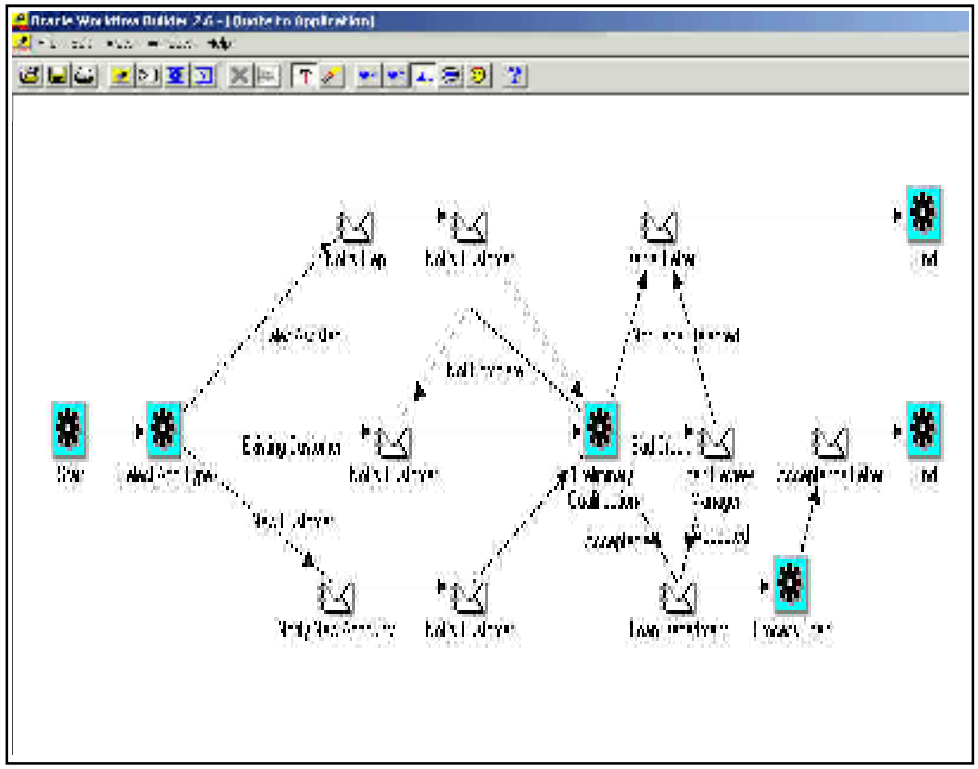
✓ ***Apply Proper Accounting for Any Country***

✓ ***Minimize Financial Risks with Upfront Accruals***

Workflow Driven Approval Process

Provide a Strong Internal Control System

Workflow Engine



Trigger

- Budget creation
- Budget allocation
- Promotion fund request
- Promotion adjustments
- Claim settlement
- Offers

Outcome

- Automated approvals
- Complete audit trail

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

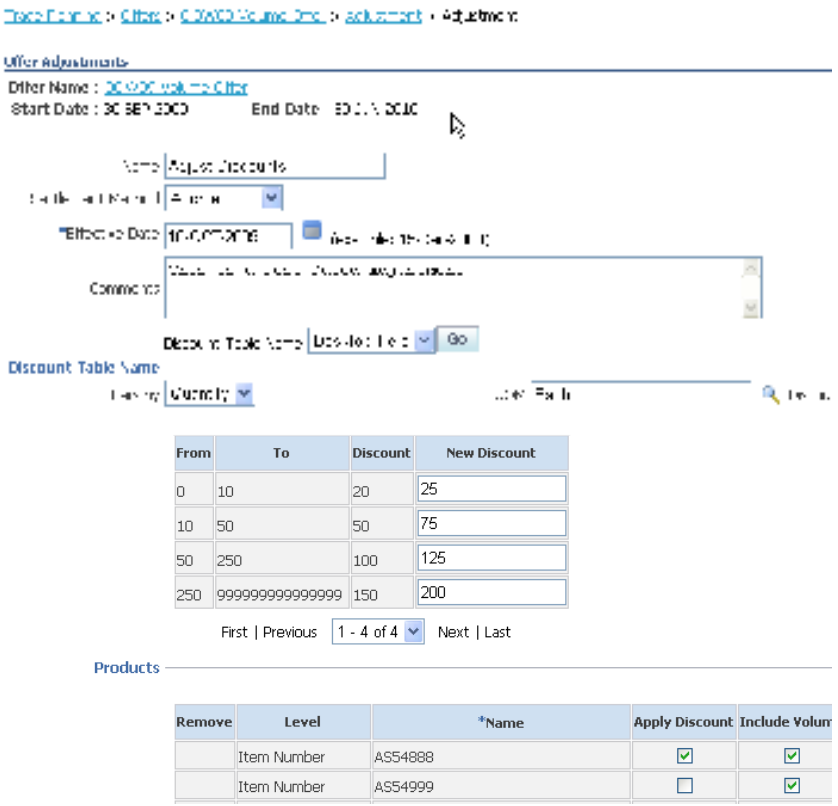
Validate Performance

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

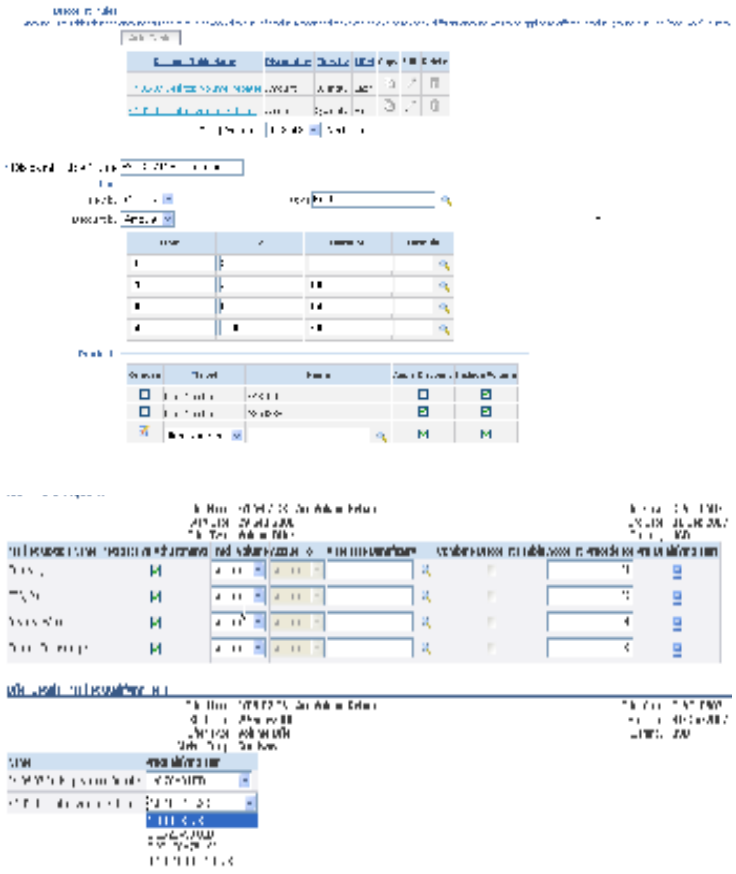


Complex Rebate Design

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



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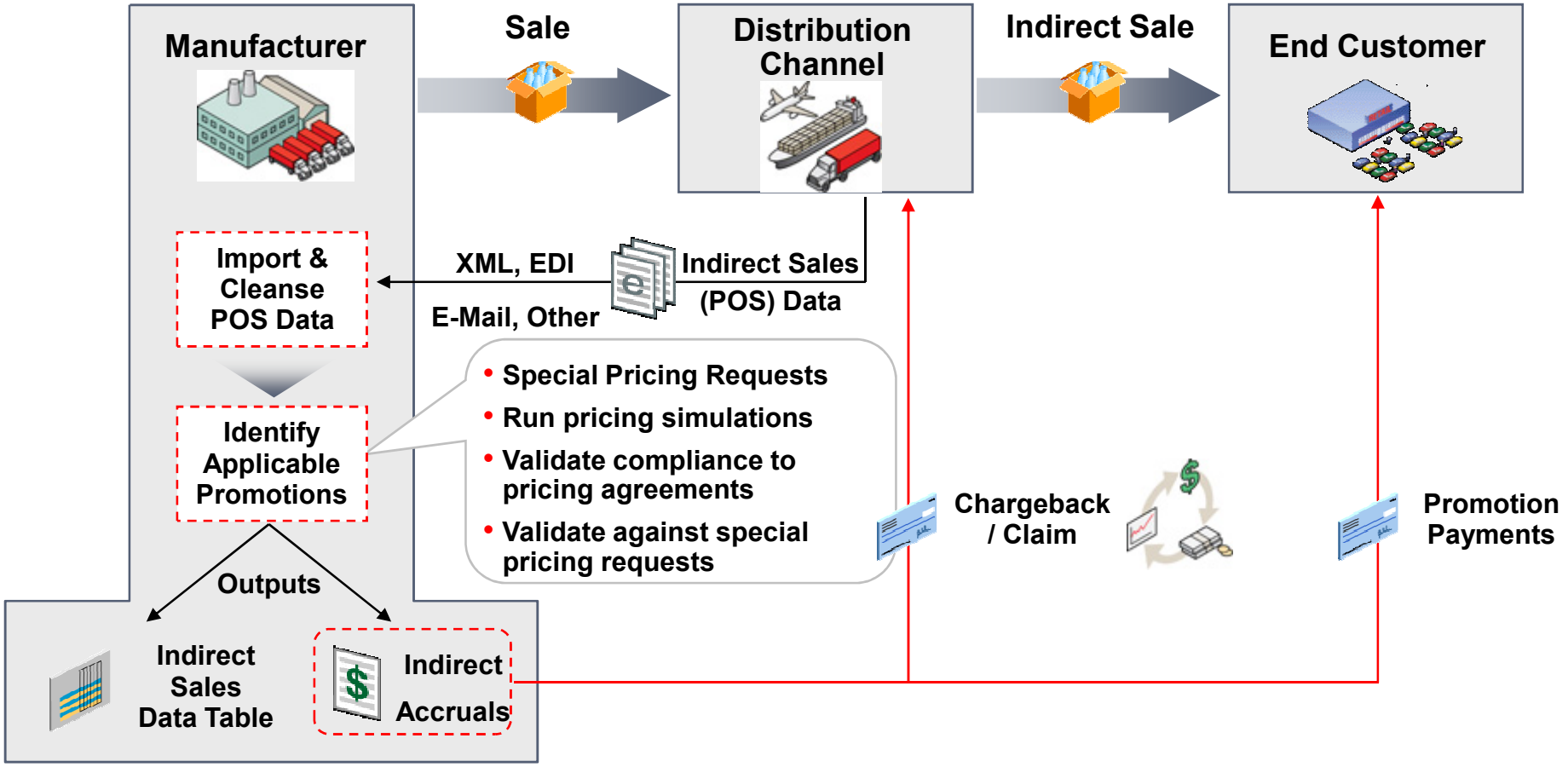
Point Of Sale Management

Flow Definition and Execution Process

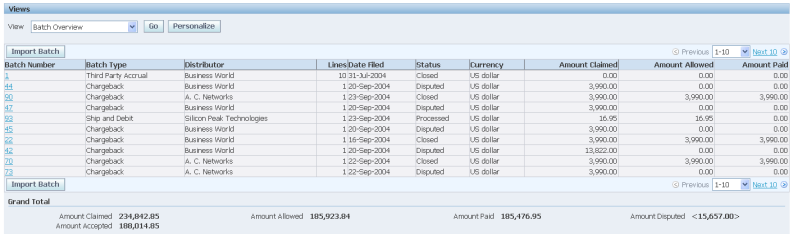


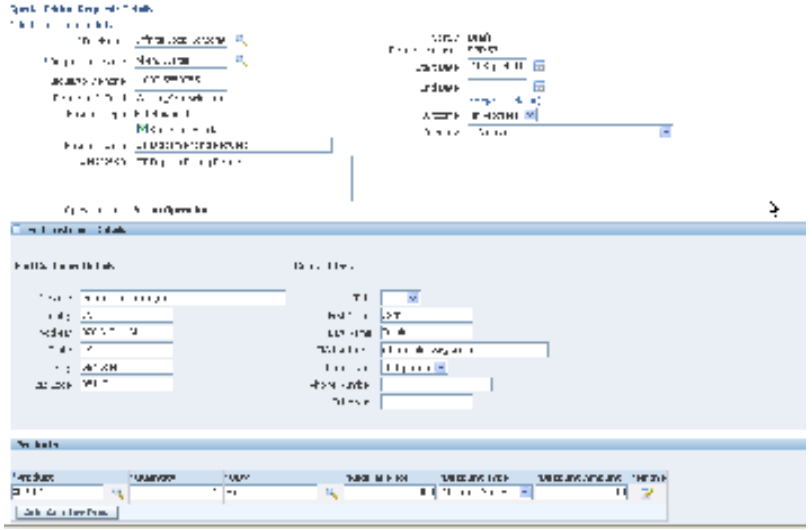
Special Pricing, Ship and Debit, Chargebacks

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 Disti customer gets discounted appropriately





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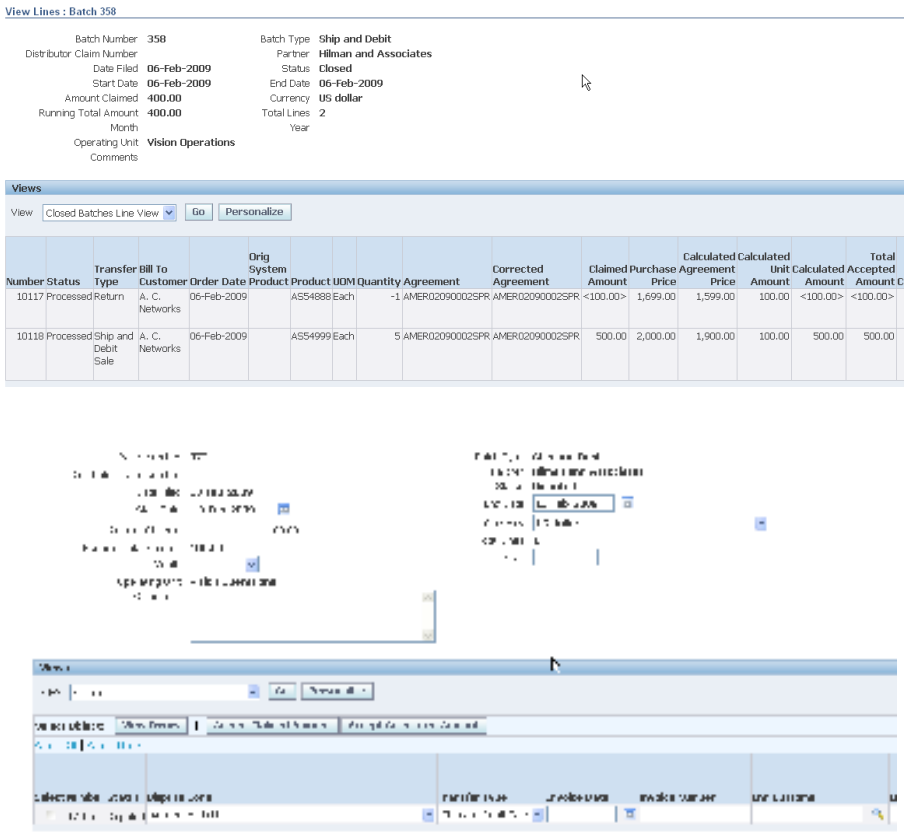
POS Data Processing Capabilities

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

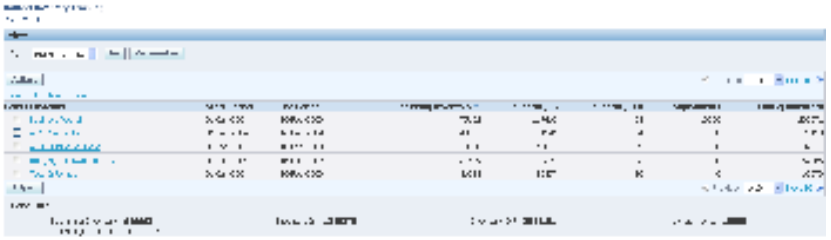


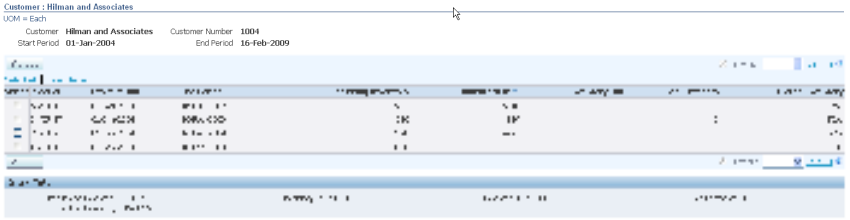
Channel Inventory Tracking

Visibility to Distributor Inventory

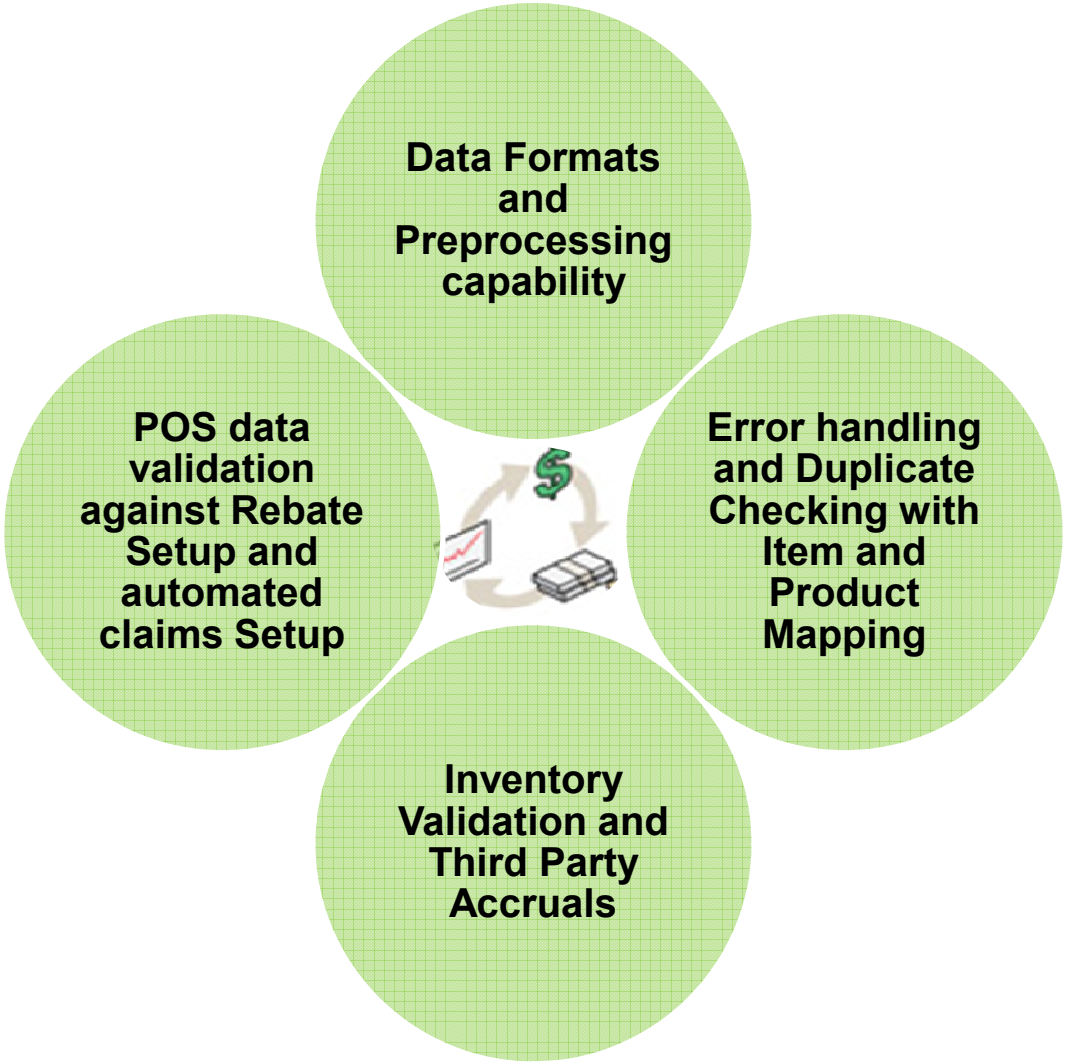
Distributor Inventory Tracking

- 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





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

Pain Points

- Highly manual and labor intensive processes
- Lack of visibility into resolution
- Disjointed systems extend resolution time

What are all these deductions? How much has the customer actually paid for?

Is Deduction authorized or not? How do I classify this deduction? Is it valid or no?

