



Go with the Flow – Procure to Pay

Analyze to Agreement
Presented by: Thomas Simkiss
BizTech
Date: August 25, 2011



Agenda

- About the Presenter
- About BizTech
- Oracle Business Flows
- Procure to Pay Overview
- Analyze to Agreement



About the Presenter



- **Thomas Simkiss**

- 14 years Oracle Experience as an end user and implementation consultant
- Over 50 Full Cycle Implementations
 - Financials, Supply Chain, Projects, Discoverer, OBIEE
- Chief Operating Office at BizTech
- CPA in NJ
- Member of NJ, PA and American Bar Association
- Prior Presentations:
 - Account Generators in the Order to Cash Cycle – *Collaborate 07*
 - Introduction to the Subledger Accounting Engine on Oracle R12 – *Collaborate 08*
 - Using Bi Publisher to Format Electronic Outbound Payments – *Collaborate 09*
 - Multiperiod Accounting: A Users Guide – *Collaborate 10*
 - Creative Accounting: Use of a Project Segment in Your COA – *Collaborate 11*
 - CS: Sourcing to Agreement – *Collaborate 11*
 - Rollouts of R12 to non-US countries – Use of Subledger Accounting – *MAOUAG 08*
 - Cradle to Grave: Reconciling General Ledger to Payables to Projects – *Oracle Open World 06*
 - Simple Outsourced Payment using Bi Publisher to Format Electronic Outbound Payments – *Oracle Open World 08*



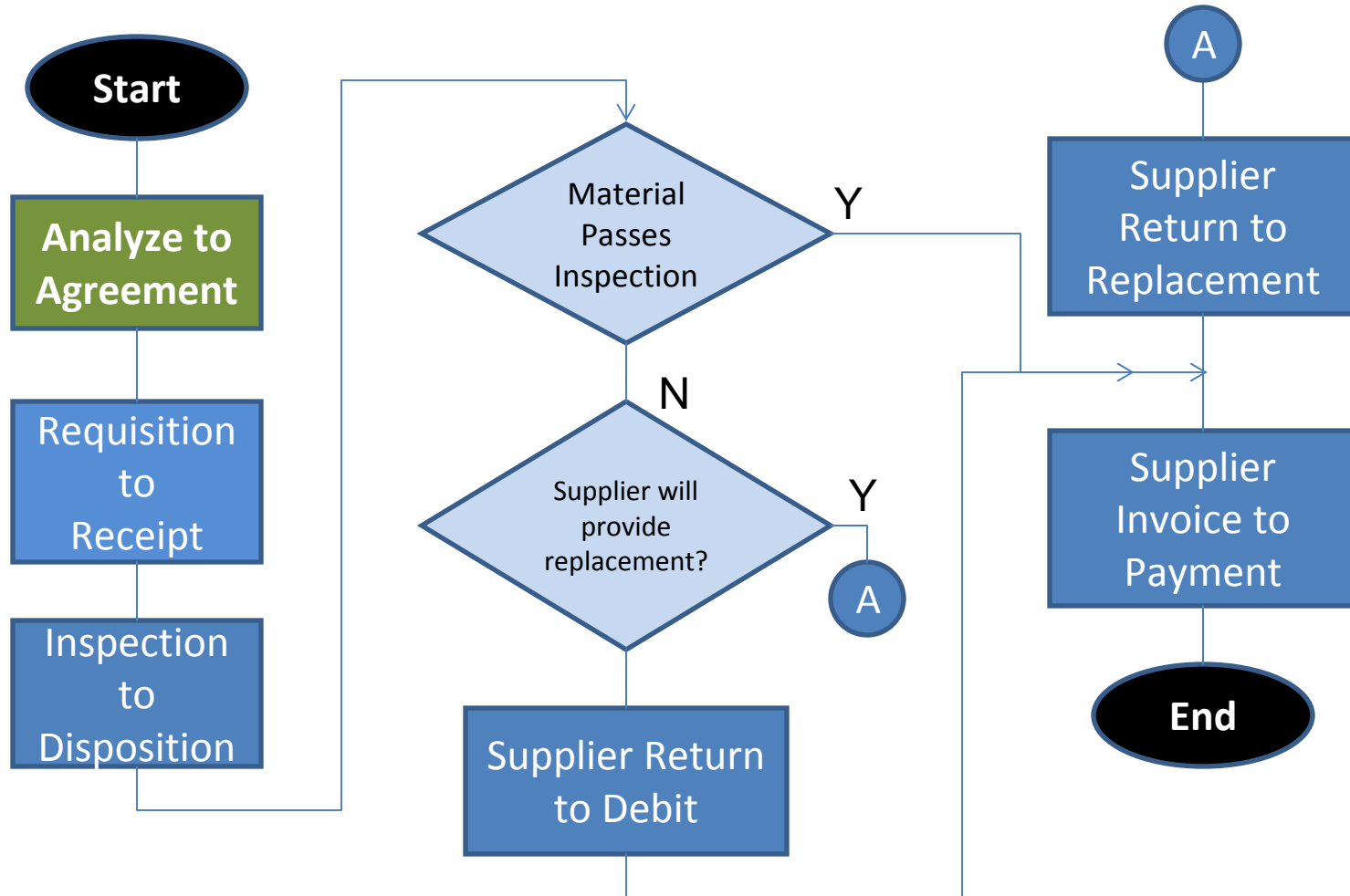
About **biztech**
Software. Hosting. Services.

