

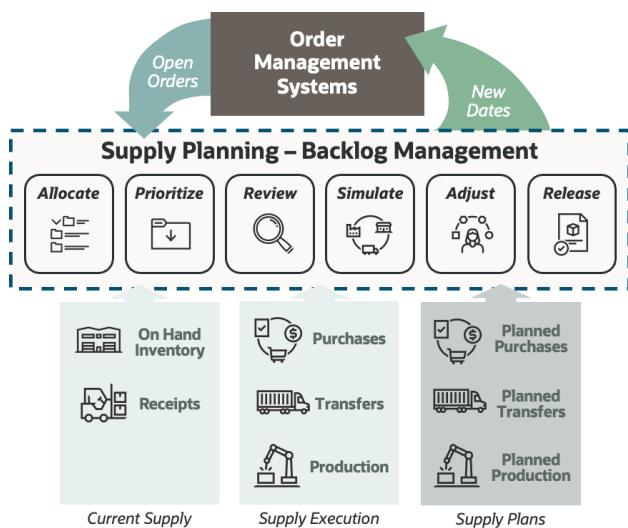
Oracle Fusion Cloud Supply Planning

Order Backlog Management

Supply chain disruptions are inevitable. When they occur, you need to respond quickly and intelligently to satisfy customers, while avoiding excessive costs. Oracle Fusion Cloud Supply Planning includes *Order Backlog Management* features help you prioritize and reschedule your open orders using the latest supply status. You can simulate fulfillment alternatives based upon your business objectives. Then when you're satisfied with the results, you can save and release scheduled date changes to reduce delivery delays, increase sales, or maximize margin.

Replace *ad hoc* updates with strategic order fulfillment

Supply and demand constantly change. Sudden market shifts, missed shipments, equipment breakdowns, and other supply chain disruptions compound the problem. Many companies find themselves firefighting as a result: spending more to expedite transit, diverting supply from one order to fill another, or offering deals on alternative products to reduce demand on constrained items. If left unchecked, these types of *ad hoc* responses can impact margins, reduce service levels, and compromise customer relationships.



Order Backlog Management replaces manual one-off changes with intelligent, rules-based simulation and rescheduling of open orders aligned with your business strategy. It looks across your entire order backlog to prioritize the most important orders in context. Backlog Management complements and extends global order promising solutions, which schedule orders on a “first come, first served” basis as orders are submitted.

Prioritize orders by your objectives

Backlog Management ranks competing demands based upon criteria you set, such as requested date, order creation date, item category, and customer, in addition to other attributes that affect your business. You can use these rule-based priorities to maximize the value of orders that can be shipped within a fiscal period, fulfill orders that are reaching critical delay thresholds, or deploy available supply to the highest margin orders. You can apply alternative rules to compare the results and adapt to changing business conditions.

Figure 1. Backlog Management reschedules sales orders based on the latest supply and your business priorities

Once your priorities are set, you can review problem order lines and revise their sourcing and fulfillment policies to improve scheduling results. To help you address order scheduling issues and opportunities, Backlog Management highlights the value of orders that you can reschedule to earlier dates, as well as those that no longer have supply available to meet their current shipment or delivery plan.

Improve order schedule dates to solve fulfillment problems

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You may need to update an order's sourcing, shipment method, or other fulfillment attributes to maximize availability. You can edit these attributes for groups of order lines in Backlog Management, simulate, and review the results of your changes. You can save the edits that best meet your objectives.

When a group of items should ship or arrive together, limited availability of a single component can delay the entire order. Backlog Management's guided resolution pinpoints the components or items that are delaying scheduling of a set, so you can decide whether to remove them, find a different source, or substitute another item to meet demand.

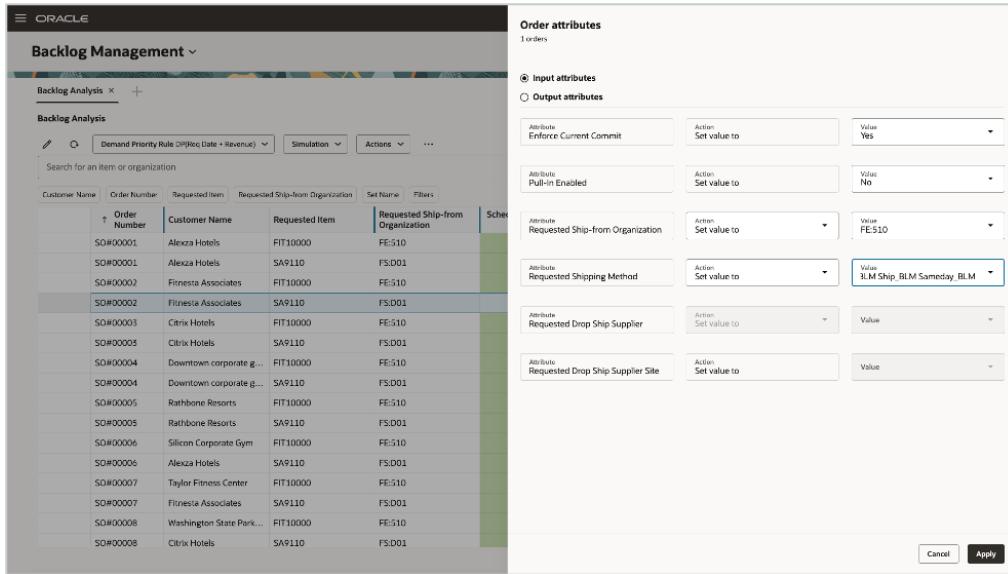


Figure 2. Review and update sourcing, shipping, and fulfillment policies for selected orders