Unclassified Deductions received by manufacturer

Deduction/AR System

Record Deduction Resolution

Deduction/AR System

Send Information

Fax, Email

Request Promotion related Information

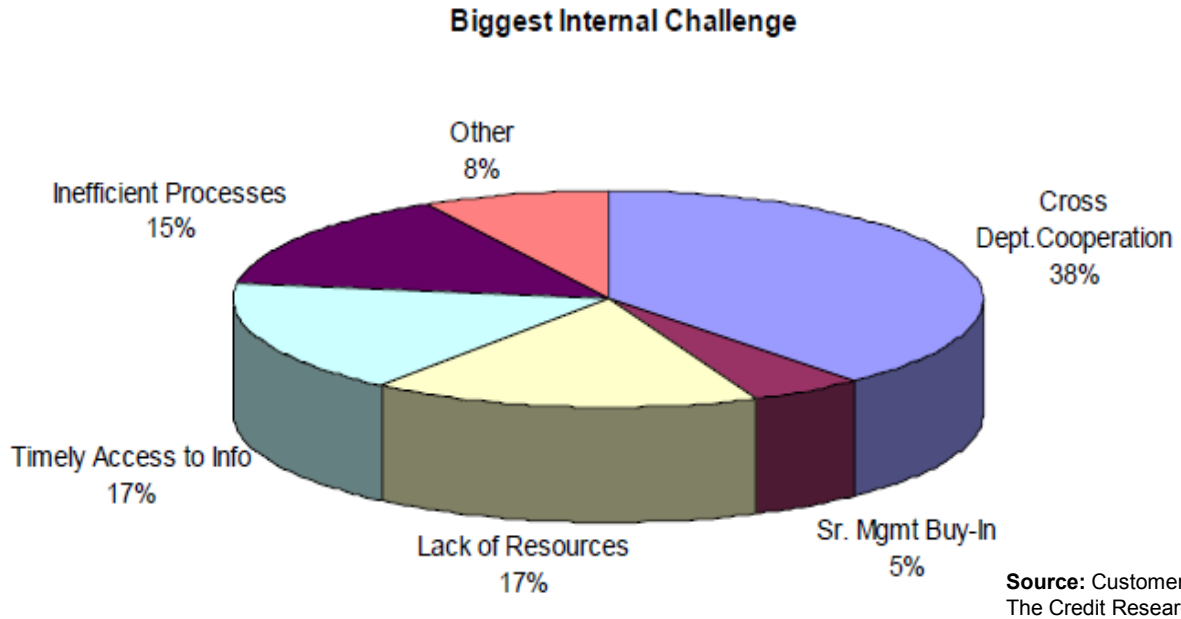
Fax, Email

Sales communicates promotion execution, deduction authorization

Spreadsheets

Challenges/Obstacles

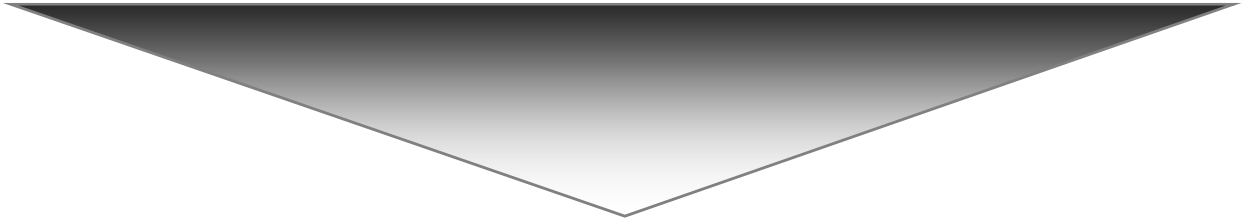
- Back Office / Finance Dept
  - Lack adequate visibility into the promotional events
  - Lack information from retailer indicating the source of the deduction (product, activity type, dates of promotion, etc)
- Sales & Marketing
  - Lack up-to-date deduction processing information
  - Lack visibility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



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

Deduction Trends

Double Dipping	Days Outstanding	Write Off Limit Abuse
Customer deducts multiple times for the same reason/promotion or on the same invoice	Older deductions become increasingly difficult to resolve	Customers submit deductions valued at just slightly below the corporate write-off limit



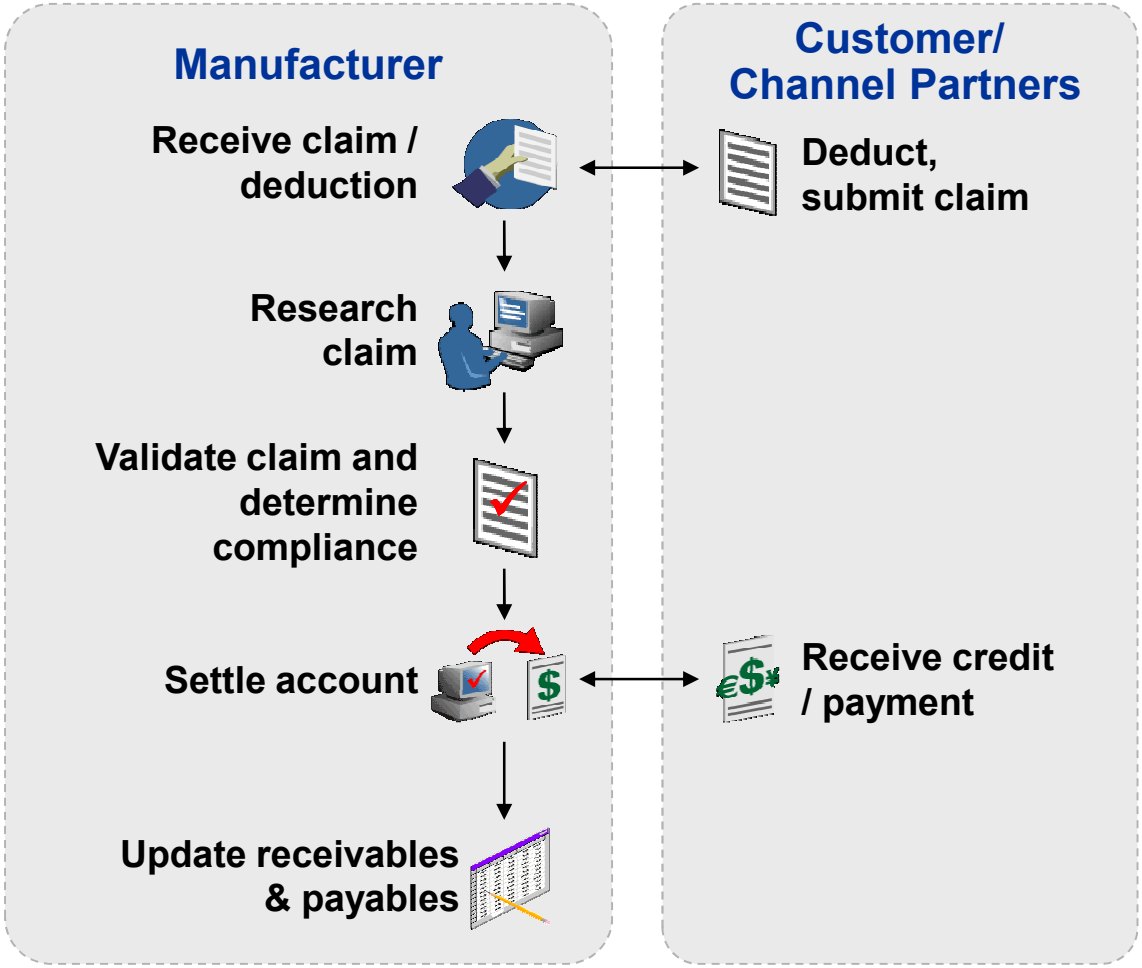
! ***Negative Impact on Cash Flows***

! ***Reduced Margins***

! ***Serious Revenue Leakage***

AR Deductions and Settlement

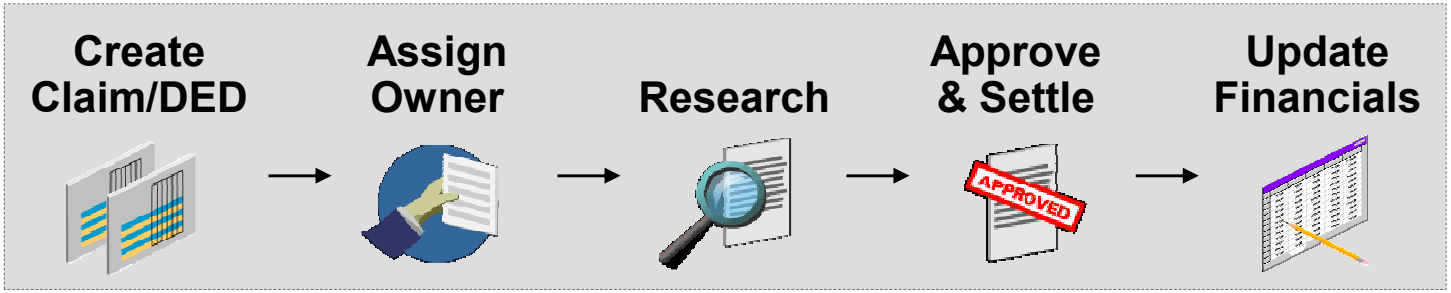
Streamlined process eliminates complexity



