NexInfo
Accelerating Operational Excellence

Enhance Your OTC Processes with Oracle Order Management Cloud

Presented By: Erika

Date: 08/01/2019

Who Is NexInfo?

SUMMARY

- Consulting company focused on helping clients achieve Operational Excellence via an optimal blend of Business Process & Software consulting services
- Deep domain expertise, including: Integrated Business Planning (IBP/S&OP), Enterprise Resource Planning (ERP), Product Lifecycle Management (PLM), Customer Relationship Management (CRM), Enterprise Planning Management (EPM), Human Capital Management (HCM), Predictive Data Analytics, Security, & Business Transformations
- Founded in 1999 and managed by computer industry & business process professionals
- Clients include emerging companies and Fortune 1000 corporations
- Recognized in the industry, including features in Gartner Reports, The Silicon Review (50 Smartest Companies of the Year 2016 and 10 Fastest Growing Oracle Solution Providers 2017), and CIO Review (100 Most Promising Oracle Solution Providers 2015)

PARTNERS ORACLE SAP Microsoft Vanguard Software CORPORATION

CORPORATE INFO

- HQ in Orange County, CA with offices in Redmond, WA, Chicago, IL, Bridgewater, NJ, Dublin, Ireland, Chennai, Delhi & Bangalore, India.
- Operations across the United States, Europe (Ireland, UK, Switzerland, Belgium) & India

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Agenda

- Order-to-Cash flow overview
- Order-Order-to-Cash Functional Steps
- Role of Order Management Cloud in the Order-to-Cash Flow
- Order Management Cloud Integrations
- Order Management Cloud Architecture
- Order Entry
- Pricing
- Order Orchestration
- Global Order Promising
- Import Orders
- Transformation Process
- Shipping Process

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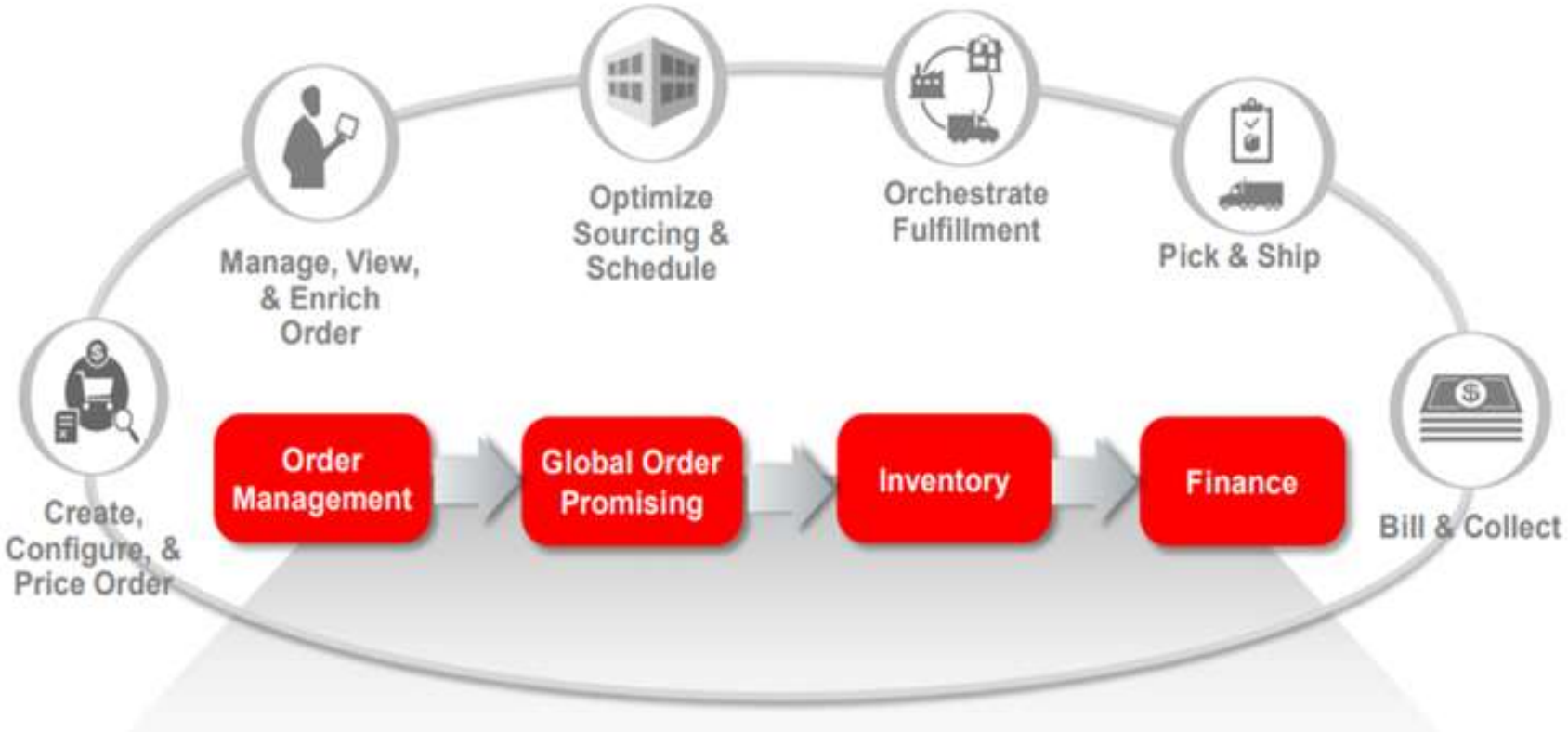
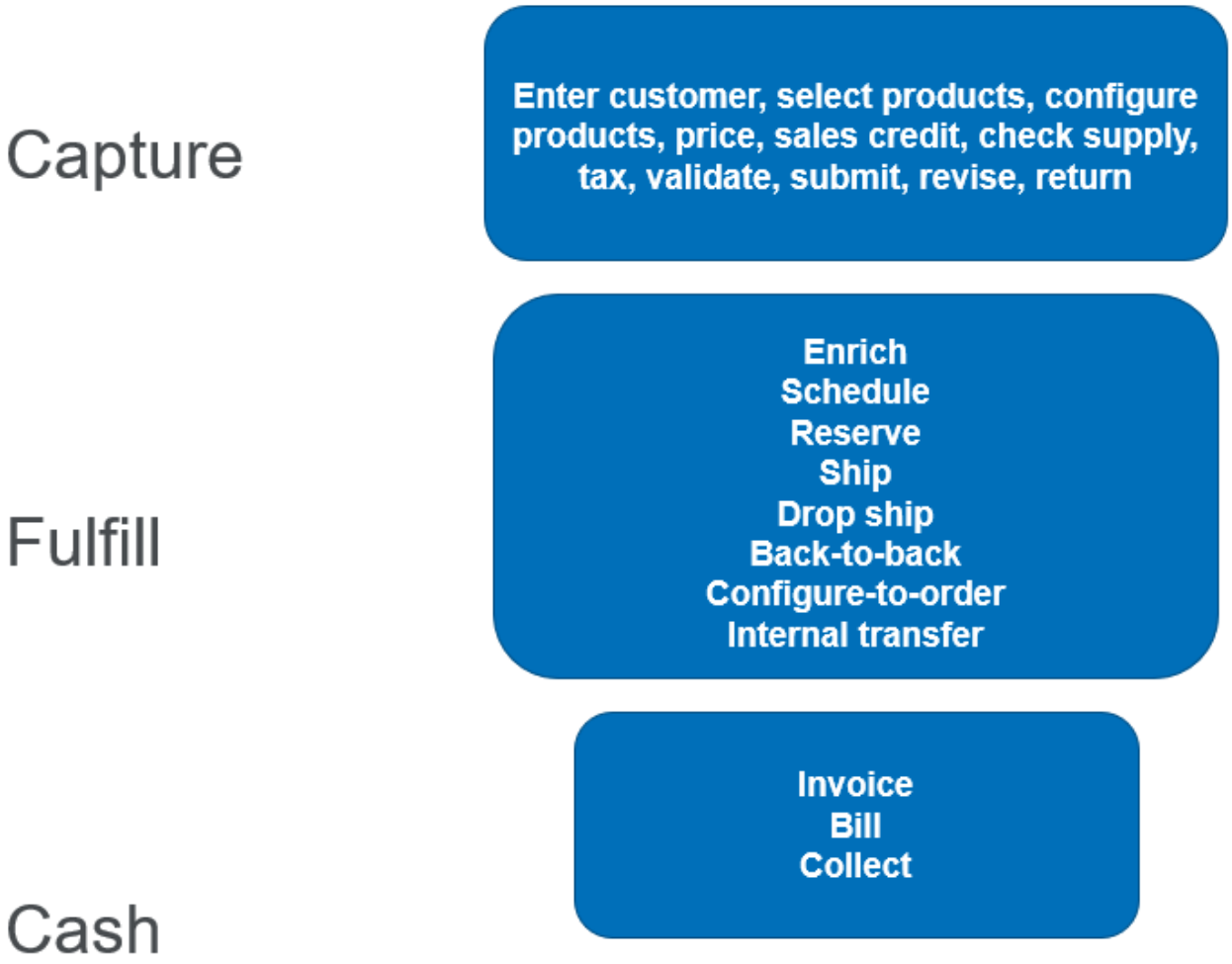
Order to cash flow overview



