

Oracle Supplier Ship and Debit



Oracle Supplier Ship and Debit enables distributors across industries to more effectively respond to changing market conditions by automating special price requests to Suppliers. Distributors are able to close more sales and increase profitability through this closed-loop solution. Oracle Supplier Ship and Debit reduces the cost of managing special pricing agreements and provides for complete automation of the execution and claims processes.

KEY BUSINESS BENEFITS

Oracle Supplier Ship and Debit enables Distributors in various Industries to:

- Simplifies business by automating the execution of special price requests or contract pricing agreements
- Quick and efficient rebate capturing lessens the workload on Personnel
- Accurate ship and debit claim computation thereby reducing supplier rejections
- Streamlined process helps distributors to realize value faster on ship and debit claims

Maximize Profitability with end to end automation

Many industries use distributor channels as an integral part of the distribution process. As a part of running the business, distributors often get opportunities to gain business with customers but require a 'Ship and Debit' agreement (also referred to as Ship and Debit authorization) to meet with the demands of the opportunity.

Oracle Supplier Ship and Debit enables distributors to effectively establish pricing agreements with suppliers that allows the distributor to sell products to customers at a lower price and still maintain an acceptable profit margin. Oracle Supplier Ship and Debit automates the submission of claims and the receipt of response from the supplier allowing distributors to realize value faster on their ship and debit claims.

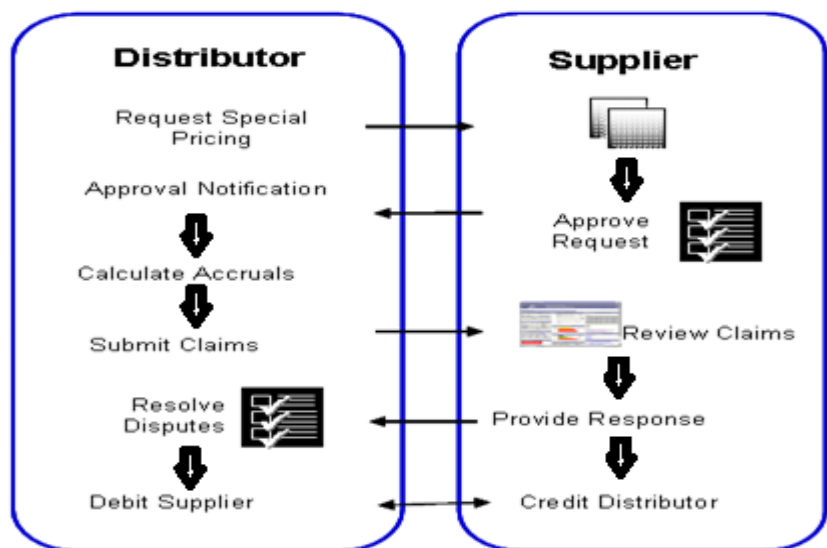


Figure 1: Supplier Ship and Debit Process Flow

KEY FEATURES

- Ship and debit agreement creation and communication
- Complete back office Integration enables effective ship and debit accrual tracking
- Accruals linked back to General Ledger for safe and conservative accounting
- Sales data export/feed to suppliers through XML and Web ADI
- Fully integrated ship and debit agreement claim processing
- Reduces time spent manually organizing and submitting ship and debit claims
- Automated debits via Oracle Payables integration
- Robust dispute management
- Tight integration enables greater visibility into the process

Simplify Business via Online Collaboration

A supplier ship and debit agreement is a contract that specifies the conditions under which a distributor can sell at a lower price than they regularly do, and claim the cost reduction from the supplier. Oracle Supplier Ship and Debit provides simple tools that help distributors to execute, manage and maintain special pricing agreements in a proactive manner. Online collaboration with suppliers enables timely and effective tracking of special price requests

The screenshot shows the 'Create Ship and Debit Request' form. The form is divided into several sections. At the top, there are 'Cancel' and 'Next' buttons. Below that, there are several input fields and dropdown menus. The 'Accrual Type' section has radio buttons for 'Internal' and 'Supplier'. The 'Request Type' section has a dropdown menu with 'Bid Request' and 'Blanket Request' options. The 'Request Number' field is empty. The 'Supplier Contact' field has a search icon. The 'Supplier Contact Email Address' field is empty. The 'Requestor' field is 'Sonneshain, Mr. Evans'. The 'Operating Unit' field is 'Vision Operations'. The 'Authorization Number' field is empty. The 'Supplier' field has a search icon. The 'Supplier Contact Phone Number' field is empty. The 'Supplier Response By Date' field has a calendar icon. The 'Status' field is 'Draft'. The 'Request Outcome' field is 'In Progress'. There are also 'Request Only' and 'Request Outcome' dropdown menus. Below the form, there are two tables. The first table is 'Price Request Details' and the second table is 'Customer Details'. The 'Price Request Details' table has columns for 'Vendor', 'Product *Name', 'Product Cost', and 'Product Cost Currency'. The 'Customer Details' table has columns for 'Bill To', '*Name', 'Number', 'Address', 'Country', and 'Location'. The 'Customer Details' table has one row with the following data: 'A. C. Networks', '1143', '3405 East Bay Blvd., Provo, UT, 84066', 'United States', 'Provo (PFS)'. There are also 'Add Another Row' and 'Remove' buttons for both tables.

