

# Oracle Price Protection



Oracle Price-Protection enables manufacturers and distributors across industries to automate and control the multiple business processes necessary to create and execute a price protection transaction. The process includes updates to inventory, purchasing, costing and financials applications to ensure accurate, automated and seamless execution of all necessary processes for a price protection agreement.

## KEY BUSINESS BENEFITS

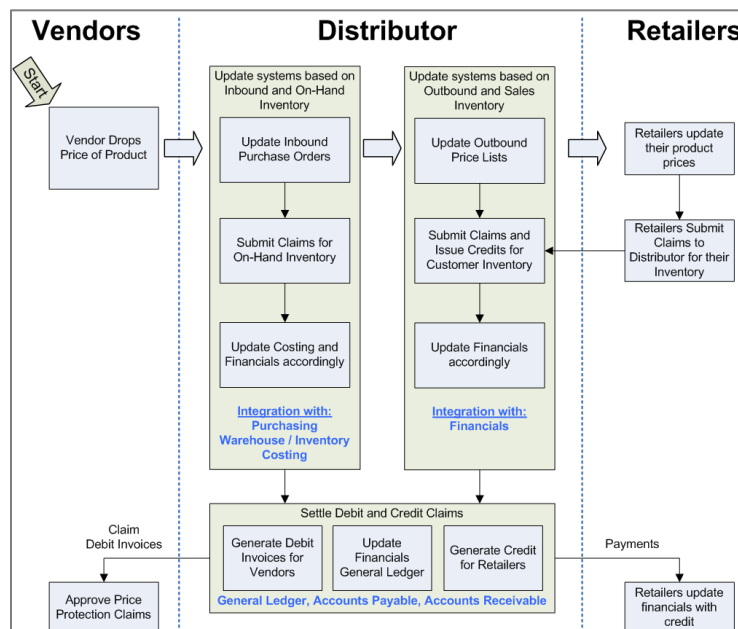
Oracle Price Protection provides the following benefits:

- Enhance productivity through streamlined creation and execution of Price Protection Agreements
- Maximize profitability through fast accurate claims processing
- Reduce costs using Automated execution

## Improve Profitability Through Automation

Oracle Price Protection facilitates the orchestration and automation of back office transactions when price changes are received from suppliers. Oracle Price Protection enables the creation, approval and execution of price protection agreements executing processed flows through inventory calculations, updates to costing, purchasing, pricing modules and claim settlement. Tight integration to financial applications ensures accurate accounting.

Oracle Price Protection leverages BPEL and Fusion Middleware technology to enable a configurable execution of price protection agreements.



## KEY FEATURES

- Simplified creation and maintenance of price protection agreements
- Real Time calculation of covered inventory
- Advanced pre approval processing for claims
- Automated price protection execution
- Prompt and accurate claims processing

Figure 1: Price Protection complete Flows

## Streamline and Simplify Creation and Tracking

Change in the supply versus demand ratios for products along with technological innovation and advancements often result in changes to product pricing. When manufacturers change the pricing on products, the benefits need to be passed on to distributors and end customers.

Oracle Price Protection allows for a simple capture of agreement related information that includes supplier, product, price change, dates and inventory coverage periods.

## Improve Accuracy for Inventory Calculation

An accurate assessment of the on hand inventory for covered products is critical for the approval and execution of a price protection agreement claim.

Oracle Price Protection automatically retrieves inventory quantities based on the effective time period provided in the price protection agreement in real time and provides comprehensive insight into inventory details.

The ability to adjust inventory is provided to maximize profitability with the ability to select additional inventory.

