

# Oracle Order Management

## Interview Questions

- Processing Constraints
- Defaulting rules, Document sequence
- Item Validation Organization
- Move order types
- Move order vs Sub-inventory transfer vs Inter org transfer.
- Fulfillment set, Ship Set
- Back-to-Back, Drop Ship
- ITS Interface Trip stop
- Reasons of Backordered
- ATP Rule
- ASN
- Sourcing rule,
- ASL
- Receipt Routing
- Replenishment
- Different Planning methods

- Qualifier, Modifier, Discount
- How 2 modifiers can be applied to a sales order (like 2 discounts)
- Pricing strategy concurrent program
- Pricing attributes
- Purchase Requisition RFQ PO and types of PO
- Customer Master Interface and TCA Architecture
- Customer Acceptance functionality.
- Customer sites OU relations
- O2C for ATO and BOM item attributes
- Scenario based O2C flow questions.
- Shipping related questions
- IR-ISO process, setups
- Credit Check
- Om setups and OM profile
- Operating unit parameters
- Scenarios based questions.
- How to setup main Purchasing, OM
- CTO ATO concepts

- How to create Inventory organization in oracle apps R12

## **Processing Constraints**

- Create a processing constraint to control the modifications that you can make on a sales order.
- Processing Constraints enable you to control changes to sales documents.
- A processing constraint is a rule that controls who can change a sales order, what can change in the sales order, and when the change can occur.
- The following operations can be controlled: Create, update, delete, cancel, and split all at the entity level. For example, given a set of conditions you may not want to allow a user to create a new order line. You can also control the update operation down to the attribute level. For example, given a set of conditions, you could choose to allow update to the warehouse field of an order line but not to the price list field.
- It prevents users from validating, updating, deleting, splitting lines, cancelling lines or return info.

[https://docs.oracle.com/cd/E18727\\_01/doc.121/e13406/T373258T377247.htm](https://docs.oracle.com/cd/E18727_01/doc.121/e13406/T373258T377247.htm)

<http://vipulsharmaoracleapps.blogspot.com/2013/11/processing-constraints.html>

## **Defaulting Rules**

- A defaulting rule is a value that OM automatically places in an order field of the sales order window. Defaulting rules reduce the amount of information one must enter.
- You can define the rules and the sequence in which the display of values into fields must take place.  
Defaulting rules reduce the amount of info one must enter.  
It speeds up the data entry process by passing the values on form based on the key values that we have entered.
- Order Header: Ship to/ Bill to address/ Customer number:

- Default the Price List attribute at the header level based on the value of Bill To Customer.
- Default the Primary Salesperson based on the Quote To Customer.

## Attributes

- Attributes are individual fields in the quote. Default rules are created for some of the quote attributes. The default rule indicates what the default value for the attribute should be and the source from where it should be derived. Based on the default condition, the corresponding default rule is chosen for the attribute.
- Using 'Same Record' as a source type, you can provide a default value of an attribute from another attribute on the same entity record. For example-
- **The Customer Name and Account Number** of the quote can be used as a source for providing the default values for billing Customer Name and Account Number.
- The Expiration Date can be used as a source for providing the default value for the Pricing Date.

[https://docs.oracle.com/cd/E26401\\_01/doc.122/e49070/T365630T430519.htm](https://docs.oracle.com/cd/E26401_01/doc.122/e49070/T365630T430519.htm)

## Validation Template

- Order Management provides you the ability to define your own validation conditions using validation templates.
- A validation template names a condition and defines the semantics of how to validate that condition.
- Validation templates can be used in the processing constraints framework to specify the constraining conditions for a given constraint.

<https://kishorecboracleapps.blogspot.com/2013/01/validation-template-for-processing.html>

## What is Document Sequence?

- Document sequence is defined to automatically generate numbers for your orders or returns as you enter them. Single / multiple document sequences can be defined for different order types.

- Document sequences can be defined as three types **Automatic** (Does not ensure that the numbers are contiguous), **Gapless** (Ensures that the numbering is contiguous), **Manual** Numbering.
- Order Management validates that the number specified is **unique** for order type. Table in Oracle Apps stores the unique transaction based on the category.
- A document sequence uniquely numbers documents generated by an Oracle Applications/E-Business suite product.
- Using Oracle Applications, you initiate a transaction by entering data through a form and generating a document, for example, an invoice. A document sequence generates an audit trail that identifies the application that created the transaction, for example, Oracle Receivables, and the original document that was generated, for example, invoice number 1234.
- Document sequences can provide **proof of completeness**. For example, document sequences can be used to **account for every transaction**, even transactions that fail.
- Document sequences can also provide an audit trail. For example, a document sequence can provide an audit trail from the general ledger into the subsidiary ledger, and to the document that originally affected the account balance.
- Document sequence numbers are unique numbers that can be assigned to transactions you create in Receivables. Assigning unique numbers to transactions lets you account for every transaction you enter.
- Receivables gives you the ability to track any transaction from creation to when it is posted. In addition:
  - By assigning unique numbers to each transaction, you can ensure that no transactions have been lost or not posted.
  - Document sequences generate audit data so even if documents are deleted, their audit record remains.

### **Item validation organization setup?**

- In OM module Items are validated against Inventory organization therefore in **manage order parameter** set up we define item validation organization.

- Control which operating units can use pricing entities when pricing transactions.
- If Multi-Org Access Control (MOAC) is enabled, the operating unit that can be assigned to a price list or modifier is based on the MO: Security Profile option. The operating unit value, which is set in the MO: Default Operating Unit profile option, appears if you clear the Global check box.

## **Item Validation Organizations**

### **QP: Item Validation Organization**

- You must set the profile option QP: Item Validation Organization to the level in your organization hierarchy at which you set prices when using Oracle Inventory.
- This profile value indicates the Oracle Manufacturing organizations that items are validated and viewed against when entering price lists or modifiers.
- You should set this profile value should be set to the master organization.
- Note: If MOAC is enabled, each responsibility can have access to multiple operating units, and each operating unit can have its own item validation organization.
- However, profile QP: Item Validation Org can be set only at the responsibility or site level. Therefore, you should assign only operating units that share a common pricing item validation organization should be assigned to one pricing responsibility.

### **Item validation organization**

- Item validation organization is a logical entity listing all the items that an enterprise sells to customers. Multiple item validation organizations can be listed that share the same item master organization.
- A minimum of one item validation organizations is required per set of books.
- A maximum of one item validation organization per operating unit is allowed to determine the items that may be sold in each operating unit.

### **Item Master Organization**

- Item Master Organization is usually the first Inventory organization that is set up. Its single purpose is for entering items. It has no sub inventories and is not used for

inventory transactions. Items are entered in an item master organization and then assigned to be used in child organizations.

### **Child Organization**

- Child Organization is an inventory organization with at least one sub-inventory that is set up for processing inventory transactions. It is not used to enter items. It gets a list of items from the master.

### **What is the move order in OM**

- Move orders generated as part of Pick Wave are the ones from the Sales order.
- Move orders are requests for the movement of material within a single organization. They allow planners and facility managers to request the movement of material within a warehouse or facility for purposes like replenishment, material storage relocations, and quality handling.

### **It may be of from 3 sources,**

- MO requisition,
  - Replenish MO,
  - Pick Wave MO.
- Move order can be MO Issue that will issue the item from the location and MO transfer which will transfer the item to another location.

### **Move Order Requisitions**

- A move order requisition is a manually generated request for a move order.
- It is available for sub inventory transfers and account transfers. Once a requisition has been approved, it becomes a move order.
- These requests can optionally go through a workflow-based approval process before they become move orders ready to be sourced and transacted.