- 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

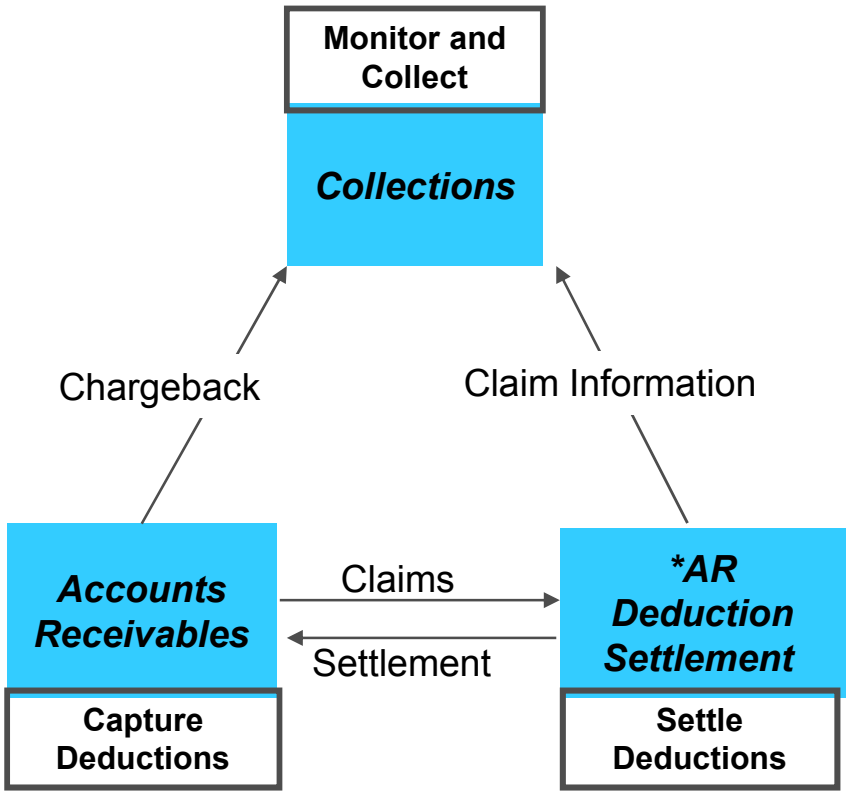
Key capabilities



- 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

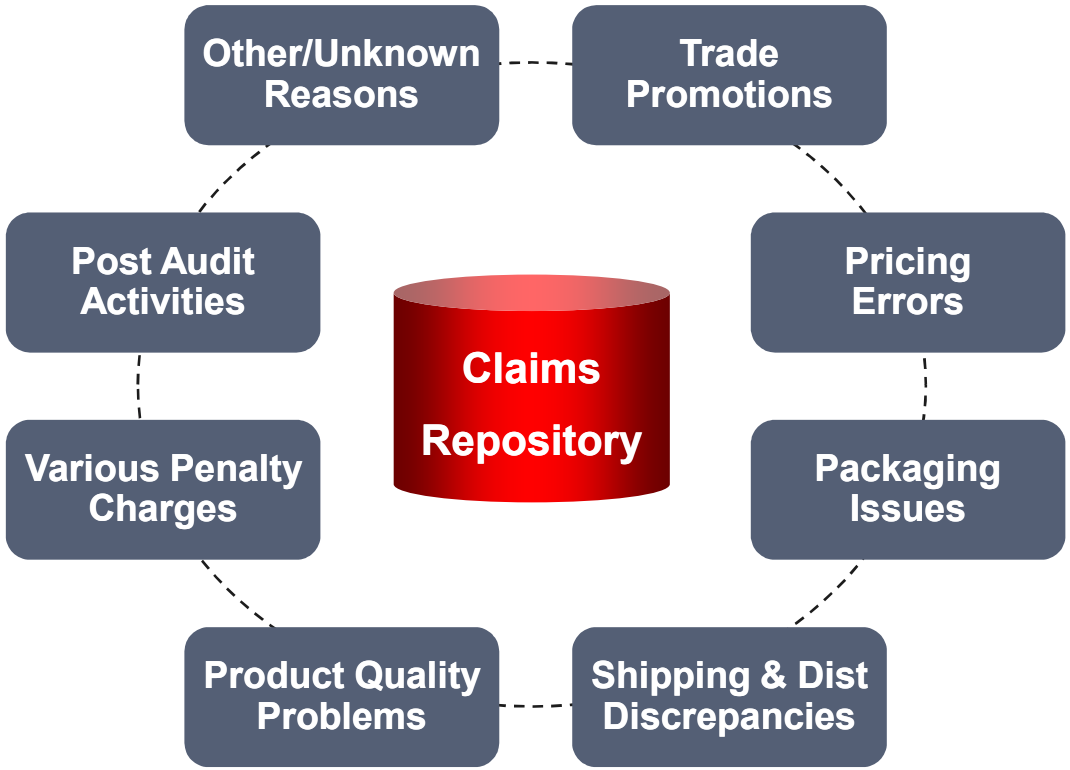
Integrated Solution



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

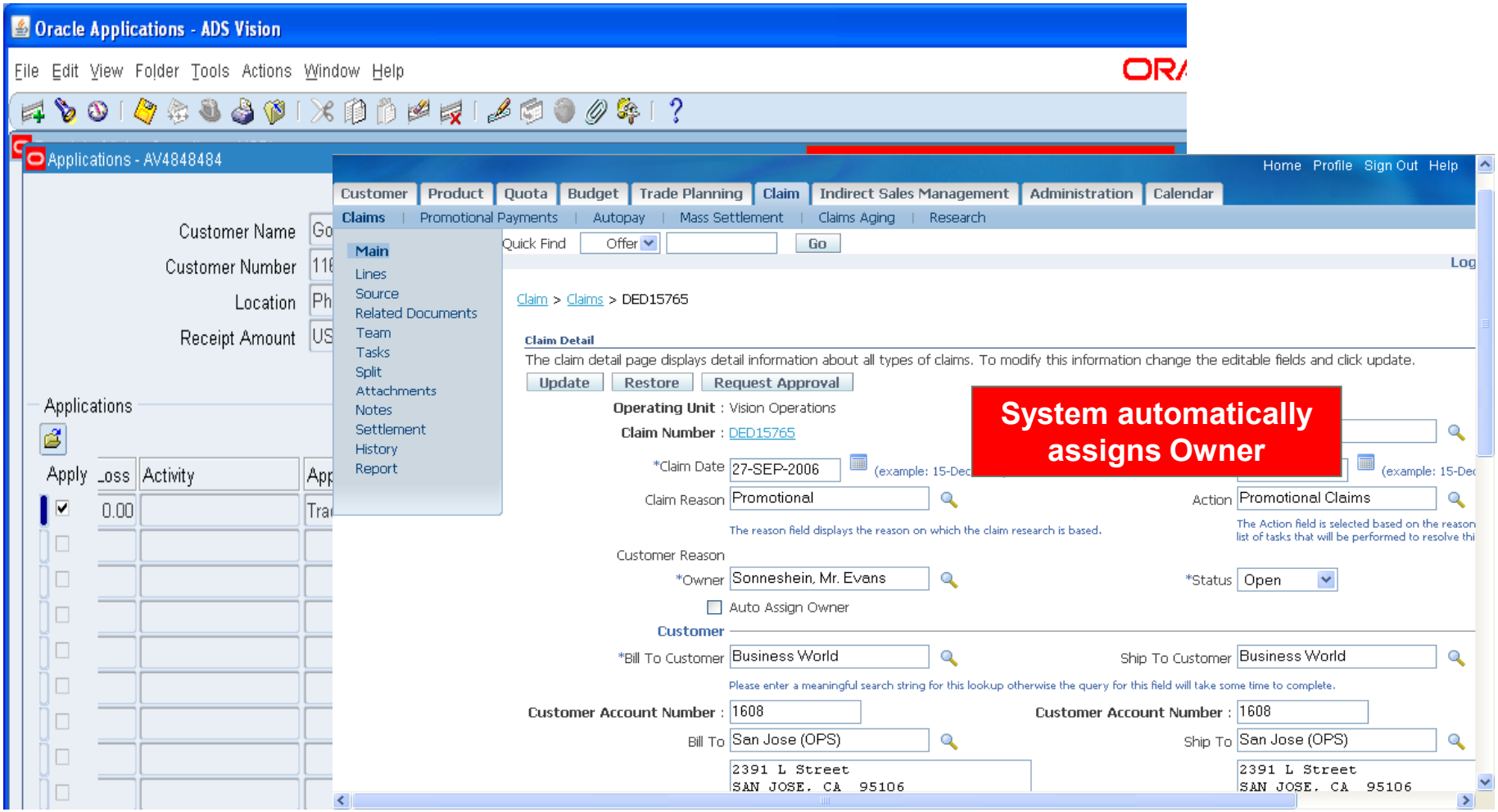


Enable Claims Analysis

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

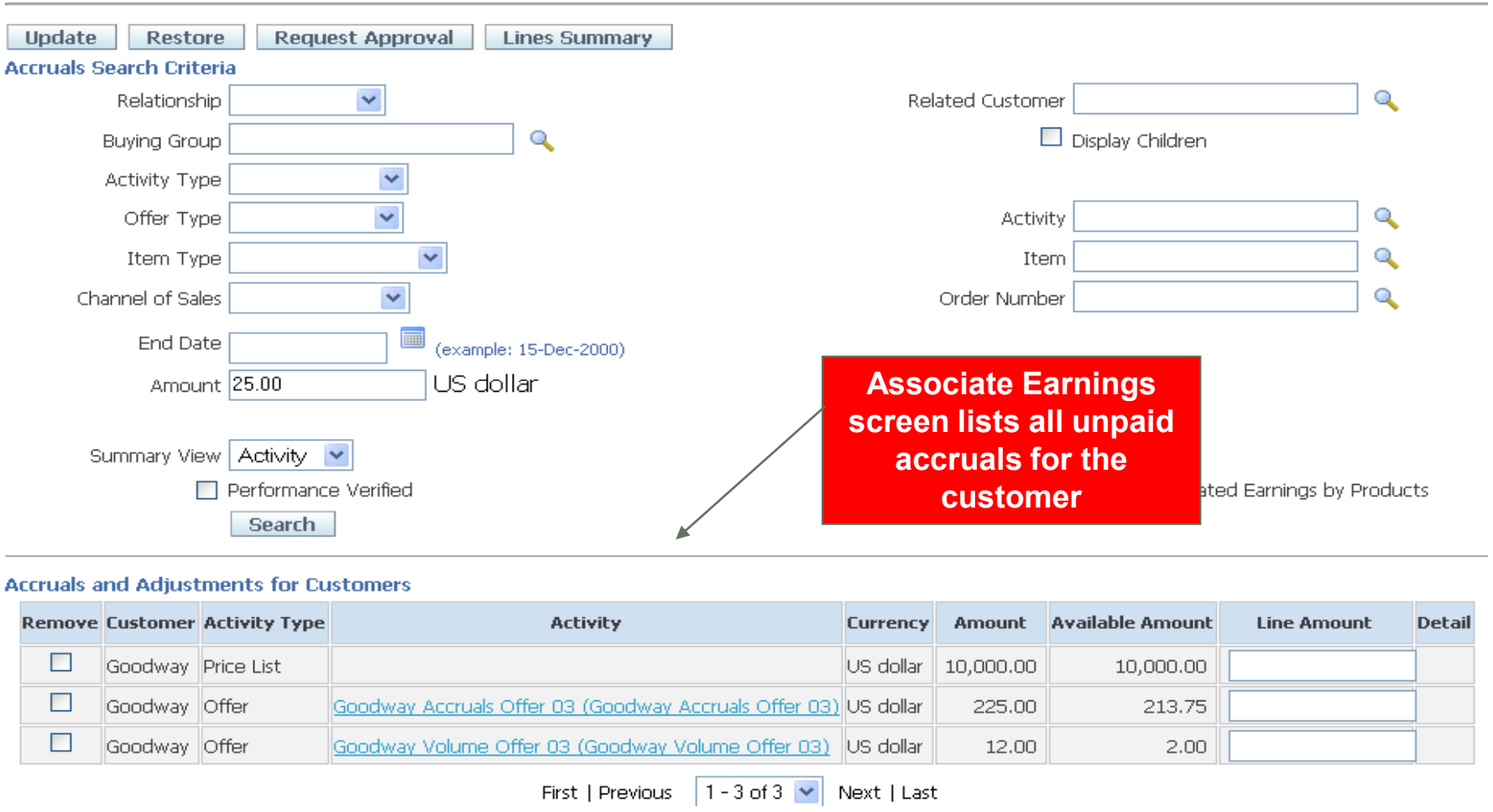
AR Deductions & Settlement

Automated Creation and Assignment



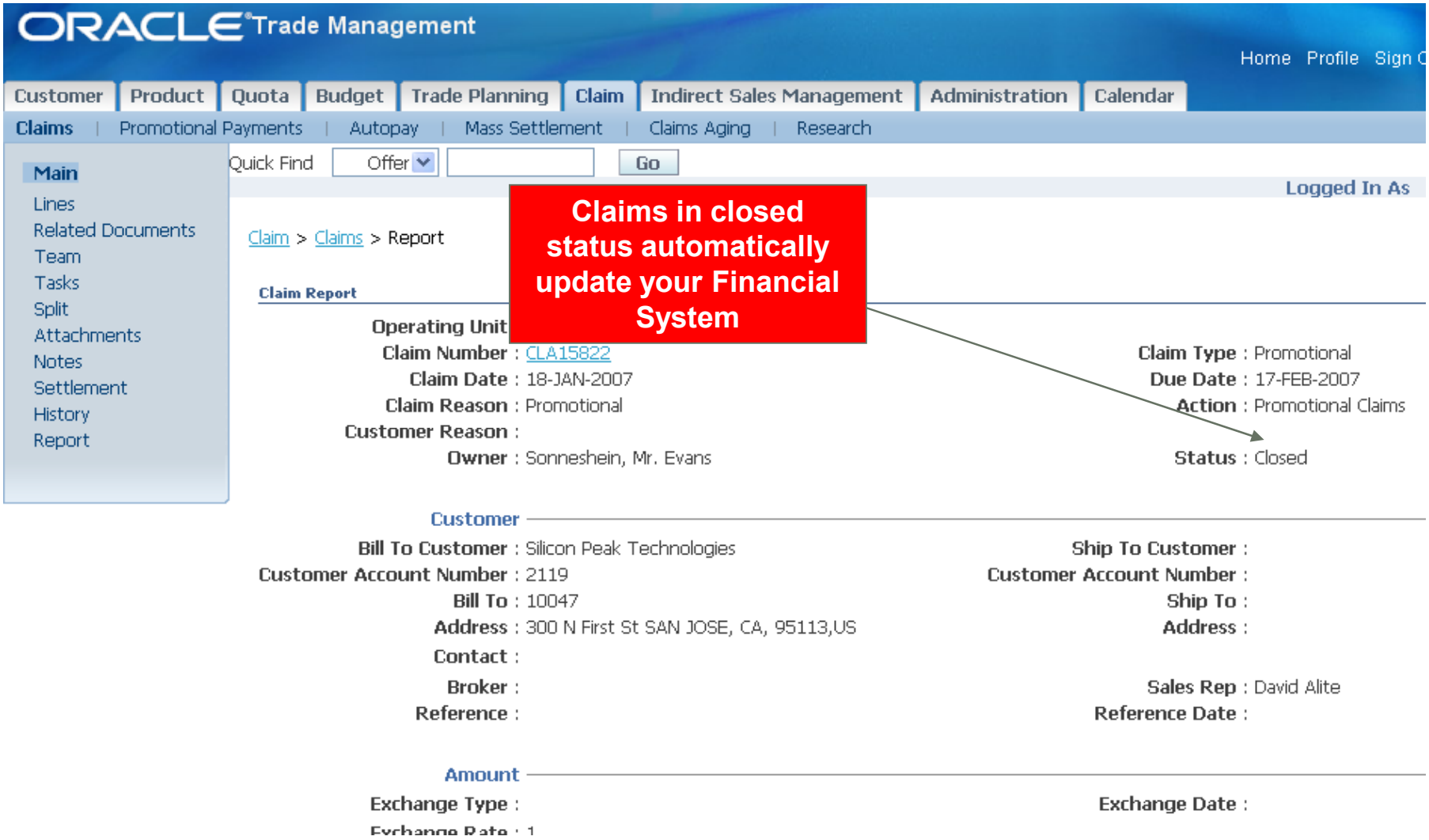
AR Deductions & Settlement

Link Deductions to Promotions



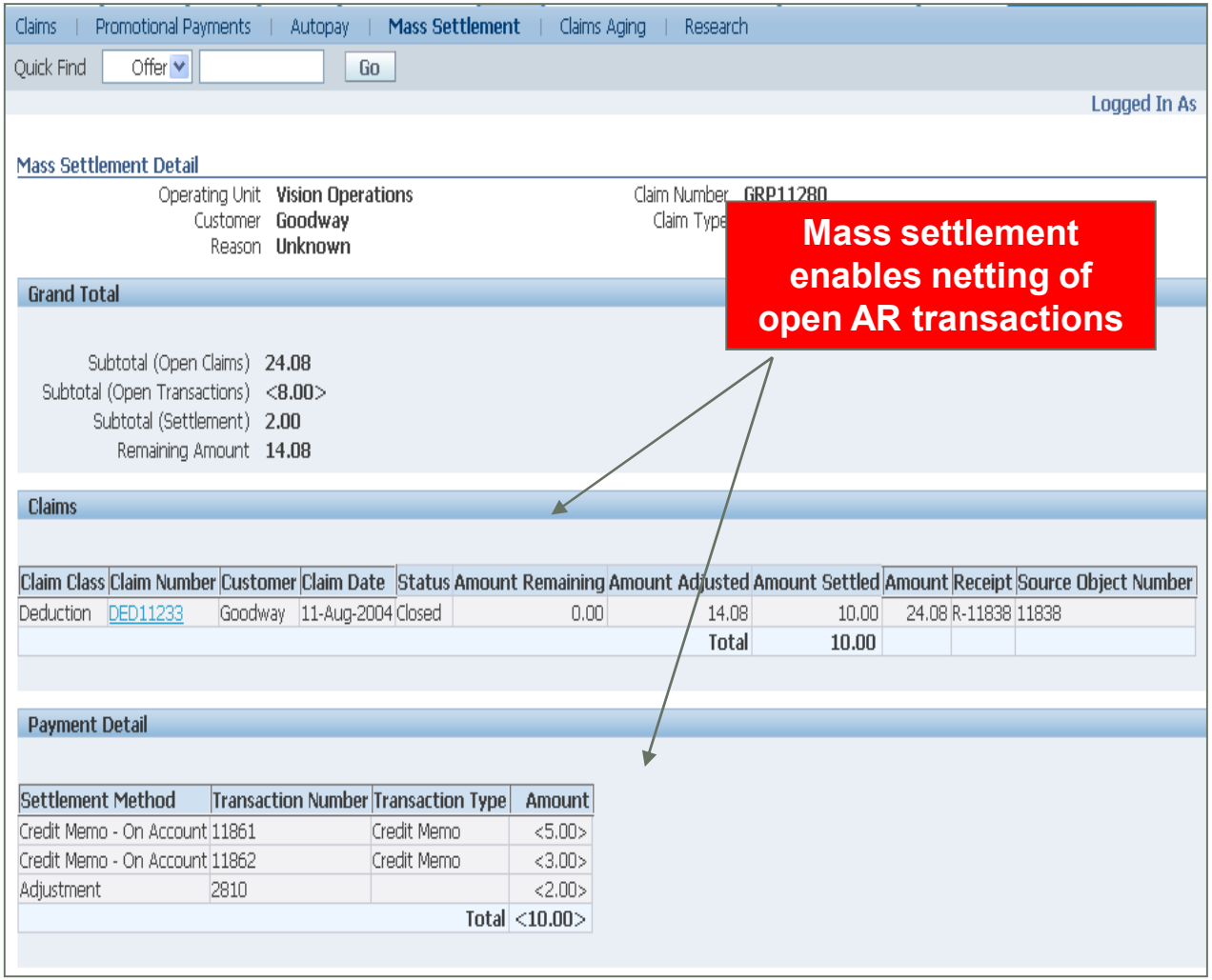
AR Deductions & Settlement

Automatic Settlement



AR Deductions & Settlement

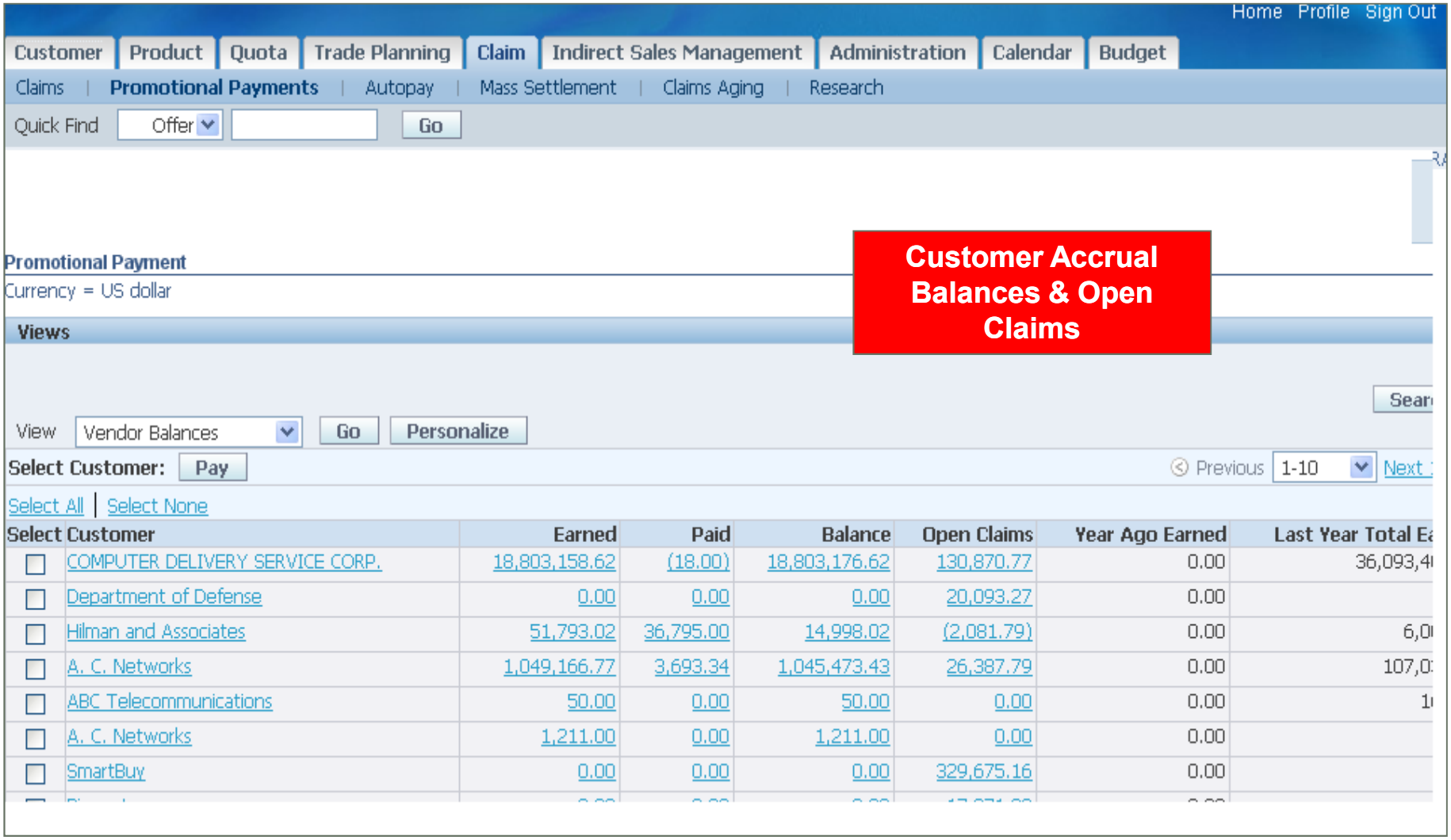
Netting Open AR Balances



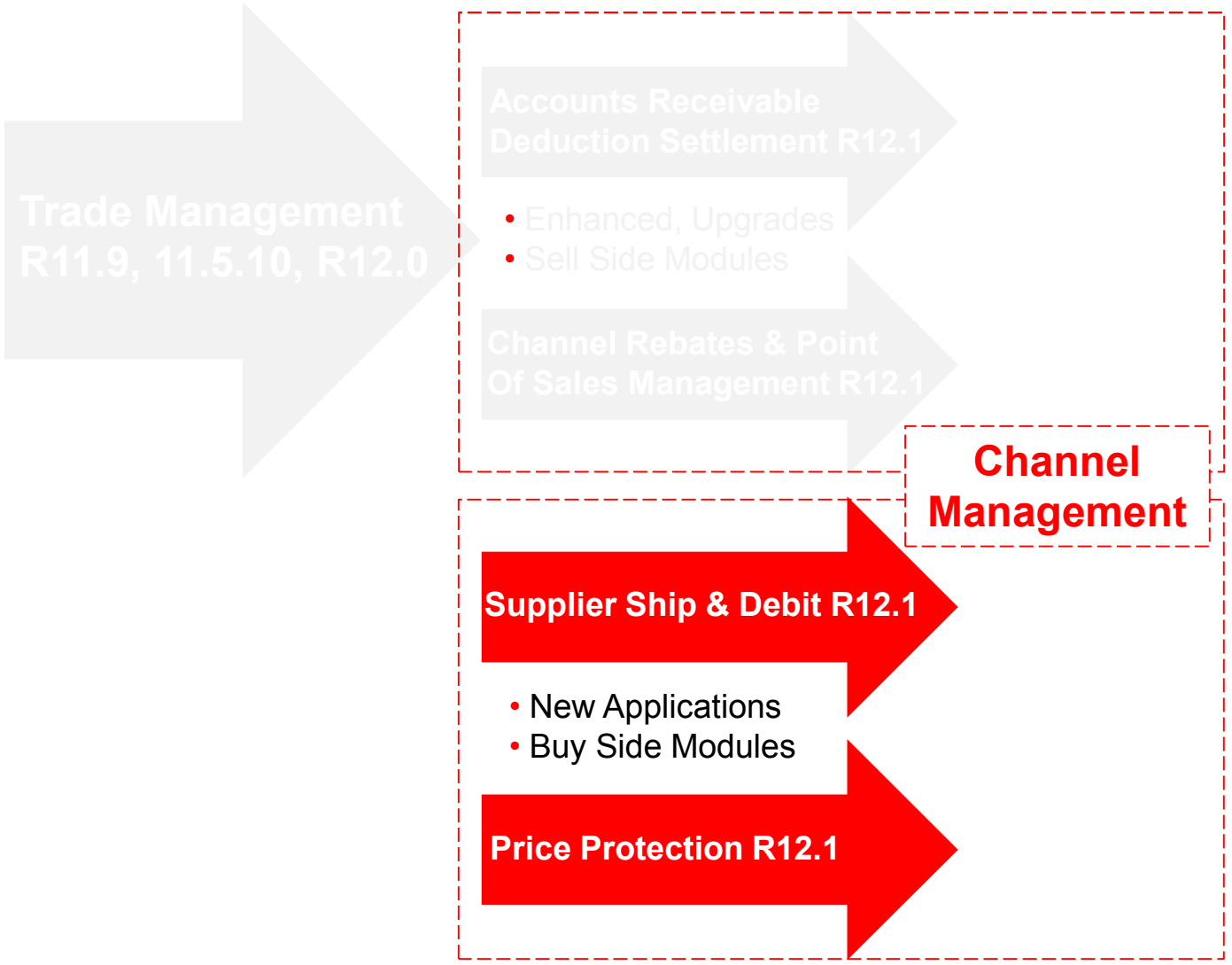
- Integrates with Accounts Receivable to identify all open customer transactions
- Effective netting of open claims and open Accounts Receivable transactions to arrive at true customer balance

AR Deductions & Settlement

Effective Tracking of Customer Balances



From Trade to Channel Management



Oracle Price Protection

New in Release 12.1

Create Price Protection Agreement

- Create or Accept Price Protection Transaction

Calculate Inventory and Estimate Claim

- Calculate Covered Inventory
- Allow Adjustments and recalculation

Process Claims

- Process Approval
- Request On-Hand and customer claims

Update Costing, Purchasing, Inventory and Pricing

- Update downstream applications
- Communicate to pricing and purchasing departments

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

Request Special Price

- Request New Price from Supplier
- Receive Supplier approval/ authorization

Track Accruals

- Record Accruals
- Generate Accurate Accounting

Vendor Claim/ Bill Back

- Compile accruals & generate Claims
- Transmit Claims to Supplier via XML or WebADI

