

# Oracle Retail Trade Management

The classic version of the import process is a series of unrelated, nonintegrated 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 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 getting accurate cost estimates, making it difficult to make objective buying decisions. Also, the calculation of the eventual actual costs is often labor-intensive and prone to errors, making it tough to understand the real margin achieved.

**Logistics tracking.** 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 result in unnecessary entry delays, examinations, and penalties.

## 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 partners and providing a central database of critical import order information, Oracle Retail Trade Management gives retailers a single version of the truth for making importing decisions and evaluating performance.

The solution 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, Trade Management enables retailers to expand import programs and increase profitability.



### Key Benefits

- Centralize management of import information
- Systematically track the true cost of import purchases
- Automatically calculate the 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

# 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. The solution also supports free trade zones by allowing multiple entry zones with different rates for the same country/HTS combination. 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 clearance problems and unexpected delays.

**Letters of Credit** links letters of credit and purchase orders to provide cross-functional visibility between merchandising and finance, allows standardized electronic processing of information to multiple banks and consolidates amendment management and payment tracking in a single system. Amendment generation is automatic if the dates, costs, or quantities change on a purchase order. Letters of credit comply with current SWIFT standards and are transmitted on a regular schedule.

**Importer Entity Purchasing** supports the optional creation and association of an internal importer entity to purchase orders where the importer technically sources the goods for the retailer. Orders are systematically routed through the importer, and an intercompany sale/purchase transaction is created with the retailer. Invoice matching is handled between the vendor and the import entity. This optional process allows retailers to represent the true flow of goods within their company and facilitates compliance with local legal requirements.

**Transportation Visibility** provides visibility of shipment information throughout the organization, which gives the retailer one place 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. Import departments can quickly review data for accuracy and completeness, download entry information 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 estimated and actual costs are automatically calculated. This allows the retailer to take the necessary steps to correct inventory values and adjust the estimates for future landed cost calculations.

**Integrated** provides seamless integration with the proven and scalable Oracle Retail Merchandising solutions that ensure the accurate and efficient execution of import processes while lowering the total cost of ownership.

## Request a demo

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### Key Features

- *Role-based dashboard highlights exceptions*
- *Accurate duty calculations 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*
- *Purchasing through an importer*
- *Creation of free trade zones*
- *Automatic variance tracking between estimated and actual costs*
- *Optional “finalization” of actual landed costs to retail financial*

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