### **Pick Wave Move Orders**

- Pick wave move orders are pre-approved requests for subinventory transfers to bring material from a source location in the warehouse to a staging subinventory. These move orders are generated automatically by the Oracle Shipping Execution pick release process.

### **Replenishment Move Orders**

You can automatically create pre-approved move orders using the following planning and replenishment functions. These processes generate move orders if the material is sourced from another inventory location within the organization.

- i. **Min-Max Planning:** When a minimum quantity for a specific item is reached in inventory, you can use a move order to replenish the supply.
- ii. **Replenishment Counting:** If a system that uses replenishment counting triggers an item for replenishment, you can use move orders to replenish the supply.
- iii. **Kanban Replenishment:** When a kanban card signals the need to release an item into a subinventory, you can generate a move order to handle the release.

<https://oracleapps88.blogspot.com/2012/07/oracle-move-order-transactions.html>

\* Create the Move Order for required material. You can manually create the requisition or it may be automatically generated at Pick Release,

Kanban Replenishment, Min-Max or Replenishment Count reports.

\* **Approve the Move Order if required.** There is a seeded Oracle Workflow for Move Order Approvals. If approval is required then the Item Planner must approve the Move Order Lines.

- All automatically generated Move Orders are created with an automatic approval.
- If you do not desire to require approvals in your Inventory Organization for manual Move Order Requisitions, then you must set your Time Out period parameter to '0' and the Time-Out Action parameter to 'Approve'.

Navigation: Inventory->Setup->Organizations->Parameters

Choose the Inventory Parameters Tab.

### **How a MO is diff from sub inventory transfer**

- Move order is used for transferring goods to one department to another department in same organization.
- Internal Sales order is an order booked for our internal organization requirement and shipped to the location which belongs to our inventory organization.
- Sub inventory transfer is material transfer from one sub inventory to same organization's different sub inventory.

### **Storage Subinventories**

- A storage subinventory is used to store material in the warehouse. Material in a storage subinventory is reflected in on-hand quantity.

### **Receiving Subinventories**

- A receiving subinventory is used to temporarily store material before placing in a storage subinventory. Material in a receiving subinventory isn't reflected in on-hand quantity. An inventory organization need not contain a receiving subinventory.

### **Fulfillment Sets:**

#### **Fulfillment in Oracle Order Management**

##### **Overview**

- To fulfill an order line in Oracle Order Management means to satisfy the requirements for completion.
- Order Management provides the functionality required to recognize fulfillment of an order line, and to cause some order lines to wait until other related order lines have been fulfilled before processing can continue.
- To ensure order lines are invoiced together, and not separately.
- Order Management's fulfillment functionality provides a simple way to synchronize line workflows for multiple order lines.
- It allows you to prevent invoicing of lines within a fulfillment set until all lines are ready for invoicing. Seeded workflow processes and activities can be used to provide baseline functionality for sales order, drop ship and return lines.
- The functionality is also designed to allow you the flexibility to define other activities as fulfillment methods so that you can model your unique business processes.
- Order Management allows you to group lines into a fulfillment set and to establish a gate activity in your workflow process. Lines in a fulfillment set will wait until all lines in the set have been fulfilled to proceed through the gate.
- This gate is known as the fulfillment activity. The fulfillment feature is primarily designed to allow the grouping of related lines and to keep any lines in the group from being invoiced until all lines have been fulfilled. You may find additional uses for the fulfillment functionality in your business.

##### **How It Works**

- The fulfillment activity is a seeded workflow activity named **FULFILL**. This activity is the synchronization point between the lines of a fulfillment set.
- There are two activities which are considered fulfillment method activities (workflow attribute) in seeded Order Management workflows.
- For a standard shippable line the fulfillment method activity is the **shipping activity**.
- For a return line the fulfillment method activity is the **receiving activity**. You may define any activity as the fulfillment method activity in a workflow process.
- The fulfillment activity must be between the fulfillment method activity and the invoice interface activity in the respective workflows.
- When a line workflow reaches the fulfillment activity, the activity checks to see if the fulfillment method activity (for example, shipping or receiving) completed successfully. If the line completed successfully, the fulfilled quantity for the order line will be updated with the shipped or received quantity, and the order line fulfilled Order Management Processes 5-5 flag is set to Yes. The fulfillment process then performs a check to verify if the line is part of a fulfillment set:
  - **If the line is not part of a fulfillment set, then the order line completes the Fulfillment activity and continues with the next activity within its order line workflow process.**
  - **If the line is part of a fulfillment set, the fulfillment process performs an additional check to verify if remaining lines within the set have been fulfilled:**
    - If any lines within the set are not fulfilled, the order line will wait at the fulfillment activity.
    - If all lines within the set are fulfilled, the order line completes the fulfillment activity for all the lines within the fulfillment set.

## Setup

- No setup is required to use the fulfillment functionality with the seeded workflows. If you create your own workflows, include the fulfillment activity before invoicing in each process. This will provide two benefits: Update the fulfilled quantity for the lines and enable you to use fulfillment sets.
- For each workflow process that you define, you will need to check the attributes of the FULFILL activity. The FULFILLMENT\_ACTIVITY attribute must be your fulfillment method activity, which in the seeded flows is either the shipping activity or the receiving activity. The COMPLETION\_RESULT should be the result with which the fulfillment method activity completes if it is successful. This allows you to designate any activity as a fulfillment method activity.

- If you have a workflow process with two separate branches, such as a single workflow process with separate branches for ordered items and returned items, then you should have one fulfillment activity for each branch which relates to the fulfillment method activity for that branch.

### **Limitations**

- You can have multiple fulfillment sets in a single order. If a line is a member of two fulfillment sets then all lines from both fulfillment sets must be fulfilled for any of the lines to complete the fulfillment activity.
- If a line workflow process with a notification is in a fulfillment set, and the notification is rejected, then the other lines will not progress in their flows. You will have to delete or cancel the rejected line.

[https://www.isupplier.etisalat.ae/OA\\_HTML/help?navId=2&navSetId=iHelp&locale=en&vtTopicFile=iHelp/HelpServlet/US/ONT/%40t\\_fulfillment](https://www.isupplier.etisalat.ae/OA_HTML/help?navId=2&navSetId=iHelp&locale=en&vtTopicFile=iHelp/HelpServlet/US/ONT/%40t_fulfillment)

### **Ship Sets:**

- To ensure order lines are shipped together, and not separately.

### **Defining Ship Sets**

- You can group order lines to ship together in ship sets. Ship sets can be assigned on an individual order line or group of lines on an order.
- All order lines in the same ship set must be available to release before all the lines in the ship set can be released.
- You can assign a single ship set to all the lines in an order to support customers that do not allow partial shipments. Or you can assign a ship set to only one line in an order with multiple quantities to ensure that the order line is not released until the full quantity is available.
- If you define a single order line as a ship set, Oracle Order Entry/Shipping waits until the entire order quantity is available to ship before releasing that line for picking. If you define an order line for a configured product as a ship set, Oracle Order Entry/Shipping waits until all items you ordered in each configuration are available before releasing the line for picking.
- Because the lines in a ship set must ship together, they must share the same schedule group attributes: schedule date, warehouse, ship-to location, shipment priority, freight carrier, and demand class.

- If you confirm partial shipment of a ship set, Oracle Order Entry/Shipping treats the remaining quantity as a ship set until it is backordered.

- Attention: If the profile option OE: Reservations is set to No, Pick Release only verifies that all lines in a ship set are eligible for Pick Release and are not on hold. Available inventory is not verified. Manually backordered ship set lines are released as they meet the appropriate Pick Release criteria.

**To define a ship set:**

1. Navigate to the Sales Orders or Lines to Schedule window.
2. Enter the same number in the Ship Set field for the lines that you want to group in the ship set.