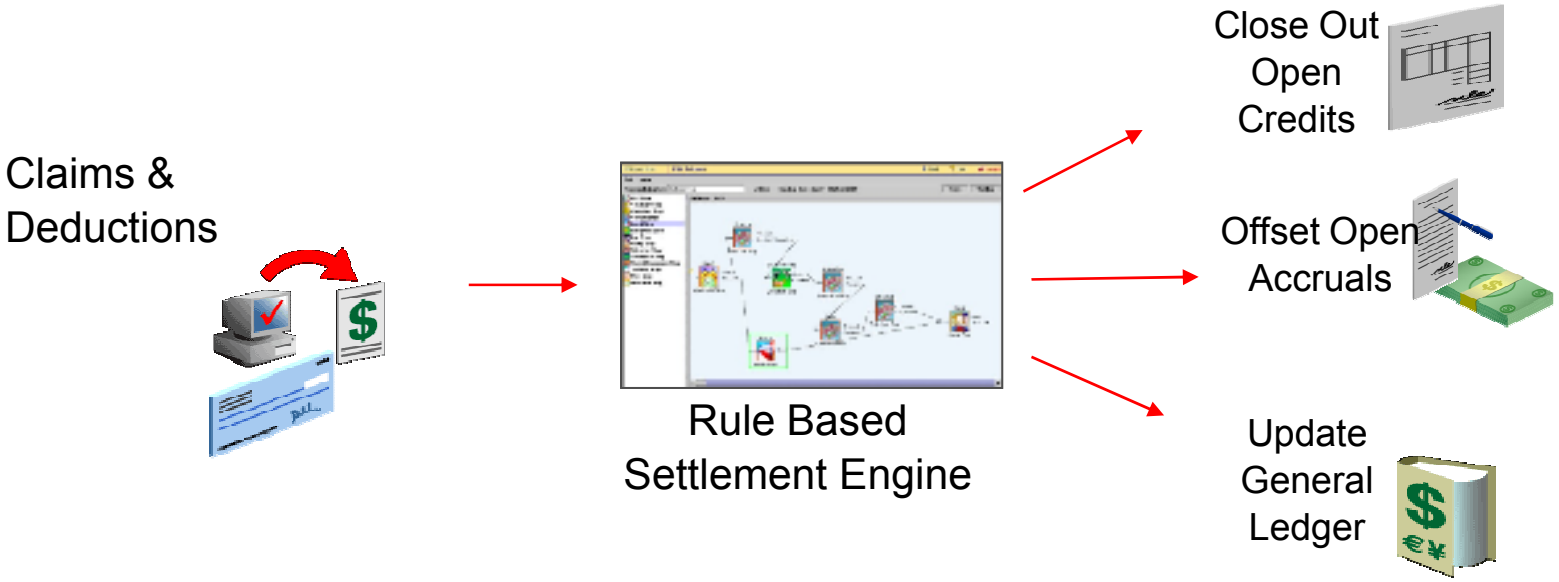
Manage Disputes & Payments

- Resolve Disputes
- Issue Debit/Invoice to Suppliers

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

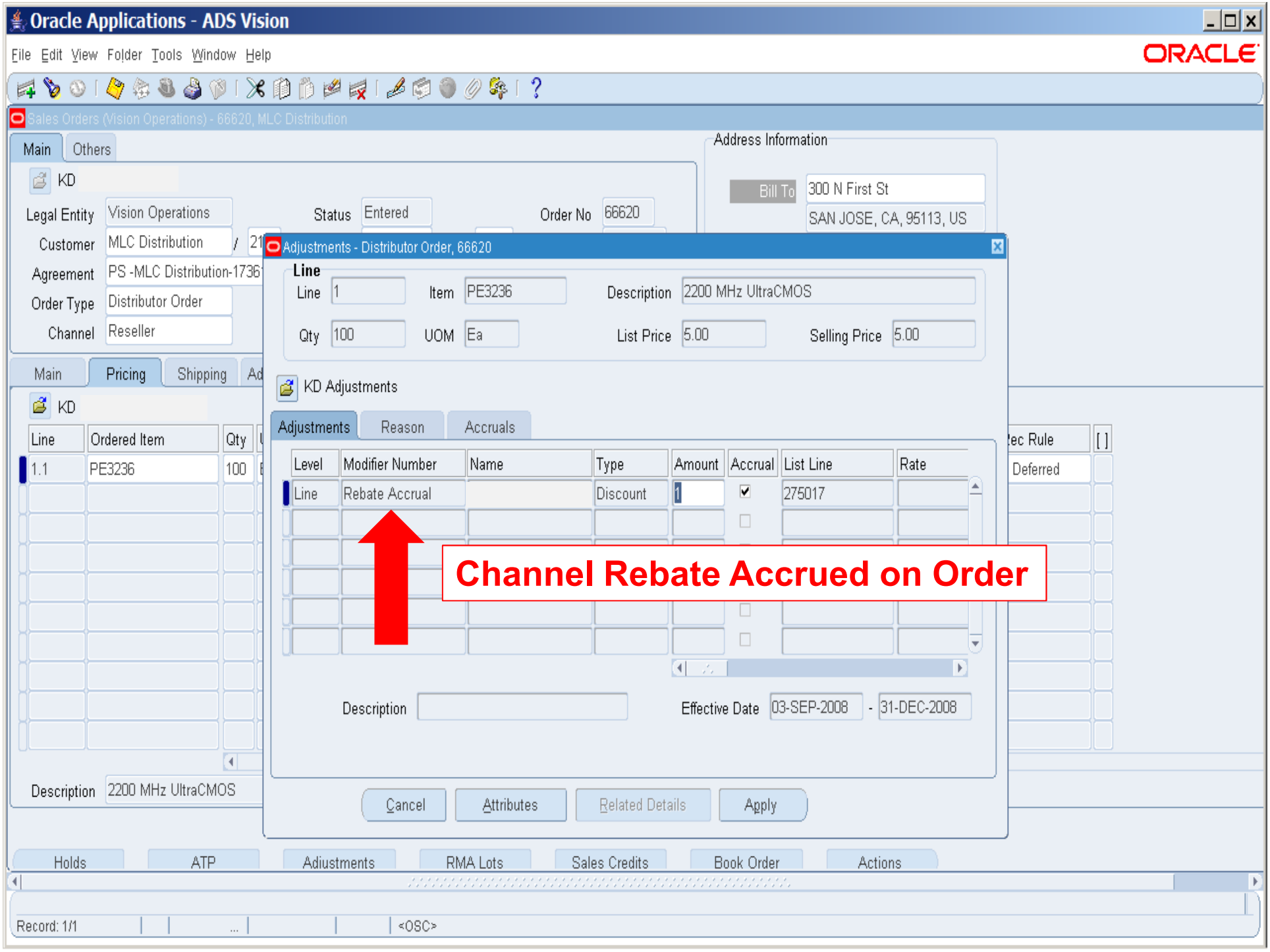
Rule Based Settlement – R12.2



- 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
Agreement
PS -MLC Distribution-1736
Order Type
Distributor Order
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Reseller
Address Information
Bill To
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SAN JOSE, CA, 95113, US
Adjustments - Distributor Order, 66620
Line
Line
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Item
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Description
2200 MHz UltraCMOS
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Ea
List Price
5.00
Selling Price
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KD Adjustments
Adjustments
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Rebate Accrual
Discount
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Related Details
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Holds
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Sales Credits
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Record: 1/1
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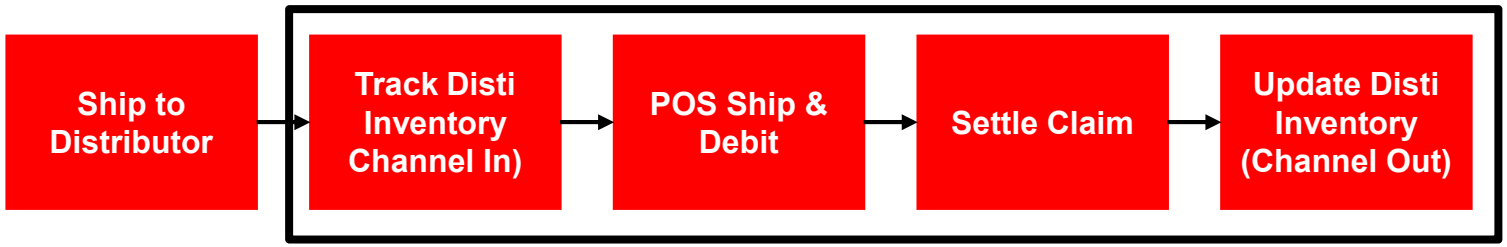
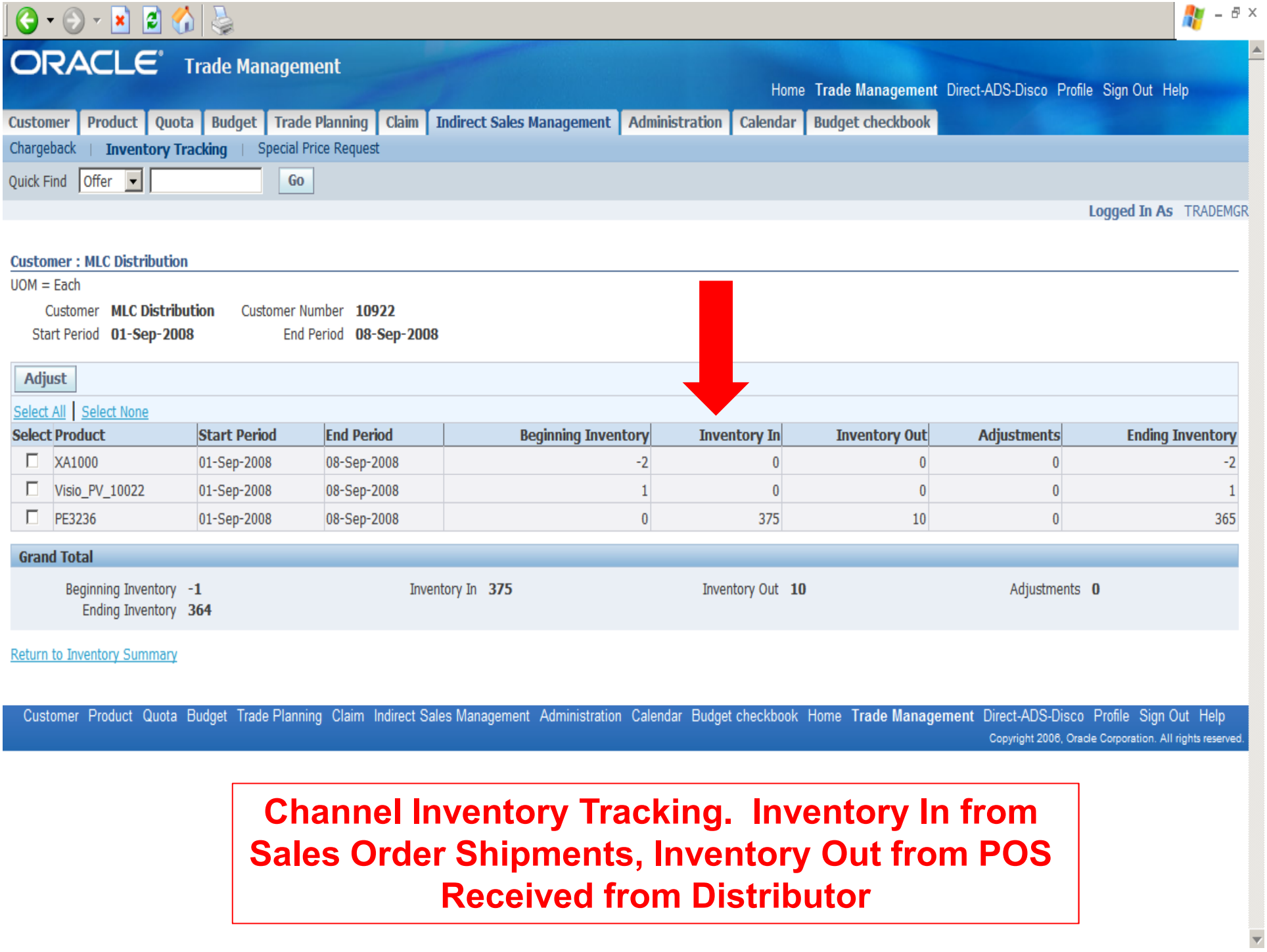
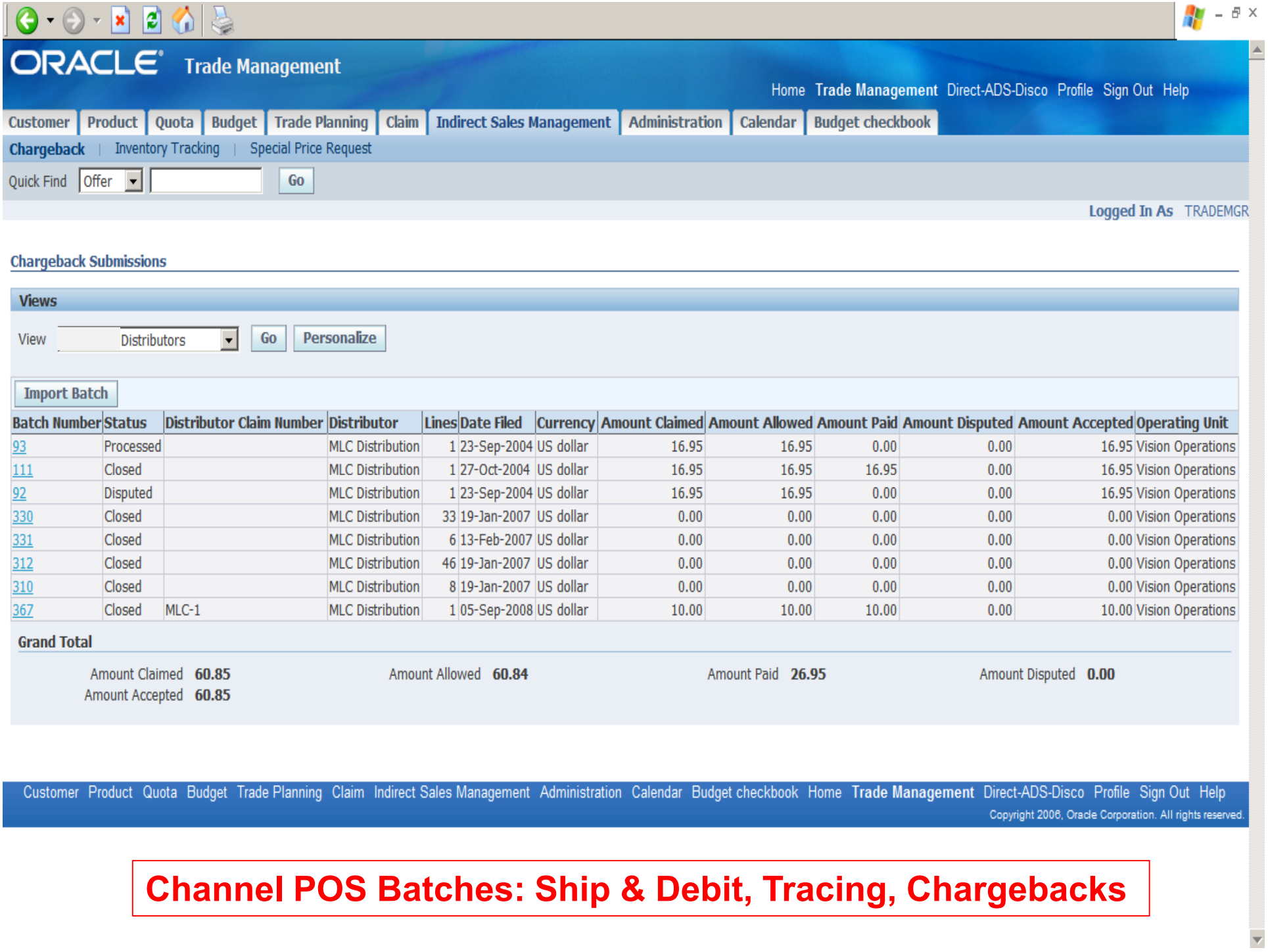
Oracle Distributor Order to Settlement Example

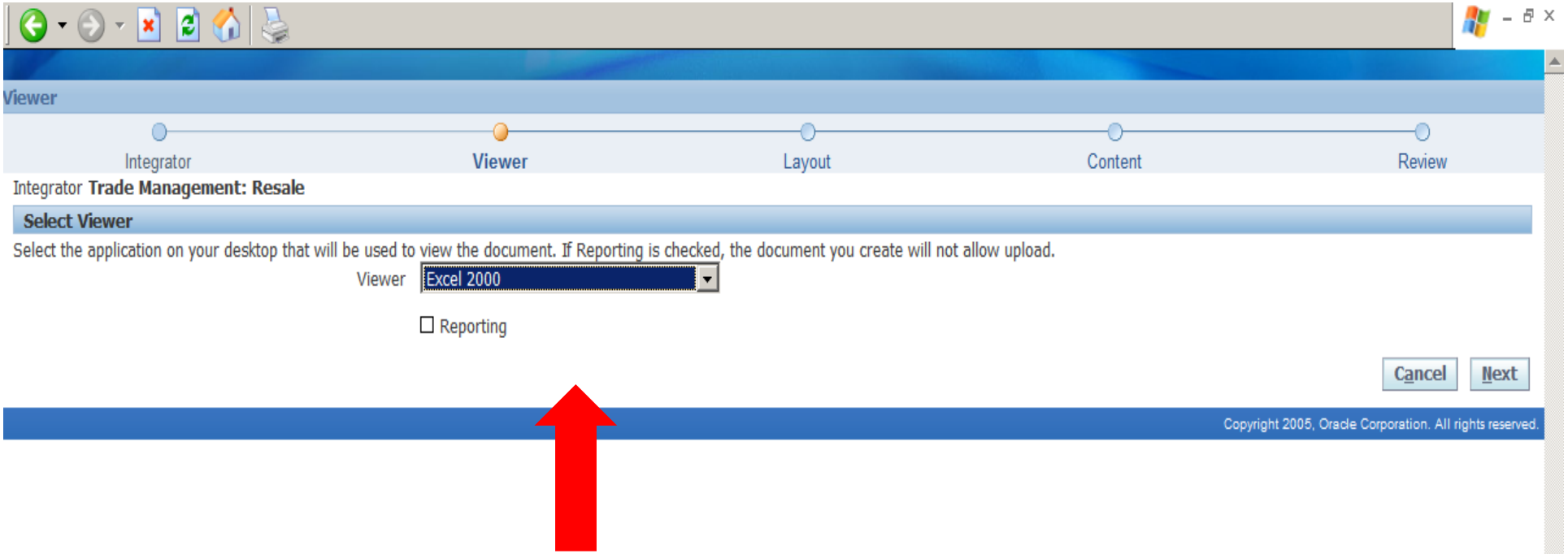




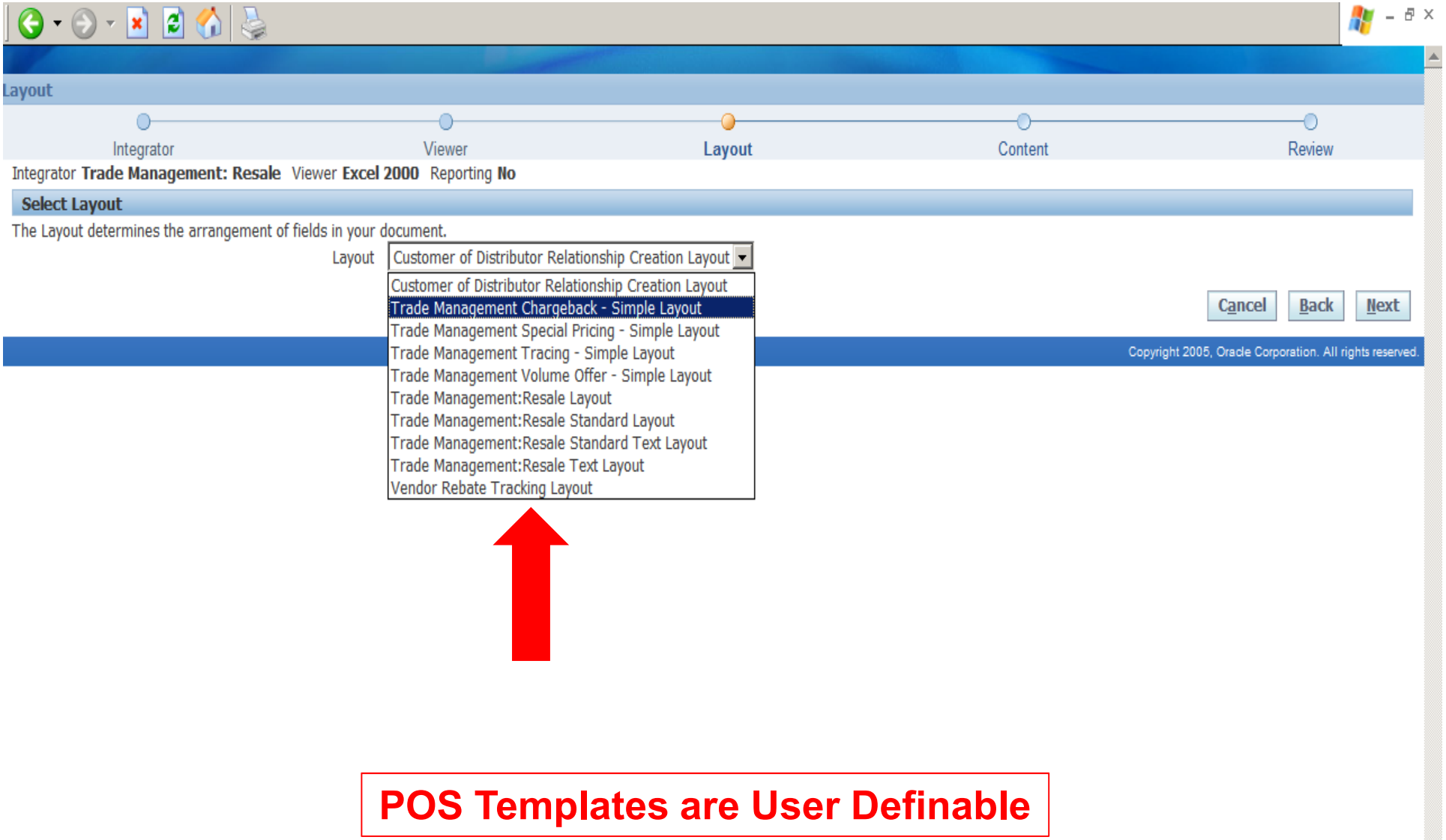
Channel Inventory Tracking. Inventory In from Sales Order Shipments, Inventory Out from POS Received from Distributor



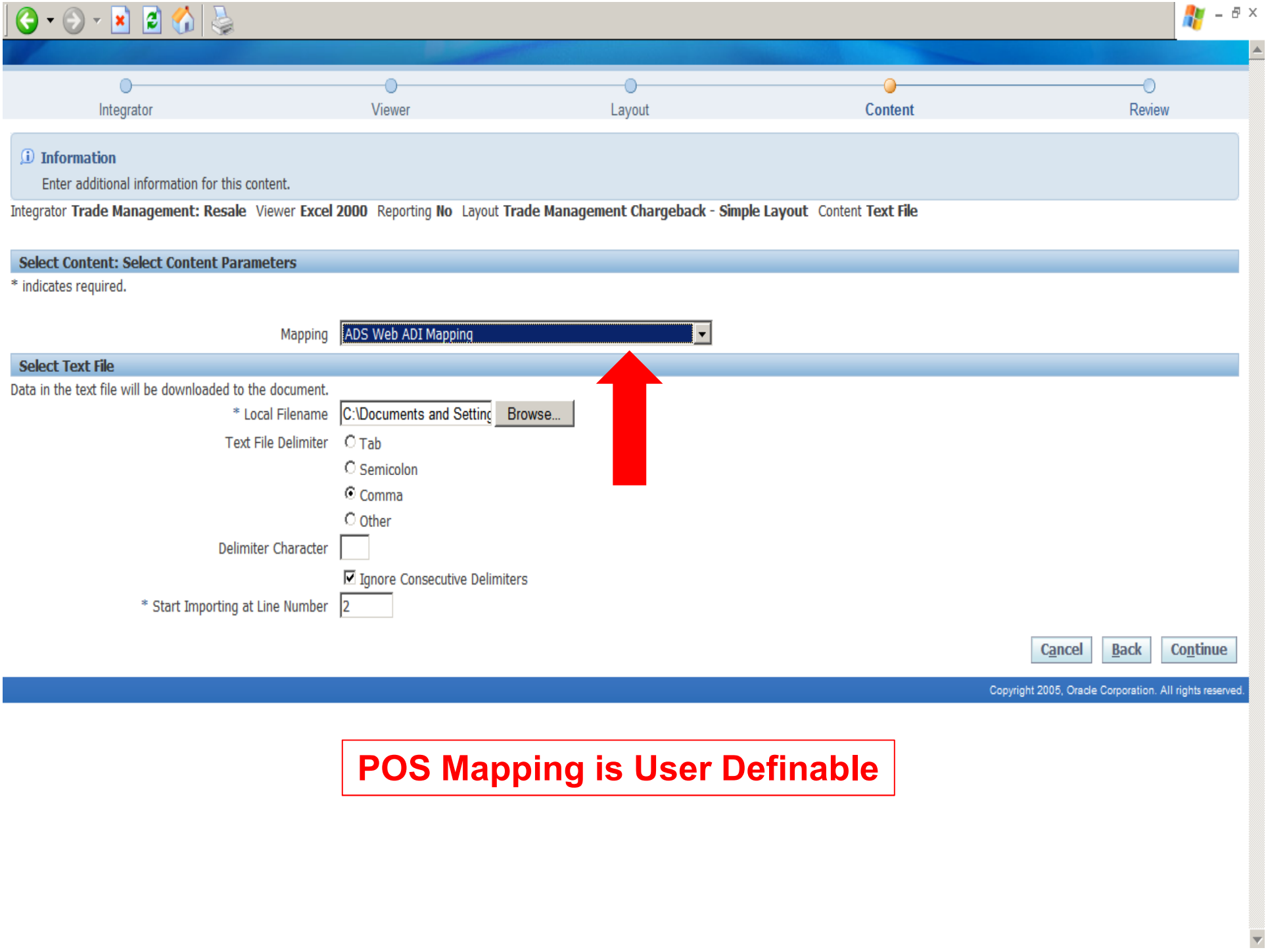
Channel POS Batches: Ship & Debit, Tracing, Chargebacks



