

Oracle Channel Revenue Management Information Discovery



Oracle Channel Revenue Management Information Discovery empowers channel users to maximize operational performance by making better decisions faster and to increase profit margins by effectively controlling disputes/deductions and trade funds. Endeca is a technology platform that enables excellent management of structured and unstructured data. Oracle Channel Revenue Management Information Discovery leverages Endeca technology and provides best of breed user experience while being fully integrated with the rich transactional data

KEY BUSINESS BENEFITS

- Eliminate Revenue Leakage
- Discover Information and Act Rapidly
- Reduce Operation Costs
- Improve Payment Collections
- Improve Process Efficiency
- Best Mobile Experience

KEY FEATURES

- Multi – faceted search empowers information discovery
- End to End process visibility for claims and budgets
- Quickly Identify and chargeback invalid deductions
- Prioritize high value claims for closure to maximize cash returns
- Quickly recover trade dollars by collaborating effectively with Customers and Suppliers
- Search on Flex fields, notes and attachments
- Fast Deployment
- Built-In UI and Security Integration

Key Features at a Glance

Channel Revenue Management users are always challenged with focusing on the right priorities at the right time. Oracle Channel Revenue Management Information Discovery transforms all data into accessible, useful information that enables prompt action. At a high level, here are some key features:

- **End to End Visibility:** Comprehensive visibility is imperative for successful channel revenue management. Oracle Channel Revenue Management Information Discovery enables full visibility by means of graphical visualization, key metrics, and tag clouds. Users are also able to filter claims and funds based on any attribute and focus effectively on problematic areas.

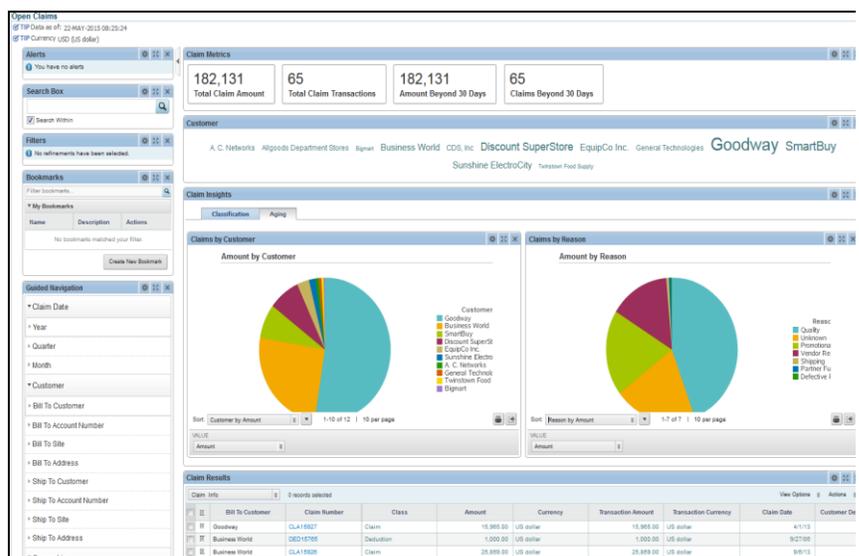


Figure 1. Oracle Channel Revenue Management Information Discovery – Claims

- **Seamless Integration:** Oracle Channel Revenue Management Information Discovery are seamlessly integrated with rich channel data. The integration also adheres to the E-Business Suite security rules ensuring the right users have access to the right set of data. Users are able to drill into channel transactional pages from Information Discovery dashboards and back.
- **Mobile Experience:** Oracle Channel Revenue Management Information Discovery pages can be directly accessed from tablets and/or smart phones.



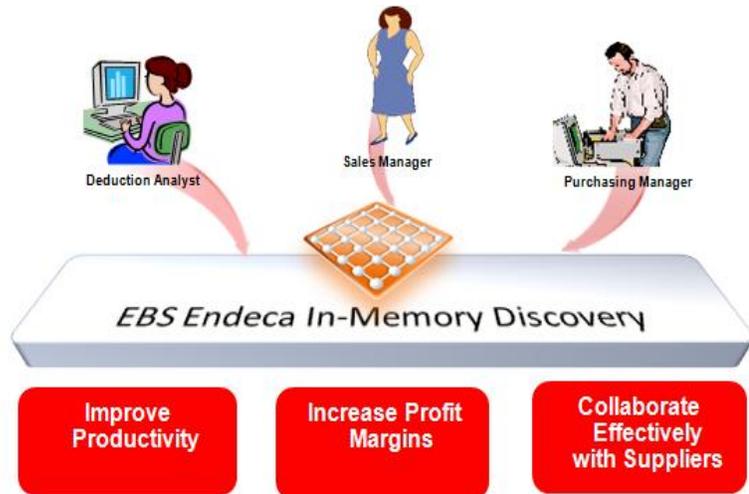
Figure 2. Oracle Channel Revenue Management Information Discovery – Budgets Dashboard on a Mobile Device

Key Benefits at a Glance

Oracle Channel Revenue Management Information Discovery empowers all kinds of channel revenue management users, be it deduction analysts, sales manager, purchasing manager to perform their tasks more efficiently with real-time access to operational data and intuitive analysis.

Following are some key benefits Oracle Channel Revenue Information Discovery offers:

- **Improved User Experience:** Oracle Channel Revenue Management Information Discovery greatly improves the user experience and the way users search and access claims and budgets data in Oracle Channel Revenue Management. Sophisticated data visualization capabilities enable users to easily identify issues and exceptions. Oracle Channel Revenue Management Information Discovery also provide improved users' search capability by enabling search on any claim and budget related data including DFF's, notes and attachments.



- **Maximize Operation Performance:** Oracle Channel Revenue Management Information Discovery enables customers to quickly identify overbooked claims agents and balance workloads to clear aged claims. The claims mass update feature allows users to update multiple claims with a single click. The budget Information Discovery dashboard provides comprehensive visibility of funds and budgets enables smarter analysis of trade dollars and strengthens collaboration with customers and suppliers.
- **Eliminate Revenue Leakage:** With interactive visualization of claims and deductions users are able to identify and charge back invalid deductions and prevent overpayment by identifying duplicate claims. Funds and budgets users can gain control over their trade spends with real time understanding of their customer liabilities and/or supplier assets.
- **Improve Payment Collection:** The claims aging and intuitive analysis allows users to focus on high value claims for closure to maximum cash returns. Closed claim analysis allows users to identify any customer write off abuse and take corrective actions to prevent them in the future. Budget dashboards establish over spends or past due promotional balances allowing users to quickly react and recover payments.

RELATED PRODUCTS

- Oracle Channel Rebated and POS Management
- Oracle Accounts Receivable Deductions Settlement

RELATED SERVICES

The following services are available from Oracle Support Services:

- Update Subscription Services
- Product Support Services
- Online DBA
- Online DBA 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

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