

ORACLE RETAIL SALES AUDIT



AN EXCEPTION BASED
INTERACTIVE AUDITING
TOOL DESIGNED TO
INCREASE PRODUCTIVITY
AND ENSURE DATA
INTEGRITY ACROSS THE
ORGANIZATION.

FEATURES

- Automatic Validation for Duplicate or Missing Transactions
- Configurable Totals for Analysis and Financials
- Retailer-definable Rules to Highlight Suspicious Transactions
- Interactive Exception Based Auditing at Store and/or HQ
- Efficient Import/Export Processes Including Support for Trickle Polling
- Full Disclosure of Adjustments

BENEFITS

- Reduce administrative expenses
- Improve data accuracy
- Reduce potential fraud
- Early detection of problems via retailer-defined audit rules
- Ability to correct past transaction history
- Automated data cleansing
- One version of sales data across the entire organization

The accuracy of point-of-sale information is mission critical. If sales data is compromised, decisions from planning to distribution are affected. Retailers need a tool that can quickly prevent errors from disseminating across the business and ensure all downstream systems are working off the same information. The solution must be highly scalable, configurable, exception based, and proven by innovative retailers around the world.

Overview

Fundamentally, retailers need to pull transaction data from the point-of-sale and verify that the information is accurate before exporting it to the merchandising, data warehouse and financial systems. The auditing process needs to be flexible enough to allow each retailer to define their own rules, as well as exception based so that the downstream systems get cleansed data as soon as possible.

Introducing Oracle Retail Sales Audit

Oracle Retail Sales Audit is an agile tool that evaluates the accuracy and completeness of point of sale data for use throughout the retail enterprise. With a highly configurable sales audit application, the retailer can maintain existing business practices while providing for future options as the operations grow and change.

Unique Features of Oracle Retail Sales Audit

Trickle Polling of Point-of-Sale Data. Sales Audit has the ability to process point of sale information from stores multiple times throughout the day according to the retailer's requirements. Through the definition of system export criteria, certain systems, like central merchandising, can receive sales data in near real time whereas more analytical systems might wait for the daily audited sales.

Multi and Single-Level Auditing. The solution provides retailers with the option to perform auditing at the Store, Corporate Headquarters, or both. By using these different levels and the exception definitions, a workflow for error resolution is established.

Security Controls. The retailer defines and restricts the actions available to Store and Headquarter users. Store users only see their particular Store information, whereas Headquarter users generally have the ability to view and change more information. Individual rule exceptions are defined to be resolved by certain types of users. In certain areas, Sales Audit also provides Field level security by Oracle Role to ensure complete integrity.

Automatic Totaling of Point-of-Sale Transactions. The Sales Audit totaling process allows the Retailer to sum or count any data in the system. The totals can be used to roll-up information for export to downstream systems, facilitate loss-prevention analysis or simply for reporting. Users create the totals via a wizard which guides them through the process. Totals such as Over/Short allow users to compare the declared totals from the POS with the system calculated totals and allow specific users to enter corrective information. Combined totals are sums of existing totals which are often useful for more complex analysis or aggregation.

Retailer-defined Audit Rules and Exceptions. Audit rules are applied against retailer-defined totals and transaction data to identify exceptions for further research. While some rules are inherent in the system, like unidentified SKU transactions, others are completely defined by the retailer via a wizard. The rules and their corresponding errors, provide the ability for the users to focus on anomalies rather than sifting through vast amounts of data. The rule definition determines who receives the exception, the impact of the error, whether it can be overridden, and also a recommended resolution.

Customer Reservation and Layaway – Retailers need to provide customers with a wide variety of purchase options. Sales Audit plays a role by integrating the activity at the Point of Sale with the merchandising and store inventory management systems. Sales Audit accepts the transaction types and data related to when customers purchase in-stock merchandise that they will pick up later, place special orders for items, or decide to have items delivered or available for pick up at a different store location. Sales Audit's layaway functionality allows for payment flexibility and full inventory management.

Automated Clearing House (ACH) Deposit Processing. Sales Audit calculates estimated store deposits for the following business day based on deposit history data. These calculations can be sent to the consolidating bank in the National Automated Clearing House Association (NACHA) file format.

Measuring Effectiveness

Global retailers rely on Oracle's solutions to improve the process and accuracy of sales auditing. This proven, scalable solution supports processing volumes of information during peak seasons of the largest retailers in the world. Benefits achieved with Oracle Retail Sales Audit include:

Improved Internal Controls. With an integrated sales audit solution, retailers have full visibility to point-of-sale information to support compliance objectives. Any missing, duplicate or erroneous data is quickly flagged and corrected so that all downstream systems operate off the same cleansed sales information.

Increased Productivity. Labor saving features such as configurable rules with tolerances and definable suggested actions make interactive auditing efficient and exception driven. Users have the information they need all in one place to investigate any errors and quickly resolve the issue. With the assurance of data integrity across systems, users in other areas of the business can make decisions knowing their information is accurate and consistent.

RELATED PRODUCTS

- Oracle Retail Merchandising System
- Oracle Retail Invoice Matching
- Oracle Retail Trade Management
- Oracle Retail Price Management
- Oracle Retail Data Warehouse
- Oracle Retail Point of Service
- Oracle Retail Store Inventory Management
- Oracle Retail Workspace

Reduced Integration Costs. Oracle Retail Sales Audit shares core foundation elements such as items, locations, pricing and tax information with the Oracle Retail Merchandising System. Transaction integration with the Oracle Retail Point of Service, Merchandising, Store Inventory Management, Data Warehouse and Oracle or PeopleSoft Financials means that the solution minimizes total cost of ownership due to reduced development and maintenance costs.

Conclusion

Oracle Retail Sales Audit provides retailers with the ability to receive POS transaction data, cleanse, and export the data to the Oracle Merchandising System, Oracle Retail Data Warehouse, Oracle or PeopleSoft Financials and any other legacy systems. By providing corporate control and visibility to sales audit information, retailers will make better decisions to improve merchandise operations, and transform the economics of their business.

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 Sales Audit, please visit oracle.com/retail, email oneretailvoice_ww@oracle.com, or call +1.800.ORACLE1 to speak to an Oracle representative.



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