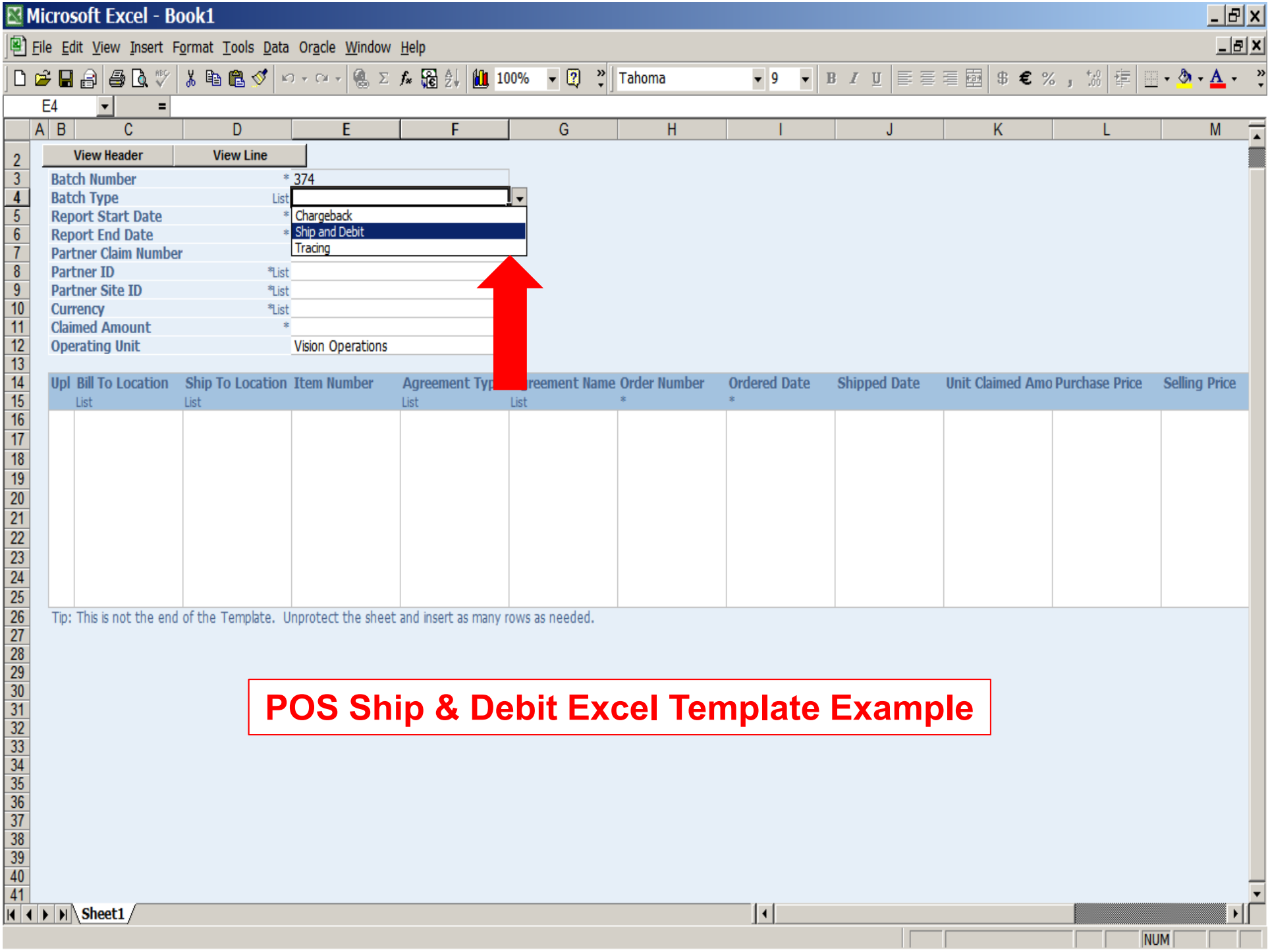
POS File Import Utility for Manual Interface Also Provided for Automation

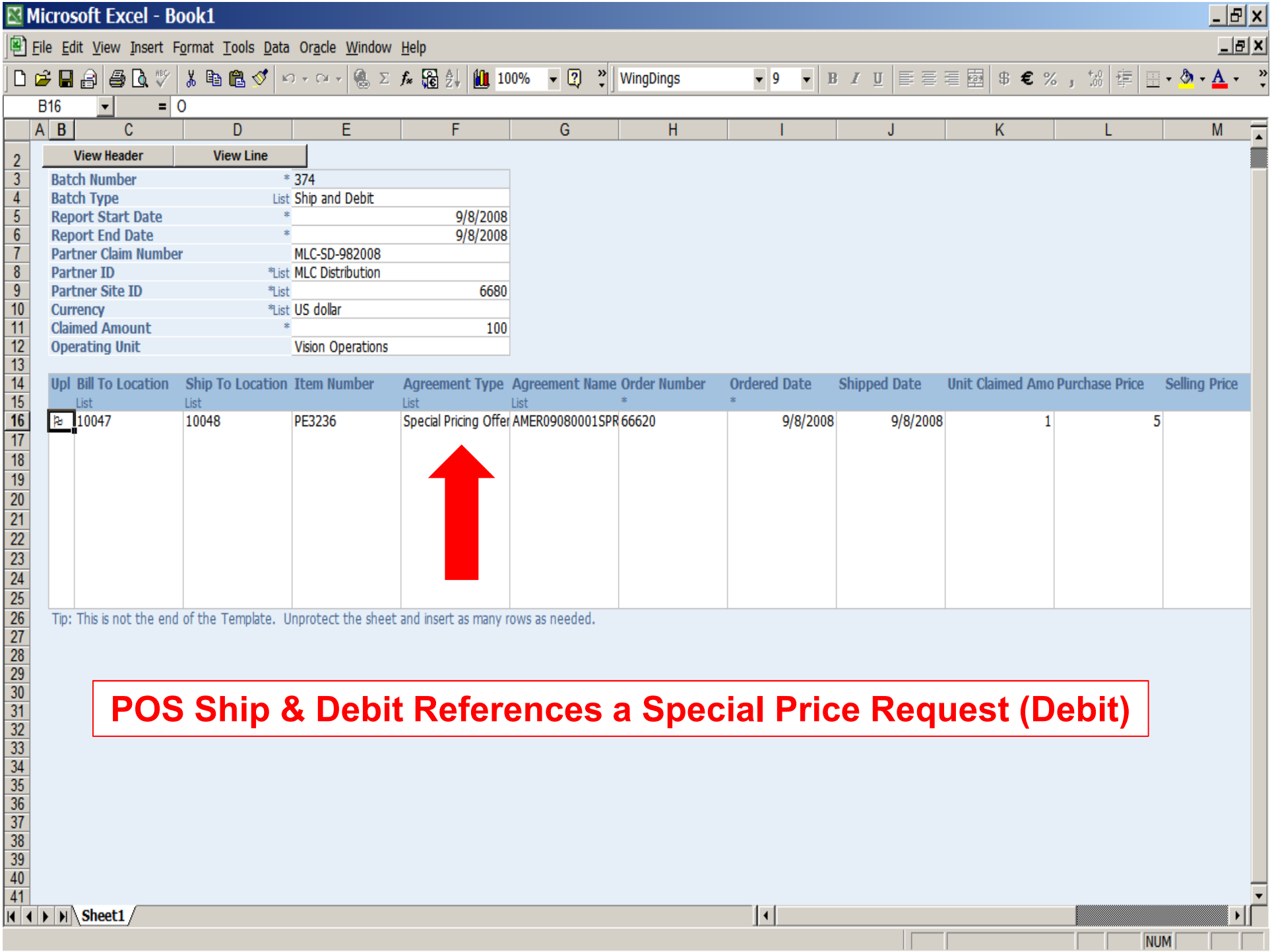


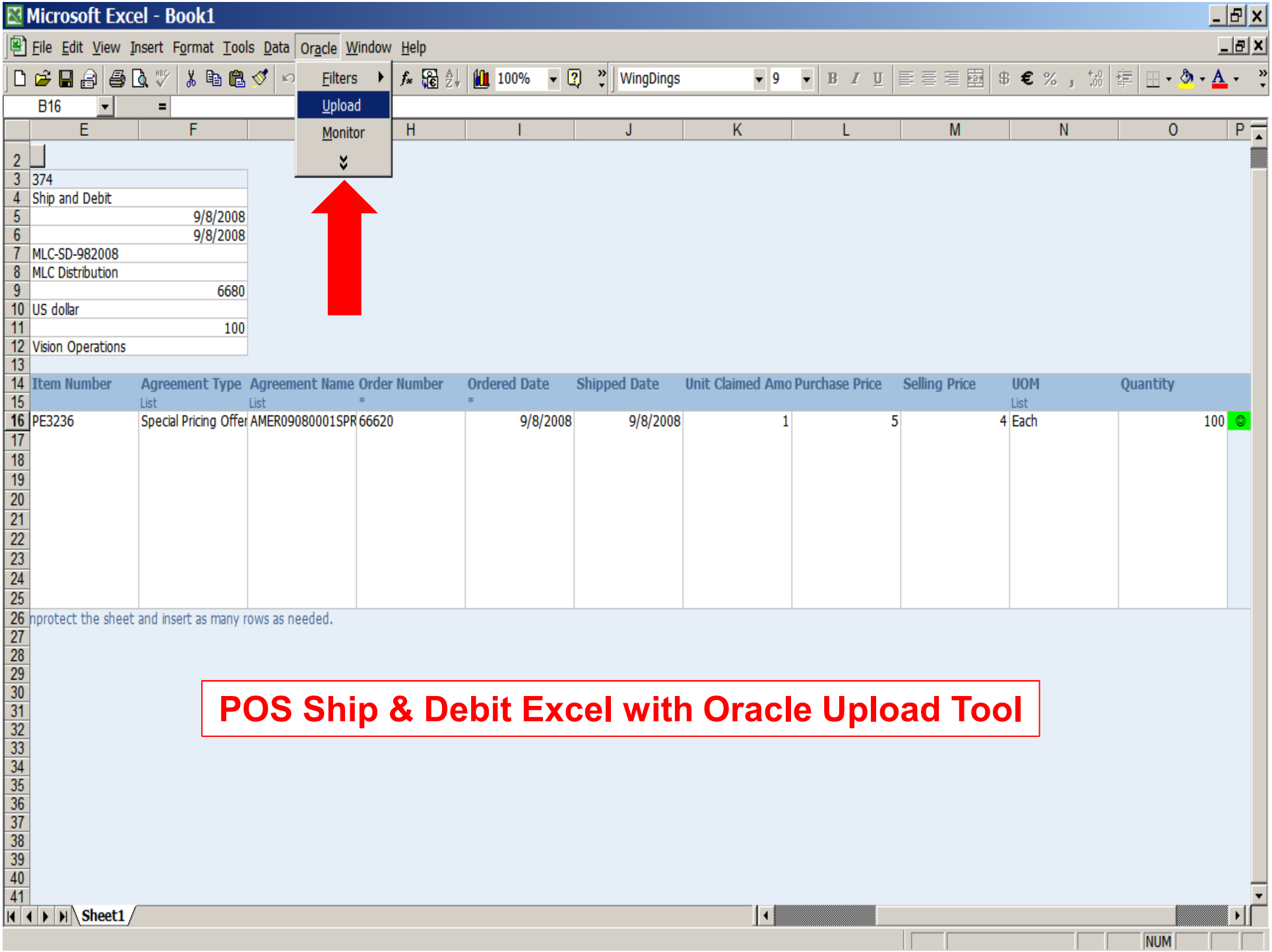
POS Templates are User Definable

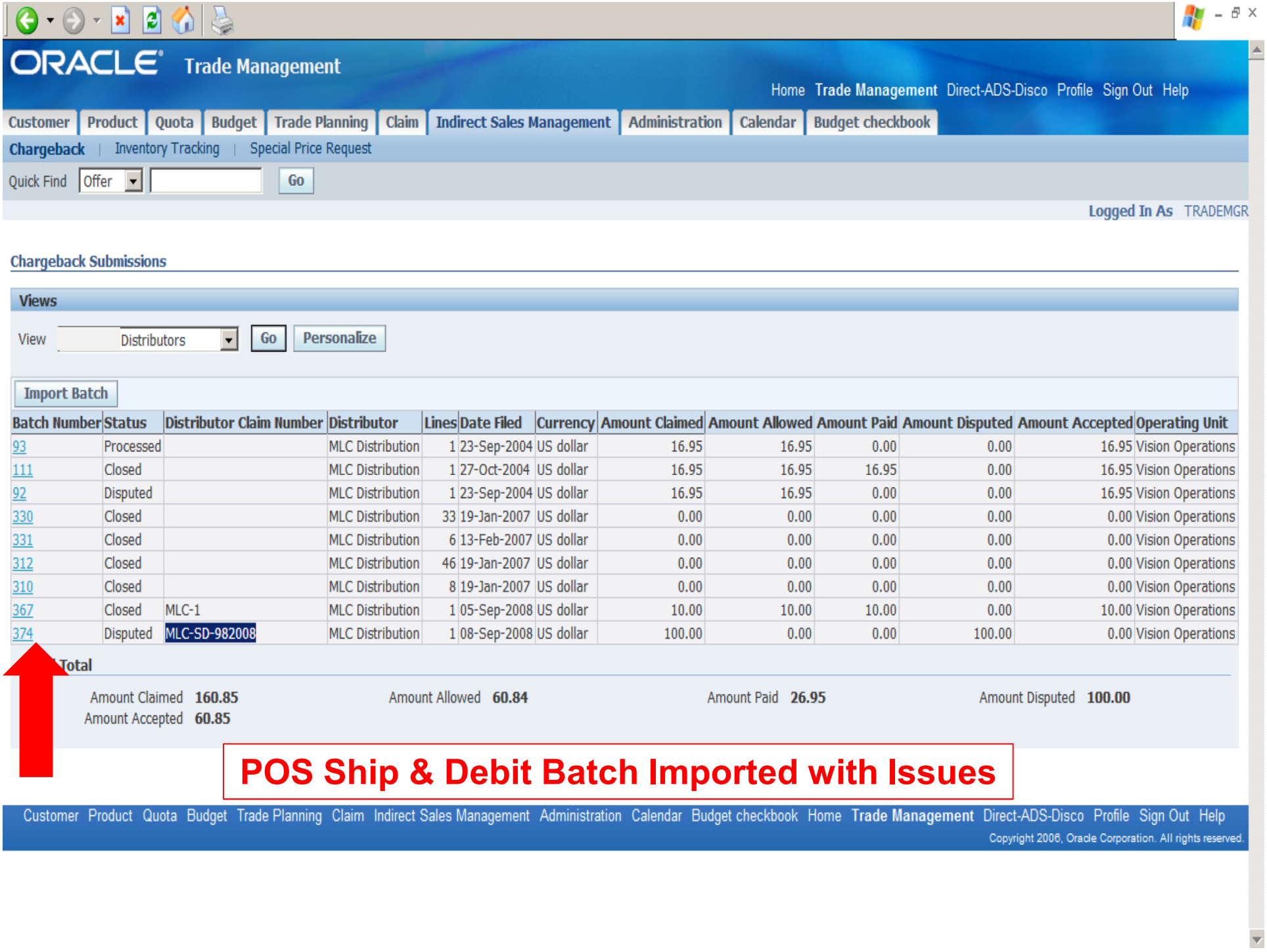


POS Mapping is User Definable


Microsoft Excel - Book1
File Edit View Insert Format Tools Data Oracle Window Help
Tahoma
9
100%
E4
View Header
View Line
Batch Number * 374
Batch Type List
Report Start Date *
Report End Date *
Partner Claim Number
Partner ID *List
Partner Site ID *List
Currency *List
Claimed Amount *
Operating Unit Vision Operations
Chargeback
Ship and Debit
Tracing
Upl Bill To Location List
Ship To Location List
Item Number
Agreement Typ List
reement Name List
Order Number *
Ordered Date *
Shipped Date
Unit Claimed Amo
Purchase Price
Selling Price
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
NUM


Microsoft Excel - Book1
File Edit View Insert Format Tools Data Oracle Window Help
B16
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 List
Ship To Location List
Item Number
Agreement Type List
Agreement Name List
Order Number *
Ordered Date *
Shipped Date
Unit Claimed Amo
Purchase Price
Selling Price
10047
10048
PE3236
Special Pricing Offer
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)
Sheet1
NUM


Microsoft Excel - Book1
File Edit View Insert Format Tools Data Oracle Window Help
Filters
Upload
Monitor
B16
374
Ship and Debit
9/8/2008
9/8/2008
MLC-SD-982008
MLC Distribution
6680
US dollar
100
Vision Operations
Item Number
Agreement Type
List
Agreement Name
List
Order Number
*
Ordered Date
*
Shipped Date
Unit Claimed Amo
Purchase Price
Selling Price
UOM
List
Quantity
PE3236
Special Pricing Offer
AMER09080001SPR
66620
9/8/2008
9/8/2008
1
5
4
Each
100
nprotect the sheet and insert as many rows as needed.
POS Ship & Debit Excel with Oracle Upload Tool
Sheet1
NUM


