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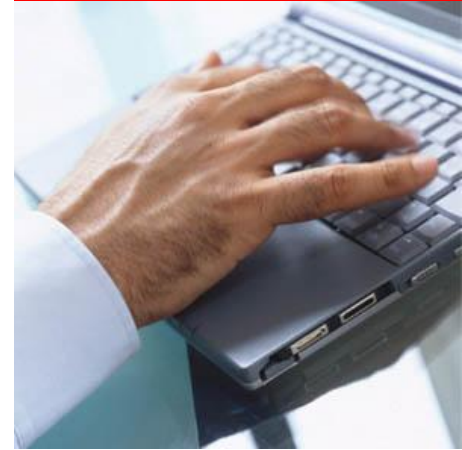
JD Edwards EnterpriseOne - Agreements Overview

Safe Harbor Statement

The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, and timing of any features or functionality described for Oracle's products remains at the sole discretion of Oracle.

Agreements Overview

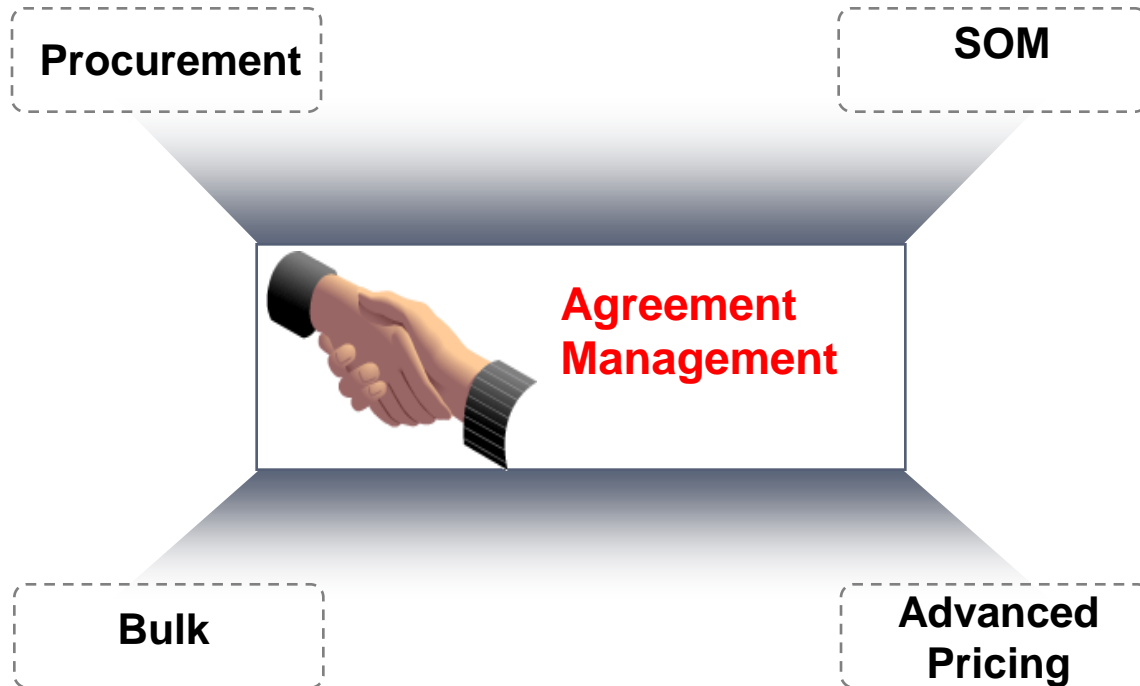
- Agreements Overview
- Agreement Types



Why Agreements?

- Geographic Constraints -- Reduce Freight Costs
- Better Service -- Reduce Transit Time to Customer
- Trading Partner Adds Value to Product
- Expand Product Line, Partner Manufactures, We Focus on Marketing
- Utilize our Plant Capacity more Efficiently
- Plant Shutdown - Shift Processing to Partner
- Closely Track Relationship with Customers

Agreement Master Integration – G38



Agreement Master Integration – G38

Receive Product
from your partner

Ship Product to
your partner

Procurement

SOM



**Agreement
Management**

Create Contracts and define
Terms

Monitor Status, print statements
and adjust balances

Bulk

Advanced
Pricing

Exchange
Product

Apply Pricing and Penalty Schedules
for 1 or more partners & contracts

Agreements – G38

- Move inventory between the partner's location or to the partner's customers
- Save money, time, provide better service to your customers, and save on capital expenses
- Create unique pricing structures
- Create penalty schedules to apply if your business partner does not meet the terms of the contract.

Agreements are characterized by:

- Effectively Dates
- Specific Products
- Destinations and Sources of Product
- Expected Quantities or Amounts
- Penalties for non-compliance

Agreement Types

- Exchange Agreements
 - Products to be traded
- Loans and Borrows
 - Used in response to potential stock shortage
 - Informal agreements settled in product
- Consignment Agreements
 - Retailers acts as agent for the company



Sales/Purchase Agreements

- Track Sales to a Customer / Purchases from Supplier
- Transactions tagged with Agreement Number
- Suggested penalty report generated

Sales Agreement

- Can set up an Agreement with a Customer
 - Due to: Partner
 - Source: Our Company Cost Center or *Any
 - Destination: Customer/Other Oil Company
Address Book
- Both a sales agreement number and a borrow agreement number can be on the same sales order



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