Order-to-Cash Functional Steps



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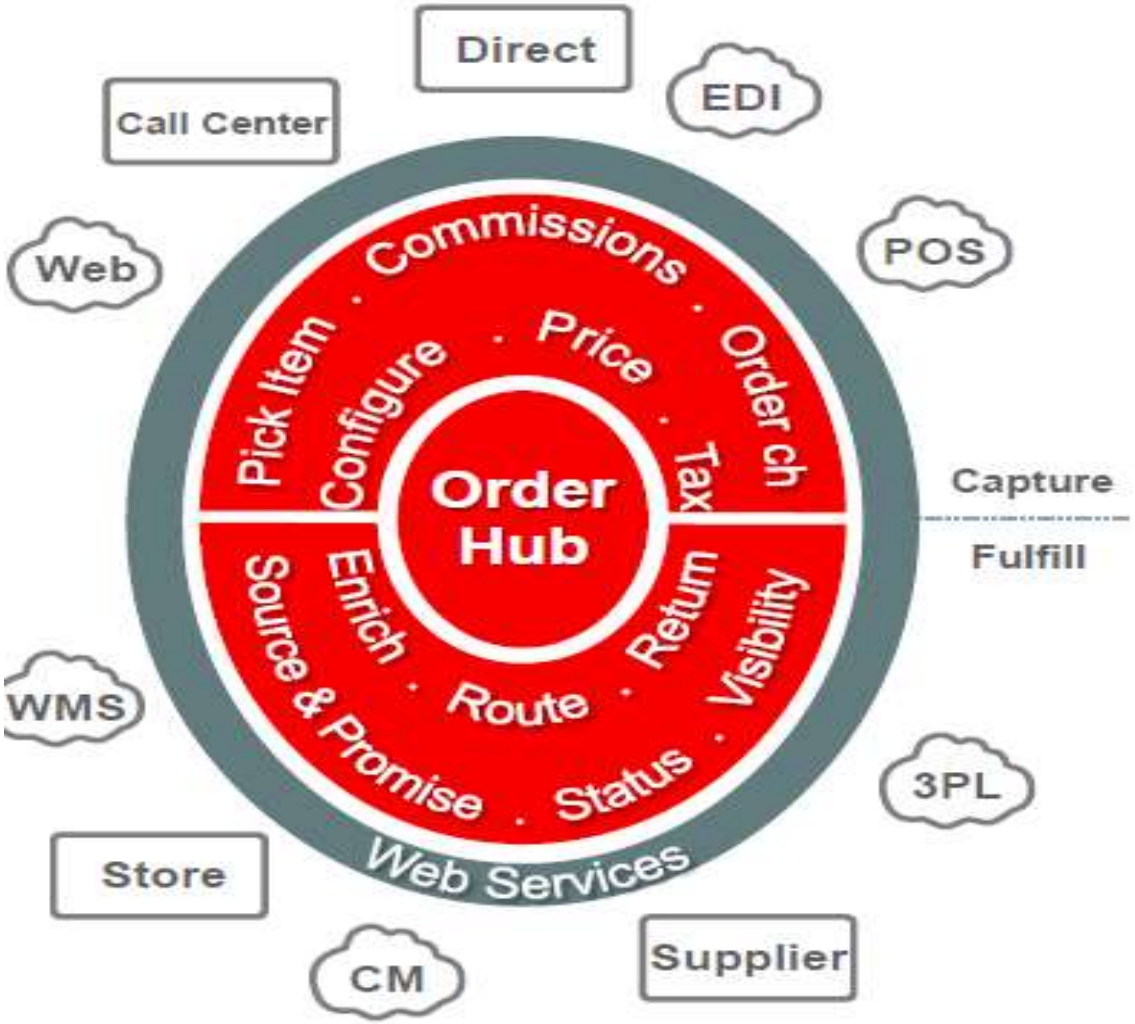
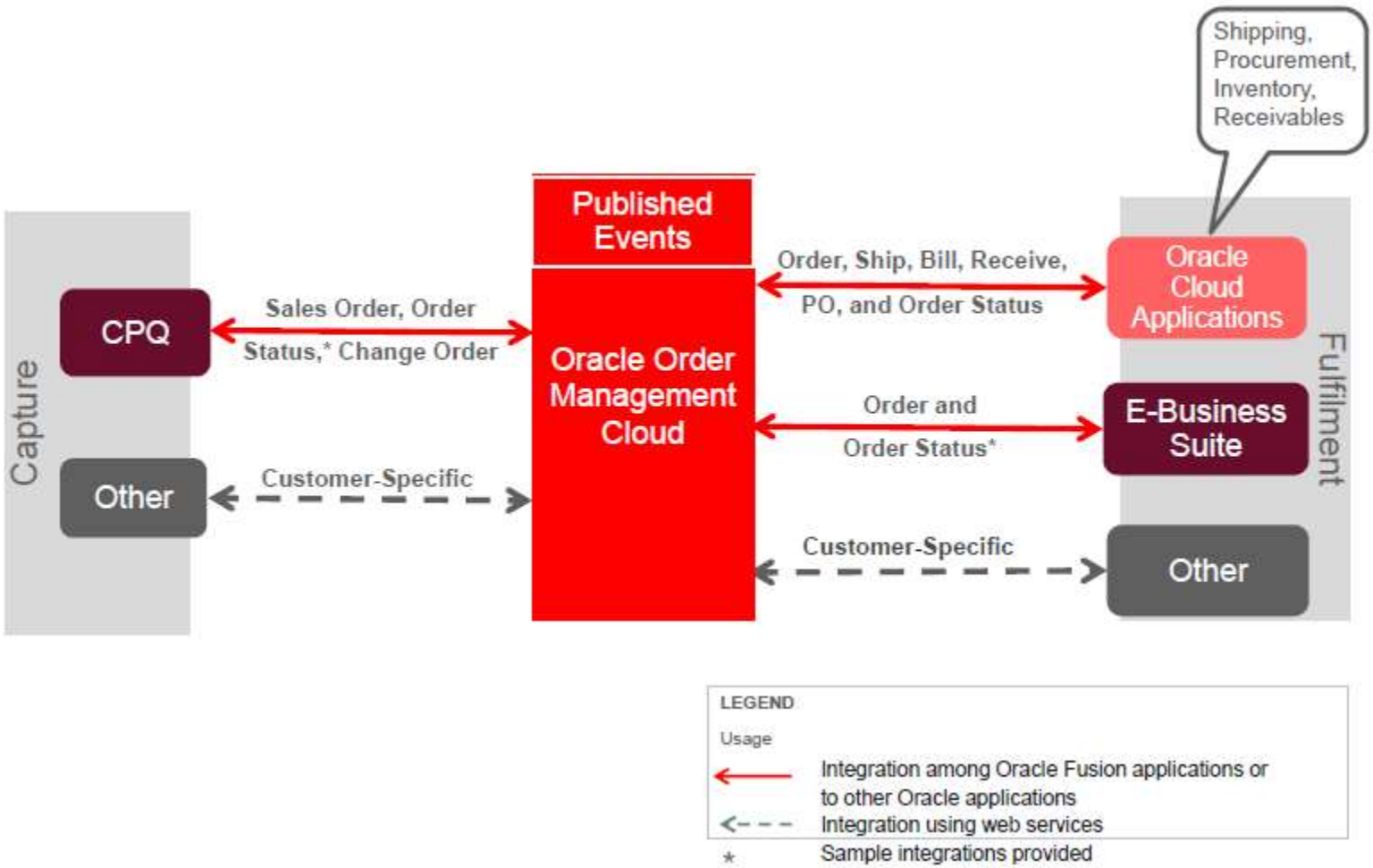
Role of Order Management Cloud in the Order-to-Cash Flow