ORACLE Trade Management
Home Trade Management Direct-ADS-Disco Profile Sign Out Help
Customer Product Quota Budget Trade Planning Claim Indirect Sales Management Administration Calendar Budget checkbook
Chargeback | Inventory Tracking | Special Price Request
Quick Find Offer Go
Logged In As TRADEMGR
Chargeback Submissions
Views
View Distributors 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
93 Processed MLC Distribution 1 23-Sep-2004 US dollar 16.95 16.95 0.00 0.00 16.95 Vision Operations
111 Closed MLC Distribution 1 27-Oct-2004 US dollar 16.95 16.95 16.95 0.00 16.95 Vision Operations
92 Disputed MLC Distribution 1 23-Sep-2004 US dollar 16.95 16.95 0.00 0.00 16.95 Vision Operations
330 Closed MLC Distribution 33 19-Jan-2007 US dollar 0.00 0.00 0.00 0.00 0.00 Vision Operations
331 Closed MLC Distribution 6 13-Feb-2007 US dollar 0.00 0.00 0.00 0.00 0.00 Vision Operations
312 Closed MLC Distribution 46 19-Jan-2007 US dollar 0.00 0.00 0.00 0.00 0.00 Vision Operations
310 Closed MLC Distribution 8 19-Jan-2007 US dollar 0.00 0.00 0.00 0.00 0.00 Vision Operations
367 Closed MLC-1 MLC Distribution 1 05-Sep-2008 US dollar 10.00 10.00 10.00 0.00 10.00 Vision Operations
374 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
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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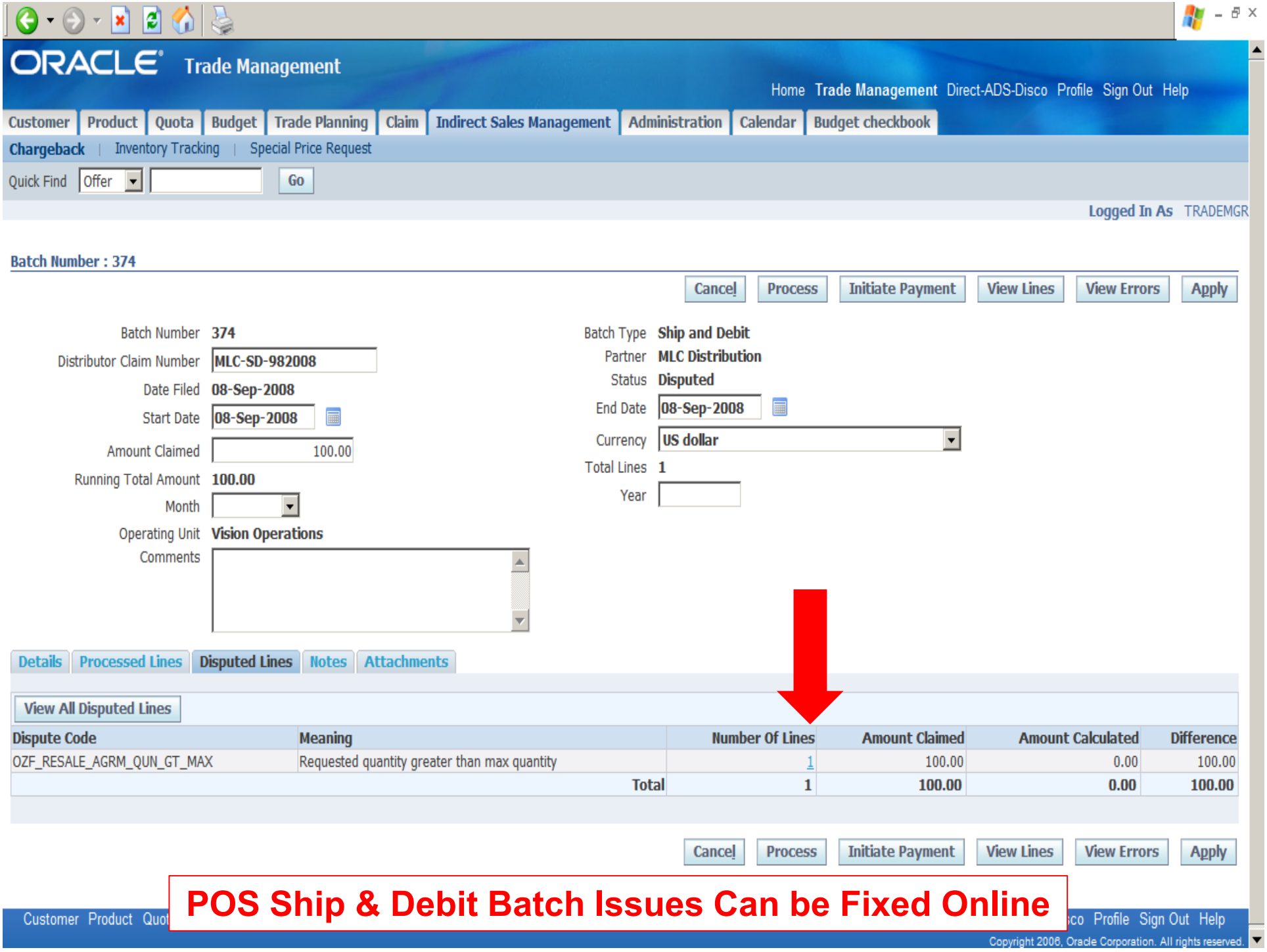
ORACLE Trade Management
Home Trade Management Direct-ADS-Disco Profile Sign Out Help
Customer Product Quota Budget Trade Planning Claim Indirect Sales Management Administration Calendar Budget checkbook
Chargeback | Inventory Tracking | Special Price Request
Quick Find Offer Go
Logged In As TRADEMGR
Batch Number : 374
Cancel Process Initiate Payment View Lines View Errors Apply
Batch Number 374
Distributor Claim Number MLC-SD-982008
Date Filed 08-Sep-2008
Start Date 08-Sep-2008
Amount Claimed 100.00
Running Total Amount 100.00
Month
Operating Unit Vision Operations
Comments
Batch Type Ship and Debit
Partner MLC Distribution
Status Disputed
End Date 08-Sep-2008
Currency US dollar
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
Total | 1 | 100.00 | 0.00 | 100.00
Cancel Process Initiate Payment View Lines View Errors Apply
POS Ship & Debit Batch Issues Can be Fixed Online
Customer Product Quot
co Profile Sign Out Help
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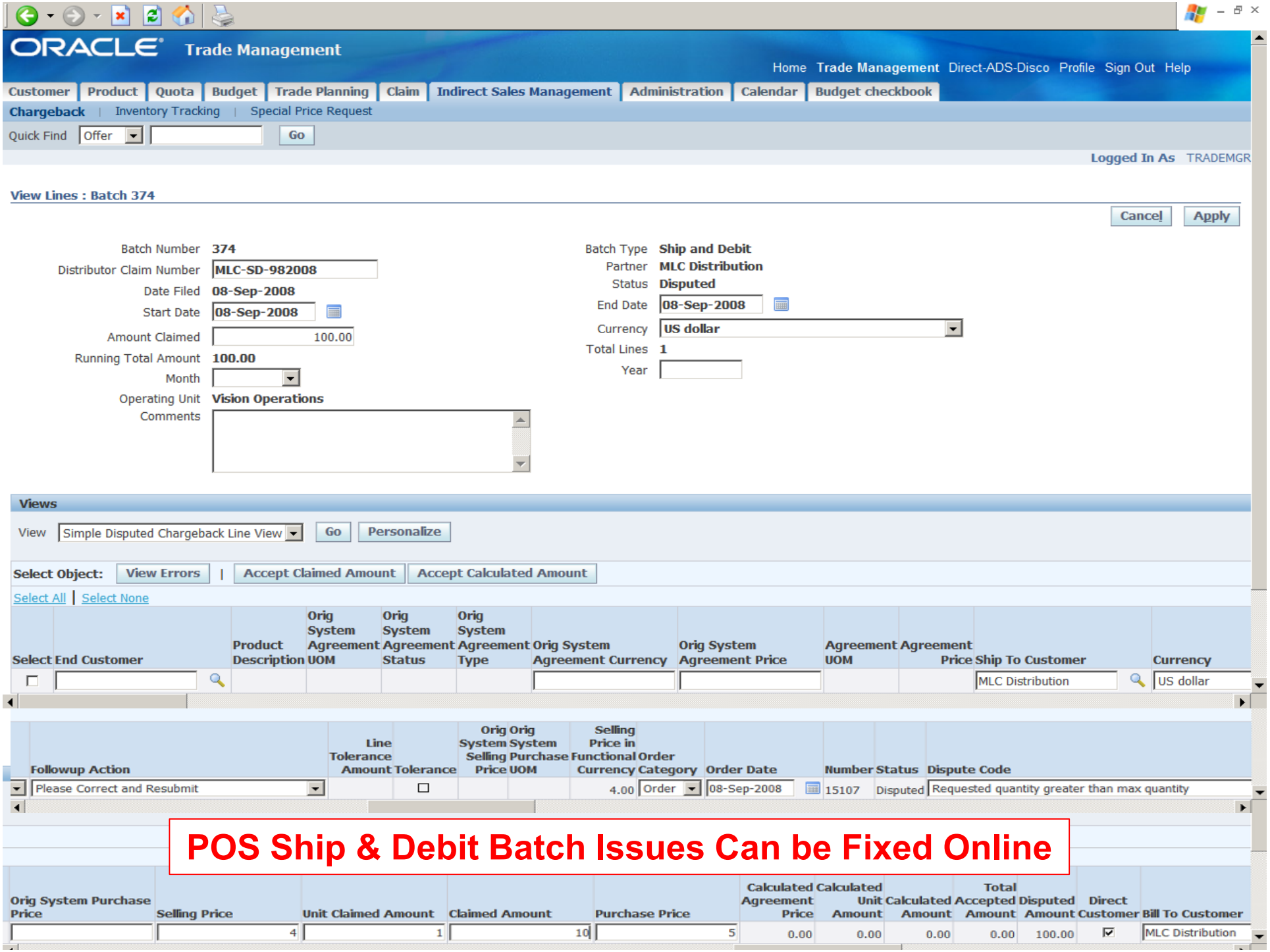
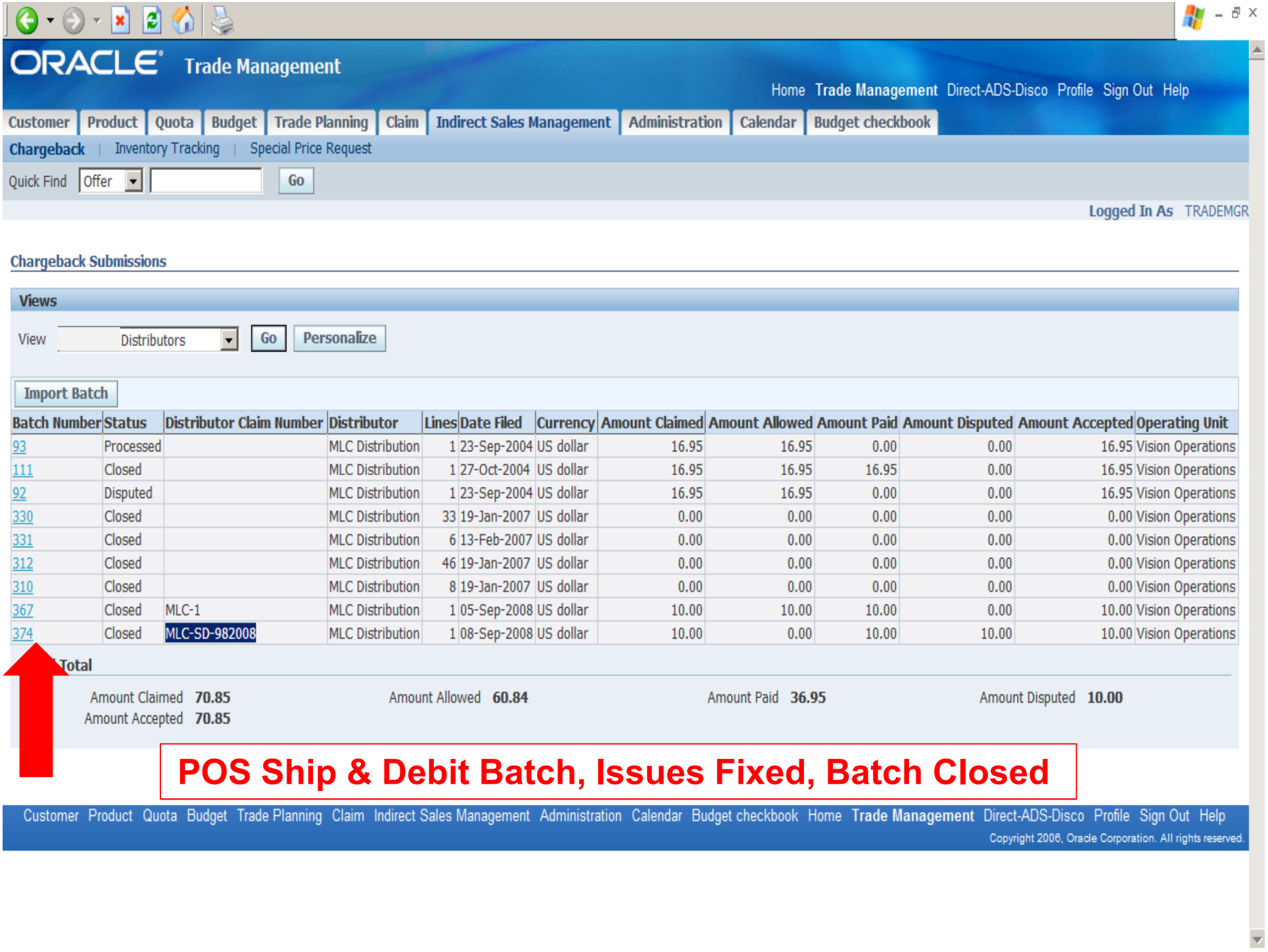

ORACLE Trade Management
Home Trade Management Direct-ADS-Disco Profile Sign Out Help
Customer Product Quota Budget Trade Planning Claim Indirect Sales Management Administration Calendar Budget checkbook
Chargeback | Inventory Tracking | Special Price Request
Quick Find Offer Go
Logged In As TRADEMGR
View Lines : Batch 374
Cancel Apply
Batch Number 374
Distributor Claim Number MLC-SD-982008
Date Filed 08-Sep-2008
Start Date 08-Sep-2008
Amount Claimed 100.00
Running Total Amount 100.00
Month
Operating Unit Vision Operations
Comments
Batch Type Ship and Debit
Partner MLC Distribution
Status Disputed
End Date 08-Sep-2008
Currency US dollar
Total Lines 1
Year
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
MLC Distribution
US dollar
Followup Action
Line Tolerance Amount
Tolerance
Orig System Selling Price
Orig System Purchase UOM
Selling Price in Functional Currency
Order Category
Order Date
Number
Status
Dispute Code
Please Correct and Resubmit
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 Amount
Total Accepted Amount
Disputed Amount
Direct Customer
Bill To Customer
4
1
10
5
0.00
0.00
0.00
0.00
100.00
MLC Distribution


ORACLE Trade Management
Home Trade Management Direct-ADS-Disco Profile Sign Out Help
Customer Product Quota Budget Trade Planning Claim Indirect Sales Management Administration Calendar Budget checkbook
Chargeback | Inventory Tracking | Special Price Request
Quick Find Offer Go
Logged In As TRADEMGR
Chargeback Submissions
Views
View Distributors 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
93 Processed MLC Distribution 1 23-Sep-2004 US dollar 16.95 16.95 0.00 0.00 16.95 Vision Operations
111 Closed MLC Distribution 1 27-Oct-2004 US dollar 16.95 16.95 16.95 0.00 16.95 Vision Operations
92 Disputed MLC Distribution 1 23-Sep-2004 US dollar 16.95 16.95 0.00 0.00 16.95 Vision Operations
330 Closed MLC Distribution 33 19-Jan-2007 US dollar 0.00 0.00 0.00 0.00 0.00 Vision Operations
331 Closed MLC Distribution 6 13-Feb-2007 US dollar 0.00 0.00 0.00 0.00 0.00 Vision Operations
312 Closed MLC Distribution 46 19-Jan-2007 US dollar 0.00 0.00 0.00 0.00 0.00 Vision Operations
310 Closed MLC Distribution 8 19-Jan-2007 US dollar 0.00 0.00 0.00 0.00 0.00 Vision Operations
367 Closed MLC-1 MLC Distribution 1 05-Sep-2008 US dollar 10.00 10.00 10.00 0.00 10.00 Vision Operations
374 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
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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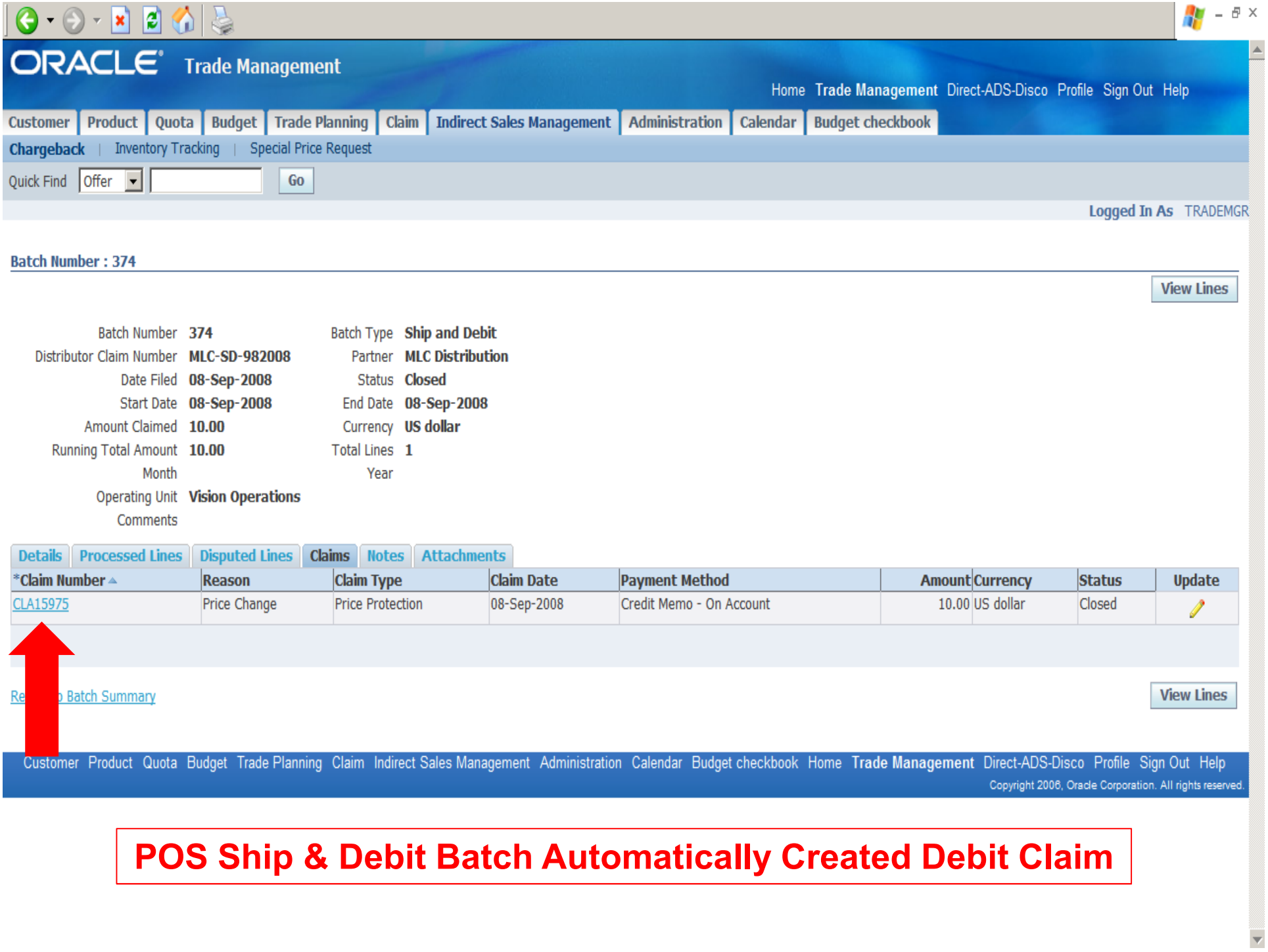


POS Ship & Debit Batch Automatically Created Debit Claim

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
Currency	US dollar	US dollar
Amount	10.00	10.00
Amount Adjusted	0.00	0.00
Amount Settled	10.00	10.00
Remaining Amount	0.00	0.00

Source

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

Settlement

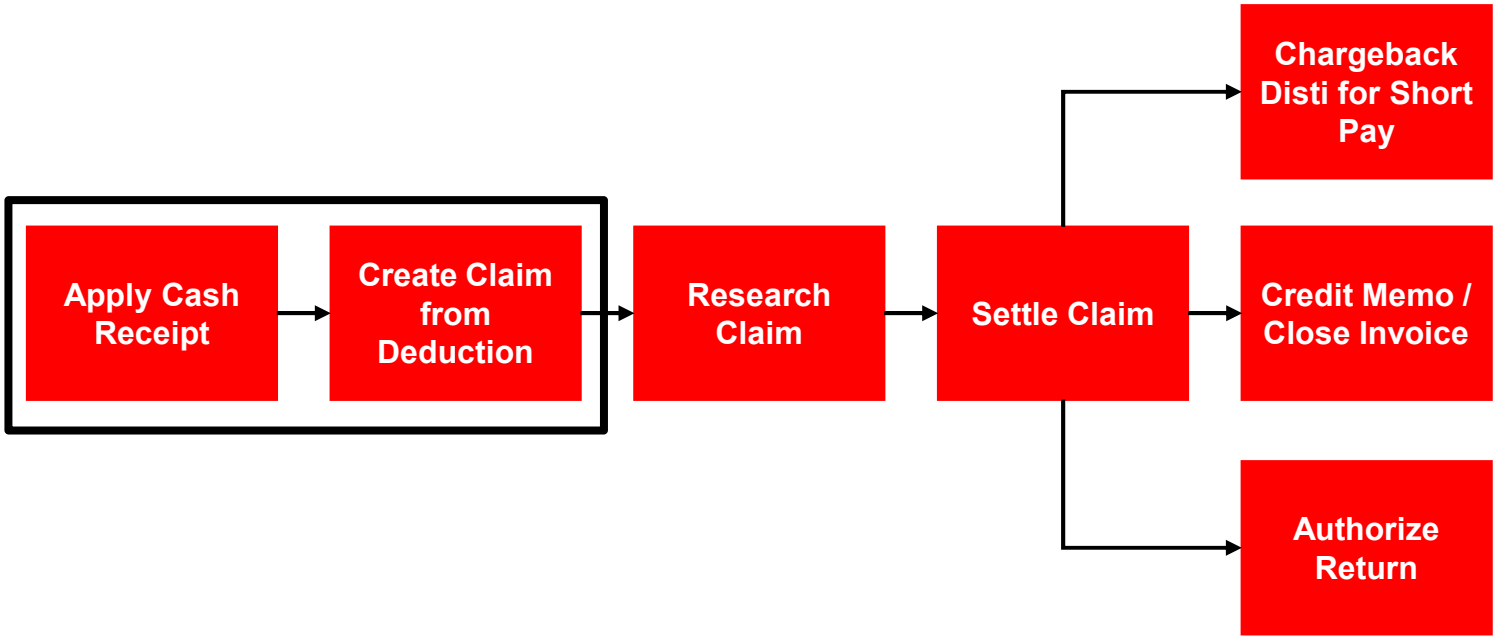
Settlement Method : Credit Memo - On Account **Previous Open Credit Memo :**
Effective Date : **GL Date :** 08-SEP-2008
Settled By : Sonneshein, Mr. Evans **Date :** 08-SEP-2008
Comments :

