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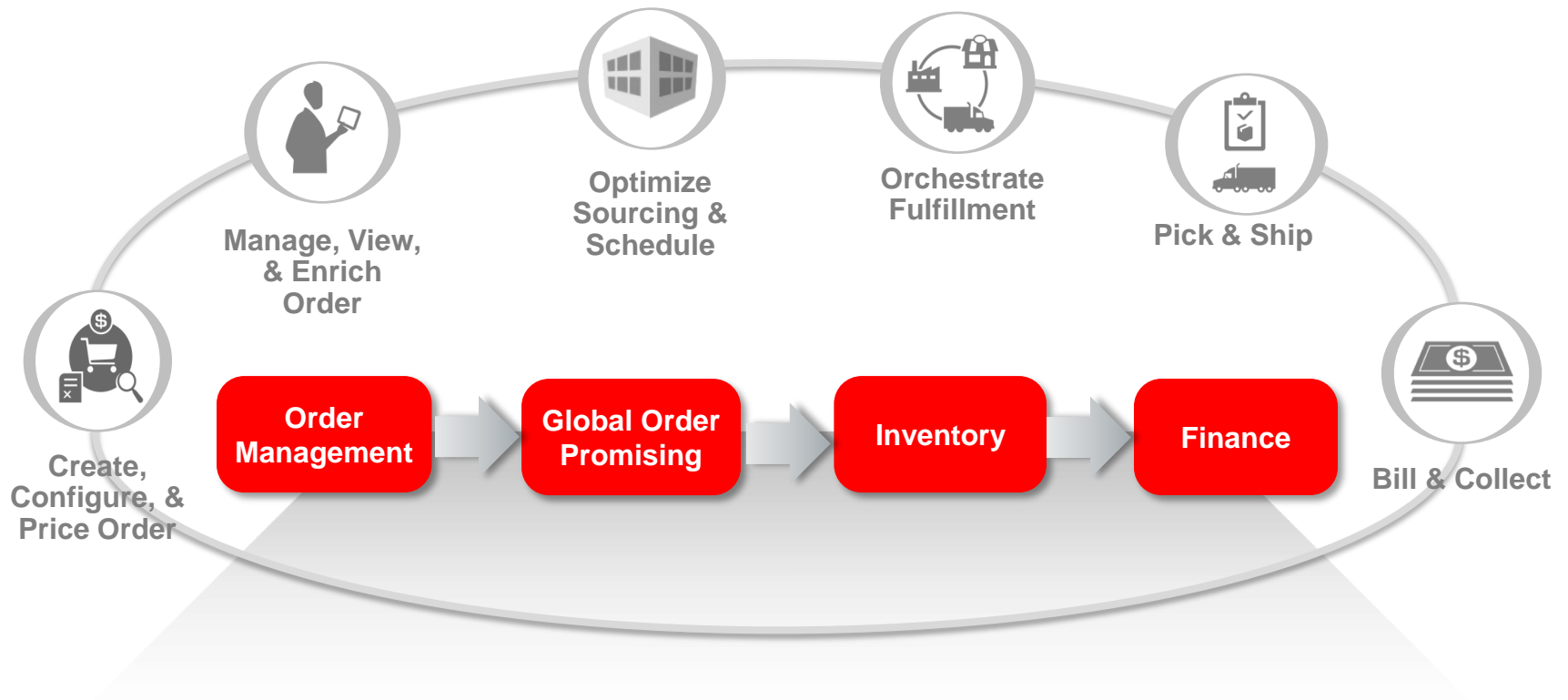
Safe Harbor Statement

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.