Note: If you do not check Allow Partial in the Sales Orders header block, Oracle Order Entry/Shipping automatically defaults the same ship set number to each order line as you enter them, resulting in one ship set for the entire order. Oracle Order Entry/Shipping waits until all lines in a ship set are available for picking before releasing any line.

[https://docs.oracle.com/cd/A60725\\_05/html/comnls/us/oe/dfshpset.htm](https://docs.oracle.com/cd/A60725_05/html/comnls/us/oe/dfshpset.htm)

**Interface Trip Stop Functionality**

- In the processing of the sales order after Shipping Execution ships the delivery, Shipping module needs to interface the information back to Oracle Order Management and Oracle Inventory Management Modules also.
- This is done via the Interface Trips Stop Concurrent Program. OM Interface occurs first, then Inventory Interface

There are typically four interface programs get triggered at the time of ship confirm. They are

- Interface Trip stop
- Packing Slip Report
- Bill of Lading
- Invoice

Interface Trip Stop is one of the main interface programs which can be triggered at the time of ship confirm or later as Interface Trip stop - SRS concurrent request.

**Interface trip stop has two parts:**

1. Order Management Interface (First part)
2. Inventory Interface (Second part)

I. Order Management Interface part update the order management tables like OE\_ORDER\_LINES\_All (Update Shipped\_Quantity, Shipping\_Quantity, Actual\_Shipment\_Date) and also WSH\_DELIVERY\_DETAILS (make Released\_status, OE\_INTERFACED\_FLAG = 'Y') table.

II. The second part i.e. Inventory Interface will be triggered only if the value of OE\_INTERFACED\_FLAG = 'Y' otherwise second part will not be triggered. Even if you try to run this from SRS, these lines will not be picked for processing.

Inventory Interface part move data from MTL\_TRANSACTIONS\_INTERFACE to MTL\_MATERIAL\_TRANSACTIONS and MTL\_MATERIAL\_TRANSACTIONS is updated with Sales Order Issue transaction. Also data is deleted from MTL\_DEMAND, MTL\_RESERVATIONS and WSH\_NEW\_DELIVERIES. Item quantity reduced from MTL\_ONHAND\_QUANTITIES and MTL\_TRANSACTION\_ACCOUNTS is updated with accounting information.

### **11 Reasons for a Sales Order to get Backordered.**

A Sales Order can get into backorder state after performing Pick Release on a Sales Order but there are many reasons for a Sales Order to get backorder.

1. Order on Hold
2. Inventory Period NOT open.
3. No enough on-hand quantity
4. No enough quantity to reserve/transact
5. No on-hand quantity in required sub-inventory.
6. The Lot from which items are selected is inactive/expired.
7. Wrong Item reservation (even inventory have enough quantity)
8. Inventory reserved for other sales orders.
9. Inventory picked-up by other sales orders.
10. Previously done return to stock not properly performed.
11. Move order is in pending state.

### **Back to back and Drop ship order in oracle apps**

□ <https://ajayatre.blogspot.com/2012/>

□ <https://ajayatre.blogspot.com/2012/12/back-to-back-orders-in-om.html>

□ <https://doyensys.com/blogs/18849-2/>

□ [https://docs.oracle.com/cd/A60725\\_05/html/comnls/us/oe/drshoex.htm](https://docs.oracle.com/cd/A60725_05/html/comnls/us/oe/drshoex.htm)

□

<https://oraclemasterminds.blogspot.com/2014/12/back-2-back-and-dropship-order-process.html>

□ <https://erpschools.com/erps/articles/drop-ship-cycle>

### **Back-to-back order**

Customer places order to company, company place the order to their supplier. Supplier ships the goods to company and in turn company ship the goods to customer.

You can use the scenario when

- company do not have stock or inventory.
- company do not manufacture.

### **Cycle:**

- Create a Sales Order with line where the line source is Internal
- Book the order status will be supply eligible, progress the order status will be external req requested
- In purchasing run the requisition import with import source as CTO
- Auto create PO, approve PO. Order line status will be PO open
- Receive against the PO order status will be awaiting shipping.
- Then pick release and ship the sales order

### **Drop Ship:**

Drop Shipment is a process where the customer places a purchase order on a company and the company instructs its supplier to directly ship the items to the customer.

### **Drop Shipment Process Steps:**

- Create a Sales Order with line where the line source is External
- Book and Schedule the Sales Order
- Run workflow background Process
- Now the line status will be in Awaiting Receipt
- Login to the Receiving Organization (Purchasing) who has been setup as an Approver
- Run Requisition Import Process
- Auto create to Create Purchase Order

- Approve the PO
- Receive against the purchase Order
- Run Auto Invoice
- Verify Invoice in Sales Order

Oracle Order Management uses purchase orders to outside suppliers that are automatically generated from sales orders for goods supplied directly from the supplier. The external supplier ships the goods directly to the 3rd Party customer and confirms the shipment through the use of an Advanced Shipment Notice (ASN).

### What are the different statuses for a drop ship order?

Entered à Booked à Awaiting Receipt à Closed

### Back to back order Vs Drop Ship in OM

- Difference between drop shipment and back-to-back order.
- In **B2B** the source will be **internal**, but the item would be procured after the order is created.
- In **Drop Ship** the source will be **external**.
- In Drop Ship orders, material is directly shipped to the customer from the supplier. Thus, inventory is not affected. In this case, only **logical receiving** is done.
- But in the case of Back-to-Back orders, material is taken from inventory.

### Different line Status of the Sales Order:

SL NO	PROCESS	BACK 2 BACK METHOD	DROP SHIP METHOD
1	SALES ORDER BOOKING	SUPPLY ELIGIBLE	SUPPLY ELIGIBLE
2	PROGRESSING SUPPLY ELIGIBLE	External Req Requested	Awaiting Receipt
3	CREATING REQUISITION	External Req Open	Awaiting Receipt
4	CREATING PURCHASE ORDER	PO Open	Awaiting Receipt
5	TAKING RECEIPT	Awaiting Shipment	SHIPPED
6	After Performing O2C CYCLE	CLOSED	Not Applicable directly send to the Customer CLOSED

## ATP Within Order Management

- ATP is the acronym for Available To Promise. It is used for determining demand/supply patterns. It considers Demand sources & supply sources.
- Whenever a Sales order is booked, ATP comes into picture. It decides as when items can be shipped (or scheduled shipped date)
- An order line must have an item, order quantity, ordered quantity unit of measure, and a request date for the system to perform an availability check. T
- ATP Check will be done for the order lines with **source type Internal** only.
- ATP results displayed within Order Management are either based on collected data or planning data. The value of the profile option INV: Capable to Promise determines if ATP results are based upon collected data or planned data.
- Additionally, you can choose to improve ATP performance utilizing summarized supply and demand details stored in a summary table - Summarizing supply and demand for ATP.

### Following steps are involved for ATP setups

- Define ATP rule : Navigate to Inventory Responsibility > Setup > Rules > Available to Promise

[https://docs.oracle.com/cd/E18727\\_01/doc.121/e13408/T335476T429680.htm](https://docs.oracle.com/cd/E18727_01/doc.121/e13408/T335476T429680.htm)

<http://vipulsharmaoracleapps.blogspot.com/2016/08/available-to-promise.html>

### Advance Shipment Notices (ASNs)

[https://docs.oracle.com/cd/A60725\\_05/html/comnls/us/po/cpoasn.htm](https://docs.oracle.com/cd/A60725_05/html/comnls/us/po/cpoasn.htm)

- An Advance Shipment Notice (ASN) is transmitted via Electronic Data Interchange (EDI) from a supplier to let the receiving organization know that a shipment is coming.
- The ASN contains details including shipment date, time, and identification number; packing slip data; freight information; item detail including cumulative received quantities; purchase order number; and returnable container information.
- Once an ASN is successfully validated, you can use it in the Receipts window to create receipts, reducing data entry time. (A validated ASN is one that contains no errors during data validation in the Receiving Open Interface.)