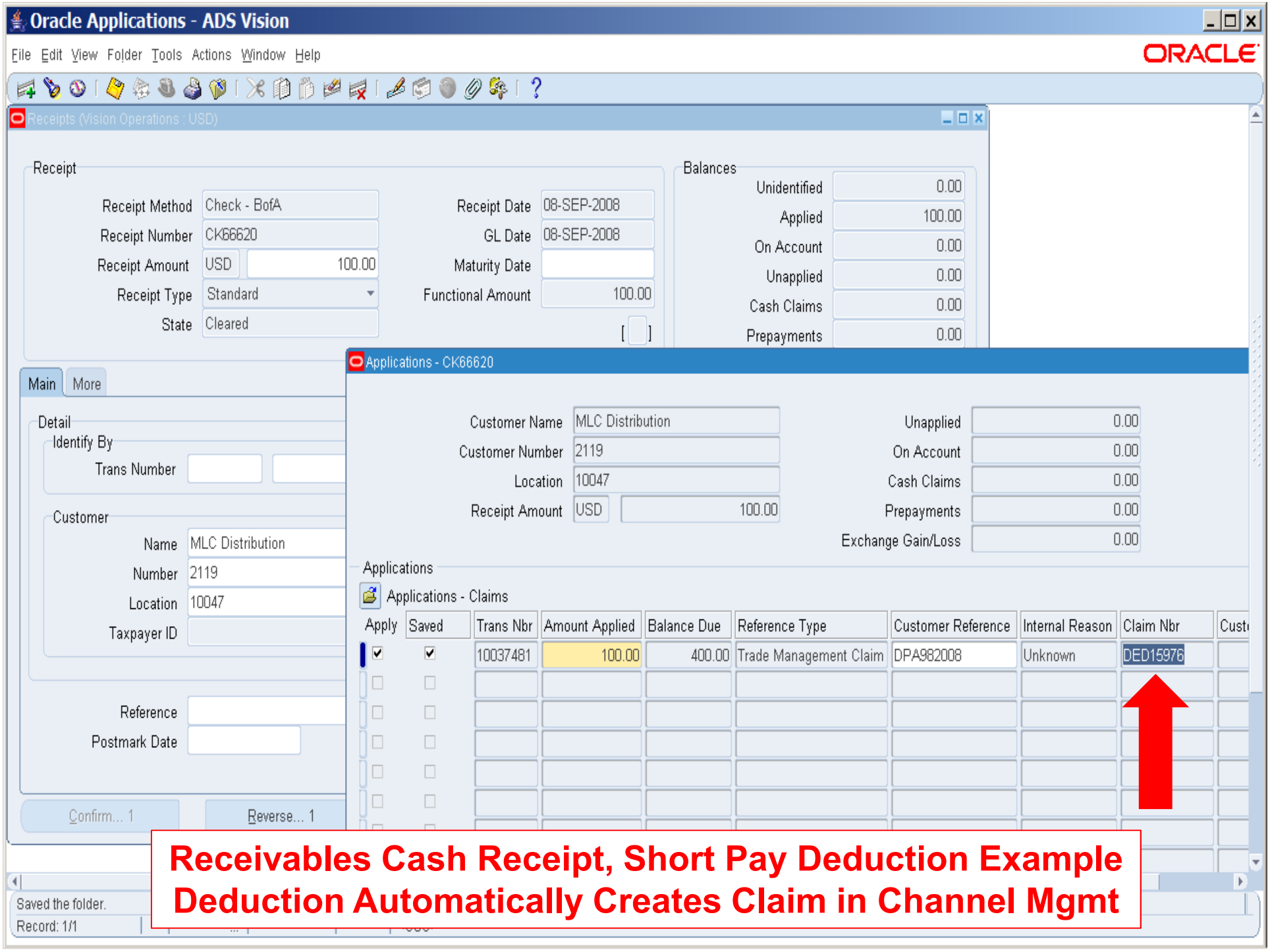
Payment Detail

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

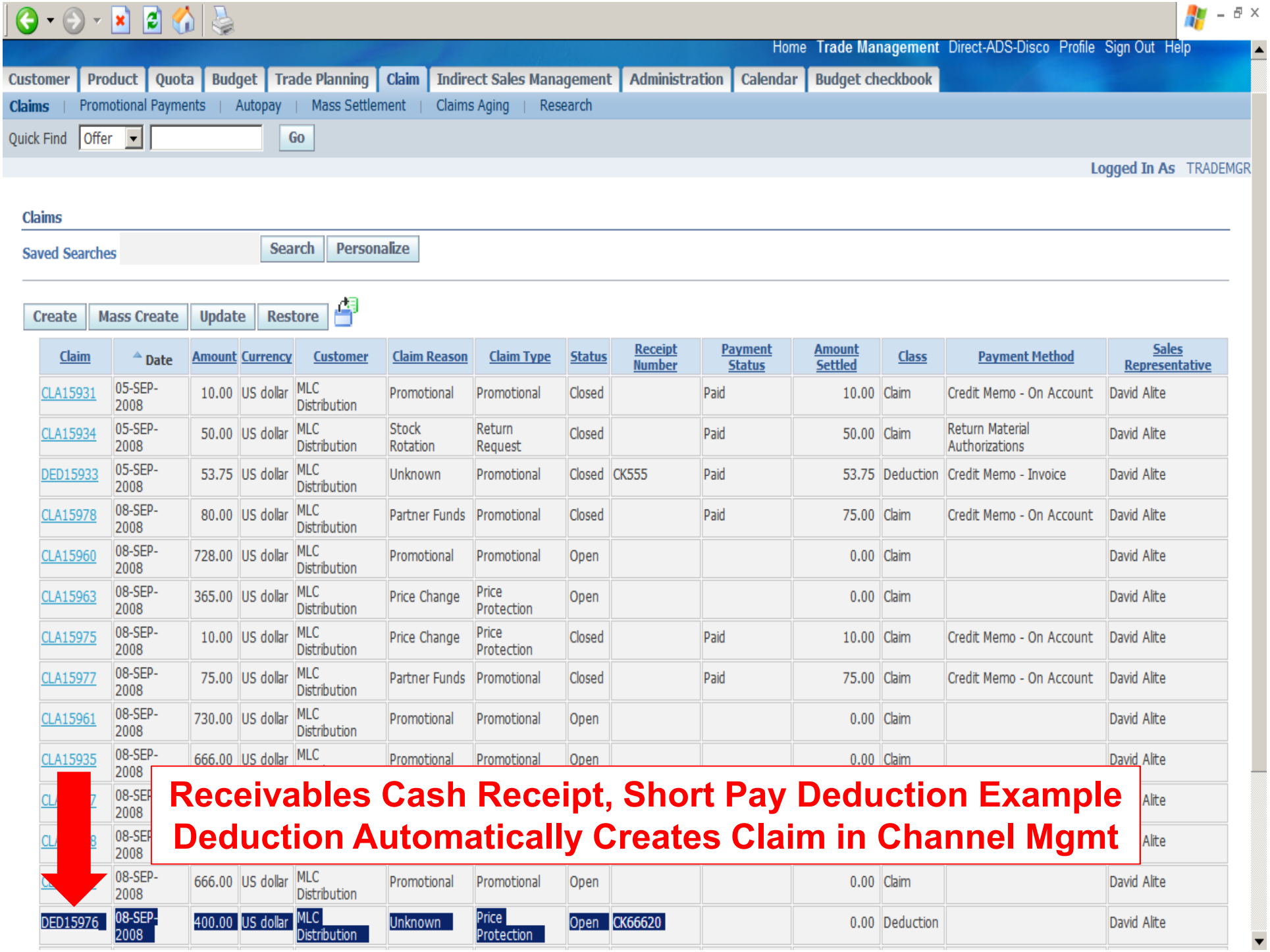
Lines

Oracle Deduction To Settlement Example





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


Home Trade Management Direct-ADS-Disco Profile Sign Out Help
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
Logged In As TRADEMGR
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
CLA15931 | 05-SEP-2008 | 10.00 | US dollar | MLC Distribution | Promotional | Promotional | Closed | | Paid | 10.00 | Claim | Credit Memo - On Account | David Alite
CLA15934 | 05-SEP-2008 | 50.00 | US dollar | MLC Distribution | Stock Rotation | Return Request | Closed | | Paid | 50.00 | Claim | Return Material Authorizations | David Alite
DED15933 | 05-SEP-2008 | 53.75 | US dollar | MLC Distribution | Unknown | Promotional | Closed | CK555 | Paid | 53.75 | Deduction | Credit Memo - Invoice | David Alite
CLA15978 | 08-SEP-2008 | 80.00 | US dollar | MLC Distribution | Partner Funds | Promotional | Closed | | Paid | 75.00 | Claim | Credit Memo - On Account | David Alite
CLA15960 | 08-SEP-2008 | 728.00 | US dollar | MLC Distribution | Promotional | Promotional | Open | | | 0.00 | Claim | | David Alite
CLA15963 | 08-SEP-2008 | 365.00 | US dollar | MLC Distribution | Price Change | Price Protection | Open | | | 0.00 | Claim | | David Alite
CLA15975 | 08-SEP-2008 | 10.00 | US dollar | MLC Distribution | Price Change | Price Protection | Closed | | Paid | 10.00 | Claim | Credit Memo - On Account | David Alite
CLA15977 | 08-SEP-2008 | 75.00 | US dollar | MLC Distribution | Partner Funds | Promotional | Closed | | Paid | 75.00 | Claim | Credit Memo - On Account | David Alite
CLA15961 | 08-SEP-2008 | 730.00 | US dollar | MLC Distribution | Promotional | Promotional | Open | | | 0.00 | Claim | | David Alite
CLA15935 | 08-SEP-2008 | 666.00 | US dollar | MLC | Promotional | Promotional | Open | | | 0.00 | Claim | | David Alite
CLA 7 | 08-SEP 2008 | | | | | | | | | | | | Alite
CLA 8 | 08-SEP 2008 | | | | | | | | | | | | Alite
08-SEP-2008 | 666.00 | US dollar | MLC Distribution | Promotional | Promotional | Open | | | 0.00 | Claim | | David Alite
DED15976 | 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

ORACLE Trade Management

Home | Trade Management | Direct-ADS-Disco | Profile | Sign Out | Help

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

Logged In As TRADEMGR

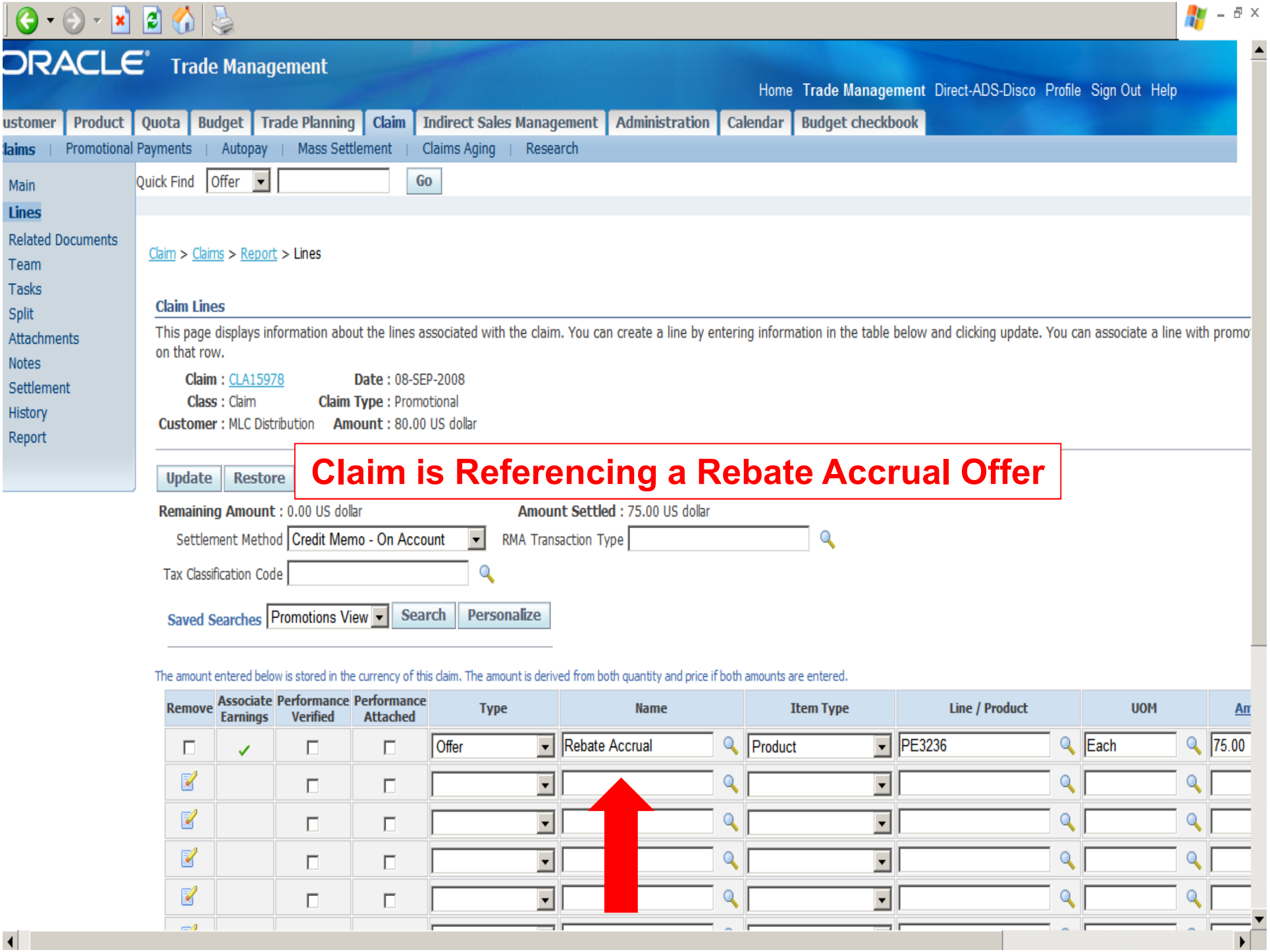
Claims

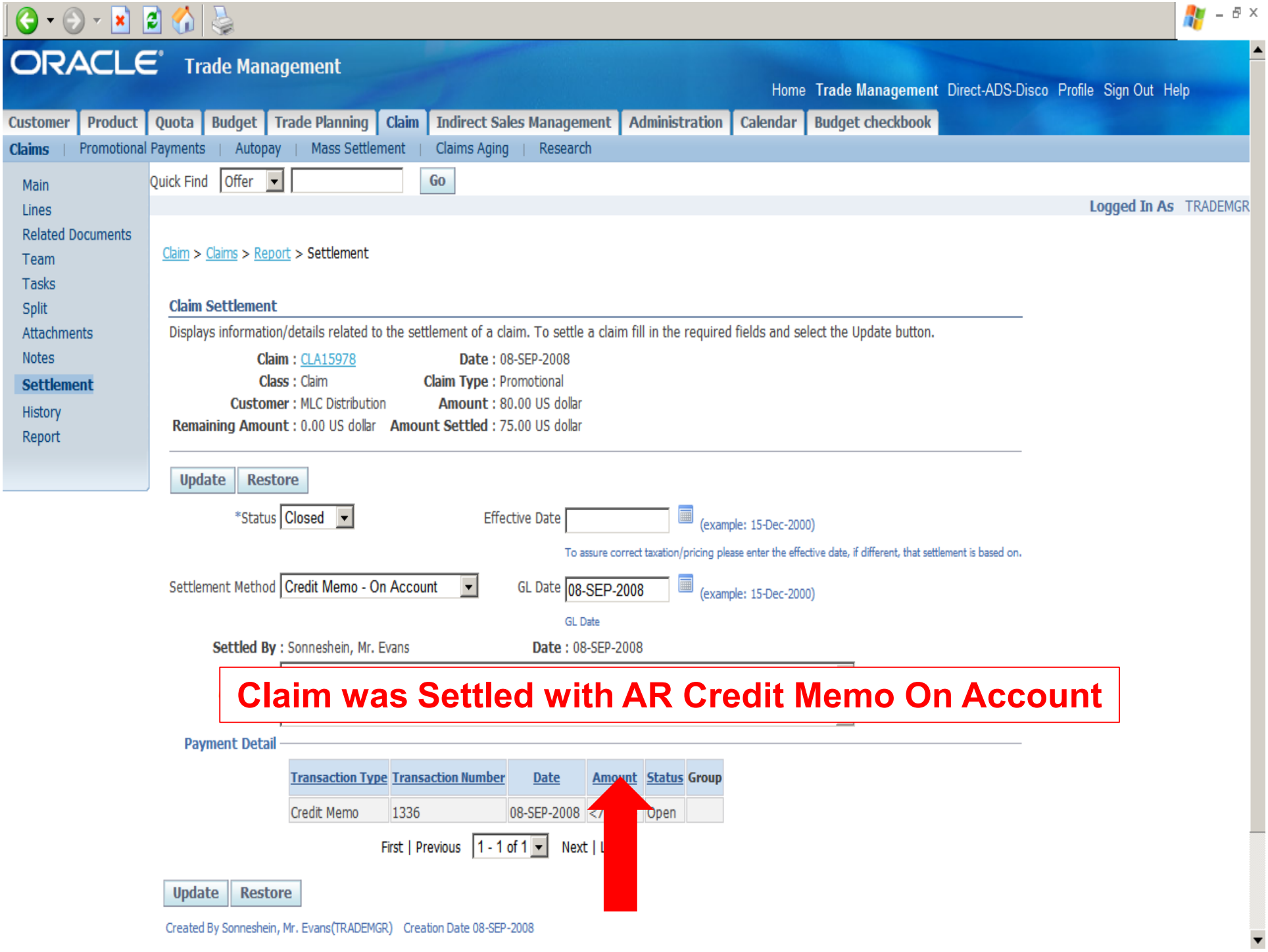
Saved Searches | Search | Personalize

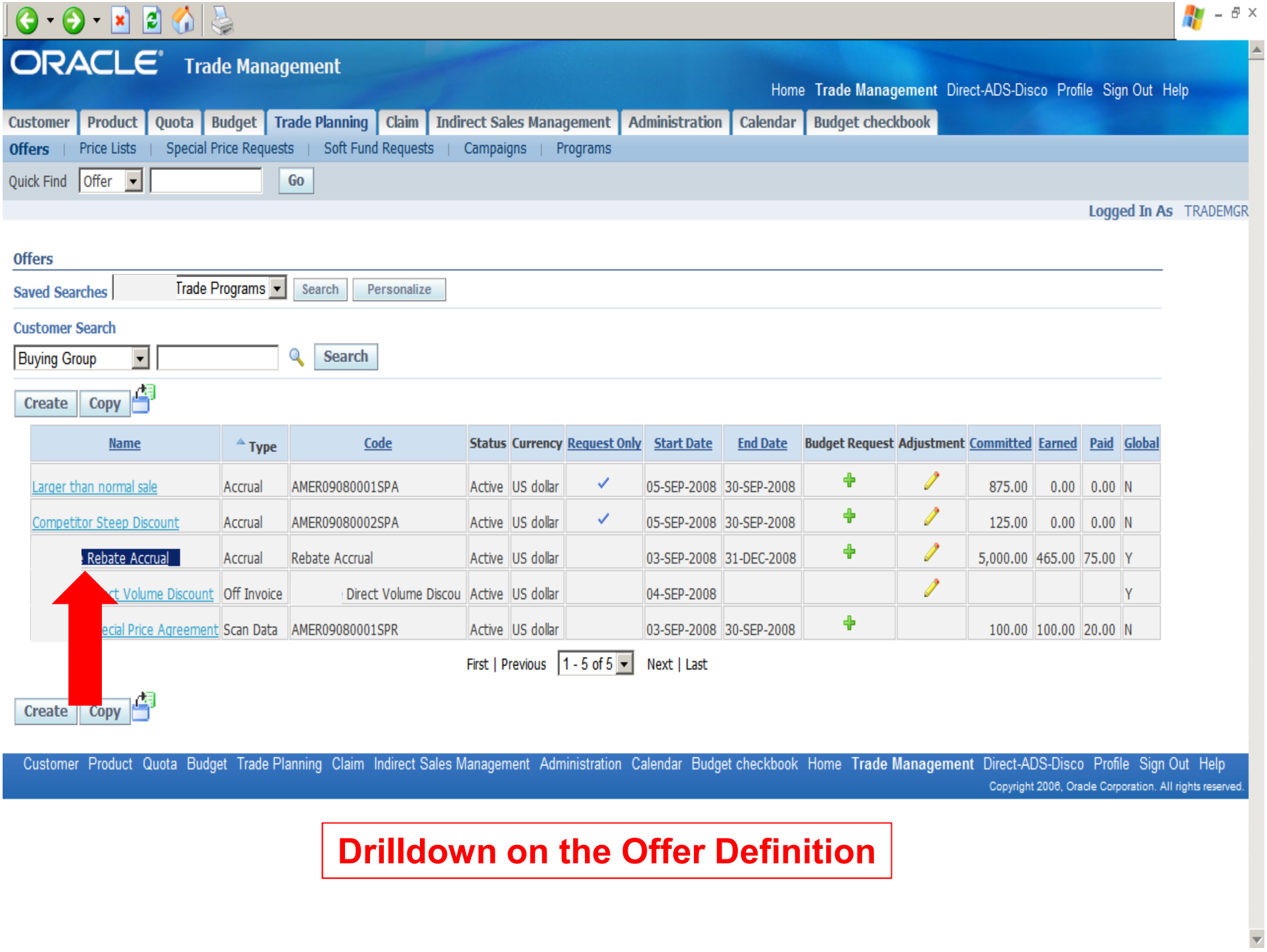
Create | Mass Create | Update | Restore

Claim	Date	Amount	Currency	Customer	Claim Reason	Claim Type	Status	Receipt Number	Payment Status	Amount Settled	Class	Payment Method	Sales Representative
CLA15931	05-SEP-2008	10.00	US dollar	MLC Distribution	Promotional	Promotional	Closed		Paid	10.00	Claim	Credit Memo - On Account	David Alite
CLA15934	05-SEP-2008	50.00	US dollar	MLC Distribution	Stock Rotation	Return Request	Closed		Paid	50.00	Claim	Return Material Authorizations	David Alite
DED15933	05-SEP-2008	53.75	US dollar	MLC Distribution	Unknown	Promotional	Closed	CK555	Paid	53.75	Deduction	Credit Memo - Invoice	David Alite
CLA15978	08-SEP-2008	80.00	US dollar	MLC Distribution	Partner Funds	Promotional	Closed		Paid	75.00	Claim	Credit Memo - On Account	David Alite
[illegible]	08-SEP-2008	728.00	US dollar	MLC Distribution	Promotional	Promotional	Open			0.00	Claim		David Alite
CL[illegible]3	08-SE 2008					Price Protection	Open			0.00	Claim		David Alite
CL[illegible]5	08-SE 2008					Price Protection	Closed		Paid	10.00	Claim	Credit Memo - On Account	David Alite
CLA15977	08-SE 2008	75.00	US dollar	MLC Distribution	Partner Funds	Promotional	Closed		Paid	75.00	Claim	Credit Memo - On Account	David Alite
CLA15961	08-SEP-2008	730.00	US dollar	MLC Distribution	Promotional	Promotional	Open			0.00	Claim		David Alite
CLA15935	08-SEP-2008	666.00	US dollar	MLC Distribution	Promotional	Promotional	Open			0.00	Claim		David Alite
CLA15957	08-SEP-2008	666.00	US dollar	MLC Distribution	Promotional	Promotional	Open			0.00	Claim		David Alite
CLA15958	08-SEP-2008	666.00	US dollar	MLC Distribution	Promotional	Promotional	Open			0.00	Claim		David Alite
CLA15959	08-SEP-2008	666.00	US dollar	MLC Distribution	Promotional	Promotional	Open			0.00	Claim		David Alite