Figure 2: Ship and Debit Agreement creation flow

Enable Real Time Vendor Rebate Tracking

Once the ship and debit agreements are in place, any sales orders meeting the ship and debit agreement criteria become eligible for the new price as authorized by the supplier. A robust accrual engine integrates with Oracle Order Management to capture the sales order data and subsequently report it back to Oracle Supplier Ship and Debit. The accrual data is captured at a granular level enabling full tracking of details and ensuring increased visibility. Out of the box integration to Oracle General Ledger ensure proper accounting of these journal entries as they get created and paid by the supplier. Real time supply chain integrations provide for accurate vendor balance tracking and complaint accounting practices.

Streamline Claim Process

The ship and debit claims functionality addresses four critical areas of the claims process: sales order data reporting, data export, dispute management and debit settlement. The Claim submissions can be automated based on time and dollar thresholds. The solution supports XML, EDI and Web ADI tools to extract and report sales order data to the suppliers. Sales data sent to suppliers includes all critical

information enabling suppliers to validate the distributor claims more rapidly. This streamlined claim process not only allows distributors to rapidly close out claims but also lessens the workload on their personnel.

Line #	Bill To Customer	Order Date	Order Invoice #	Invoice Line #	Product	UOM	Quantity	Agreement	Cost Basis	Authorized Unit Claim Debit Cost	Unit Claim Value
1	ABC Corporation Americas	16-Apr-2008	64681	10034267	SD_ITEM4	Each	100	DD-1234	15.00/USD	500.00/USD	<485.00> US
2	ABC Corporation Americas	16-Apr-2008	64684	10034245	SD_ITEM4	Each	100	DD-1234	15.00/USD	500.00/USD	<485.00> US
3	QASD_CUSTOMER15	16-Apr-2008	64684	10034269	SD_ITEM4	Each	100	sdtestid	15.00/USD	50.00/USD	<35.00> US
4	QASD_CUSTOMER15	16-Apr-2008	64684	10034269	SD_ITEM4	Each	100	sdtestid	15.00/USD	50.00/USD	<35.00> US
5	QASD_CUSTOMER15	16-Apr-2008	64684	10034265	SD_ITEM4	Each	100	sdtestid	15.00/USD	50.00/USD	<35.00> US
6	QASD_CUSTOMER15	16-Apr-2008	64684	10034268	SD_ITEM4	Each	100	sdtestid	15.00/USD	50.00/USD	<35.00> US
7	QASD_CUSTOMER15	16-Apr-2008	64684	10034269	SD_ITEM5	Each	10	sdtestid	15.00/USD	10.00/USD	5.00/USD

Figure 3: Ship and Debit Claims Details

Enhance Productivity through Robust Dispute Management

Robust dispute management and automatic payables debit settlement are significant features of Oracle Supplier Ship and Debit. At each step in the process, the organization has a real-time view of all relevant information that enables fact-based decision-making. With access to real time accrual and shipment data distributors can collaborate more effectively with suppliers resulting in improved efficiency and faster payments.

Oracle Supplier Ship and Debit provides tools and information that support key processes like planning, execution and settlement of ship and debit agreements helping distributors to achieve reduced costs and increased productivity.

RELATED PRODUCTS

Out of the box the Supplier Ship and Debit product integrates with the following modules:

- Oracle General Ledger
- Oracle Payables
- Oracle Channel Rebated and POS Management

RELATED SERVICES

The following services are available from Oracle Support Services:

- Update Subscription Services
- Product Support Services
- Online DBA
- Online DBA for Applications
- Oracle University
- Oracle Consulting

Oracle E-Business Suite -- The Complete Solution





Oracle E-Business Suite enables companies to efficiently manage customer processes, manufacture products, ship orders, collect payments, and more—all from applications that are built on unified information architecture. This information architecture provides a single definition of your customers, suppliers, employees, products—all aspects of your business. Whether you implement one module or the entire Suite, Oracle E-Business Suite enables you to share unified information across the enterprise so you can make smarter decisions with better information.



CONTACT US

For more information about Oracle Channel Revenue Management and Supplier Ship & Debit, visit oracle.com or call +1.800.ORACLE1 to speak to an Oracle representative.

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