- When the quantity received does not match the quantity shipped indicated by the ASN.

### **ASN Process**

- A shipment authorization is made to the supplier in the form of a Purchase Order, Planning Schedule, or Shipping Schedule.
- The supplier sends the ASN to the receiving organization at the time of shipment.
- The ASN is verified in the Receiving Open Interface. Intransit and purchasing supplies are updated for ASN lines that are successfully validated. For each accepted line on the ASN, intransit supply is increased and purchasing supply is reduced.
- The goods arrive. You can use the ASN in the Receipts window to create receipts.
- Shipment-vs.-receipt quantities are compared during the receipt transaction process. (As an optional step, CUM quantities can be compared if Oracle Supplier Scheduling is installed.) If discrepancies are detected in shipment-vs.-receipt or CUM quantity comparisons, an Application Advice is sent to the supplier.
- When the quantity received does not match the quantity shipped indicated by the ASN.

### **Defining Sourcing Rules**

<https://vipulsharmaoracleapps.blogspot.com/2013/10/sourcing-rules.html>

- You can define sourcing rules that specify how to replenish items in an organization, such as purchased items in plants. Sourcing rule is used to automatically replenish materials in an organization or business.
- Sourcing rule is used to determine as how much percentage of the order can be shared among the suppliers or we can also specify the rank among the list of approved suppliers.
- Sourcing rules can also specify how to replenish all organizations, as when the entire enterprise gets a subassembly from a particular organization.
- If there is a conflict between a sourcing rule and a bill of distribution, the sourcing rule takes precedence.
- For instance, if you assign a bill of distribution to AUS that tells it to source a part from NYC, AUS can still define a sourcing rule to source the part from SAC. In this case, the local sourcing rule overrides the bill of distribution.

Purchasing -> Supply Base -> Sourcing Rule

**Shipping organization type is 3 types:**

**Buy From:** Buying from a supplier.

**Transfer From:** If you want to transfer the item from another organization in your business.

**Make At:** This is for making the item in the selected organization.

## **Bills of Distribution**

- When material flows through three or more organizations, bills of distribution describe supply chain links more efficiently than sourcing rules.

## **Approved Supplier List**

[https://docs.oracle.com/cd/A60725\\_05/html/comnls/us/chv/ovsb.htm](https://docs.oracle.com/cd/A60725_05/html/comnls/us/chv/ovsb.htm)

<https://docs.oracle.com/en/cloud/saas/procurement/23d/oaprc/approved-supplier-list.html>

- All procurement organizations maintain lists that associate the items and services they buy with the companies who supply them, either formally or informally.
- Data stored in a controlled, global repository containing relevant details about each **ship-from/ship-to/item relationship**, is known as an Approved Supplier List (ASL).
- This repository includes information about all suppliers with business statuses ranging from fully Approved (the supplier has demonstrated the ability to **satisfy rigorous quality**, cost, and **delivery requirements** over a sustained period) to Debarred (no business is allowed with this supplier), or New if you have never placed a purchase order with the supplier.
- Each status has four business rules associated with it. You can prevent or allow certain business rules for each status, change the name of a status, or create a status of your own.
- In the Approved Supplier List window, you also specify the blanket purchase order or catalog quotation for an item-supplier combination.
- Support Supplier Certification programs by providing a single store of information regarding a supplier's current status.
- Your procurement organization can use an approved supplier list to track suppliers that are authorized to supply critical items and services. The data can be maintained for a particular procurement BU or a specific ship-to organization within a procurement BU.
- Set up the approved supplier list based on how your organization approves and tracks authorized supply sources. Create list entries based on:
  - an item and a supplier

- an item and a supplier site
- a category and a supplier
- a category and a supplier site

### Receipt Routing:

<https://chenchioraclebsappsr12.blogspot.com/p/receipt-routing.html>

- When receiving the delivery from supplier against PO, receiving of the goods needs to be performed.
- This process is governed by the receiving/routing process in Oracle Inventory which is defined the different Routing Processes.

### There are 3 types of Routing Mechanisms available in Oracle.

1. Direct Delivery
2. Standard Routing
3. Inspected Routing

#### Direct Delivery

- Goods arrive at destination, moved to specific sub-inventory.
- It is a **single step receiving process**, the goods are directly delivered to the specified location in the warehouse.
- When the user creates a 'Receipt' in ERP, both the 'Receive' and 'Deliver' transactions are generated automatically in the system. Physically, organization may be doing 'Gate Entry', 'Inspection' and 'Deliver' but in the system, all of them are reduced into **one transaction**. This reduces transaction load on the system.
- Normally 'Direct Delivery' is associated with either 2-Way or 3-Way Matching.

#### Standard Receipts

- Goods arrive at destination, moved to receiving point and then moved to specific sub-inventory.
- It is a **2-step receiving process**. This is used when the user entering the Gate Entry is different from the user entering the Delivery into Inventory.
- When the physical delivery of goods are received at the warehouse then the user performs the actual receiving of the goods which causes the on hand to increase.

- This will create two separate transactions. 'Receive' (Gate Entry) and 'Deliver' (into Inventory).
- Normally this is associated with either 2-Way or 3-Way matching.

### **Inspection Receipt**

- Goods arrive at destination, moved to receiving point , Inspections takes place -Reject or get approved and then moved to specific sub-inventory.
- It is 3 step receiving process. After creating the receipt in the system, when the physical delivery of goods are received at the warehouse then the user performs the task of Inspection.
- The user inspects the goods to check if it is as per the business requirements. If the inspection is successful the user will perform the Receiving of the goods in the system causing the on hand to increase.
- This will be used when Inspection Certified is required while making payment to the Vendor. In this case, 'Accept' and 'Reject' decisions are taken based on

### **Sources of Replenishment**

- Oracle Inventory automatically generates requisitions to replenish inventory levels using the orders suggested by
  - min-max planning,
  - reorder point planning, and
  - replenishment counting.
- Requisitions may request stock from another internal organization or from an outside supplier, based on item sourcing rules you define at the item-sub-inventory, sub-inventory, item, or organization levels.

### **Inventory Planning Methods**

- In addition to an MRP planning method, you can use the following inventory planning methods for an item:
  - Min-Max Planning
  - Reorder Point Planning

### **Min-Max Planning**

Select Min-max planning to define a minimum quantity that you want on hand. When you reach this quantity, you reorder. You also define a maximum on-hand quantity that you do not want to exceed.

### Reorder Point Planning

[https://docs.oracle.com/cd/A60725\\_05/html/comnls/us/inv/roplan.htm](https://docs.oracle.com/cd/A60725_05/html/comnls/us/inv/roplan.htm)

<https://chenchioraclebsapps12.blogspot.com/p/reorder-point-planning.html>

### Reorder Point Planning

- Reorder point planning uses **demand forecasts** to decide when to order a new quantity to avoid dipping into safety stock.
- Reorder point planning suggests a new order for an item when the available quantity--on-hand quantity plus planned receipts--drops below the item's safety stock level plus forecast demand for the item during its replenishment lead time.
- The suggested order quantity is an economic order quantity that minimizes the total cost of ordering and carrying inventory.
- Oracle Inventory can automatically generate requisitions to inform your purchasing department that a replenishment order is required to supply your organization.

**reorder point = safety stock + forecast demand during lead time**

Order lead time is the total of the item's processing, preprocessing, and postprocessing lead times.