Overview of Order to Cash

Order-to-Cash Flow

Oracle Order-to-Cash Cloud: Overview



Topics

- Order-to-Cash Functional Steps
- Role of Order Management Cloud in the Order-to-Cash Flow
- Variations of Order Business Flows
 - New Order
 - Return Order
 - Change Order
- Order Creation with Different Types of Items
 - Item with a Single Charge (Sale Price)
 - Item with a Recurring Charge

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Order-to-Cash Functional Steps

Capture

Enter customer, select products, configure products, price,
sales credit, check supply, tax, validate, submit, revise,
return

Fulfill

Enrich
Schedule
Reserve
Ship
Drop ship
Back-to-back
Configure-to-order
Internal transfer

Cash

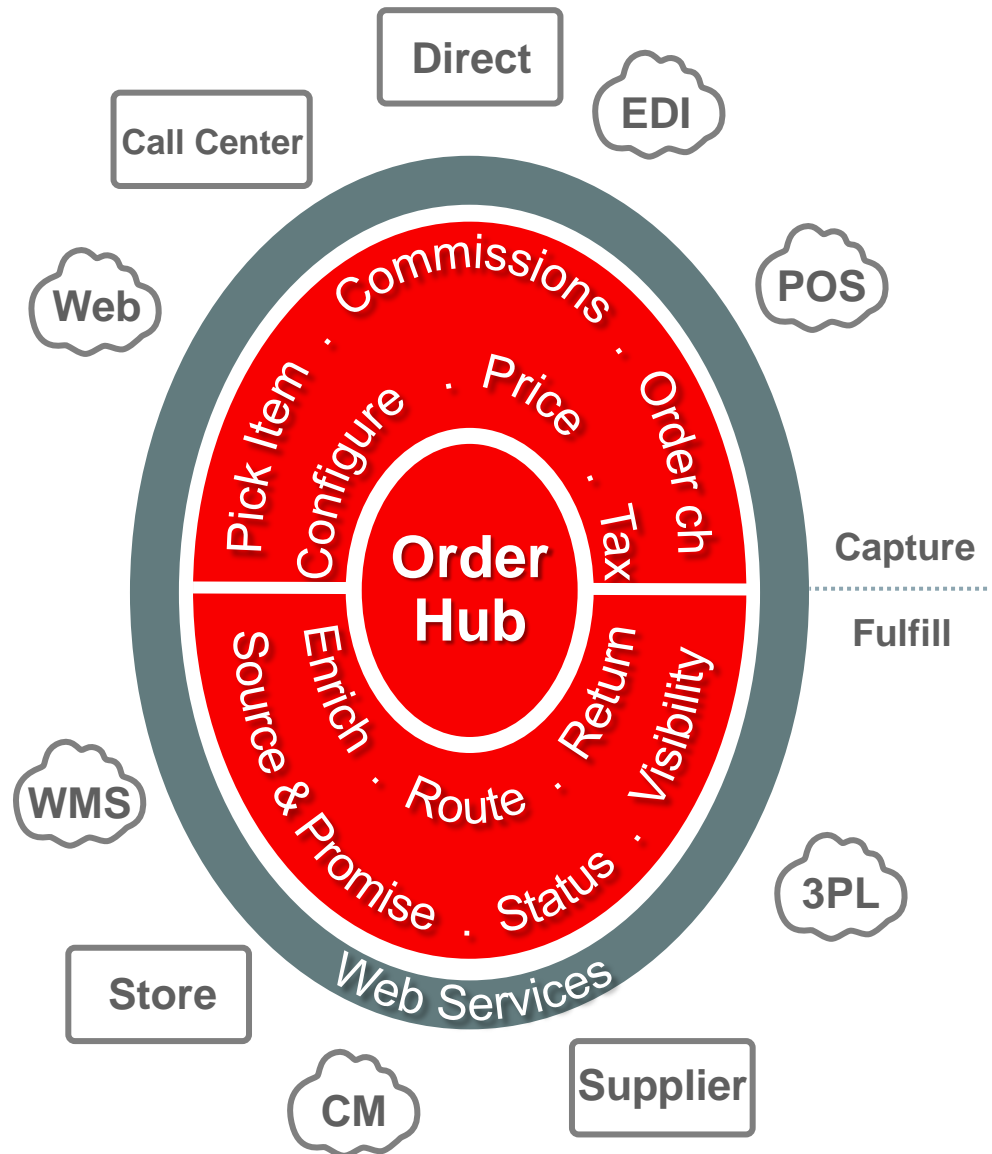
Invoice
Bill
Collect

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Order Management Cloud: Overview