Order Management Cloud Integrations



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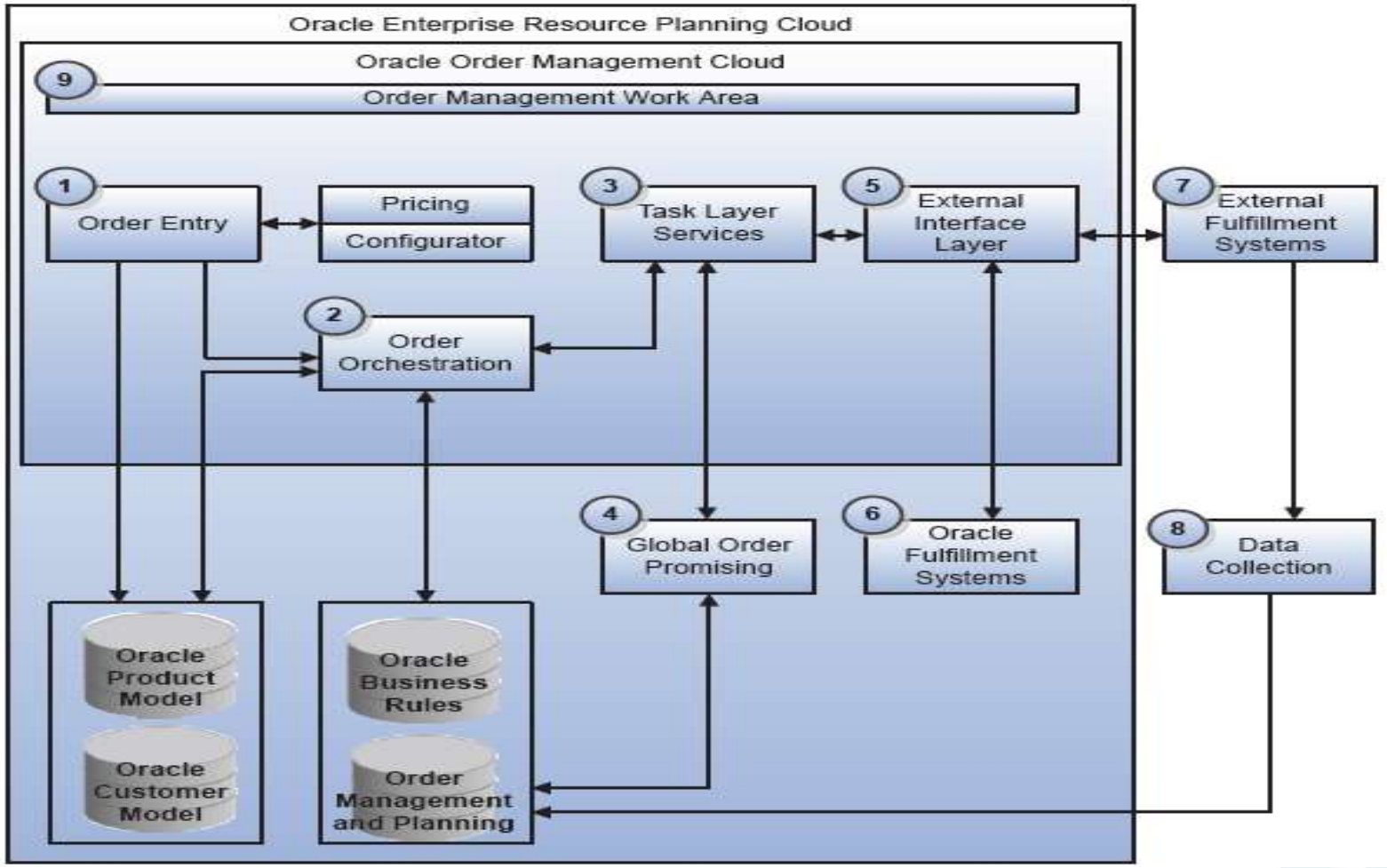
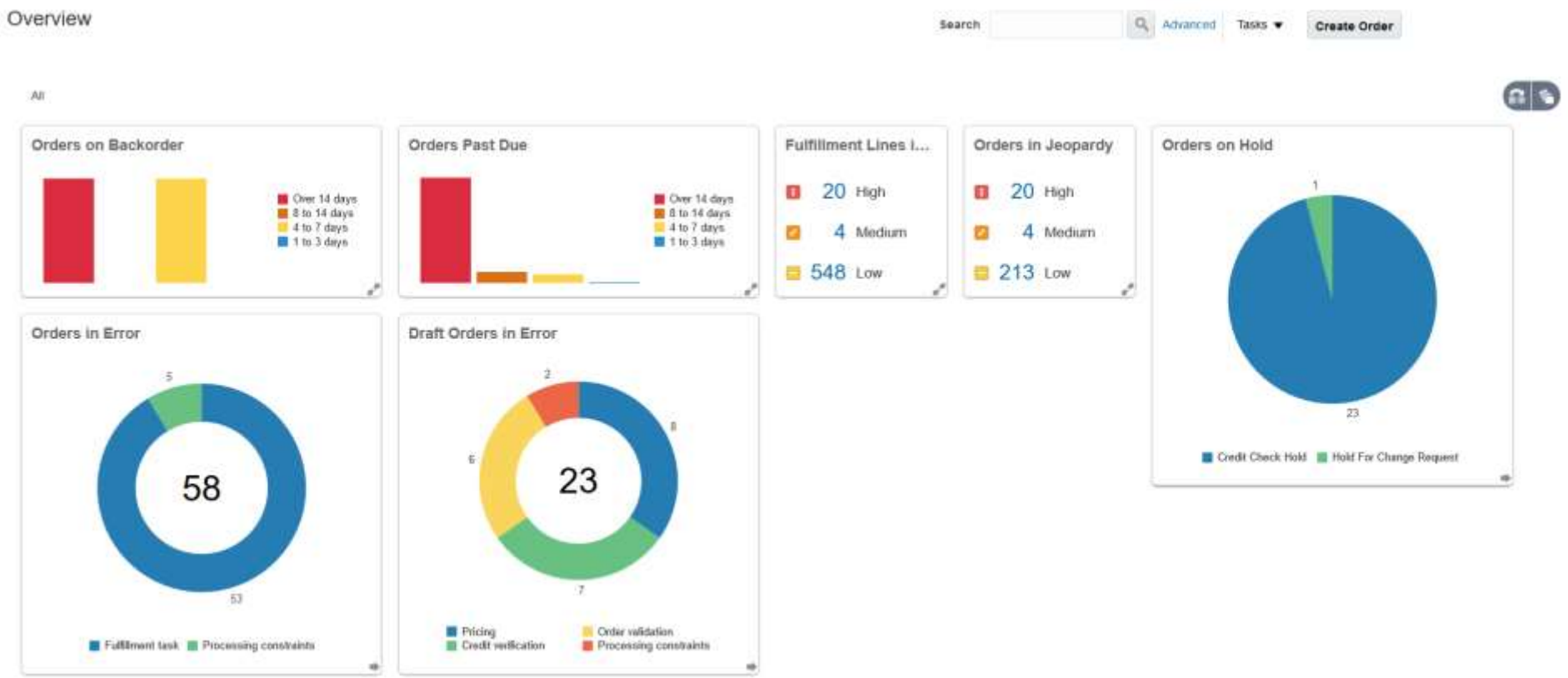
Order Management Cloud Architecture



Order Management overview page



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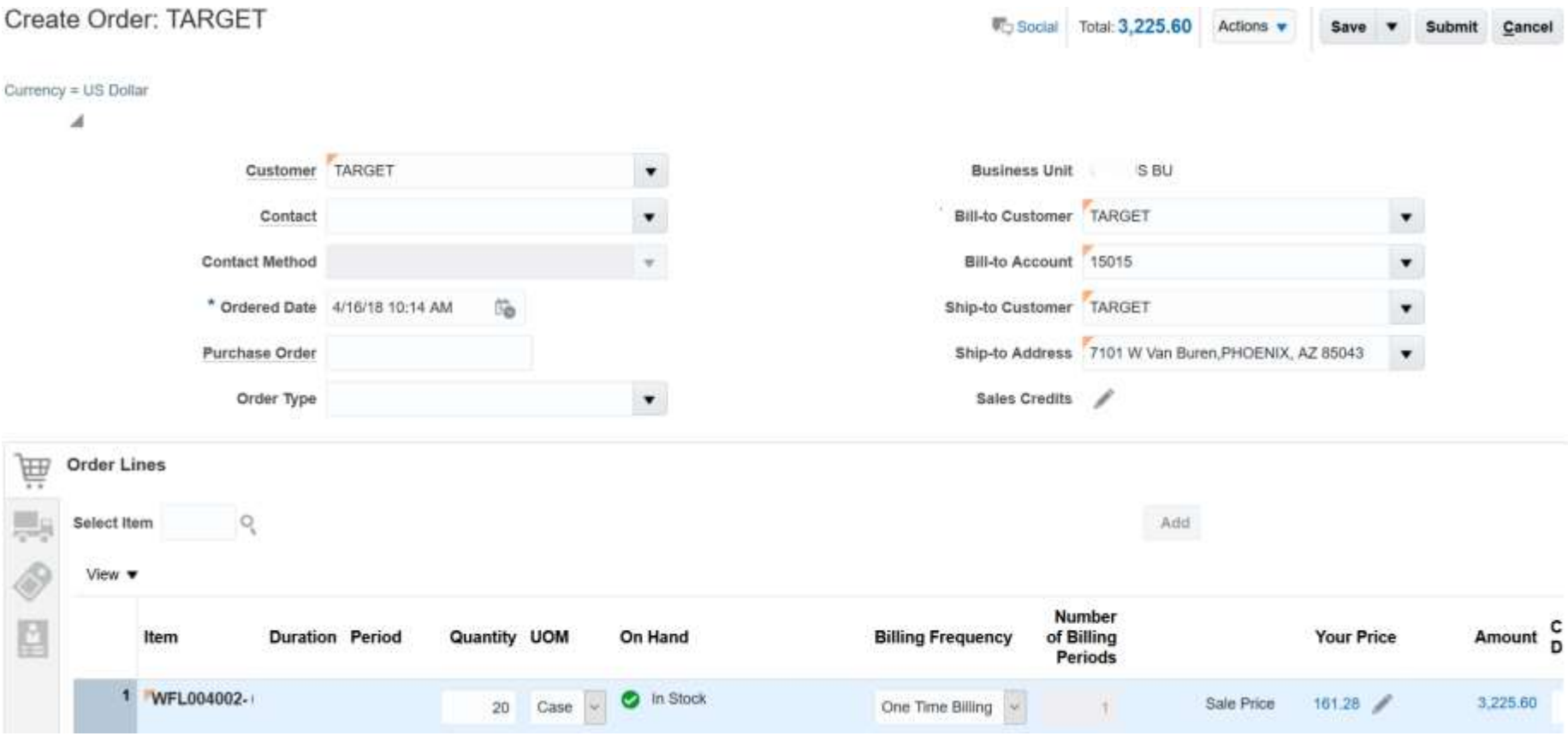
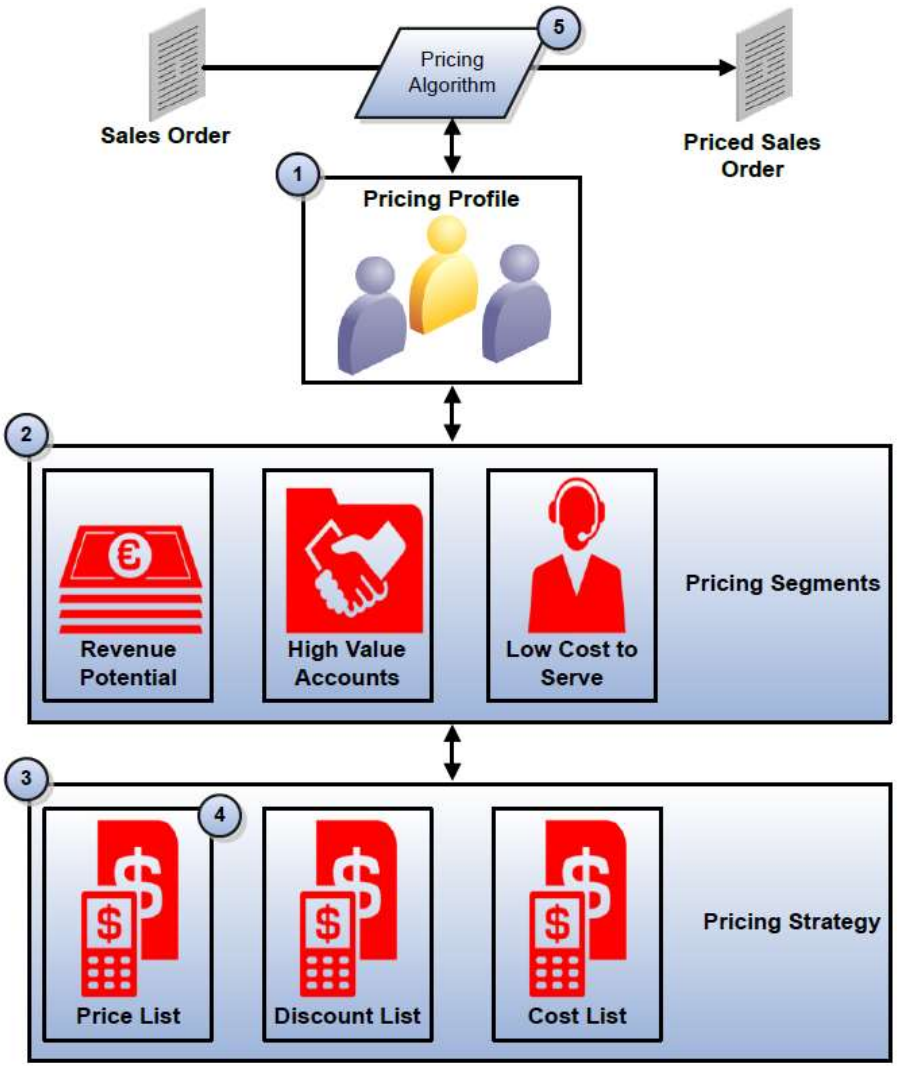
Order Entry form