Simulate order scheduling results

At any time during the process, you can run the plan to simulate rescheduling. The system applies your rules and edits to calculate order sources and dates based upon the latest supply data. Backlog Management displays the results, highlighting improvements and any additional delays.

Rescheduling orders unnecessarily can reduce customer satisfaction. By default, Backlog Management preserves existing scheduled dates for orders as it identifies opportunities to improve dates for backlogged demands. This minimizes the need to communicate and negotiate changes to delivery dates. Clearing the *Enforce Current Commit* flag allows you to delay lower priority orders and satisfy higher priority ones if needed.

Sometimes you must ship or deliver a critical order on a particular date. Backlog Management allows you to override planned shipment and arrival dates directly as needed. Any overrides are preserved during rescheduling.

Large anticipated orders can have a major impact on your order backlog. To account for them, you can simulate demand by uploading an “inquiry order” via file-based data integration (FBDI). Inquiry orders consume supply just like any other order but cannot be scheduled. They help you project the proposed order's delivery date and predict how lower-priority orders might be delayed without affecting execution systems.

	Order Number	Order Line Number	Requested Item	Request Item Description	Requested Ship-from Organization	Requested Date	Requester Quantity	Scheduled Date	Planned Date	Days of Delay	Days of Improvement
1	BLM-ALLOC-ExtRESL02	1	BLM-ALLOC-JIRES-ExtendLessItem	Extens...	BLM:BLM_M1	01/07/30	50	01/07/30	01/07/30	0	0
2	BLM-ALLOC-ExtRESL03	1	BLM-ALLOC-JIRES-ExtendLessItem	Extens...	BLM:BLM_M1	01/07/30	150	01/07/30	01/17/30	10	-10
3	BLM-ALLOC-ExtRESL05	1	BLM-ALLOC-JIRES-ExtendLessItem	Extens...	BLM:BLM_M1	01/18/30	100	01/18/30	01/18/30	0	0
4	BLM-ALLOC-ExtRESL06	1	BLM-ALLOC-JIRES-ExtendLessItem	Extens...	BLM:BLM_M1	01/22/30	100	01/22/30	01/24/30	2	-2
5	BLM-ALLOC-ExtRESL07	1	BLM-ALLOC-JIRES-ExtendLessItem	Extens...	BLM:BLM_M1	01/22/30	300	01/22/30	01/07/31	350	-350
6	BLM-ALLOC-ExtRESMS03	1	BLM-ALLOC-JIRES-ExtendMoreItem	Extens...	BLM:BLM_M1	01/07/30	150	01/07/30	01/07/30	0	0
7	BLM-ALLOC-ExtRESMS05	1	BLM-ALLOC-JIRES-ExtendMoreItem	Extens...	BLM:BLM_M1	01/18/30	150	01/18/30	01/18/30	0	0
8	BLM-ALLOC-RESS02	1	BLM-ALLOC-JIRES-GAMultiItem	Reserv...	BLM:BLM_M1	01/07/30	30	01/07/30	01/07/30	0	0
9	BLM-ALLOC-RESS05	1	BLM-ALLOC-JIRES-GAMultiItem	Reserv...	BLM:BLM_M1	01/16/30	35	01/16/30	01/14/30	-2	2
10	BLM-ALLOC-RESS07	1	BLM-ALLOC-JIRES-GAShellItem	Reserv...	BLM:BLM_M1	01/07/30	15	01/07/30	01/07/30	0	0
11	BLM-ALLOC-RESS08	1	BLM-ALLOC-JIRES-GAShellItem	Reserv...	BLM:BLM_M1	01/15/30	35	01/15/30	01/14/30	-1	1

Figure 3. Review the before-and-after impact of rescheduling by different demand priority rules

Allocate scarce items to preferred customers, regions or channels

Allocation rules help you honor commitments and distribute high-demand items more fairly by ensuring that a specified quantity or percentage of supply is available to meet demand. You can allocate supply by customer, organization, region, demand class, or any other plan attribute to prevent orders with a higher demand priority from consuming all available supply.