- Order Capture
 - Focus: Capture customer demand
 - Channel-specific: Web, mobile, call center, direct sales, partners
 - Customer-facing: Pricing, configuring, availability, order status
- Order Fulfillment
 - Focus: Orchestrating and monitoring fulfillment across all channels using all available fulfillment options
 - Inward-facing: Coordination with other Oracle Fusion SCM Cloud products (Purchasing, Manufacturing, and Inventory Management) and other solutions to fulfill orders



Order Management Cloud: Key Features

Order

- Search and view
- Create/edit/change/copy
- Drafts/revisions
- Select products – simple, configured
- Price
- Promising and availability
- Payment
- Shipping preferences
- Tax
- Returns
- Attachments
- Dashboard
- Analytics
- Import – create, change, edit
- Defaulting/validation
- All orchestration functionality (Oracle Fusion Order Management)
- Extensibility
- Error notification and handling
- Setups

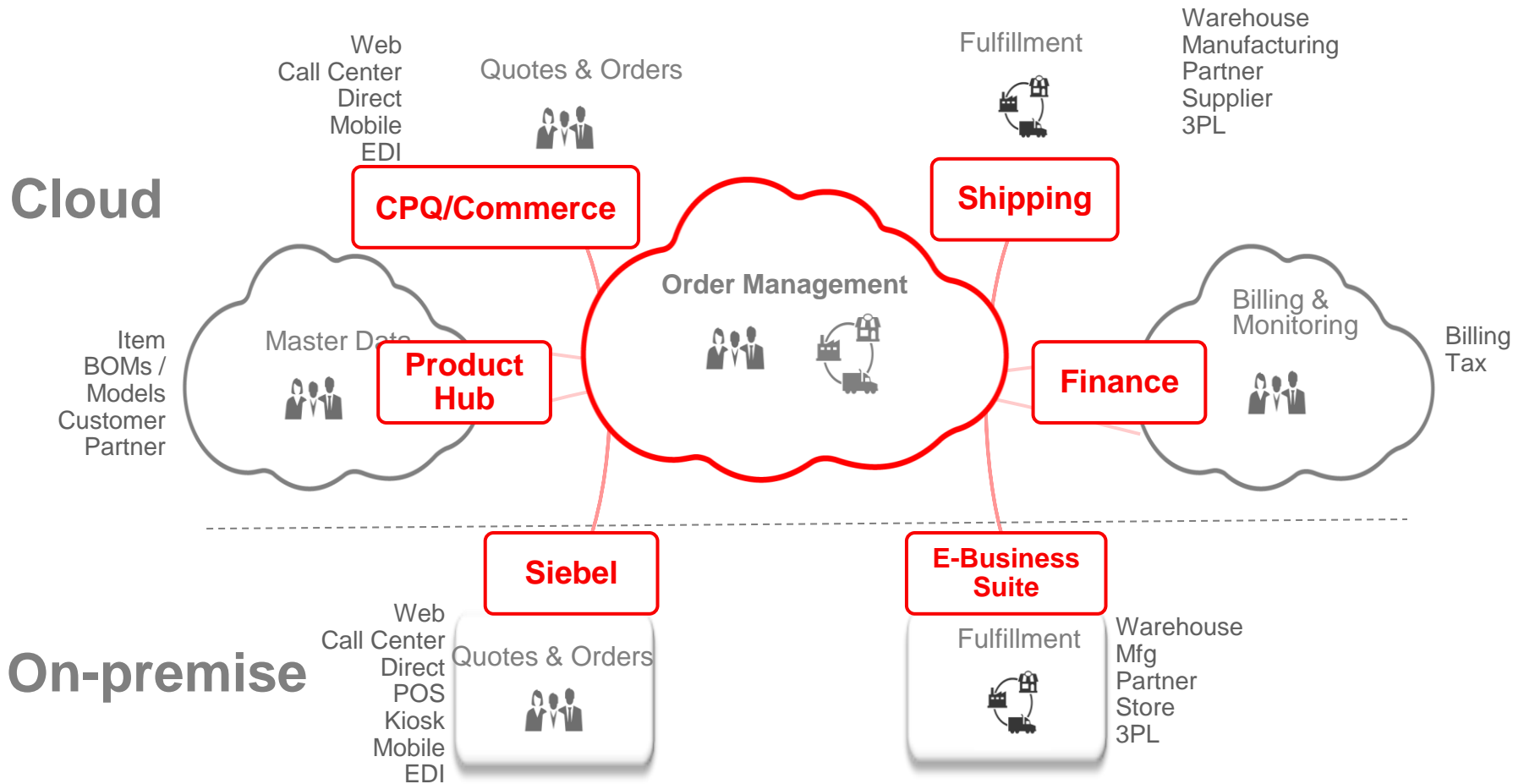
Pricing

- Targeting pricing strategies
 - Customer pricing profiles
 - Pricing segments
 - Pricing strategies
- Pricing and shipping rules
 - Product and service pricing
 - Price list import
 - Cost plus pricing
 - Discounts
 - Tier and attribute-based adjustment
 - Shipping and freight charges
 - Currency conversion
 - Tax integration
- Configurable pricing processes
 - Configurable price execution process
 - Pricing totals
 - Pricing results in price breakdown

Configurator

- Dynamic run time user interface
 - Embedded task flow
 - User interface conditions
- Validation services
 - Headless
 - Integrated into Order Management
- Configuration pricing
- Transactional item attributes
- Supplemental structure
- Constraint rules