- If the forecast is correct and the order arrives on time, the inventory level should be right at the safety stock level at the time of receipt. In cases where the desired safety stock level changes during the order lead time, Oracle Inventory uses the largest safety stock quantity during the lead time. At the end of the lead time, on-hand quantity should equal to the safety stock.
- When an order is triggered, the economic order quantity is the size of the triggered order. Economic order quantity (EOQ) is a fixed order quantity calculated to minimize the combined costs of acquiring and carrying inventory. The formula for EOQ is:  
$$EOQ = \sqrt{\frac{2 * (\text{annual demand}) * (\text{order cost})}{(\text{carrying cost percent} * \text{unit cost})}}$$
  
Annual carrying cost = carrying cost percent\*unit cost

Error! Filename not specified.

**Replenishment Lead Time:** Replenishment lead time is the total time in days between recognizing the need for items and the receipt of items. You can enter three components of order-processing lead times:

- **Preprocessing lead time:** Time duration to collect order from marketing/sales persons.
- **Processing lead time:** Time duration to prepare documentation and get the approvals.
- **Post processing lead time:** Time duration for packing and deliver the goods.

Oracle Inventory calculates reorder point planning lead time by adding all three components of processing lead time.

EOQ/Reorder Quantity: Reorder quantity = Economic Order Quantity (EOQ).

The economic order quantity is the quantity that minimizes the total cost of ordering and storing inventory.

- Min-Max Planning will determine how much to order based on user defined minimum and maximum inventory levels.
- In compared to Re-Order Point Planning Min-Max Planning is not based on demand projection and does not consider lead time. With Oracle inventory, we can perform Min-Max Planning at both the organization and sub inventory levels.

## Qualifier

<http://vipulsharmaoracleapps.blogspot.com/2013/11/modifiers-and-qualifiers.html>

- A qualifier means individual or parties who is eligible for certain prices (price lists) and benefits.
- A qualifier helps you define who is eligible for a price list or modifier.
- A qualifier can be a customer name, a customer class, an order type, or an order amount that can span orders.
- **Qualifiers:** Qualifiers are the attributes which help the pricing engine to determine eligible sales order line for defaulting price, formulas or Modifiers.

## Modifiers

- The modifier provides price adjustments such as discounts, price breaks, surcharges, coupons, that may be applied to the base price and may alter the value of the item.
- Discount and surcharges modifiers affect the selling price; freight charge modifiers do not affect the selling price.

- It can be applied either at order level or at the line level.
- **Modifiers:** A modifier enables us to make price adjustment like giving discount or applying surcharge or freight.
- **Pricing Formulas:** Formulas are mathematical expressions that the pricing engine uses to determine the list prices of items and the discounts that apply to those items.
- **Pricing Attributes:** Attributes define exactly what is being priced or modified.

Attributes are the factors that affect the price of the item. It specifies the characteristics which helps to determine the price of a product.

For example Customer class, Distance, Age of the product etc. You can specify one or a combination of pricing attributes and assign them to a product. At order entry time, the pricing engine evaluates the attributes you have specified during formula setup to calculate the price.

**Profile options:** Online Discount Privilege – Manual modifier discount.

Actions > view adjustments

2 price list – Payment term credit 15 days

2 modifiers > while will apply first > precedence in modifier setups

### **Price Bucket.**

**Ask for modifiers** > by default will not get applied

- Select the Ask for box to create an Ask for modifier.
- This means the customer must specifically request that the modifier benefit be applied (for example, by providing a special discount number), otherwise it will not be applied. The Ask for box is only available for modifier list types of Deal and Promotion.

**Note:** If the pricing engine selects multiple modifiers to apply to an order line, Ask for promotions receive a higher preference than other modifiers.

### **By Request Only**

If the By Request Only check box is selected, the customer must specifically request to have the modifier benefit applied (for example, by providing a special discount number), otherwise it will not be applied. This check box is only available for modifier list types of Deal and Promotion.

**Note:** If the pricing engine selects multiple modifiers to apply to an order line, the modifiers for By request only receive a higher preference than other modifiers.

Buy one Get one modifiers – 50% on 2<sup>nd</sup> one

Exambles,

**Price Break:** Buy chocolates – Quantity 10 – 10 Rs  
more than 10 – Rs 9

If you buy more qty – Price will be less

**Range Price Break**

**Point break – Directly will go corresponding slap (20-35) Rs 8**

**Application methods in modifiers:**

**Amount:** Creates a fixed price adjustment on each unit for the amount that is specified in the value field.

**Percentage:** Creates a percentage price adjustment on each unit for the percentage that is specified in the value field.

**New price:** Overrides the selling price of the item and makes it the new price.

**Lumpsum:** Creates a price adjustment for the entire sum amount of the line.

**Discount:** Creates a negative price adjustment.

**Promotional Goods:** Adds a new item to the order line with a price adjustment or benefit when the customer orders a particular item on the same order.

**Price Break:** Applies a variable discount or surcharge price adjustment to an eligible break type. You can use both point and range type breaks.

**Surcharge:** Creates a positive price adjustment. For example, a 10 percent handling charge is applied to a customer order.

**Modifier Levels and Application Methods**

The pricing engine uses modifier levels to determine pricing request eligibility for specific modifiers and to determine at which level the modifier should be applied: Order, Line, or Group of Lines.

**Line:** Applies only to a specific order line.

**Group of Lines:** Applies to groups of lines in the order.

**Order:** Applies to an entire order.

[https://docs.oracle.com/cd/E18727\\_01/doc.121/e13428/T327893T327903.htm](https://docs.oracle.com/cd/E18727_01/doc.121/e13428/T327893T327903.htm)

<http://vipulsharmaoracleapps.blogspot.com/2013/11/modifiers-and-qualifiers.html>

<http://www.bizinsightconsultingblog.com/2009/11/pricing-freeze-price-calculate-price.html>

## **How 2 modifiers can be applied to a sales order (like 2 discounts)**

[https://docs.oracle.com/cd/E26401\\_01/doc.122/e48846/T327893T327901.htm](https://docs.oracle.com/cd/E26401_01/doc.122/e48846/T327893T327901.htm)

### **Oracle Advanced Pricing Key Functionalities**

The key functionalities of Oracle Advanced Pricing include the following:

- Defining and assigning rules for pricing products.
- Applying different types of discounts and surcharges to pricing.
  - Creating a price list for different pricing criteria.
  - Creating formulas to calculate pricing.
  - Creating conversion rates for the usage of multiple currencies.
  - Integration with different EBS modules for optimized pricing
  - Supporting TCA party hierarchy for price list.
- Using Oracle Advanced Pricing, with the efficient use of qualifiers, modifiers, and formulas, we can efficiently manage all business scenarios.
- Targeting the specific item definition with the help of the pricing attribute.
- Making our own rules using the qualifier. For example, if today is Saturday, then there will be 15 percent discount on the product.
- Multi-level responsibility available, such as pricing administrator, manager, and pricing user.

<https://mandeeporacle.blogspot.com/2014/06/advance-pricing-concepts.html>

### **Advance Pricing Concepts**

Advance Pricing is an advanced, highly flexible pricing engine that executes pricing calculations for Oracle Order Management. Its a rule based application which enables us to

- Give discounts by percentage and amount
- Default price based on Price list, Qualifiers and Pricing formulas
- Apply price modifiers and
- Apply a surcharge
- Calculate Freight Charges

## Concepts in Advance Pricing

- Price List
- Qualifiers
- Modifiers
- Pricing Formulas
- Pricing Attributes

**Price list:** Each item must have a price and defining its price in price list is a mandatory step. Price list is a repository of item pricing details and to define a price list you must specify price list name, its effective dates, what is currency, item details etc.

In price list you can also define price break, specify a qualifier and secondary price list.

**Qualifiers:** Qualifiers are the attributes which help the pricing engine to determine eligible sales order line for defaulting price, formulas or Modifiers.

