

# ORACLE RETAIL TRADE MANAGEMENT



PROVIDING RETAILERS WITH A CENTRALIZED SOLUTION TO MANAGE THE FLOW OF MERCHANDISE AND INFORMATION THROUGHOUT THE IMPORT PROCESS

## FEATURES

- Accurate Duty Calculation based on the Harmonized Tariff Schedule
- Import Specific Purchase Order Attributes
- Letter of Credit Applications and Amendments tied to Purchase Orders
- SWIFT Standard Input/Output
- Goods in Transit Tracking
- Automatic Variance tracking between Estimated and Actual Costs
- Optional "Finalization" of Actual Landed Costs to Retail Financial Stock Ledger

## BENEFITS

- Centralize management of import information
- Systematically track the true cost of import purchases
- Automatically calculate lowest possible duty rate
- Identify and resolve potential merchandise delays
- Automatically update Letter of Credit when Order changes
- Gain visibility to differences between estimated and actual landed costs
- Enter third party non-merchandise invoices and directly flow to Invoice Matching and Financials

*The classic version of the import process is a series of unrelated, non-integrated functions that are labor and paper intensive, create pockets of information only available within a specific functional area, and are full of redundant activity and data entry. Additionally, retailers have often ordered merchandise weeks or months in advance to hedge the uncertainties of the international procurement process, resulting in extra inventory and carrying costs. Today's retailers need to manage the international process as well as they manage the domestic process for quick response and high service levels.*

## Overview

Importing can be one way to lower product costs and improve margins. However, for many retailers, importing remains a highly manual, paper-based and spreadsheet-driven process with numerous challenges, including:

- **Complicated cost calculations.** Working with a myriad of remote suppliers, agents, freight forwarders, banks, and customs brokers complicates objective cost calculations and buying decisions.
- **Logistics.** Long distances and multiple partners make it difficult to obtain the timely, accurate information necessary to proactively manage orders as they move through the supply chain.
- **Delays.** Inconsistencies, inaccuracies, and the onerous preparation of compliance information required by government authorities results in unnecessary entry delays, examinations, and penalties.

## Introducing Oracle Retail Trade Management

Oracle Retail Trade Management provides the infrastructure for effectively managing the import process. The highly scalable solution, directly integrated with the Oracle Retail Merchandising System, is designed to meet the needs of both large and small retailers with growing import programs. By managing file exchanges with trading partners and providing a central database of critical import order information, Oracle Retail Trade Management gives you a "single version of the truth" for making decisions and evaluating performance.

Oracle Retail Trade Management also extends the functionality of the Oracle Retail Merchandising System by enabling merchants to efficiently manage a single purchasing process for both import and domestic orders. The automation of the import process helps eliminate the inefficient and manual processes that increase

costs, delays, and compliance failures. By providing a foundation of immediate, actionable information, Oracle Retail Trade Management enables retailers to expand import programs and increase profitability.

### Unique Features of Oracle Retail Trade Management

**Customs Classification.** Holds the HTS (Harmonized Tariff Schedule) and all eligible tariff treatments against the country of sourcing or country of manufacture. These classifications, combined with import descriptions and attributes, provide the tools to systematically classify products, ensure the correct lowest rate, and help guarantee compliance early in the import process, thus avoiding costly obstacles to clearance.

**Letters of Credit.** Links letters of credit and purchase orders to provide cross-functional visibility between merchant and finance functions, allows electronic processing of information to multiple banks, and consolidates amendment management and payment tracking in a single system. If a purchase order is changed, for example in cost or quantity, an amendment is automatically generated to the Letter of Credit which promotes efficiency.

**Transportation Visibility.** Provides broad visibility into shipment information throughout the organization, which enables the retailer to track the status of purchase orders as they move through the import supply chain. Transportation records can be uploaded by third party suppliers or manually entered via mass maintenance at the Vessel/Voyage/ETD level.

**Consolidated Customs-Entry Preparation.** Consolidates product classification, value, duty calculation, and shipment information for each customs entry, which allows you to review data for accuracy and completeness, download to brokers, and maintain a central database of entry information for future analysis or audits.

**Actual Landed Cost Analysis.** Provides a flexible and efficient process of allocating invoices received from third party providers as products move through the import supply chain. Once allocated, the invoice or “obligation” is automatically sent to invoice matching and then to Financials for payment. The variances between the estimates and the actuals are automatically calculated. This allows the retailer to take the necessary steps to correct inventory values and adjust the basis for future landed cost calculations.

**Integrated.** Provides seamless integration with the proven and scalable Oracle Retail Merchandising Solutions—which helps ensure the accurate and efficient execution of import processes while lowering the total cost of ownership.

### Measuring Effectiveness

**Reduced operational costs and increased productivity.** Centralized management of import information eliminates redundant data entry and maintenance, reducing confusion and all the errors associated with maintaining information in disparate systems and multiple spreadsheets. Oracle Retail Trade Management provides retailers with the scalability to grow import operations while leveraging the existing merchandising organization and Oracle Retail solution infrastructure.

## RELATED PRODUCTS

- Oracle Retail Merchandising System
- Oracle Retail Invoice Matching
- Oracle Retail Price Management
- Oracle Retail Allocations
- Oracle Retail Sales Audit
- Oracle Retail Workspace

**Reduced inventory costs.** Better visibility into total product cost helps you drive cost out of your import supply chains and enables better buying decisions. Systematically tracking the inventory cost of import purchases allows you to identify and eliminate unnecessary supply chain costs. Visibility to order movements allows you to identify and resolve potential delays that would result in lost sales and inventory markdowns. Oracle Retail Trade Management supports improved compliance with customs regulations, helping you to avoid clearance delays and costly penalties.

**Improved supply chain responsiveness.** Centralized management of information exchanged throughout the import supply chain improves the availability of timely, accurate information. The result is improved cooperation across departments involved in the import process, greater confidence in the accuracy of information, and faster and more effective decision-making.

**Improved profitability.** With greater control of your international supply chain, you can grow your import programs in order to reduce costs and improve margins.

### About Oracle Retail

Oracle is the number one provider of innovative and comprehensive industry software solutions for retailers. With software that spans planning, merchandising, supply chain, store systems, enterprise applications and infrastructure; Oracle enables organizations to serve their customers better by applying insight into daily business decisions for more profitable results. Oracle partners with the world's leading retail companies, including 20 of the top 20 retailers worldwide, to transform the economics of retail.

### Contact Us

For more information about Oracle Retail Trade Management, please visit [oracle.com/retail](http://oracle.com/retail), email [oneretailvoice\\_ww@oracle.com](mailto:oneretailvoice_ww@oracle.com), or call +1.800.ORACLE1 to speak to an Oracle representative.



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