Pricing



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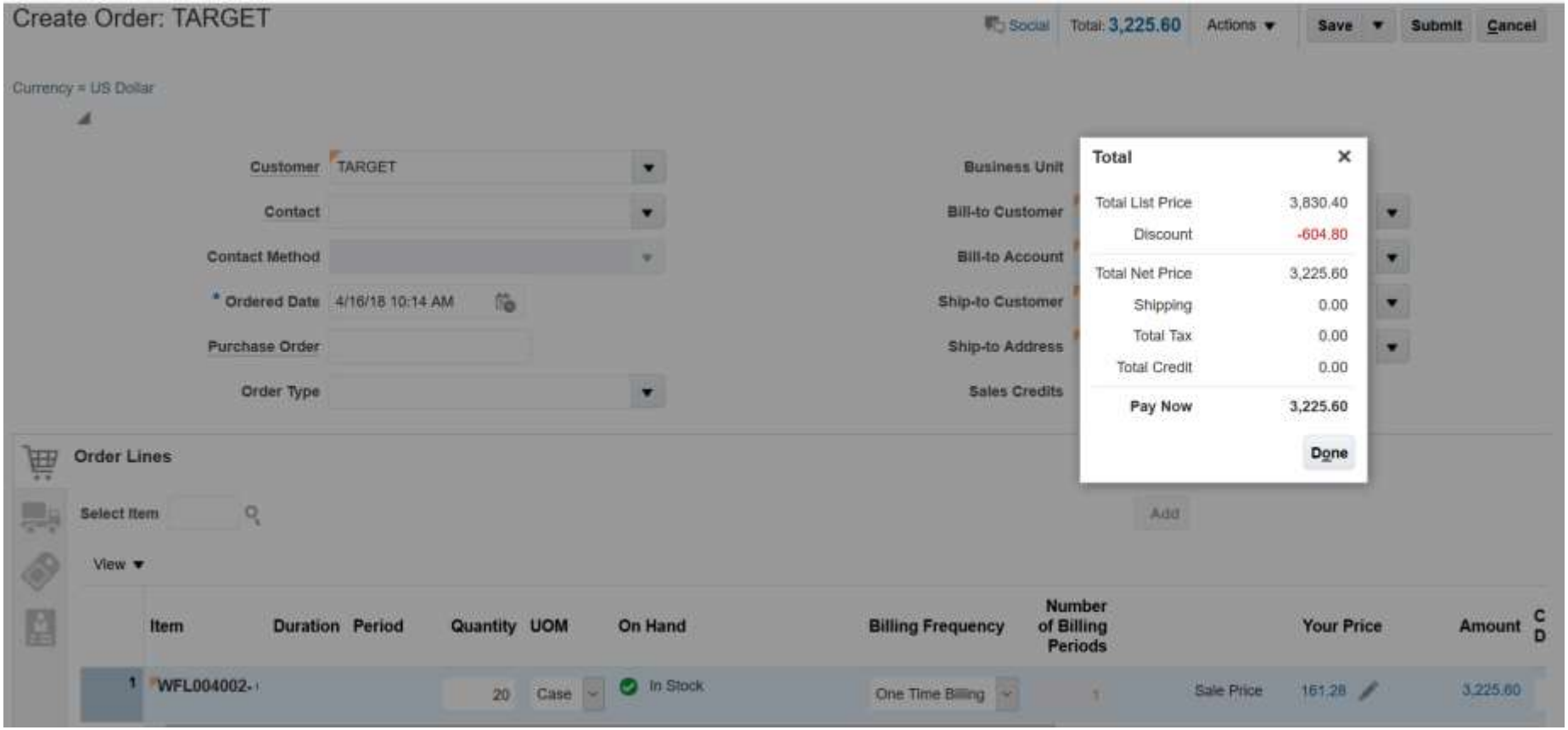
Pricing Contd.,



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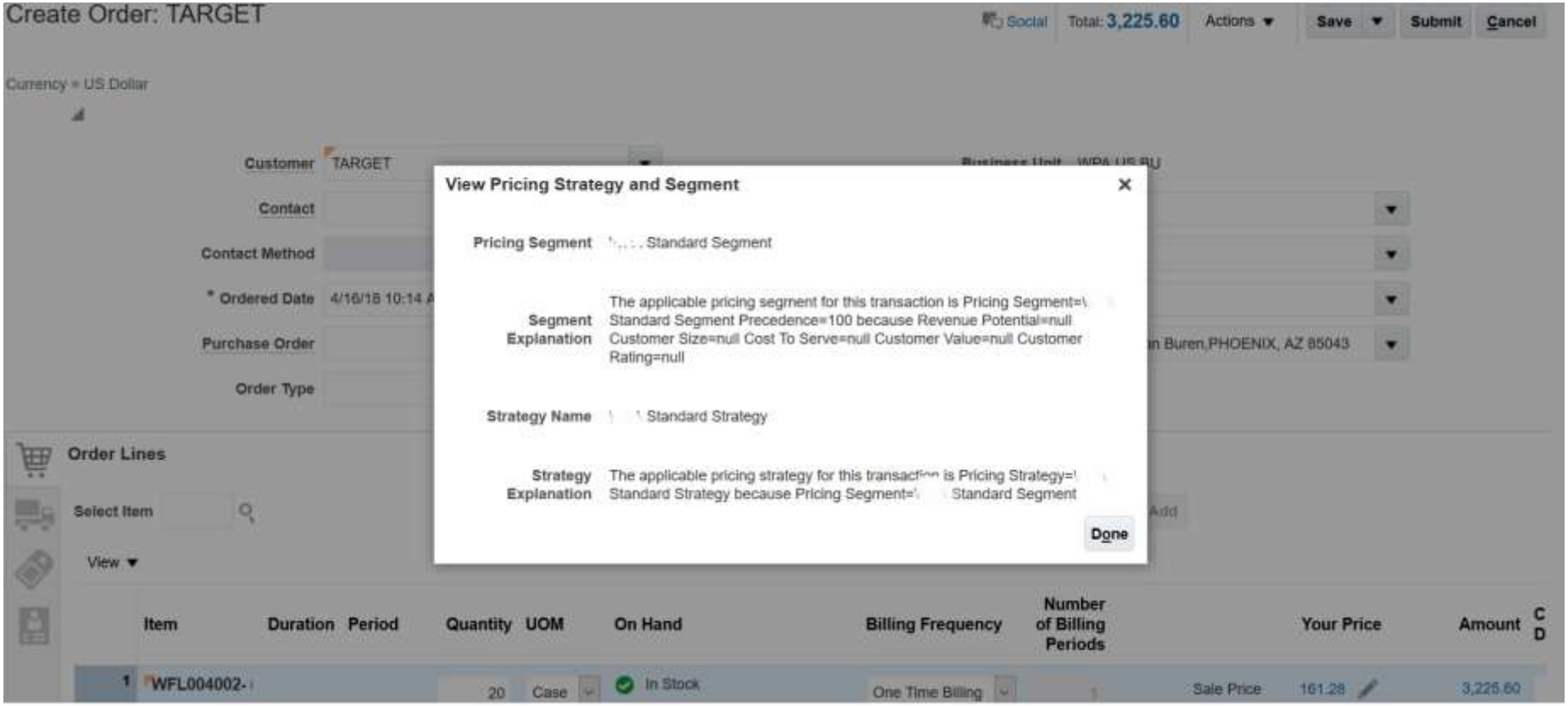