ORACLE Platinum
Partner

- Leading Regional IT Services firm focused on Oracle applications and technology solutions
 - Oracle Platinum Partner – Highest Level of recognition
 - Over 400 successful Oracle implementations over the past 15 years
- Comprehensive Service Offerings
 - Advisory Services
 - Oracle E-Business Applications Services
 - Practice teams in Finance, Supply Chain, Human Resources and CRM
 - Oracle Technology Services
 - Recognized leader in Business Intelligence, Service Oriented Architecture and Enterprise Performance Management (Hyperion)
 - Hosting and Managed Services (MSP)
 - Contract Staffing

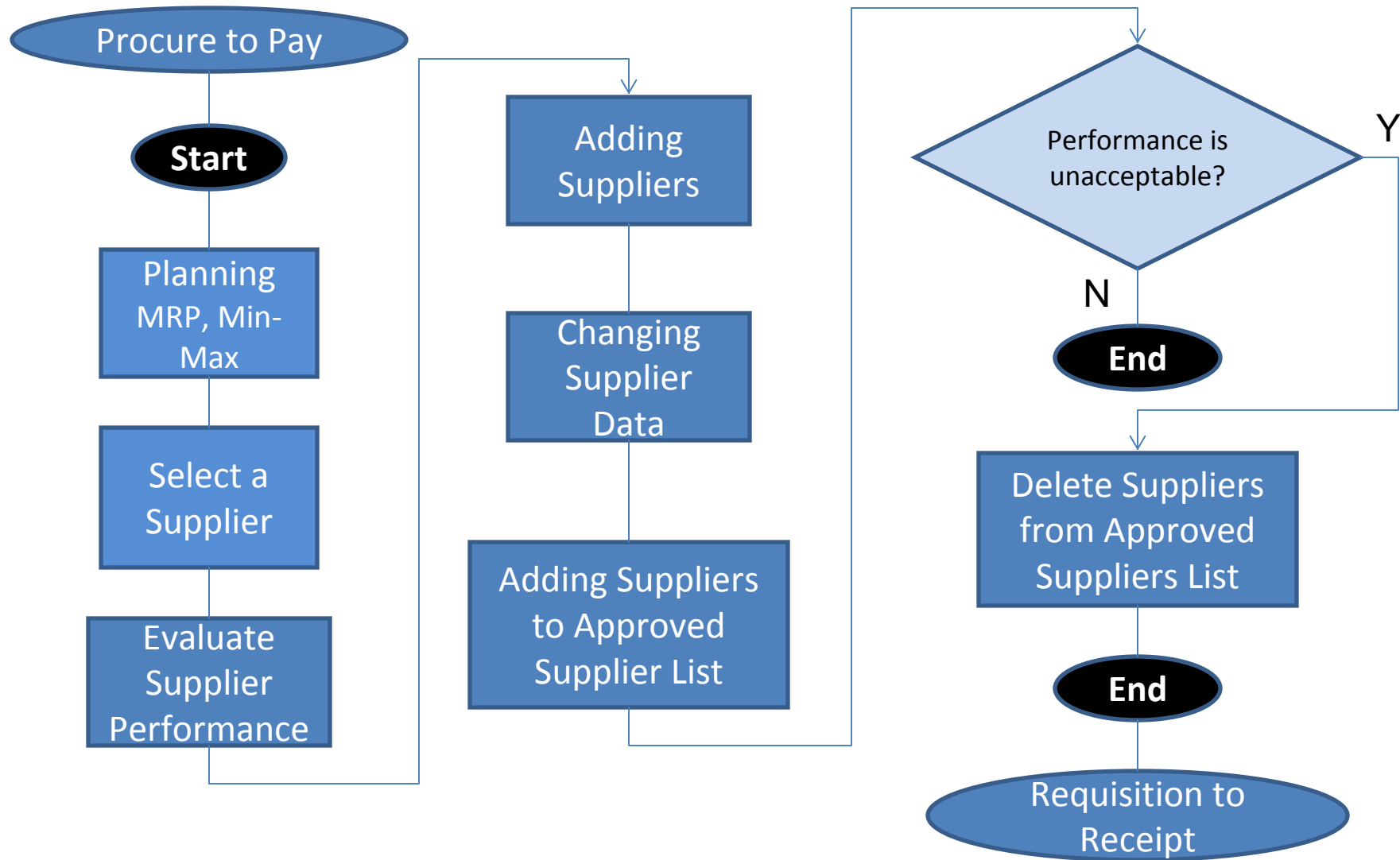


Procure to Pay





Analyze to Agreement





Planning: MIN – MAX Planning

- Validate Organization Access
- Create Item
- Set Item for Min – Max Planning
- Run Min – Max Planning

*MRP is outside the scope of this presentation



Validate Org Access

- Login: Operations / welcome
 - Inventory, Vision Operations → Setup → Organizations → Organization Access
 - Add VI Org to Inventory, Vision Operations

Org	Application	Name	Comments
UTG	Marketing	Oracle Marketing Super Us	
UTG	Enterprise Asset Managem	Wireless Maintenance Use	
UTG	Field Service	Field Service Administrato	
VA	Inventory	Inventory, Vision Banking	
V1	Inventory	Inventory, Vision Operatio	
VA	Culinary Application	Chef	
VA	Inventory	Inventory, Vision Operatio	
VAR	Receivables	Receivables, Vision Argem	

Organization Name:



Create Item

- Inventory, Vision Operations → Master Items
 - Select V1, Vision Operations as the active inventory organization
 - Item: TJS10101
 - Description: Raw Materials
 - Tools → Copy From Template: Inventory - Low Value Min/Max
 - Click Inventory Tab, make sure transactable is checked

Master Item (V1)

Organization **V1** **Vision Operations**

Item **TJS0101**

Description **Raw Materials**