The screenshot displays the Oracle Price Protection User interface. The main window title is "Oracle Price Protection User". The breadcrumb trail shows "Price Protection Transactions > Price Protection Transaction Details: PLJUL15 > Covered Inventory Details: 5KA7000". There are "Cancel", "Save", and "Apply" buttons at the top right. The "Covered Inventory Details" section shows the following information:

Item Description	Standard Desktop	Supplier Item	
Item Number	5KA7000	Change Type	
Price Change	10	Effective Start Date	15-Jul-2008
Currency	USD	Days Covered	1000
Approved Inventory	1227		

Below this, there are "Add Another Line" and "Remove" buttons. A table lists the selected warehouses:

Select Warehouse	Quantity UOM	Value	Serial Number	Adjustment	Comments	Include
<input type="checkbox"/> Seattle Manufacturing	1227 Ea	12,270.00				<input checked="" type="checkbox"/>
<input type="checkbox"/> Boston Manufacturing	1279 Ea	12,790.00				<input checked="" type="checkbox"/>

At the bottom, there are "Cancel", "Save", and "Apply" buttons, along with a footer containing "About This Page", "Privacy Statement", and "Copyright © 2008, Oracle. All rights reserved."

Figure 2: Covered Inventory Details

## Improve Margins, Efficiency and Reduce Claim Processing Costs

The settlement of claims related to price protection agreements is a laborious process with a lot of back and forth between suppliers and distributors. This labor intensive process is usually manual, expensive and unapproved claims eat into profit margins. The Automated creation of claims and pre-approval significantly improves productivity and reduces processing costs. All accounting is accurately handled through the Oracle Sub ledger Accounting.

## Improve Productivity with Automated Execution, Communication And Tracking

It is important to update applications such as purchasing, inventory, costing and pricing to reflect item price changes. All new transactions should reflect price updates to enable accurate claims processing and accounting. Oracle Price Protection automates updates to purchasing, costing, inventory and also provides notifications on any outbound price lists and promotions that could be impacted

## RELATED PRODUCTS

Out of the box Price Protection integrates with the following modules:

- Oracle Accounts Receivable Deductions Settlement
- Oracle Channel Rebates and POS Management
- Oracle Inventory
- Oracle Purchasing
- Oracle Advanced Pricing
- Oracle Financials

## 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

All of these executions are automated and efficiently managed through the BPEL processes and leverages the Fusion Middleware.

The screenshot displays the Oracle Price Protection User interface. At the top, it shows the Oracle logo and the user's name, 'Oracle Price Protection User'. Below this, there are navigation links: 'Diagnostics', 'Home', 'Logout', 'Preferences', 'Help', and 'Personalize Page'. The main content area is titled 'Price Protection Transactions >' and 'Price Protection Transaction Details: PLJUL15'. It includes a header with buttons: 'Approve', 'Reject', 'Request Approval', 'Cancel', 'Save', 'Apply', and 'History'. The transaction details are organized into two columns. The left column lists: Operating Unit (Vision Operations), Transaction Number (PLJUL15), Supplier Name (EPS, Inc), Supplier Number (5102), Supplier Site (PITTSBURGH), Supplier Contact Name (Snyder, John), Contact Phone (550 576 3475), and Email (john.snyder@CDS.com). The right column lists: Reference Document Number (PLJUL15), Creation Date (15-Jul-2008 22:40:50), Source (Manual), Status (Active), Effective Start Date (15-Jul-2008), Days Covered (1000), and Currency (USD). Below the details, there is a 'Show Attachments' link and a 'Refresh' button. The main part of the interface is a table with columns: Process, Status, Action, Details, Execution Start Date, and Execution End Date. The table contains several rows of execution logs, such as 'Create On-Hand Inventory Claim' with a status of 'Success' and an 'Execute' action, and 'Update Inventory Item Costing' with a status of 'Warning' and an 'Execute' action. At the bottom of the table, there are the same navigation buttons as in the header: 'Approve', 'Reject', 'Request Approval', 'Cancel', 'Save', 'Apply', and 'History'.

Figure 3: Automated Execution Flows

## 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 Oracle Price Protection, visit [oracle.com](http://oracle.com) or call +1.800.ORACLE1 to speak to an Oracle representative.



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