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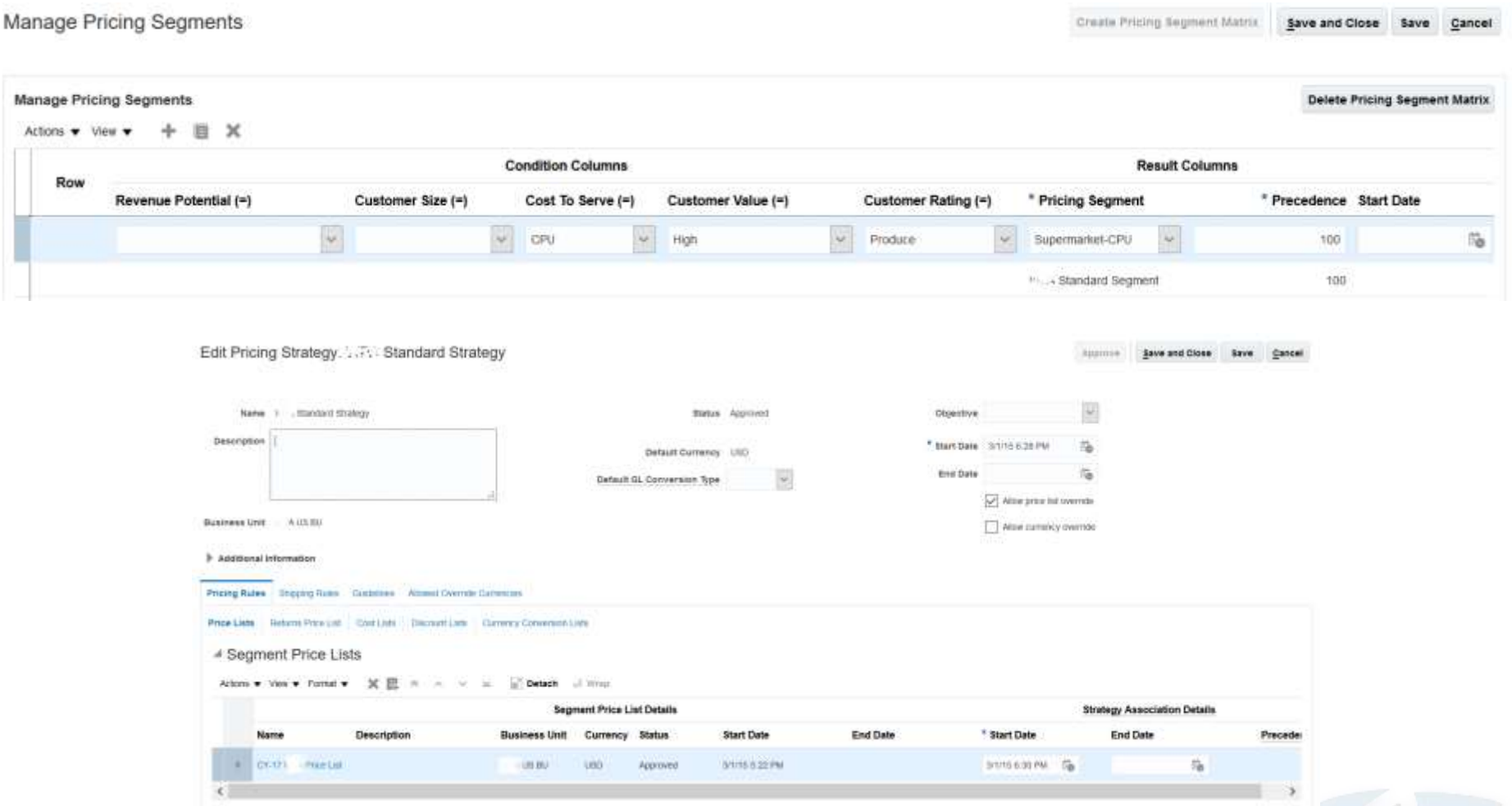

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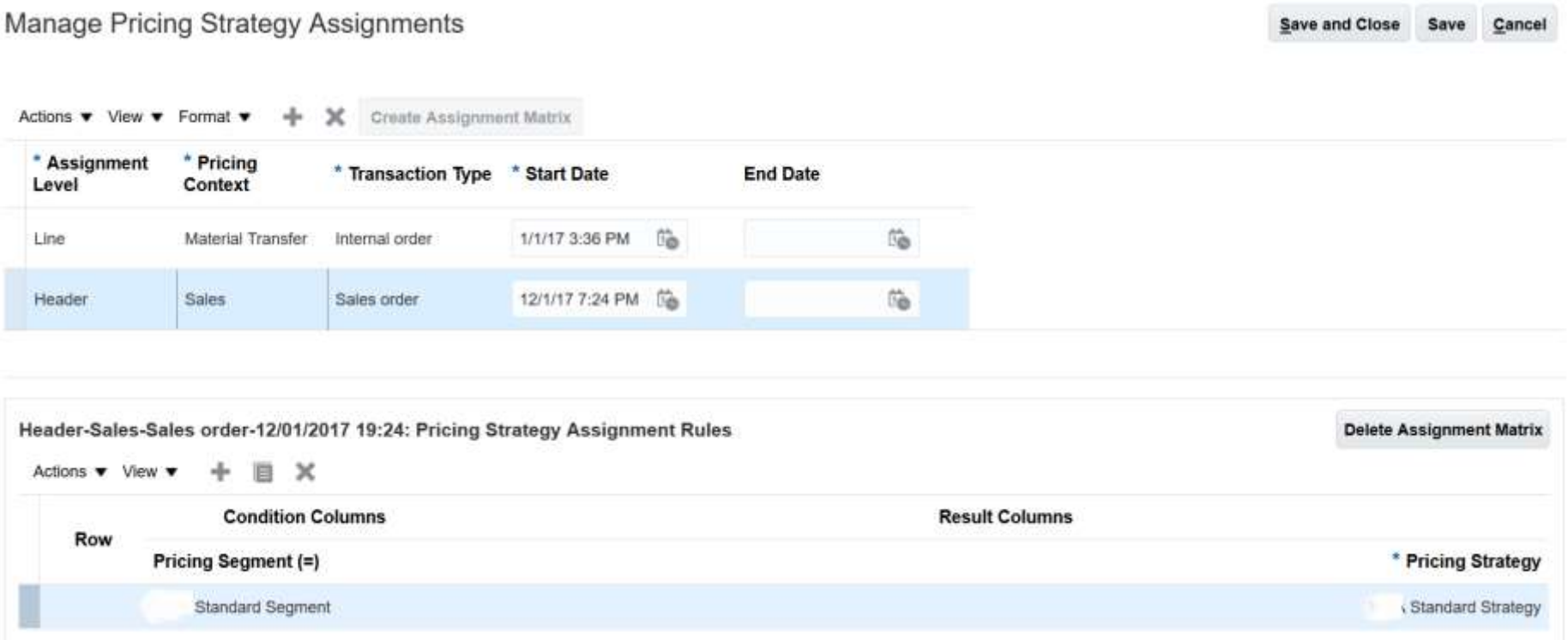

Order Orchestration

What is it?

A process that includes a sequence of steps. These steps process one or more fulfillment lines during order fulfillment.

Order Management Cloud attempts to assign an orchestration process to a fulfillment line or group of fulfillment lines.

You can set up an orchestration process so that it meets the requirements of your organization. You specify the rules that determine how Order Management Cloud creates the orchestration process at run time, and then assigns objects to the fulfillment lines that Order Management creates as part of this order processing.

Example of Orchestration Process

- Order Management comes predefined with the following orchestration process:

Validation	Process Name	Description
✓	DOO_BillOnlyGenericProcess	Bill-only orchestration process.

Columns Hidden 2

)OO_BillOnlyGenericProcess: Step Details

View ▼ Format ▼ Freeze Detach Wrap

Step	Step Name	Task Type	Task
100	Create Invoice	Invoice	Invoice
200	Wait for Invoice	Invoice	Invoice

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Order Orchestration contd.,

- DOO_Order Fulfillment Generic Process

View ▾ Format ▾ Freeze Detach Wrap

Step	Step Name	Task Type	Task	Service
100	Schedule	Schedule	Schedule	Create Scheduling
200	Conditional			
300	Request Supply	DOO_Supply	Supply Orchestration	Create Supply Request
400	Pause	Pause	Pause	Pause Process
500	Create Back to Back Shipment Request	Shipment	Ship Back-to-Back Goods	Create Shipping
600	Wait for Back to Back Shipment Advice	Shipment	Ship Back-to-Back Goods	Wait for Shipment
700	Create Purchase Request	DOO_Procurement	Procure	Create Purchase Request
800	Wait for Procurement	DOO_Procurement	Procure	Wait for Procurement
900	Create Reservation	Reservation	Reserve	Create Inventory Reservation
1000	Create Shipment Request	Shipment	Ship	Create Shipping
1100	Wait for Shipment Advice	Shipment	Ship	Wait for Shipment
1200	Merge			
1300	Create Invoice	Invoice	Invoice	Create Billing Lines
1400	Wait for Invoice	Invoice	Invoice	Wait for Billing