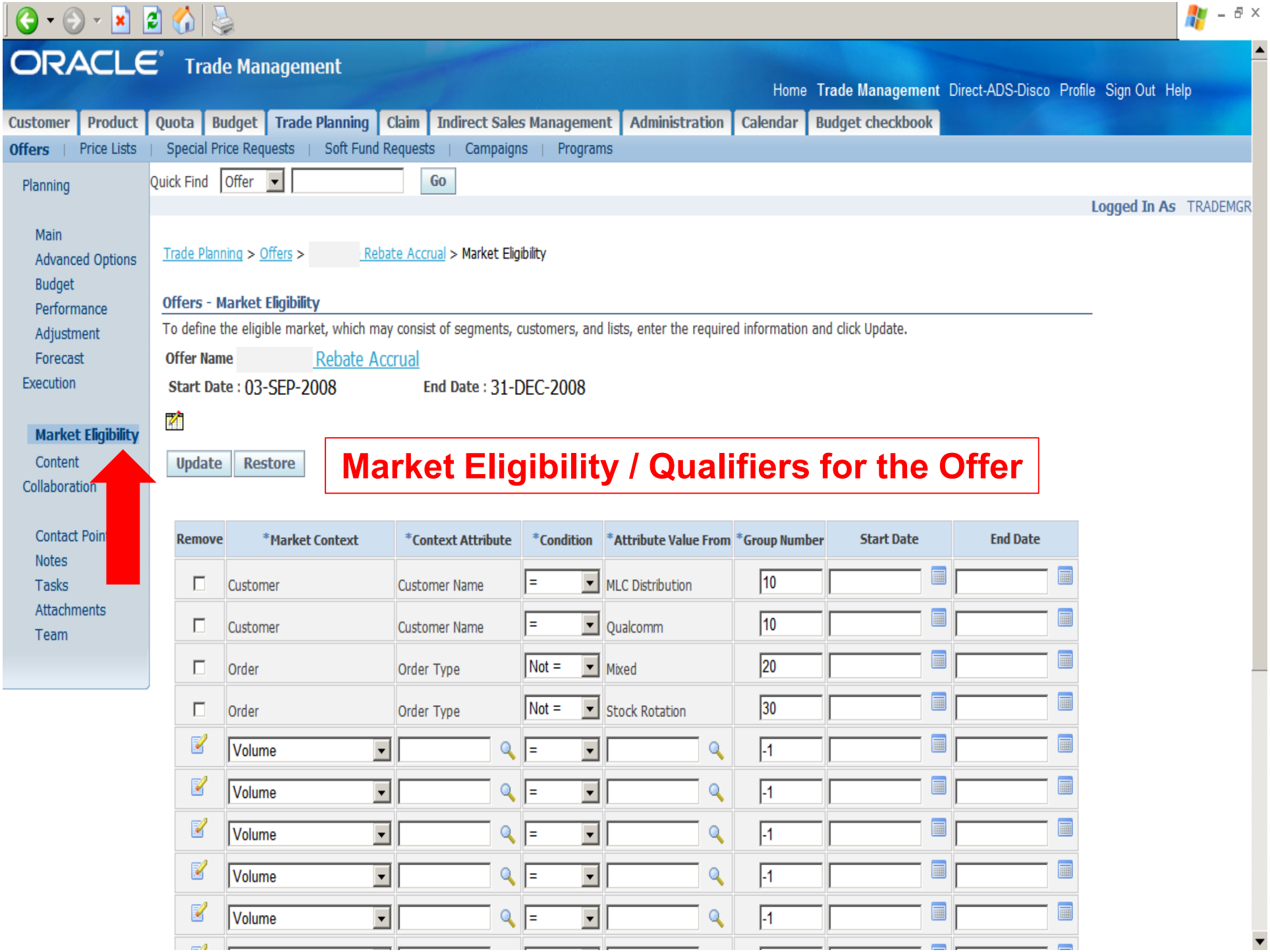
Claim Example Additional Details

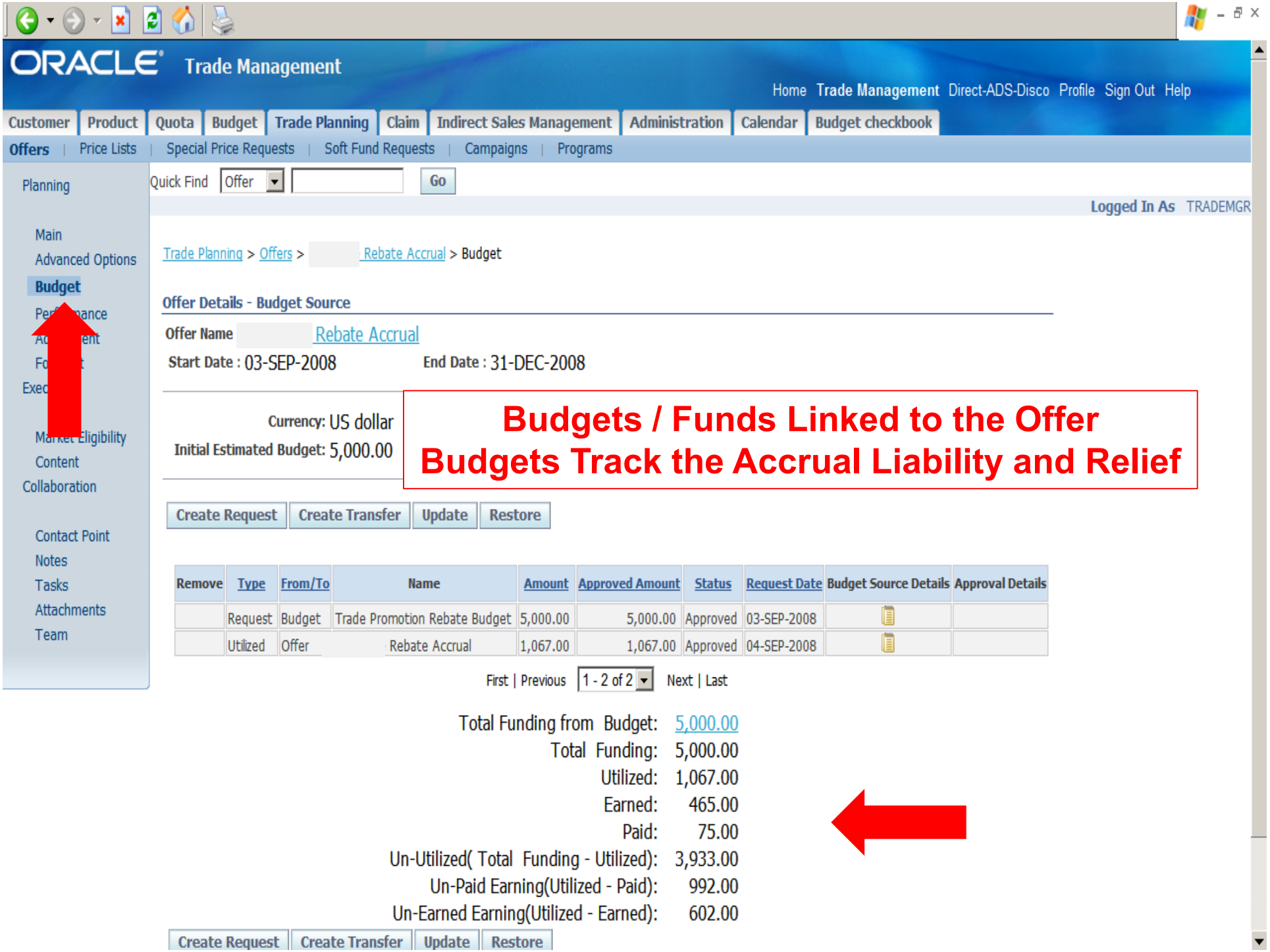

ORACLE Trade Management
Home Trade Management Direct-ADS-Disco Profile Sign Out Help
ustomer Product Quota Budget Trade Planning Claim Indirect Sales Management Administration Calendar Budget checkbook
laims | Promotional Payments | Autopay | Mass Settlement | Claims Aging | Research
Main
Lines
Related Documents
Team
Tasks
Split
Attachments
Notes
Settlement
History
Report
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 promo
on that row.
Claim : CLA15978 Date : 08-SEP-2008
Class : Claim Claim Type : Promotional
Customer : MLC Distribution Amount : 80.00 US dollar
Update Restore
Claim is Referencing a Rebate Accrual Offer
Remaining Amount : 0.00 US dollar Amount Settled : 75.00 US dollar
Settlement Method Credit Memo - On Account RMA Transaction Type
Tax Classification Code
Saved Searches Promotions View 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
Offer
Rebate Accrual
Product
PE3236
Each
75.00

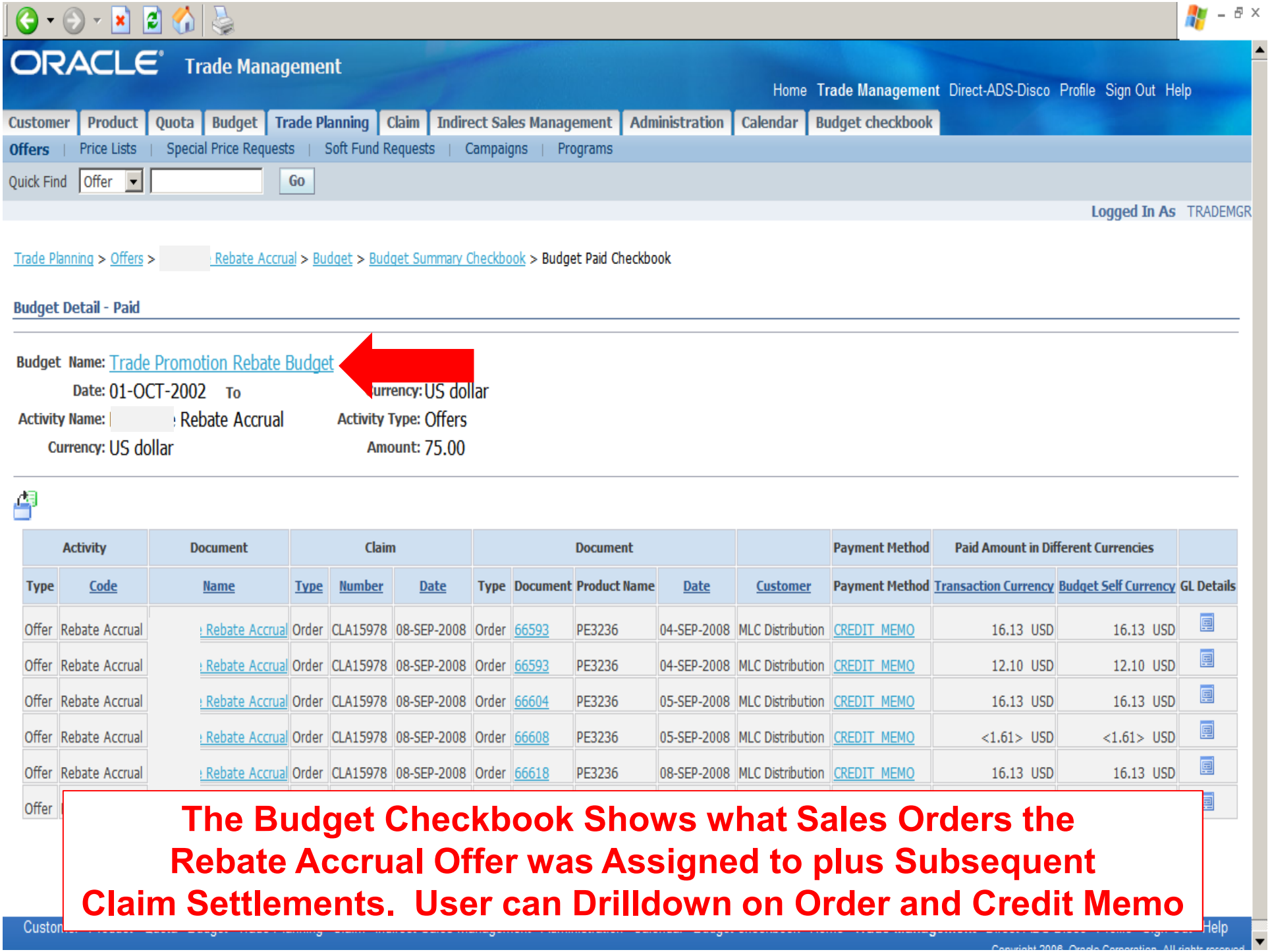

ORACLE Trade Management
Home Trade Management Direct-ADS-Disco Profile Sign Out Help
Customer Product Quota Budget Trade Planning Claim Indirect Sales Management Administration Calendar Budget checkbook
Claims | Promotional Payments | Autopay | Mass Settlement | Claims Aging | Research
Main
Lines
Related 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
Update Restore
*Status Closed
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 Credit Memo - On Account
GL Date 08-SEP-2008 (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
Open
First | Previous 1 - 1 of 1 Next |
Update Restore
Created By Sonneshein, Mr. Evans(TRADEMGR) Creation Date 08-SEP-2008



Drilldown on the Offer Definition


ORACLE Trade Management
Home Trade Management Direct-ADS-Disco Profile Sign Out Help
Customer Product Quota Budget Trade Planning Claim Indirect Sales Management Administration Calendar Budget checkbook
Offers Price Lists Special Price Requests Soft Fund Requests Campaigns Programs
Planning
Main
Advanced Options
Budget
Performance
Adjustment
Forecast
Execution
Market Eligibility
Content
Collaboration
Contact Point
Notes
Tasks
Attachments
Team
Quick Find Offer Go
Logged In As TRADEMGR
Trade Planning > Offers > Rebate Accrual > Market Eligibility
Offers - Market Eligibility
To define the eligible market, which may consist of segments, customers, and lists, enter the required information and click Update.
Offer Name Rebate Accrual
Start Date : 03-SEP-2008 End Date : 31-DEC-2008
Update Restore
Market Eligibility / Qualifiers for the Offer
Remove *Market Context *Context Attribute *Condition *Attribute Value From *Group Number Start Date End Date
Customer Customer Name = MLC Distribution 10
Customer Customer Name = Qualcomm 10
Order Order Type Not = Mixed 20
Order Order Type Not = Stock Rotation 30
Volume = -1
Volume = -1
Volume = -1
Volume = -1
Volume = -1


ORACLE Trade Management
Home Trade Management Direct-ADS-Disco Profile Sign Out Help
Customer Product Quota Budget Trade Planning Claim Indirect Sales Management Administration Calendar Budget checkbook
Offers | Price Lists | Special Price Requests | Soft Fund Requests | Campaigns | Programs
Planning
Main
Advanced Options
Budget
Content
Collaboration
Contact Point
Notes
Tasks
Attachments
Team
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 1 - 2 of 2 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


ORACLE Trade Management
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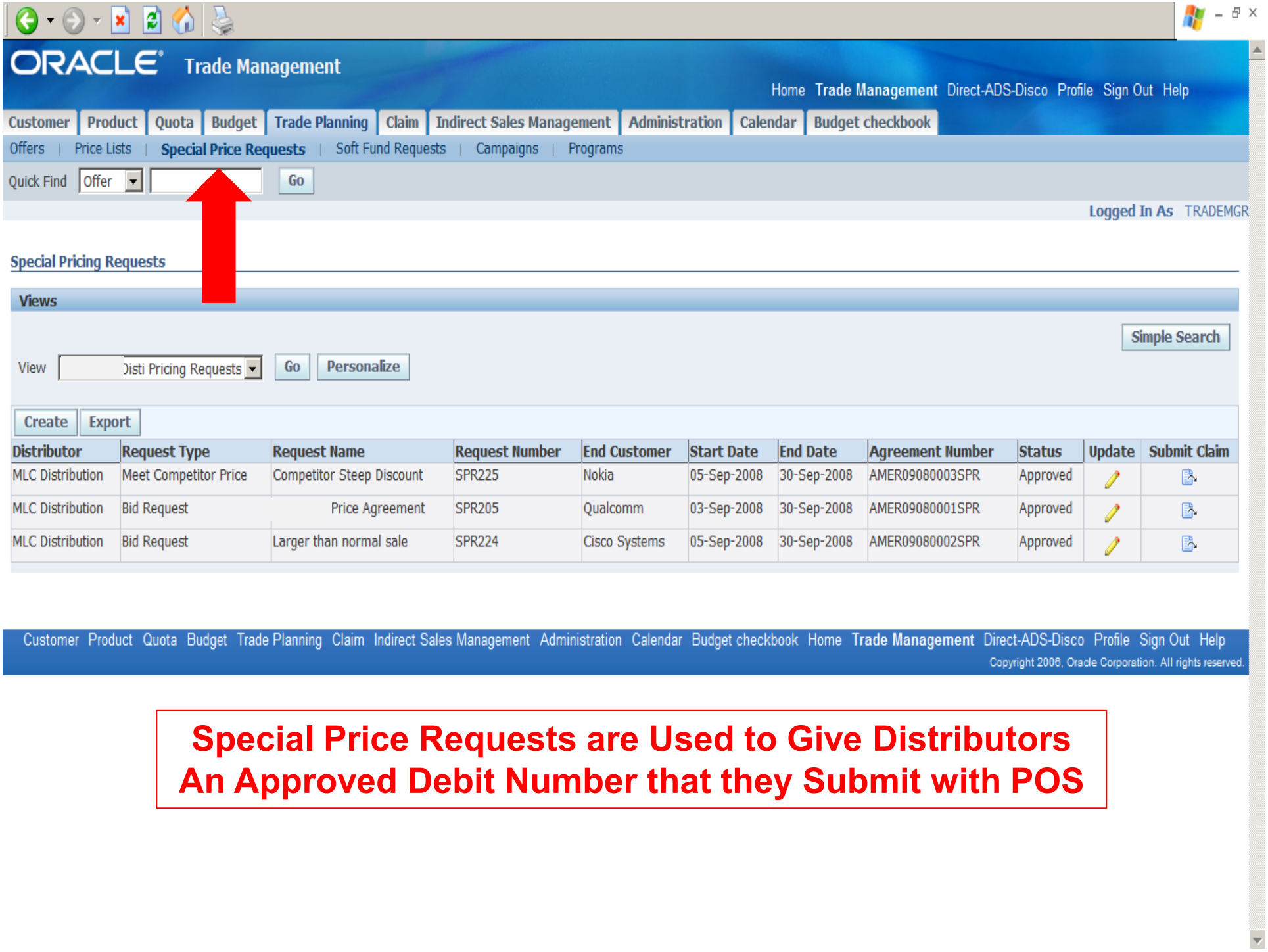
Offers | Price Lists | Special Price Requests | Soft Fund Requests | Campaigns | Programs
Quick Find Offer Go
Logged In As TRADEMGR
Trade Planning > Offers > Rebate Accrual > Budget > Budget Summary Checkbook > Budget Paid Checkbook
Budget Detail - Paid
Budget Name: Trade Promotion Rebate Budget
Date: 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 Rebate Accrual Order CLA15978 08-SEP-2008 Order 66593 PE3236 04-SEP-2008 MLC Distribution CREDIT MEMO 16.13 USD 16.13 USD
Offer Rebate Accrual Rebate Accrual Order CLA15978 08-SEP-2008 Order 66593 PE3236 04-SEP-2008 MLC Distribution CREDIT MEMO 12.10 USD 12.10 USD
Offer Rebate Accrual Rebate Accrual Order CLA15978 08-SEP-2008 Order 66604 PE3236 05-SEP-2008 MLC Distribution CREDIT MEMO 16.13 USD 16.13 USD
Offer Rebate Accrual Rebate Accrual Order CLA15978 08-SEP-2008 Order 66608 PE3236 05-SEP-2008 MLC Distribution CREDIT MEMO <1.61> USD <1.61> USD
Offer Rebate Accrual Rebate Accrual Order CLA15978 08-SEP-2008 Order 66618 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
Help



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

Questions and Answers