Display Attributes
 Master Org All

Main Inventory Bills of Material Asset Management Costing Purchasing Receiving Physical Attributes

Master Item (V1)

Organization **V1** **Vision Operations**

Item **TJS0101**

Description **Raw Materials**

Display Attributes
 Master Org All

Costing Purchasing Receiving Physical Attributes **General Planning** MPS/MRP Planning Lead Times

Inventory Planning Method **Min-Max** Planner

Subcontracting Component Make or Buy **Buy**

Min-Max Quantity
Minimum **100**
Maximum **1000**

Order Quantity
Minimum **100**
Maximum

Cost
Order
Carrying %

Source
Type **Supplier**
Organization
Subinventory

Safety Stock
Method **Non-MRP Planned**
Bucket Days
Percent

Order Modifiers
Fixed Order Quantity Fixed Days Supply Fixed Lot Multiplier

Select Organization Assignment

Assign M1 Seattle Manufacturing

Master Item (V1)

Item **TJS10101** **Raw Materials**

Organization Assignment

Unit of Measure

Org	Name	Primary	Tracking	Pricing	Assigned
J2	Vision Services Japan	Each	Primary	Primary	<input type="checkbox"/>
KR	Vision Korea	Each	Primary	Primary	<input type="checkbox"/>
KR2	KR Changwon	Each	Primary	Primary	<input type="checkbox"/>
KR3	KR Busan	Each	Primary	Primary	<input type="checkbox"/>
M1	Seattle Manufacturing	Each	Primary	Primary	<input checked="" type="checkbox"/>
M2	Boston Manufacturing	Each	Primary	Primary	<input type="checkbox"/>
M3	Dallas Manufacturing	Each	Primary	Primary	<input type="checkbox"/>
M4	Minneapolis Manufacturing	Each	Primary	Primary	<input type="checkbox"/>
M5	Denver Manufacturing	Each	Primary	Primary	<input type="checkbox"/>
M6	Phoenix Manufacturing	Each	Primary	Primary	<input type="checkbox"/>
M7	New Orleans Manufacturing	Each	Primary	Primary	<input type="checkbox"/>
PL	Vision Poland	Each	Primary	Primary	<input type="checkbox"/>
PLP	Vision Poland Process Mfg.	Each	Primary	Primary	<input type="checkbox"/>