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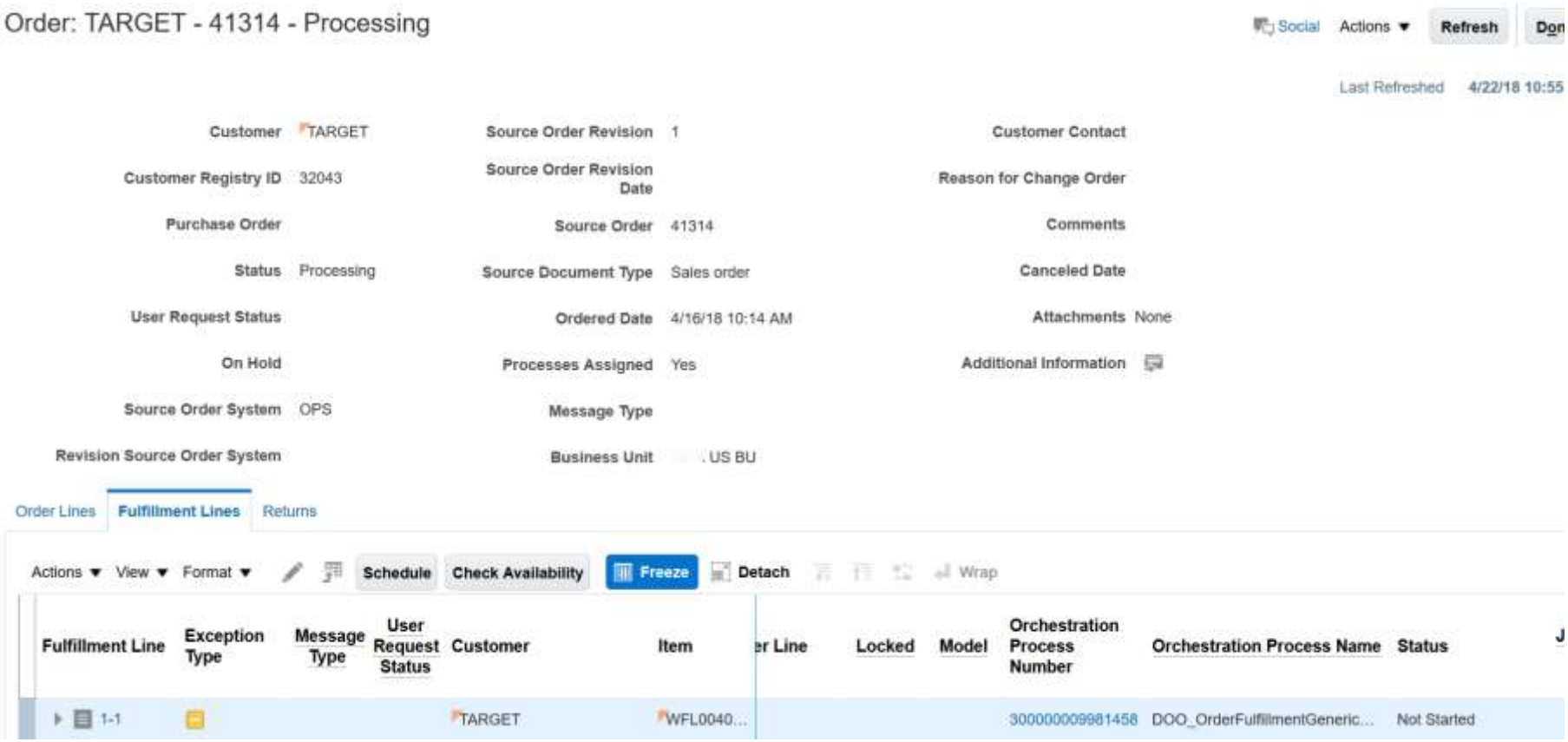
Order Orchestration Contd.,



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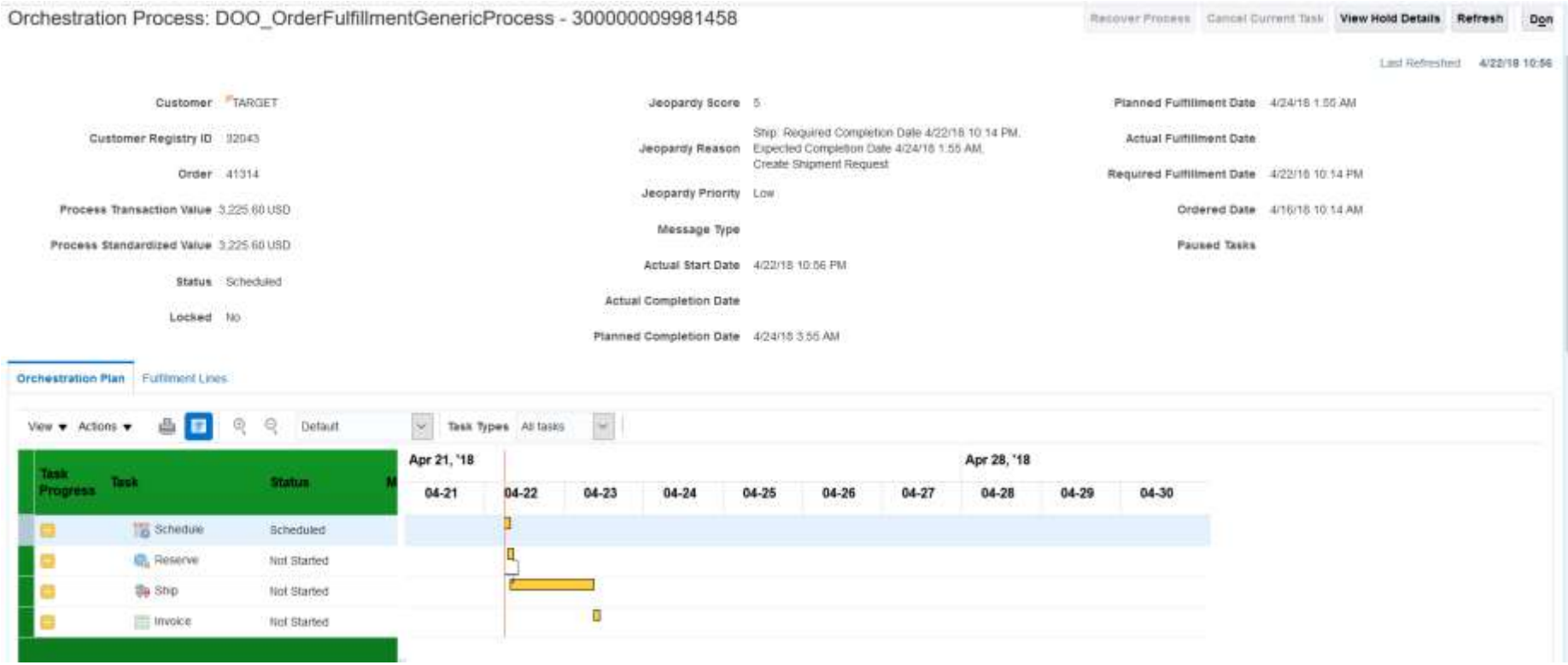

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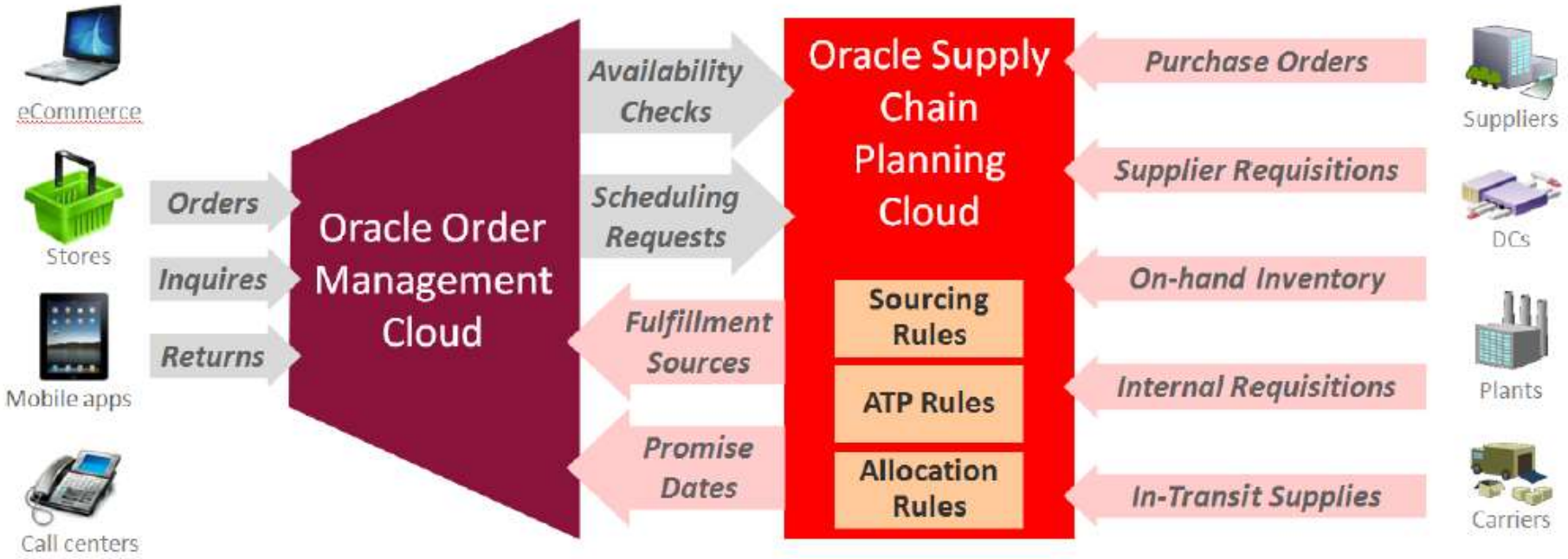
Global Order Promising



Global Order Promising contd.,

Global Sourcing Rules	Local Sourcing Rules
Define orgs or suppliers from where an end demand is fulfilled	Define sources of supply for a specific organization
Are not associated with an org	Are specified at an org
Can contain only transfer or buy (drop ship) sources	Contain transfer, buy, and make sources

Sourcing Rule	Assignment Level	Assigned To
TransferFromD1D2Allied	Item Category	Tablets
TransferFromD1D2	Item	New Tablet
TransferFromD1	Item and Customer	New Tablet and Big Customer

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Global Order Promising contd.,

Promising Mode	Details	Usage	Supports
Infinite availability-based	Supply assumed to be infinite	Use for low value, unconstrained items	Calendars
Lead time-based	Supply always available after a lead time	Use for items with reliable lead times	Calendars and lead times
Supply chain availability search	Search for actual supplies	Use for fast moving, critical items where exact supply tracking is important	Calendars, lead times, detailed supply and demand matching, optimal fulfillment