Order Management Integrations



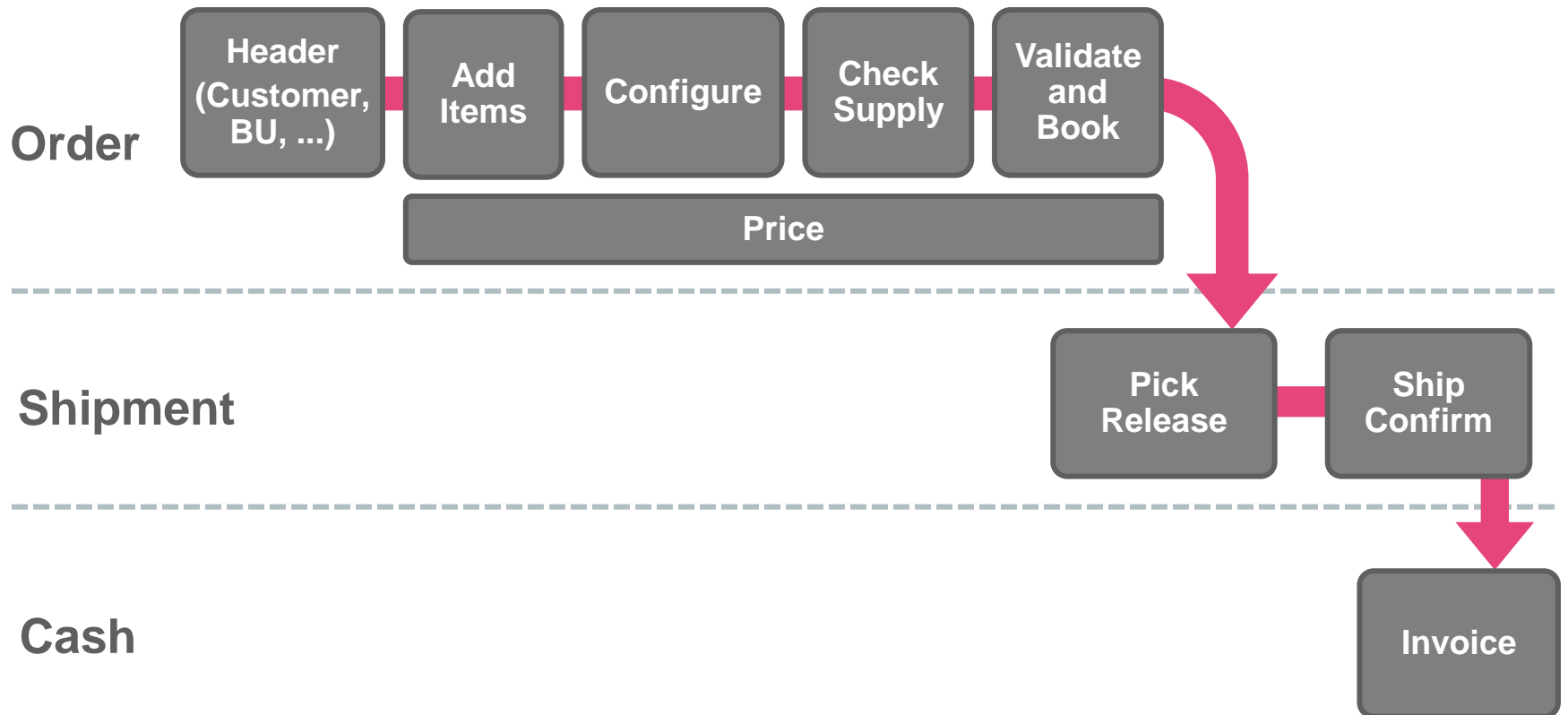
