

# ORACLE UTILITIES QUOTATIONS MANAGEMENT



## KEY FEATURES

- Automate data upload from customer requests
- Validate, normalize, and forecast usage
- Manage load profiles
- Calculate revenue, cost, and margin
- Generate offers quickly
- Manage the entire offer process from request receipt through customer decision
- Applicable to multiple energy markets

## KEY BENEFITS

- Increases profitability through improved pricing accuracy
- Reduces offer turnaround time
- Adapts quickly to changing market conditions
- Integrates seamlessly with other enterprise applications

*Selling energy profitably requires accurate pricing. With constantly changing forward price curves, differing price structures across markets, and increasingly demanding customers, setting the right price is a complex problem. Oracle Utilities Quotations Management allows you to efficiently and effectively manage these pricing dynamics so you can deliver prompt, accurate, offer-specific quotes. Now you can capitalize on every opportunity and profitably grow your business with a managed and known degree of risk.*

### **Price Accurately, Reduce Risk, and Increase Profitability**

Oracle Utilities Quotations Management can model virtually any pricing scenario: from simple residential products to complex, offer-specific products for the largest energy consumers. Through a set of easy-to-use integration tools, Oracle Utilities Quotations Management simplifies the ability to receive customer requests and enables users to quickly validate, cleanse, and forecast usage across any number of commodities, including electricity, gas, and water.

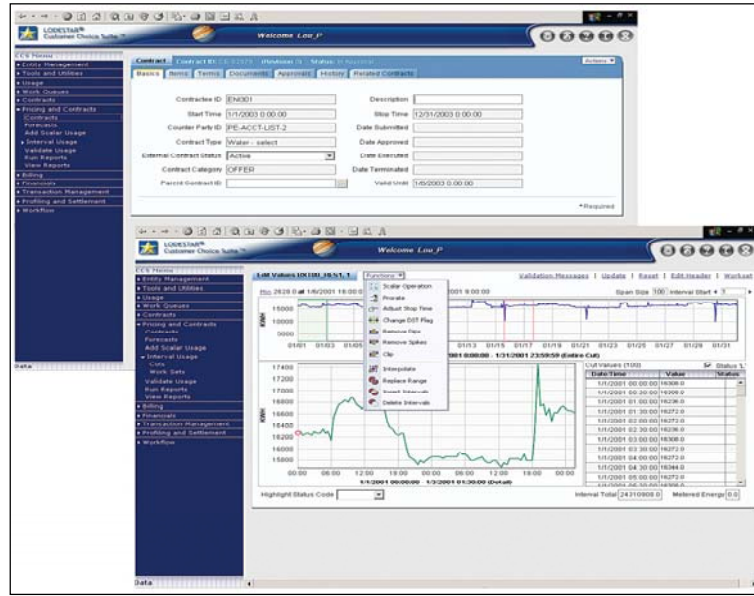
While competitors are spending days and weeks analyzing data, your sales and call center representatives can respond to customer opportunities in near real time with accurate, profitably priced proposals.

### **Automate, Execute, and Adapt Quickly**

Built on a highly flexible architecture, Oracle Utilities Quotations Management can be configured to match your existing or desired business process. By applying your business rules on an automated application infrastructure, you eliminate time-consuming, manual processes that slow productivity and revenue generation.

Now, in the short span between the time a request is received and a proposal is delivered, opportunity data passes through a series of company-defined validation and business rules where market demand, customer utilization, forward price curves, transportation costs, and product structure and terms are applied against the request to determine the optimal price for each offer. This ensures that proposals meet corporate criteria and contain competitive, profitable prices that will lead to customer acceptance.

Should market dynamics or corporate policies change, validation and business rules can be quickly altered without costly, time-consuming changes to the application source code. This ensures that all offers across the organization incorporate the most current criteria, eliminating additional pricing risk.



Oracle Utilities Quotations Management displays full pricing information and accurately prices each offer.

### Key Application Features

Oracle Utilities Quotations Management offers the following functionality:

- **Upload data.** Use embedded tools to quickly integrate and automate the receipt of inbound data from delimited files, Extensible Markup Language interfaces, and spreadsheet applications.
- **Validate, normalize, and forecast usage.** Check usage data against validation rules and estimate invalid data. Apply temperature normalization factors to adjust historic usage for temperature-sensitive load. Forecast customer usage for any future offer period.
- **Manage load profiles.** Load profiles can be imported or created, and applied to noninterval scalar data to create interval data necessary to apply forward price curves and perform other calculations.
- **Calculate revenue, cost, and margin.** Calculate the itemized revenue, cost, and margin for a given offer, assessing itemized charges for energy components, network charges, ancillary services, and taxes. Compare the total offer to the applicable price to beat tariff or to the current charges your prospect is paying.
- **Generate offers.** Assign and set terms at the offer level or for each location or other grouping. Apply the forward price curves and then determine the prices for the given terms. Create customized offers and send them to your prospects as PDF files.

## RELATED PRODUCTS

Leverage embedded integration tools to deploy Oracle Utilities Quotations Management in conjunction with your existing enterprise applications.

Alternatively, deploy the following Oracle Utilities (formerly Lodestar) applications to keep your entire pricing, billing, and fulfillment process on one platform:

- Oracle Utilities Meter Data Management
- Oracle Utilities Billing Component
- Oracle Utilities Forecast Management
- Oracle Utilities Rate Management
- Oracle Utilities Portfolio Management
- Oracle Utilities Load Analysis
- Oracle Utilities Load Profiling and Settlement
- Oracle Utilities Transaction Management

- **Manage the entire offer process.** Monitor and track the progress of offers from creation to internal approval to customer decision.
- **Generate key reports.** Create reports of offers extended and accepted by any attribute in the database including product structure, location, customer size, and sales representative.

## Contact Us

For more information about how your organization can leverage the power of Oracle Utilities Quotations Management, please visit [oracle.com](http://oracle.com) or call 1.800.ORACLE1 to speak to an Oracle representative.

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