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JD Edwards EnterpriseOne Grower Pricing and Payments

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Success in food and beverage production is tied to the ability to gain control over supply. Today's food and beverage producers are looking to establish agreements and then track and monitor compliance of terms and conditions with their growers. While software vendors have solutions that can create a contract document and retain all the revisions and amendments, few are able to provide detailed compliance tracking within an integrated, full-featured, enterprise architecture that runs your entire operation.

KEY FEATURES

Contract Management

- General information
- Clauses
- Pricing
- Grower equity splits
- Payment schedules

Pricing Management

- Base pricing
- Advanced pricing
- Matrix pricing
- Bonuses or deduction
- Preconfigured notifications

Settlement Management

- Advanced payments
- Multiple payees
- Re-price
- Waive or apply deductions or penalties
- Assessment and donations
- Pay on proceeds
- Final settlement

Access to UX One role-based pages for Grower Contracts Manager

The Issue: Growing Your Profits in an Increasingly Complex Landscape

To grow better profits in your food and beverage business, you require contracts that permit compliance monitoring for agreed-upon terms and conditions while enabling complex pricing consisting of multiple dimensions, including quantity, crop, region, or quality attributes with flexible payment schedules providing the ability to include advances, multiple payees, and multiple dates. Although contracts are important throughout the crop cycle, you and your growers also need a complete settlement system that enables accurate and timely payments against the agreed-upon terms of each contract. Without an effective, accurate, and timely settlement process, the contract can become meaningless for both parties and lead to a legal morass that benefits nobody while detracting from your bottom line. Due to market price variability for crops, you need to pay your growers based on the price that you sold the crop to your customers.

The Solution: Contracts with a Settlement Process for Your Growers

Oracle's JD Edwards EnterpriseOne Grower Pricing and Payments module is the solution for managing the growers who supply your food and beverage operation. With Grower Pricing and Payments, you operate in an integrated data environment across your enterprise that supports contracts and the associated settlements from initial planting to final harvest each season, as well as payments based on the selling price of the crop.

Creating and Managing Contracts That Support Your Goals

Grower Pricing and Payments captures agreed-upon terms with your growers that include:

- Quality expectations
- Minimum and maximum quantities

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- Advances, assessments, and donations
- Renewal dates and terms
- Action dates for reminders of required signatures, responses, and reviews
- Amendments during the term of the obligation
- Bonuses or deductions, including those based on quality
- Defining the equity investment for the grower on the harvest
- Grouping the grower into pools for proceed payments

Enabling a Detailed Settlement Process to Complete the Crop Cycle

For grower payments, settlement is the final process for your harvest. For a successful settlement, the following come together to make payments timely and accurate at any point defined in your grower contract:

- **Schedules—**Schedules that include a flexible payment structure to manage multiple payees along with multiple payment dates.
- **Payments—**Payments based on a percentage of crop receipts for a certain period or to date and fully consider advance payments, assessments, and donations to be deducted.
- **Penalties and Bonuses—**Waivers of penalties, bonus payments, or other adjustments to the closing price.
- **Parties—**Identification and tracking of all assignees and brokers who participate in the settlement.
- **Vouchers—**Creation and management of real-time multiple vouchers.
- **Pay on Proceeds—**Track the crop receipts against associated sales orders to pay growers based on market price. Pay growers based on the average sales price or the actual sales price and based on their equity investment for the harvest.

This integration is not just focused on contracts and settlement points. The Grower Pricing and Payments module is not only part of the integrated JD Edwards EnterpriseOne Food and Beverage Suite that covers different agricultural activities including product blending, but can also be integrated with your company's entire business operation from human resources and financial accounting to supply chain management and customer management using a single database structure that increases data accountability and leads to a better bottom line.

Feature/Function Highlights

Grower contract term tracking—Tracks contract length terms with renewal extensions, quality terms, action date table, contract clauses, and more.

- Contract management
- Terms and conditions based on quality and payment criteria
- Payment schedules
- Grower pool

Advanced pricing—Provides enhanced features such as minimum/maximum price, matrix pricing, and pricing based on quality terms.

Settlements—Provides a flexible payment schedule that allows multiple payees with multiple payment dates. Payment dates can be based on advance payments, percent

payments after harvesting starts, and a final payment that pulls together other additions, deductions, and assessments to fully net out the final harvest payment.

- Review receipts
- Waive deductions and make bonus payments
- Apply prepays
- Apply assessments and donations
- Pay on sales order proceeds
- Conduct final settlements

Integration with JD Edwards EnterpriseOne Grower Management—Enables the tracking of crops from cultivation to harvest. The contract details provide additional data to the grower block and harvest information for a total food and beverage solution for seasonal or annual crops.

Access to UX One role-based pages: Grower Contracts Manager can access UX One role-based pages to easily access, review, and act upon valuable information to create and manage contracts. thereby efficiently managing growers of your food and beverage supplies.

Solution Integration

This module is designed to be integrated with the following JD Edwards EnterpriseOne products and families across your operations using common tools and a Pure Internet Architecture:

- JD Edwards EnterpriseOne Financial Management
- JD Edwards EnterpriseOne Food and Beverage Producers
  - Grower Management
  - Blend Management
- JD Edwards EnterpriseOne Order Management
  - Advanced Pricing
- JD Edwards EnterpriseOne Manufacturing
  - Quality Management
- JD Edwards EnterpriseOne Supply Chain Execution (Logistics)
  - Inventory Management
- JD Edwards EnterpriseOne Supply Management (Procurement)
  - Procurement and Subcontract Management

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