**Modifiers :** A modifier enables us to make price adjustment like giving discount or applying surcharge or freight.

**Pricing Formulas:** Formulas are mathematical expressions that the pricing engine uses to determine the list prices of items and the discounts that apply to those items.

**Pricing Attributes:** Attributes define exactly what is being priced or modified. Attributes are the factors that affect the price of the item. It specifies the characteristics which helps to determine the price of a product.

For example Customer class, Distance, Age of the product etc. You can specify one or a combination of pricing attributes and assign them to a product. At order entry time, the pricing engine evaluates the attributes you have specified during formula setup to calculate the price.

## Concurrent program

### Build Attribute mapping rule concurrent program.

- This program generates entries into the BUILD\_CONTEXTS application program interface (API).
- You pre-generate entries into this API so that the pricing engine evaluates only the qualifier and pricing attributes used in the price lists, modifiers, and formulas that are relevant to each call rather than all of the attribute mapping rules.
- Build Attribute Mapping Rules is a concurrent request that processes all the attributes rules setup in pricing into BUILD\_CONTEXTS API.
- Running this request is a pre-requisite before we start using attribute-based pricing.

- Oracle pricing API internally uses this to derive the pricing info.
- Run this program every time you add/change the pricing attributes.
- This request logic is based on profile option 'QP: Build Attribute Mapping Options', if it set to 'YES' then all active attributes are considered, if it is 'NO' the both active and inactive attributes are considered.

#### **Navigation:**

- Oracle Advanced pricing responsibility -> Reports -> Run Reports -> Select Report name as 'Build Attribute Mapping Rules' -> Enter the parameters.

#### **Build Formula Package Concurrent Program**

- Build Formula Package Request is a concurrent request that builds the formula package. This formula package (PL/SQL package) is used in pricing to determine the price.
- This request must be run every time there is a change in formula.

#### **Navigation:**

- Oracle Advanced pricing responsibility -> Reports -> Run Reports -> Select Report name as 'Build Formula Package'.

#### **Pricing Data Bulk Loader**

- Import new price lists.
- Update and delete price list data.

[https://docs.oracle.com/cd/E26401\\_01/doc.122/e48846/T327893T327901.htm](https://docs.oracle.com/cd/E26401_01/doc.122/e48846/T327893T327901.htm)

#### **Purchase Requisitions**

- Purchase order module allows creating requisitions to buy or procuring goods from external supplier or from the inventory. In order to fulfill demand, you can create pre request and auto create respective purchase order or internal sales order.

**Basically, requisitions are of two types:**

- 1) Internal requisition and
- 2) Purchase requisition

**Internal Requisitions** are created if the Items are to be obtained from one Inventory location to another location within the same organization. Here the source of the requisition would be INVENTORY. There is no approval process for internal requisition.

**Purchase Requisitions** are created if the goods are obtained from external suppliers. Here the source of the requisition would be SUPPLIERS. The purchase requisitions are sent for approvals.

Purchase Requisition is a formal request intended to procure/buy something that is needed by the organization.

**RFQ:**

[https://docs.oracle.com/cd/E18727\\_01/doc.121/e13410/T446883T443954.htm](https://docs.oracle.com/cd/E18727_01/doc.121/e13410/T446883T443954.htm)

- Formal request sent to suppliers to find the pricing and other information for an items.
- Based on quotation

**There are 3 types of RFQ's**

- Standard RFQ
- Catalog RFQ
- Bid RFQ

**Standard RFQ:** Only once/not often.

- It is used for the procurement of an item based on our own requirement and here we get price break where we can bargain for more discount.

**Standard:**

- Used for items you'll need **only once or not very often, but not necessarily** for a specific, **fixed quantity, location, and date**. For example, you could use a Catalog quotation or RFQ for office supplies but use a Standard quotation or RFQ for a special

type of pen you don't order very often. A Standard quotation or RFQ also includes price breaks at different quantity levels.

**Catalog RFQ:** High volume repeated.

**Catalog:** Used for high-volume items or items for which your supplier sends you information regularly. A Catalog quotation or RFQ also includes price breaks at different quantity levels.

It is used for the procurement of an item here most of the item information will be available on supplier catalog and here also we get price break where we can bargain for more discount.

**Bid RFQ:**

It is used for the procurement of regular items here we get shipment where the item has to send.

**Bid:** Used for a **specific, fixed quantity, location, and date**. For example, a Bid would be used for a large **or expensive piece** of equipment that you've **never ordered before**, or for an item that incurs transportation or other special costs. You cannot specify price breaks for a Bid quotation or RFQ.

After doing Quote Analysis we can select one best quotation. After we will release purchase orders for a particular item.

**There are 4 types of purchase orders.**

1. Standard Purchase Order
2. Planned Purchase Order
3. Blanket Purchase Order
4. Contract Purchase Order

1. **Standard Purchase Order:** The standard purchase order is used for the procurement of an item here we know the item, quantity, price, need-by-date, and shipment where the item has to be sent.

2. **Planned Purchase Order:** Is used for procurement of an item here we know the item, quantity, price, need-by-date, and also shipment but supplier will not send the item based on planned purchase order.

- The supplier will send item only after releasing the planned purchase order to the supplier.

3. **Blanket purchase Agreement:** Blanket purchase agreement is the agreement between supplier and organization for an amount agree under some terms and conditions.

- Here we know the item and price. We don't know the quantity, need-by-date and shipment and also here we can get a price break where we can get more discount.

- The Supplier will send it item after releasing the blanket purchase agreement to the supplier.

4. **Contract Purchase Order:** Contract Purchase Order is an agreement between supplier and organization for an amount under some terms and conditions.

- Here we don't know the item, quantity, price, need-by-date, and shipment.
- We have to raise the standard purchase order against contract purchase agreement and linkup to agreement in the reference document tab we have to attach contract purchase order.
- 

### Oracle Trading Community Architecture

- Oracle Trading Community Architecture (TCA) is a data model that allows you to manage **complex information about the parties, or customers**, who belong to your commercial community, including organizations, locations, and the **network of hierarchical relationships** among them.
- This information is maintained in the TCA Registry, which is the single source of trading community information for Oracle E-Business Suite applications.
- These applications, as well as TCA itself, provide **user interfaces**, batch **data entry** functionality, and other features for you to **view, create, and update** Registry information.

### The key entities in TCA include:

**Parties:** Entities of type Person or Organization that can enter into business relationships. Parties can also be of type Relationship. For example, Joe as himself is a party of type Person, but Joe as a contact for Vision Corporation is a party of type Relationship. Every party in the TCA Registry has a **unique Registry ID**.

TCA includes an extensive variety of information for parties, for example party name, addresses, contacts, and contact points. Joe as a person can have a personal phone number that differs from the phone number for the relationship of Joe as a contact.

**Party sites:** Addresses that parties use for specific purposes, or uses.

**Customers:** Parties with whom you have a selling relationship.

Sold to Customer, Ship to and Bill to Customer (Customer Relationship)

Two different Customers- Different info coming in sales orders

**Customer accounts:** The business relationships between you and your customers.

**Customer account sites:** Party sites used in the context of customer accounts for specific purposes, or uses, for example ship-to and bill-to account sites.

**Locations:** Geospatial points, usually defined by an address.

**Contacts:** People who have a contact or employment relationship with an organization or person.

**Contact points:** Means of contact, for example, phone and e-mail address.

□ <https://docs.oracle.com/cd/E18727-01/doc.121/e13570/T172155T172158.htm>

□

<https://oracleappshandbook.blogspot.com/2018/03/r12-tca-trading-community-architecture.html>

## Customer Master Interface

- This describes how to use Customer Interface to import customer account data into a database.
- Customer Interface allows importing current or historical customer information from other systems.
- It can import both **party** and **account information**, including accounts associated with already imported parties.
- The document discusses preparing the system for import, the required interface data, updated system tables, and how to run Customer Interface.