Org Attributes Assign All

Inventory, Vision Operations Change Organization – MRP M1 – Seattle Manufacturing Items → Organizations Items

- Find Item TJS10101, Select Planning Tab
- Select Planned – Min 10, Max 100, Buy, Source of Supplier

Organization Item (M1)

Organization **M1** Seattle Manufacturing

Item TJS10101

Description Raw Materials [---]

Display Attributes
 Master Org All

Costing Purchasing Receiving Physical Attributes **General Planning** MPS/MRP Planning Lead Times

Inventory Planning Method **Min-Max** Planner

Subcontracting Component Make or Buy **Buy**

Min-Max Quantity

Minimum	10
Maximum	100

Order Quantity

Minimum	
Maximum	

Cost

Order	
Carrying	%

Source

Type **Supplier**

Safety Stock

Method **Non-MRP Planned**

Inventory, Vision Operations Planning → Min Max Planning

The screenshot displays the Oracle Min-Max Planning (V1) interface. The main window is titled "Min-Max Planning (V1)" and contains a "Run this Request..." section with a "Copy..." button. Below this, the report name is "Min-max planning report". A "Parameters" dialog box is open, showing the following settings:

Planning Level	Organization
Subinventory	
Item Selection	Items under minimum quantity
Category Set	Inv.Items Inventory Category Set
Categories From	GENERAL.MEDICAL
To	GENERAL.MEDICAL
Items From	
To	
Planners From	
To	
Buyers From	
To	
Sort by	Inventory item
Demand Cutoff Date	08/07/2011
Demand Cutoff Date Offset	0

The main window also includes sections for "At these Times..." (Run the Job: As S), "Upon Completion..." (with a checked "Save" option), and a "Print to" field set to "nop". A "Help (C)" button is located at the bottom left.



Parameters

Supply Cutoff Date	08/07/2011
Supply Cutoff Date Offset	0
Restock	Yes
For Repetitive Item	
Default Delivery To	V1 Ship Site A
Net Unreserved Orders	Yes
Net Reserved Orders	Yes
Net WIP Demand	Yes
Include PO Supply	Yes
Include Move Order Supply	Yes
Include WIP Supply	Yes
Include Interface Supply	Yes
Include Nonnetable	No
Lot Control	Include Both Lot and Non-Lot Controlled Items
Display Format	Display all information
Display Item Description	No

Must be Yes to generate a Req

OK Cancel Clear Help

Include PO Supply: Yes
 Include Move Order Supply: Yes
 Include WIP Supply: Yes
 Include Interface Supply: Yes
 Include Nonnettable: No
 Lot Control: Include Both Lot and Non-Lot Controlled Items
 Display Format: Display all information
 Display Item Description: No

Seattle Manufacturing

Min Max Report

Report Date:07-AU

Page:2

Item	Category	Minimum	Maximum	On Hand	Supply	Demand	Available	Order Quantity		
		Quantity	Quantity	Quantity	Quantity	Quantity	Quantity	Minimum	Maximum	Multiple
75100007	NEW.MISC	100		0	0	0	0	1000		
CM96119	COMPONENT.ME CHANICAL	50000	500000	100	0	0	100	50000	200000	
CM96711	COMPONENT.ME CHANICAL	50000	1000000	13652	0	0	13652	200000	500000	
CM96713	COMPONENT.ME CHANICAL	50000	1000000	10666	0	0	10666	200000	500000	
TJS10101	GENERAL.MEDI CAL	10	100	0	0	0	0			
VI50000	NEW.MISC	500	50000	0	0	0	0	2000	20000	
VI50010	NEW.MISC	500	50000	0	0	0	0	2000	20000	
Unable to generate requisition										
VI50020	NEW.MISC	500	50000	0	0	0	0	2000	20000	
Unable to generate requisition										

*** End of Report ***



Purchasing, Vision Operations

View Requests → Submit a New Request → Requisition Import

The screenshot shows two overlapping dialog boxes. The background dialog is titled 'Submit Request' and contains the following fields:

- Run this Request... (with a 'Copy...' button)
- Name: **Requisition Import**
- Operating Unit: **Vision Operations**
- Parameters: (empty)
- Language: **American English**
- At these Times...
 - Run the Job: **As Soon as Possib**
- Upon Completion...
 - Save all Output F
 - Layout: (empty)
 - Notify: (empty)
 - Print to: **noprint**

The foreground dialog is titled 'Parameters' and contains the following fields:

- Import Source: **INV** (INV)
- Import Batch ID: (empty)
- Group By: **All** (Group all Reqs together)
- Last Requisition Number: (empty)
- Multiple Distributions: **No** (No)
- Initiate Approval after ReqImport: **Yes**

Buttons at the bottom of the 'Parameters' dialog include OK, Cancel, Clear, and Help.