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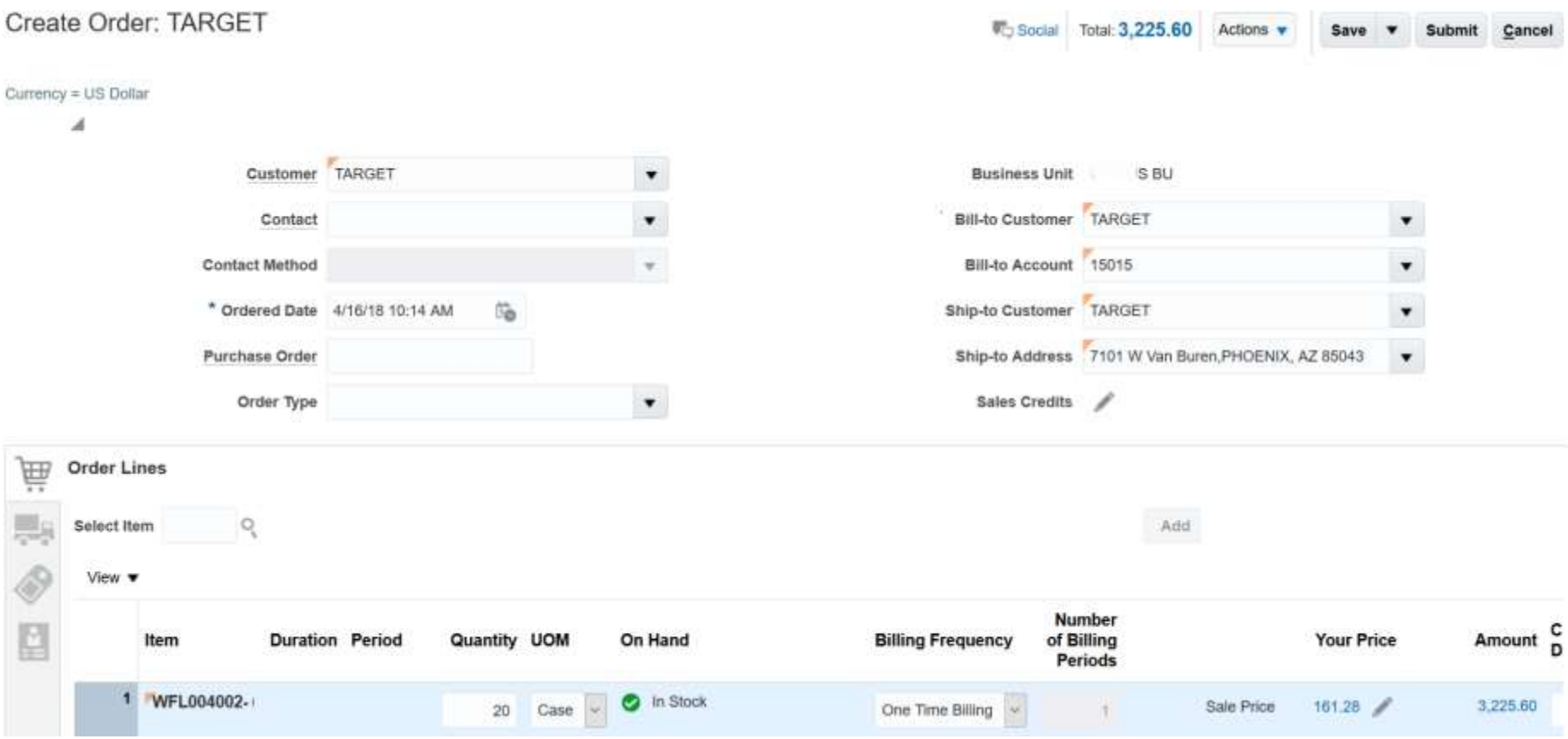
Global Order Promising contd.,



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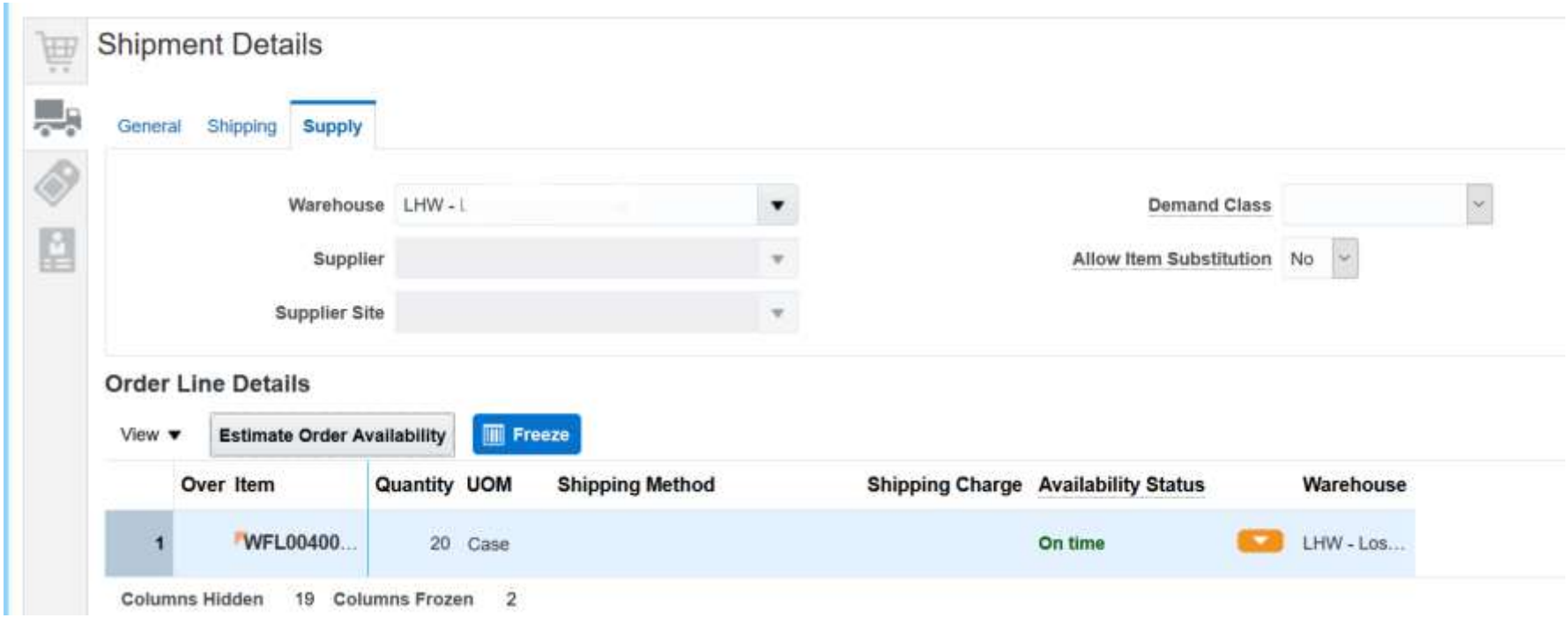
Global Order Promising contd.,



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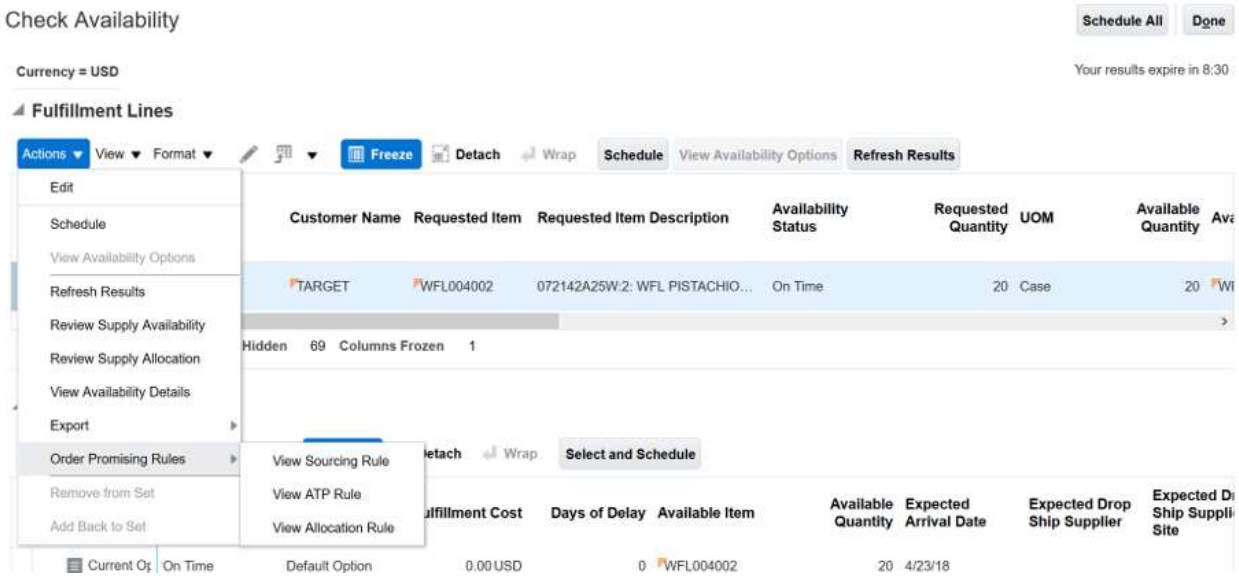
Global Order Promising contd.,



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Global Order Promising contd.,

You can import orders that were created in channel systems by two methods:

- **Direct web service integration**
- **File-based import**

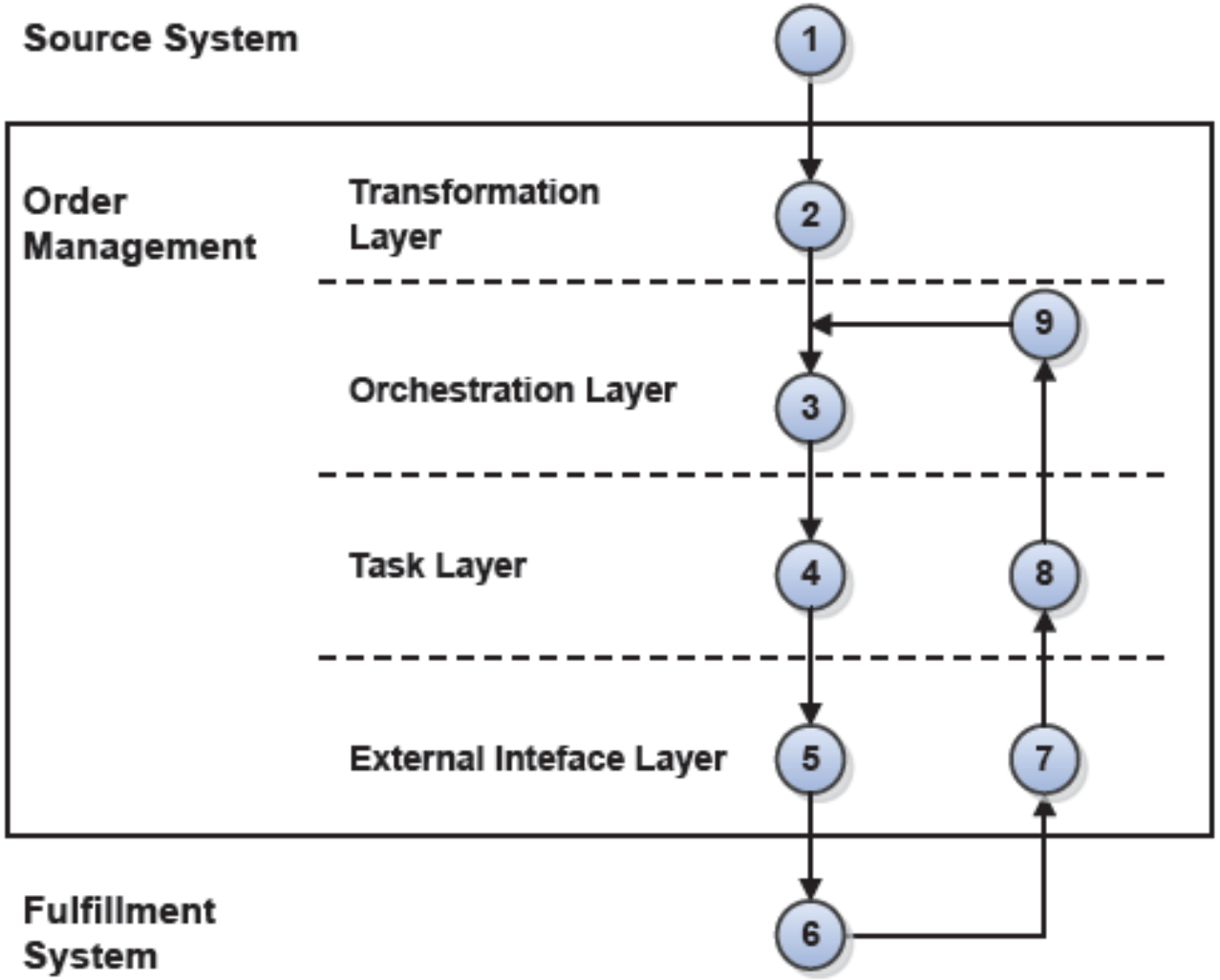
Direct Web Service Integration You create the connector service to integrate the channel system with Oracle Fusion Order Management.

- Oracle supplies the connector service for use of Configure, Price, Quote (CPQ) as a channel system.

File-Based Import The file-based import process consists of the following steps:

1. Create order file using the provided template.
2. Upload the file to the Universal Content Management (UCM) account.
3. Run a scheduled process to transfer file contents to interface tables. Run a scheduled process to transfer data from the interface tables to base tables.

Order Management Cloud Architecture for import orders



Transformation Process

Source Order

Line	Quantity	Product	Price
1	1	Laptop	700 USD
1	1	Accessory Package	225 USD

Transformation

Sales Order

Product	Transformed Order Line	Fulfillment Line	Quantity
Laptop	1	1-1	1
Accessory Package	2	2-1	1
Docking Station	2.1	2.1-1	1
Mouse	2.2	2.1-2	1
AC Adapter	2.3	2.1-3	1
Keyboard	2.4	2.1-4	1

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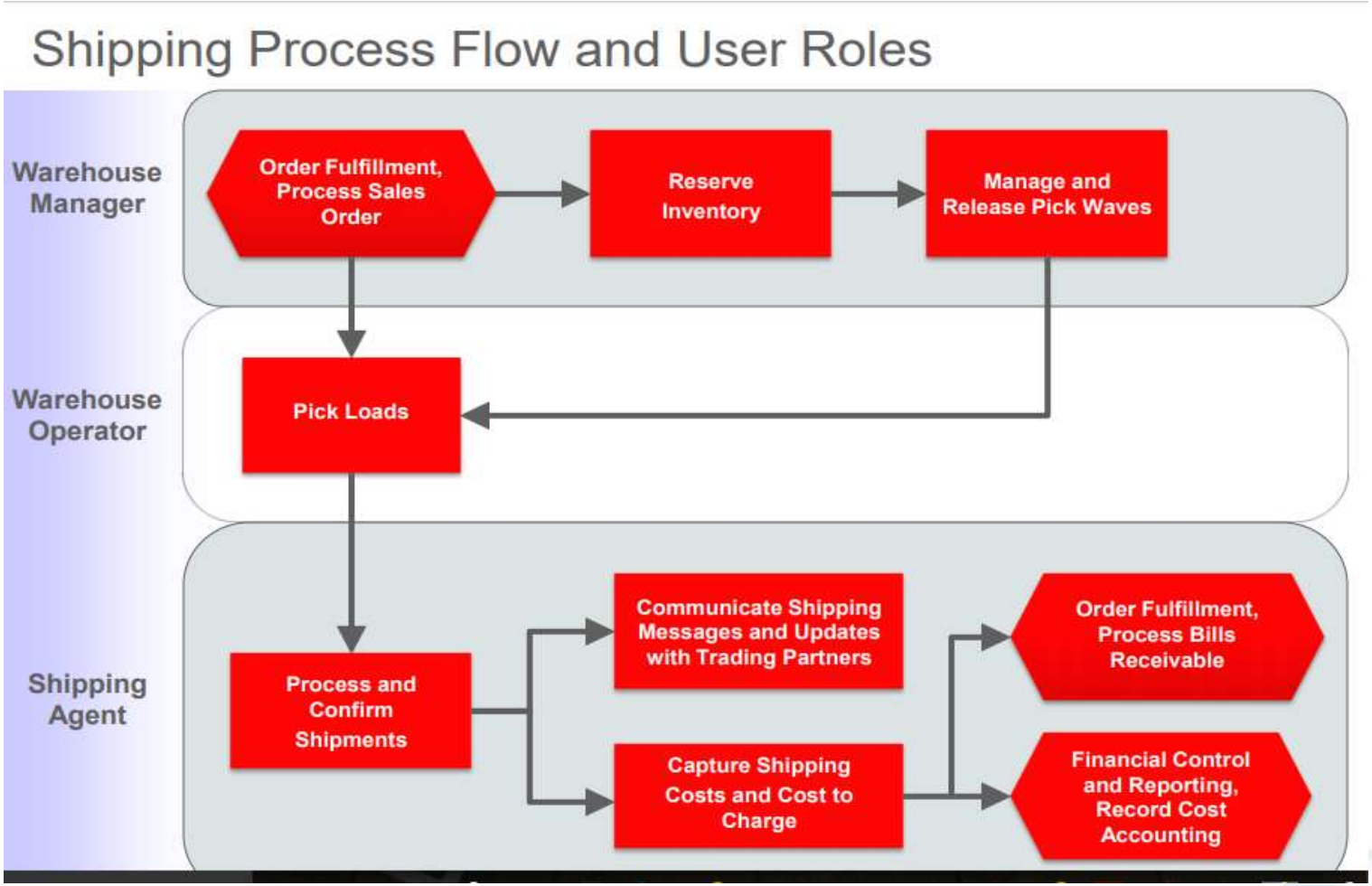
Shipping process



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Thank You

Contact Us

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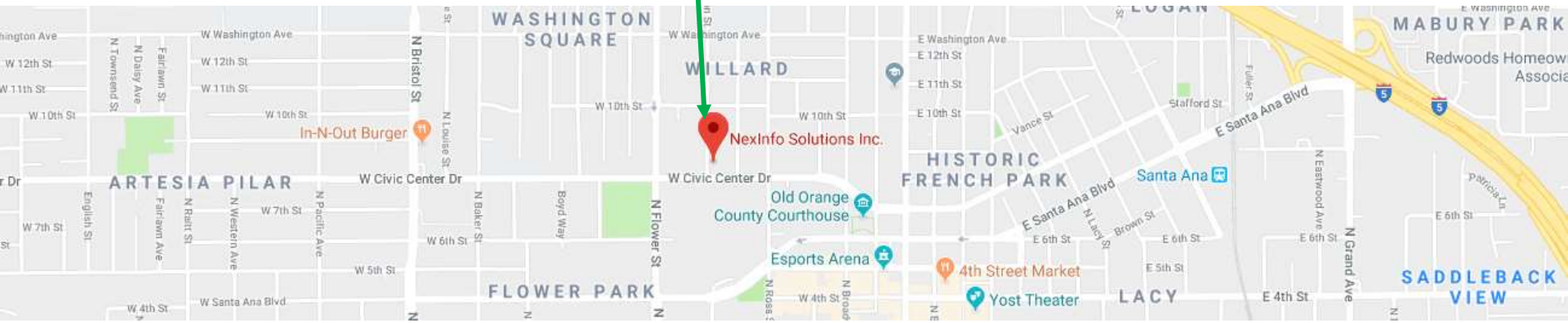
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