## Customer Interface

- Customer Interface to import current or historical customer information from other systems into your database.
- We can use Customer Interface to import additional data for that customer such as additional contacts or addresses & and to update existing information.
- We can use Customer Interface to import both party and account information including accounts that are associated with parties already loaded into your database.
- However, customer Interface runs independently and does not regard party level information already loaded into your database using \*ul+ Import.
- If you plan to use Customer Interface to import accounts that are associated with parties that have already been imported using \*ul+ Import\$

- We must ensure that the **source ID** alone is **unique across all source systems** in the bulk+ import process. While Import requires source IDs to be unique only within an identified source system, the customer interface does not recognize the source system and therefore requires that the source ID is unique across all source systems.

## Customer Acceptance

- Customer Acceptance is a new Oracle Applications Release 12 feature that allows customers to defer invoicing and revenue recognition for shipped goods until formally accepting receipt.
- It offers pre-billing and post-billing acceptance that can be recorded explicitly by customers through a portal or import, or implicitly based on a defined acceptance expiration period.
- Setup involves enabling the feature at the operating unit level and defining deferral reasons in Accounts Receivable for implicit acceptance rules.

## What is 'Customer Acceptance'?

- Customer Acceptance is new functionality with R12 that gives a seller control over the timing of **customer invoicing** or **revenue recognition** and provides the ability to **link** either of these **events** with **customer satisfaction** of a product or service delivery.
- Where invoicing used to be automatic based on the standard fulfillment criteria of shipping a product or service, it can now be delayed until explicit or implicit customer acceptance criteria are received and logged against a given shipment (sales order line).

First, there are 2 fundamentally different flows for handling acceptance: Pre-Billing Acceptance and Post-Billing Acceptance.

- For '**Pre-Billing Acceptance**', as the name implies, acceptance must be recorded before AR invoicing can be processed.
- This is accomplished by preventing the Sales Order Line from interfacing to AR until the acceptance is recorded. Think of it as the Customer saying 'Do not bill me until I approve the shipment!' and having Oracle comply with that demand.
- '**Post-Billing Acceptance**', also as the name implies, affects what occurs after AR invoicing has already been processed.
- Revenue recognition will not occur for a given line/AR invoice until an acceptance is recorded.

- From the Customer's perspective, there is no change with this type of acceptance. They still receive their invoice with the normal timing relative to a shipment being confirmed. So in that respect, this acceptance type is less customer focused and more of an internal (seller's) process.

**Explicit acceptance** is one that requires an actual acceptance to be recorded, so the sales order line workflow will NOT progress until this is recorded. It requires action either on the part of the customer or customer service representative in order to open the gate for customer billing (AR invoicing) or revenue recognition.

**Implicit acceptance**, on the other hand, is one that will automatically be generated when a certain interval of time has lapsed beyond a specific event for the order line. This interval and the event it applies to are both configurable in AR and will be explained in more detail later.

Note: Even if 'implicit' acceptance is engaged, you have the option to enter 'explicit' acceptance prior to the number of expire days elapsing.

### **Most Important Tables of Customer site details query in oracle apps r12**

- 1.hz\_parties hp,
- 2.ar\_customers ac,
- 3.hz\_cust\_accounts hca,
- 4.hz\_cust\_acct\_sites\_all hcas,
- 5.hz\_cust\_site\_uses\_all hcsua,
- 6.hz\_party\_sites hps
- 7.hz\_locations hl
- 8.hz\_party\_usg\_assignments

### **Customer sites OU relations**

- Customer account is available across OUs.
- You need to add the site under each OU. This will create a site for each OU with the same address.

- Customer Site can assigned to multiple Operating Units but not Customers.

### **Customer – Global**

#### **Customer Site – Address Operating Unit Specific**

Query the customer from the operating unit where you need to pull the address from other OU. Go to Sites > Create Site > Here you will see the sites that are already setup for this customer under different OS. Select the ratio button and click OK. This will setup the site as well as Customer available to transact in this OU.

### **What is ATO (Assemble-to-Order) Manufacturing?**

- ATO simplifies the finished goods manufacturing process. These goods are standard products and are often configured by customers from Bills of material, where you can define available options for unique product configurations.
- Based on forecasting, subassemblies are manufactured prior to receiving the customer order and when the order is received, the stocked subassemblies and components are assembled to make the finished products.
- Order Management, WIP and Shipping modules support building and shipping of ATO configurations. A discrete job is created from a configuration.

### **Real time example- Laptop manufacturing company**

- Laptop requires Processor, Hard drive, key board, Monitor and Operating system.
- Bill of Material can be defined for laptop computer as, you can define computer as ATO Model. A Model comes at the top of the configuration hierarchy, second comes the Option Class and then the Option item.
- Carrying case and keyboard are purchased items under the bill of laptop. Whereas processor, monitor and operating system are option classes and Intl I5, Intl I3 are optional items under option class processor.
- It is possible that ATO model itself is component of another Bill of Material.

### **Complete Flow from Sales Order to WIP**

1. Create the Sales Order.
2. Enter the Model line.
3. Configure as per requirement.
4. Book the Order
5. Progress Model line (It will Insert the Configure Item in OE\_ORDER\_LINES\_ALL) table.

6. Progress the configure order line, it will push the data from OM to WIP by submitting the Concurrent program.
7. Open the output of the Concurrent program and note down the WIP Job ID.
8. Login to WIP and then go to “Discrete Jobs” and query for Job ID.
9. Complete the job ID.
10. Progress the OM Order, Ship & Invoice.
11. Finally close the Order line.

□

<https://oracleexpertanswers.wordpress.com/2015/06/18/complete-flow-from-sales-order-to-wip/>

□ <https://ajayatre.blogspot.com/search/label/ATO>

□ <https://ajayatre.blogspot.com/2012/11/om-ato-setups-in-oracle-apps-r12.html>

□ <https://www.youtube.com/watch?v=cB7zq8edIk8>

□

<https://erpschools.com/erps/purchasing/internal-requisition-to-internal-sales-order-ir-to-is-o>

### **IR-ISO process, setups**

Step 1 - Creating the Item

Step 2 - Creating the Shipping Network

Step 3 - Create the Internal Location

Step 4 - Conduct a Miscellaneous Transaction (Receipt)

Step 5 - Create the Internal Customer - Assign the Location

Step 6 - Item Price Information

Step 7 - Creating the Requisition

Step 8 - Submitting the Create Internal Orders Concurrent Request

Step 9 - Import the Internal Sales Order

Step 10 - Execute Pick Release/Ship Confirm

Step 11 - Conduct the Receipt in the Destination Organization

Step 12 - Confirm the Quantity is Delivered

### **Defining Credit Check Rules**

- We can define credit checking rules to use when **calculating** a customer's **outstanding credit balance**. If an order fails a credit check, it is automatically placed on credit check hold.
- We can include or exclude some or all of your **open accounts receivable balances**, and some or all of your **un-invoiced orders** in your credit check rule.
- We can define as many credit checking rules as you need. If you inactivate a credit checking rule, you must also remove it from any order types that use it.
- Oracle Order Entry/Shipping uses the currency of the order you are credit checking to determine which credit limits to use in credit checking calculations.
- Oracle Order Entry/Shipping only includes orders and invoices in the same currency as the order you are credit checking when calculating a customer's outstanding credit balance. See: Maintaining Customer Profiles.
- You can only include the open accounts receivable balance if you have Oracle Receivables fully installed.