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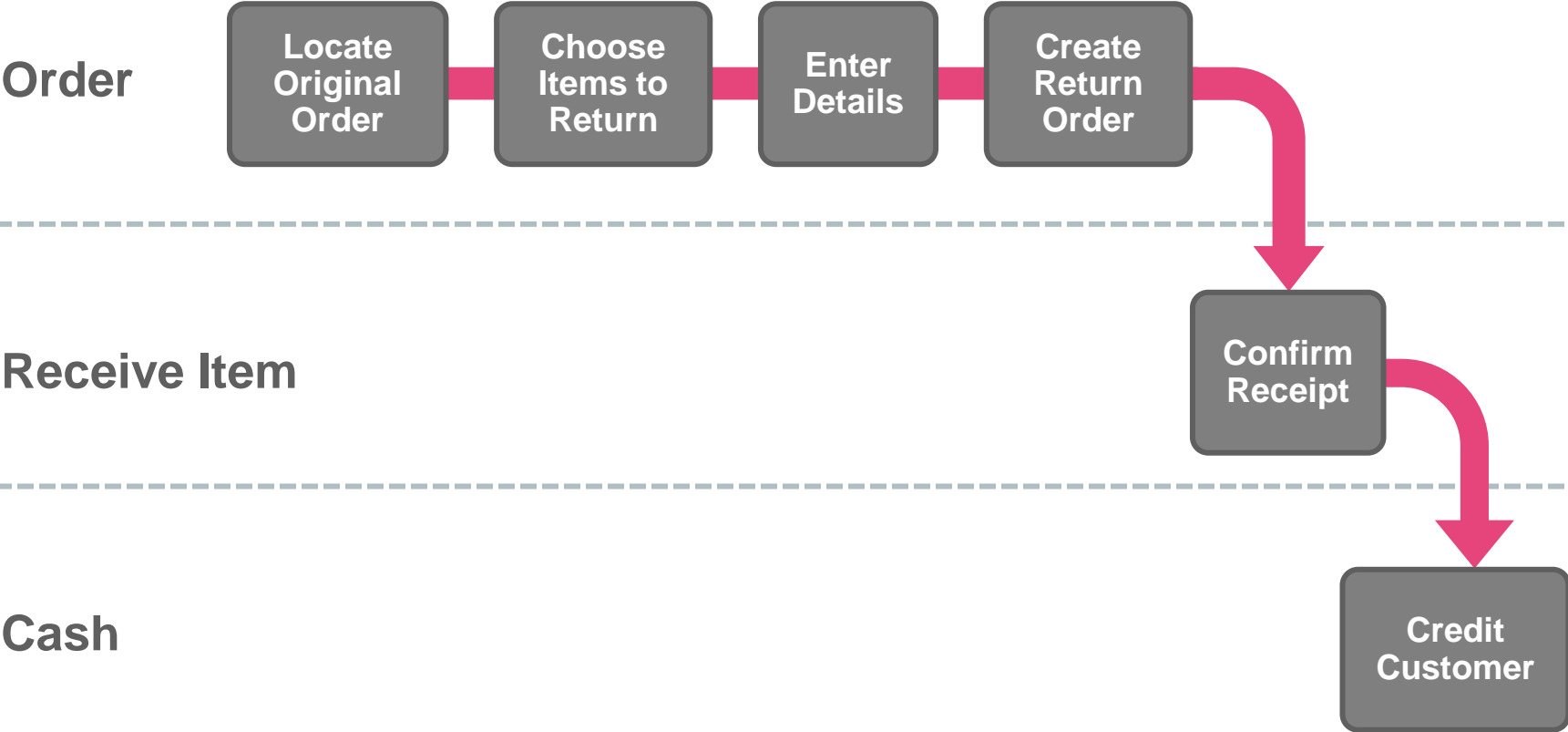
Order Variations: Overview