Adding a Supplier

- Purchasing, Vision Operations

— Supply Base Suppliers Create Suppliers (B)

ORACLE Payables

Suppliers >

Create Supplier

* Indicates required field

* Organization Name	<input type="text" value="New Supplier"/>	Supplier Type	<input type="text" value="Standard supplier"/>
Alias	<input type="text" value="Supplier"/>	Country of Origin	<input type="text" value="United States"/>
Name Pronunciation	<input type="text"/>	Tax Registration Number	<input type="text" value="99-000000"/>
D-U-N-S Number	<input type="text"/>	Taxpayer ID	<input type="text"/>
URL	<input type="text" value="http://BizTech.com"/>	Supplier Home Page	<input type="text"/>
Context Value	<input type="text" value="Must include: http://"/>		



Click Address Book

Suppliers

- Quick Update
- Company Profile
 - Organization
 - Tax Details
 - Address Book
 - Contact
- Directory
 - Business Classification
 - Products & Services
 - Banking Details
 - Surveys
- Terms and Control
 - Accounting
 - Tax and Reporting
 - Purchasing
 - Receiving
 - Payment Details

Update New Supplier - 13: Quick Update

* Indicates required field

* Supplier Name

Supplier Number **13**

Alternate Supplier Name

Registry ID **57677**

Update New Supplier - 13: Address Book

Search

Address Name

Address Details

Details	Name	Address	Country	Communication	Purpose
No results found.					

Inactive Addresses

Suppliers: Address Book >

Create Address: Confirm Details

* Indicates required field

Cancel Continue

Supplier Name **New Supplier** Supplier Number 13

Address Details

Contact Details and Purpose

Suppliers: Address Book > Create Address: Confirm Details >

Create Address: Site Creation

Cancel Back Apply

Address Name **King of Prussia**
Address Details **1150 First Avenue, King of Prussia, PA, US**
Purpose **Payment, Purchasing**

Supplier Name **New Supplier**
Supplier Number **13**

Operating Units

Select All | Select None

Select Site Name

Operating Unit

Select Site Name	Operating Unit
<input checked="" type="checkbox"/> King of Prussia	Vision Operations

Site Attributes

Override default site attributes

Enable Self-Billing

- Allow for Invoice Creation on Item Receipt

The screenshot displays the Oracle Payables interface for a supplier. The 'Purchasing' tab is selected, and the 'Self Billing' sub-tab is active. The 'Create' button is highlighted. Below this, a table shows the configuration for the supplier 'KING OF PRUSSIA'.

Site Name	Operating Unit	Pay On	Alternate Pay Site	Invoice Summary Level	Create Debit Memo from RTS Transaction	Gapless Invoice Numbering	*Selling Company Identifier
KING OF PRUSSIA	Vision Operations	Receipt		Receipt	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	BT-100



Approved Supplier List

- Purchasing, Vision Operations
 - Change Organization – MRP
 - M1 – Seattle Manufacturing

Approved Supplier List (M1)

Type	Commodity	Item	Description
Item		TJS10101	Raw Materials

Suppliers

Key Attributes | Record Details | Comments

Business	Supplier	Site	Operating Unit	Status	Disabled	Comments
Direct	3M Health Care	CORP HQ	Vision Operations	New	<input type="checkbox"/>	
Direct	... New Supplier	KING OF PRUS	Vision Operations	New	<input type="checkbox"/>	
					<input type="checkbox"/>	
					<input type="checkbox"/>	
					<input type="checkbox"/>	

Attributes



Attributes – Used to assign to a blanket or contract PO, Schedule, etc.