#### **To define a credit check rule:**

1. Navigate to the Credit Check Rules window.
2. Enter a name for the credit check rule.
3. Optionally, enter the **effective dates** for the rule.
4. Indicate whether to include the open accounts receivables balance in this credit check rule.

You must activate either the Include Open Receivables Balance check box or the Include Uninvoiced Orders check box in your credit check rule. You can activate both, but you cannot toggle both off.

5. If you checked Include Open Receivables Balance, enter a value to indicate the **range of dates for open receivables** that you want to include in this credit check rule.

Negative Number: Includes past due, current, and future open receivables up to X days beyond the current date.

Positive Number: Includes open receivables with invoice dates X days earlier than the current date.

No Value: Includes all open receivables.

5. Indicate whether to include uninvoiced orders in this credit check rule.

#### **How to create organization in oracle apps R12**

1. Create the New Inventory Responsibility for New Org.
2. Assign the Required Profiles to this New Responsibility.

3. Define Inventory Locations.
4. Define Inventory Calendar.
5. Define Master Inventory Org.
6. Define Inventory Org.
7. Define the sub-Inventories.
8. Run the Concurrent Request ' Replicate Seed Data'.

□

<https://apps2fusion.com/old/apps/apps-training/736-inventory-organization#:~:text=Navigate%20to%20the%20Inventory%20Super%20User%20responsibility.,-Setup%20%3EOrganizations%20%3EOrganizations&text=Define%20Inventory%20Organization%20as%20mention,Organization%20click%20on%20Others%20button.>

□ <https://rpforacle.blogspot.com/2020/08/how-to-create-organization-in-oracle.html>

□ <https://apps2fusion.com/old/apps/apps-training/736-inventory-organization>

□ <https://docs.oracle.com/cd/E18727-01/doc.121/b31582/T411584T411587.htm>

□ [https://docs.oracle.com/cd/A97501\\_03/acrobat/115cioig.pdf](https://docs.oracle.com/cd/A97501_03/acrobat/115cioig.pdf)

□ PO\_HEADERS

□ PO\_LINES

□ PO\_LINE\_LOCATIONS

□ PO\_DISTRIBUTIONS

□ PO\_DISTRIBUTIONS\_AP\_V (view of PO\_DISTRIBUTIONS)

□ PO\_RELEASES (Blanket Purchase Orders)

□ PO\_LOOKUP\_CODES

□ PO\_REQUISITION\_HEADERS\_ALL Requisition headers

□ PO\_REQUISITION\_LINES\_ALL Requisition lines

□ PO\_REQ\_DISTRIBUTIONS\_ALL Requisition distributions

□ RCV\_TRANSACTIONS Receiving transactions

□ RCV\_SHIPMENT\_HEADERS Shipment and receipt header information

□ RCV\_SHIPMENT\_LINES Receiving shipment line information

1.oe\_order\_headers\_all

2.oe\_order\_lines\_all

3.qp\_list\_headers

4.qp\_list\_lines

5. qp\_pricing\_attributes

6.OE\_PRICE\_ADJUSTMENTS

7.OE\_ORDER\_HOLDS\_ALL

8.OE\_ORDER\_CREDIT\_CHECK\_RULES

9.wsh\_delivery\_details

10.wsh\_delivery\_assignments

11.WSH\_NEW\_DELIVERIES

Order Management Price List tables

1.qp\_list\_headers

2.qp\_list\_lines

3.qp\_pricing\_attributes

ONT Order Management

OE\_ORDER\_HEADERS\_ALL OE\_ORDER\_HEADERS\_ALL stores header information for orders in Order Management.

OE\_ORDER\_LINES\_ALL OE\_ORDER\_LINES\_ALL stores information for all order lines in Oracle Order Management.

OE\_ORDER\_SOURCES Feeder System Names that create orders in Order Management tables.

OE\_ORDER\_HOLDS\_ALL

This table stores information of all the orders and lines that are on hold and the link to hold sources

and hold releases.v

1. OE\_SALES\_CREDITS This table stores information about sales credits.
2. OE\_TRANSACTION\_TYPES\_ALL This table stores information about the order and line transaction types
3. WSH\_DELIVERY\_ASSIGNMENTS Delivery Assignments
4. WSH\_DELIVERY\_DETAILS Delivery Details
5. WSH\_NEW\_DELIVERIES Deliveries
6. WSH\_TRIPS Trips
7. WSH\_TRIP\_STOPS Trip Stops

## **PO Purchasing**

8. PO\_ACTION\_HISTORY Document approval and control action history table
9. PO\_AGENTS Buyers table
10. PO\_DISTRIBUTIONS\_ALL Purchase order distributions
11. PO\_HEADERS\_ALL Document headers (for purchase orders, purchase agreements, quotations, RFQs)
12. PO\_LINES\_ALL Purchase document lines (for purchase orders, purchase agreements, quotations, RFQs)
13. PO\_LINE\_LOCATIONS\_ALL Document shipment schedules (for purchase orders, purchase agreements, quotations, RFQs)
14. PO\_RELEASES\_ALL Purchase order releases
15. PO\_LINES\_ARCHIVE\_ALL Archived purchase order lines
16. PO\_LINE\_LOCATIONS\_ARCHIVE\_ALL Archived purchase order shipments
17. PO\_HEADERS\_ARCHIVE\_ALL Archived purchase orders
18. PO\_LINE\_TYPES\_B Line types
19. PO\_RELEASES\_ARCHIVE\_ALL Archived releases
20. PO\_REQUISITION\_HEADERS\_ALL Requisition headers
21. PO\_REQUISITION\_LINES\_ALL Requisition lines
22. PO\_REQ\_DISTRIBUTIONS\_ALL Requisition distributions
23. RCV\_TRANSACTIONS Receiving transactions
24. RCV\_SHIPMENT\_HEADERS Shipment and receipt header information
25. RCV\_SHIPMENT\_LINES Receiving shipment line information

## **INV Inventory**

26. MTL\_CATEGORIES\_B Code combinations table for Item Category
27. MTL\_CATEGORY\_SETS\_B Category Sets
28. MTL\_CUSTOMER\_ITEMS Customer item Information
29. MTL\_CUSTOMER\_ITEM\_XREFS Relationships between customer items and inventory items
30. MTL\_DEMAND Sales order demand and reservations
31. MTL\_DEMAND\_HISTORIES Sales order demand and reservations
32. MTL\_ITEM\_LOCATIONS Definitions for stock locators
33. MTL\_ITEM\_REVISIONS\_B Item revisions
33. MTL\_ITEM\_TEMPLATES\_B Item template definitions

34. MTL\_ITEM\_TEMPL\_ATTRIBUTES Item attributes and attribute values for a template
35. MTL\_LOT\_NUMBERS Lot number definitions
36. MTL\_MATERIAL\_TRANSACTIONS Material transaction table
37. MTL\_MATERIAL\_TRANSACTIONS\_TEMP Temporary table for processing material transactions
38. MTL\_ONHAND\_QUANTITIES\_DETAIL FIFO quantities by control level and receipt
39. MTL\_PARAMETERS Inventory control options and defaults
40. MTL\_RESERVATIONS Reservations
41. MTL\_SECONDARY\_INVENTORIES Subinventory definitions
42. MTL\_SECONDARY\_LOCATORS Item-subinventory-locator assignments
43. MTL\_SERIAL\_NUMBERS Serial number definitions
44. MTL\_SYSTEM\_ITEMS\_B Inventory item definitions
45. MTL\_TRANSACTION\_ACCOUNTS Material transaction distributions
46. MTL\_TRANSACTION\_TYPES Inventory Transaction Types Table
47. MTL\_TXN\_REQUEST\_HEADERS Move Order headers table
48. MTL\_TXN\_REQUEST\_LINES Move order lines table
49. MTL\_UNIT\_TRANSACTIONS Serial number transactions