- New order
- Order with returns
- Change order (order revision)

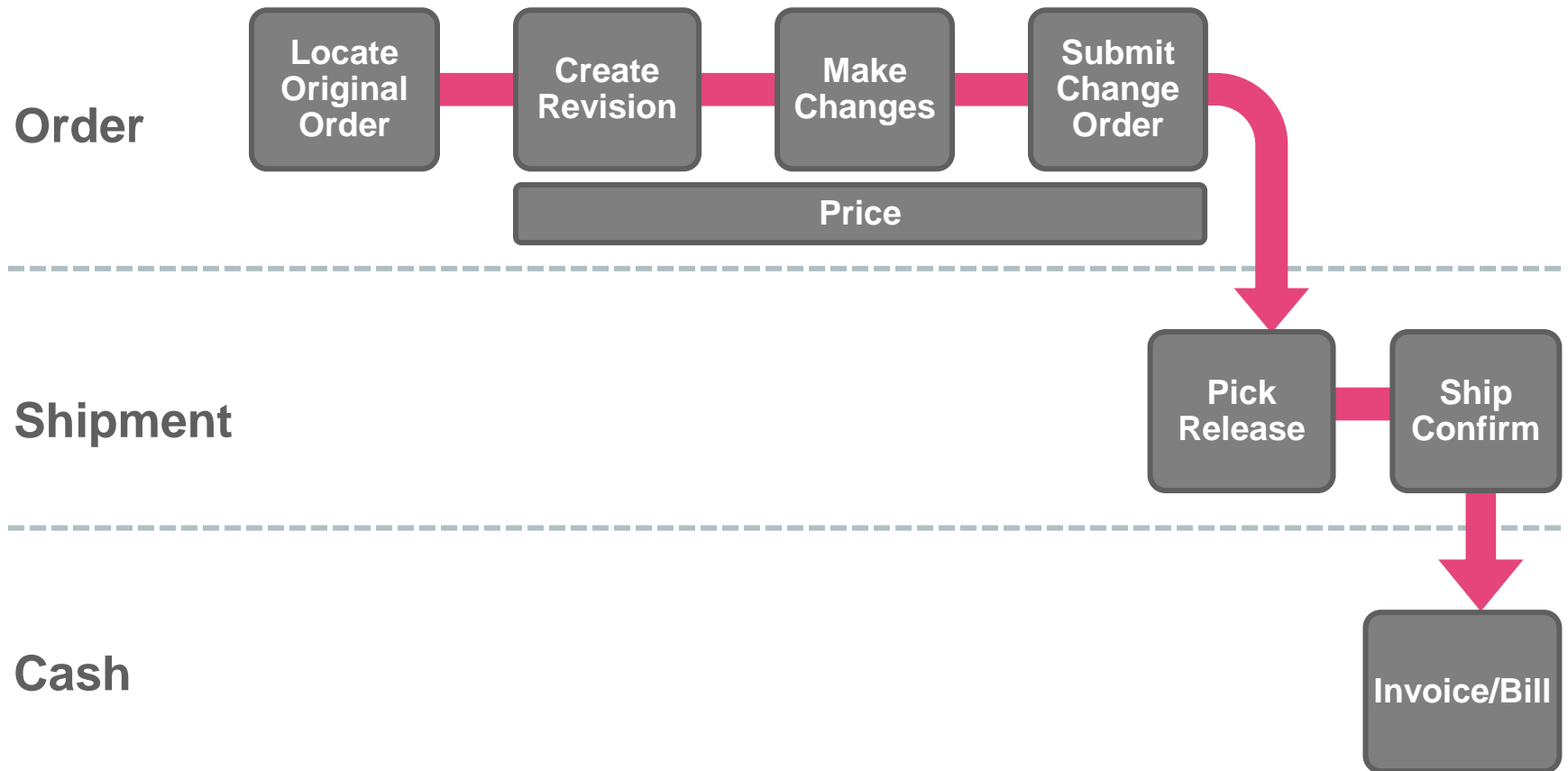
New Order Business Flow



Return Order Business Flow



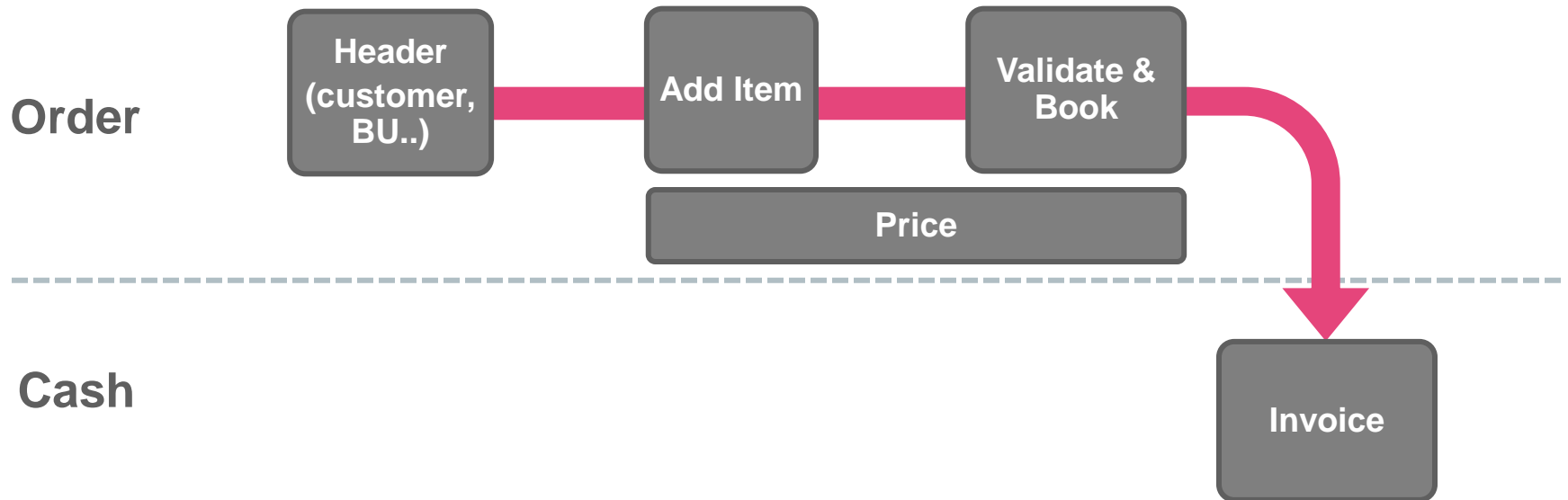
Change Order Business Flow



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Ordering an Item with a Recurring Charge



Hardware and Software Engineered to Work Together

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