	BLM-All	BLM-CustParentGrp	BLM-CustGrp	Measures	01/07/30	01/14/30	01/21/30	01/28/30
ALL				Demand Quantity	160	40		
				Planned Fill Rate Percentage	0%	100%		
				Quantity of Demands Planned on Time	0	40		
				Allocated Supply	20	20	0	0
				Available Supply	0	0	0	0
				Consumed Supply	20	20		
				Manual Allocation				
				Total Weekly Supply	100	100	0	0
ALL	BLM-North			Demand Quantity	90	40		
				Planned Fill Rate Percentage	0%	100%		
				Quantity of Demands Planned on Time	0	40		
				Allocated Supply	10	10	0	0
				Available Supply	0	10	0	0
				Consumed Supply	10			
				Manual Allocation				
				Total Weekly Supply	100	100	0	0
ALL	BLM-North	BLM-NorthEast		Demand Quantity	90			
				Planned Fill Rate Percentage	0%			
				Quantity of Demands Planned on Time	0			

Figure 4. Monitor and adjust supply allocations at different levels to improve demand satisfaction

You can arrange allocation rules in a hierarchy to balance the allocation of supply across your network. Child allocations share supply allocated to the parent node when needed. For example, you could use stock allocated for the European region if that allocated to the country of Spain runs out. You can also set stealing percentages to let higher-priority allocations consume supply from a lower-priority allocation pool. An interactive workbench helps you review supply availability, manage manual allocation quantities, and override the automated output to achieve the best overall result.

Execute the improved plan

When you're satisfied with the results, you can release new shipment and delivery dates, sources, and transmit modes for affected orders to Oracle Cloud Order Management or to export files that you can load into an on-premise order management system. You can also automate the whole process of gathering the latest supply information, rescheduling, and releasing updated orders for execution.

Complement Supply Planning by rescheduling demands

Supply planners usually work to satisfy a given set of demands by resolving supply constraints. Yet these demands may include orders that have become infeasible. By prioritizing and rescheduling these orders in Backlog Management based upon your latest supply plans and execution status, you can take pressure off overtaxed resources, or free up supply to reduce or eliminate other constraints. Iterating between Supply Planning and Backlog Management can rebalance supply and demand to satisfy the greatest number of customers with a given set of resources, suppliers, and materials.

Bridge the gap between order execution and planning

Backlog Management is an integral part of Oracle's end-to-end Cloud-based fulfillment solution. It works in tandem with the Global Order Promising component of Oracle Cloud Order Management. You can schedule orders as they arrive in real time using Global Order Promising and refine the schedule dates later in Backlog Management. Alternatively, if your company does not immediately provide customers with a promise date when they place an order, you can load unscheduled orders into Backlog Management from an external order management solution and schedule them in the context of the overall backlog.

Oracle Order Management and Oracle Supply Planning work together to synchronize scheduled dates, bridging the gap between order execution and planning the production, purchases, and transfers to deliver.

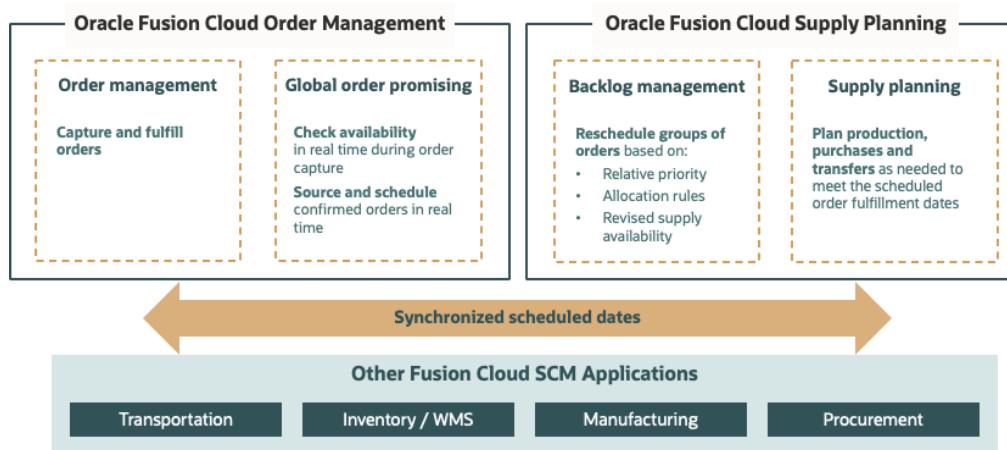


Figure 5. Oracle Order Management and Oracle Supply Planning work together to synchronize order schedule dates.

To learn more about Order Backlog Management and the other capabilities of Oracle Fusion Cloud Supply Planning, visit oracle.com/scm/supply-chain-planning/supply-planning.

Related services

The following Oracle Cloud services support Oracle Replenishment Planning:

- **Oracle Fusion Cloud Order Management** centralizes and standardizes your order fulfillment across multiple sales channels
- **Oracle Fusion Cloud Supply Chain Execution** handles inventory, costing, maintenance activities and manufacturing of both in-house and contract-manufactured goods
- **Oracle Fusion Cloud Procurement** integrates sourcing, contracts and purchasing of goods and services

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