

ORACLE SUPPLIER SHIP AND DEBIT



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

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.

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.

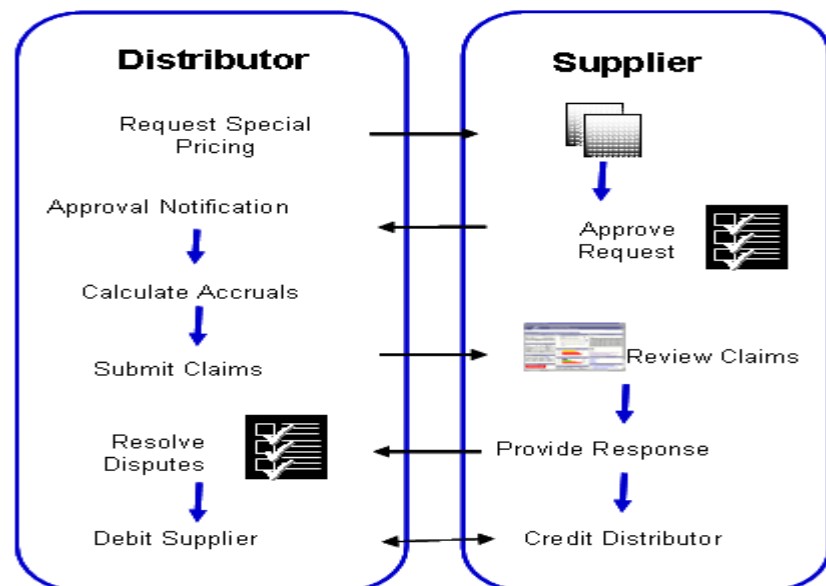


Figure 1: Supplier Ship and Debit Process Flow

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' interface. It features a top navigation bar with 'Cancel' and 'Next' buttons. The main form area contains several sections:

- Accrual Type:** Radio buttons for 'Internal' and 'Supplier' (selected).
- Request Type:** A dropdown menu with 'Bid Request' selected.
- Request Number:** A text input field.
- Supplier Contact:** A text input field with a search icon.
- Supplier Contact Email Address:** A text input field.
- Requestor:** A text input field with 'Sorneshein, Mr. Evans' entered.
- Operating Unit:** A dropdown menu with 'Vision Operations' selected.
- Authorization Number:** A text input field.
- Supplier:** A text input field with a search icon.
- Supplier Contact Phone Number:** A text input field.
- Supplier Response By Date:** A date picker.
- Status:** A dropdown menu with 'Draft' selected.
- Request Outcome:** A dropdown menu with 'In Progress' selected.

 Below the form are two tables:

- Price Request Details:** A table with columns: Vendor, Product, Name, Product Cost, Product Cost Currency. It contains one row: Product, GBR SEP 3, 10, US dollar.
- Customer Details:** A table with columns: Select Type, Name, Number, Address, Country, Location. It contains one row: Bill To, A. C. Networks, 1143, 3405 East Bay Blvd., Provo, UT, 84060, United States, Provo (OPS).

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.

The screenshot displays the Oracle Trade Management interface. At the top, there are navigation tabs for Customer, Product, Quota, Budget, Trade Planning, Claim, Indirect Sales Management, Administration, Calendar, and Supplier Ship and Debit. Below these are sub-tabs for Requests, Batch Creation, Batch Summary, and another Requests/ Batch Summary. A 'Quick Find' section is present with a dropdown menu set to 'Offer' and a 'Go' button. The main content area is titled 'Supplier Ship and Debit Batch Summary' and includes a 'Views' section with a dropdown menu set to 'All Batches' and a 'Personalize' button. A table on the left lists various 'Operating Unit' and 'Batch Number' entries, such as 'Vision Operations 85' and 'Vision Operations 84'. The right side of the interface shows detailed information for a specific claim, including 'Supplier Site', 'E-Mail', 'POS Start Date', 'Currency', 'Approved Lines', 'Approved Amount', 'Parent Batch', 'Claim Number', and 'Attachments'. Below this is a 'Line Details' section with a 'Views' dropdown set to 'All Lines' and a 'Personalize' button. At the bottom, a table lists line items with columns for Line #, Bill To Customer, Order Date, Order #, Invoice #, Invoice Line #, Product, UOM, Quantity, Agreement #, Cost Basis, Authorized Debit Cost, Unit Value, and Claim / (Requ Current).

Line #	Bill To Customer	Order Date	Order #	Invoice #	Invoice Line #	Product	UOM	Quantity	Agreement #	Cost Basis	Authorized Debit Cost	Unit Value	Claim / (Requ Current)
1	ABC Corporation Americas	16-Apr-2008	64661	10034267	1	SD_ITEMM	Each	100	DD-1234	15.00USD	500.00USD	<485.00>USD	100,000
2	ABC Corporation Americas	16-Apr-2008	64661	10034245	1	SD_ITEMM	Each	100	DD-1234	15.00USD	500.00USD	<35.00>USD	48,000
3	QASD_CUSTOMER15	16-Apr-2008	64684	10034269	1	SD_ITEMM	Each	100	sdterstd	15.00USD	50.00USD	<35.00>USD	48,000
4	QASD_CUSTOMER15	16-Apr-2008	64684	10034269	2	SD_ITEMM	Each	100	sdterstd	15.00USD	50.00USD	<35.00>USD	48,000
5	QASD_CUSTOMER15	16-Apr-2008	64684	10034265	1	SD_ITEMM	Each	100	sdterstd	15.00USD	50.00USD	<35.00>USD	48,000
6	QASD_CUSTOMER15	16-Apr-2008	64684	10034268	1	SD_ITEMM	Each	100	sdterstd	15.00USD	50.00USD	<35.00>USD	48,000
7	QASD_CUSTOMER15	16-Apr-2008	64684	10034269	1	SD_ITEMS	Each	10	sdterstd	15.00USD	10.00USD	5.00USD	180,000

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.

KEY 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

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
- OnlineDBA
- OnlineDBA 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 Supplier Ship and Debit, please visit oracle.com or call +1.800.ORACLE1 to speak to an Oracle representative.



Oracle is committed to developing practices and products that help protect the environment

Copyright © 2009, Oracle and/or its affiliates. All rights reserved.

This document is provided for information purposes only and the contents hereof are subject to change without notice. This document is not warranted to be error-free, nor subject to any other warranties or conditions, whether expressed orally or implied in law, including implied warranties and conditions of merchantability or fitness for a particular purpose. We specifically disclaim any liability with respect to this document and no contractual obligations are formed either directly or indirectly by this document. This document may not be reproduced or transmitted in any form or by any means, electronic or mechanical, for any purpose, without our prior written permission.

Oracle is a registered trademark of Oracle Corporation and/or its affiliates. Other names may be trademarks of their respective owners.
0109