Supplier-Item Attributes (M1)

Global Create Local
Purchasing UOM
 Local Release Method
 Item Commodity
 Supplier Site
 Operating Unit Price Update Tolerance %
Country of Origin

Source Documents Supplier Scheduling Planning Constraints Inventory

Seq	Type	Number	Line	Global	Owning Org	Status	From
1				<input type="checkbox"/>			
				<input type="checkbox"/>			
				<input type="checkbox"/>			
				<input type="checkbox"/>			
				<input type="checkbox"/>			



USING SOURCING TO ANALYZE SUPPLIERS



Oracle Sourcing Overview

- About Sourcing
 - Tightly integrated with the procurement modules of the 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 a unified information architecture.
 - Architecture provides a single definition of customers, suppliers, employees, and products - all aspects of the business.

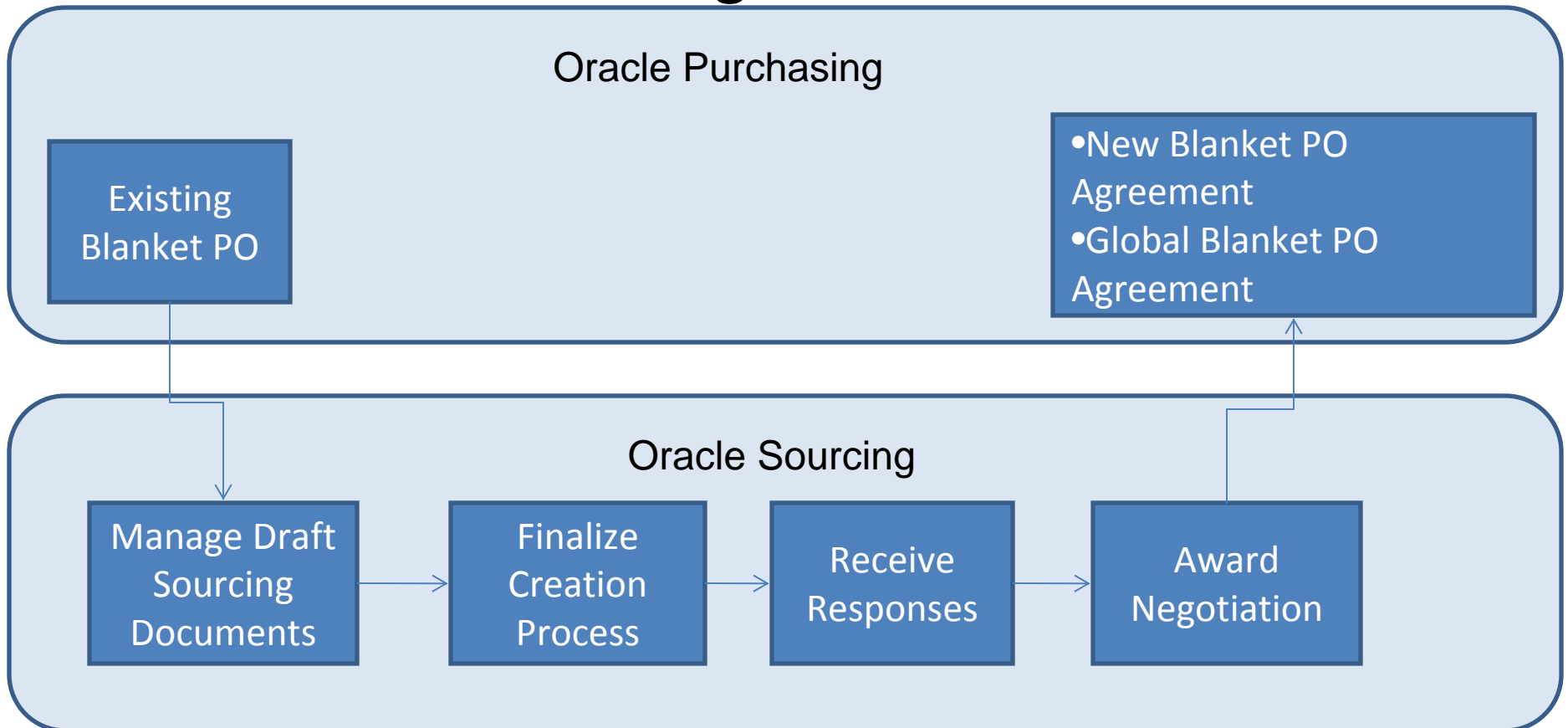


Oracle Sourcing Business Flows

- Create New Documents Using Demand Workbench
- Create New Documents from Existing Blanket PO Agreements
- Create Documents Directly in Oracle Sourcing

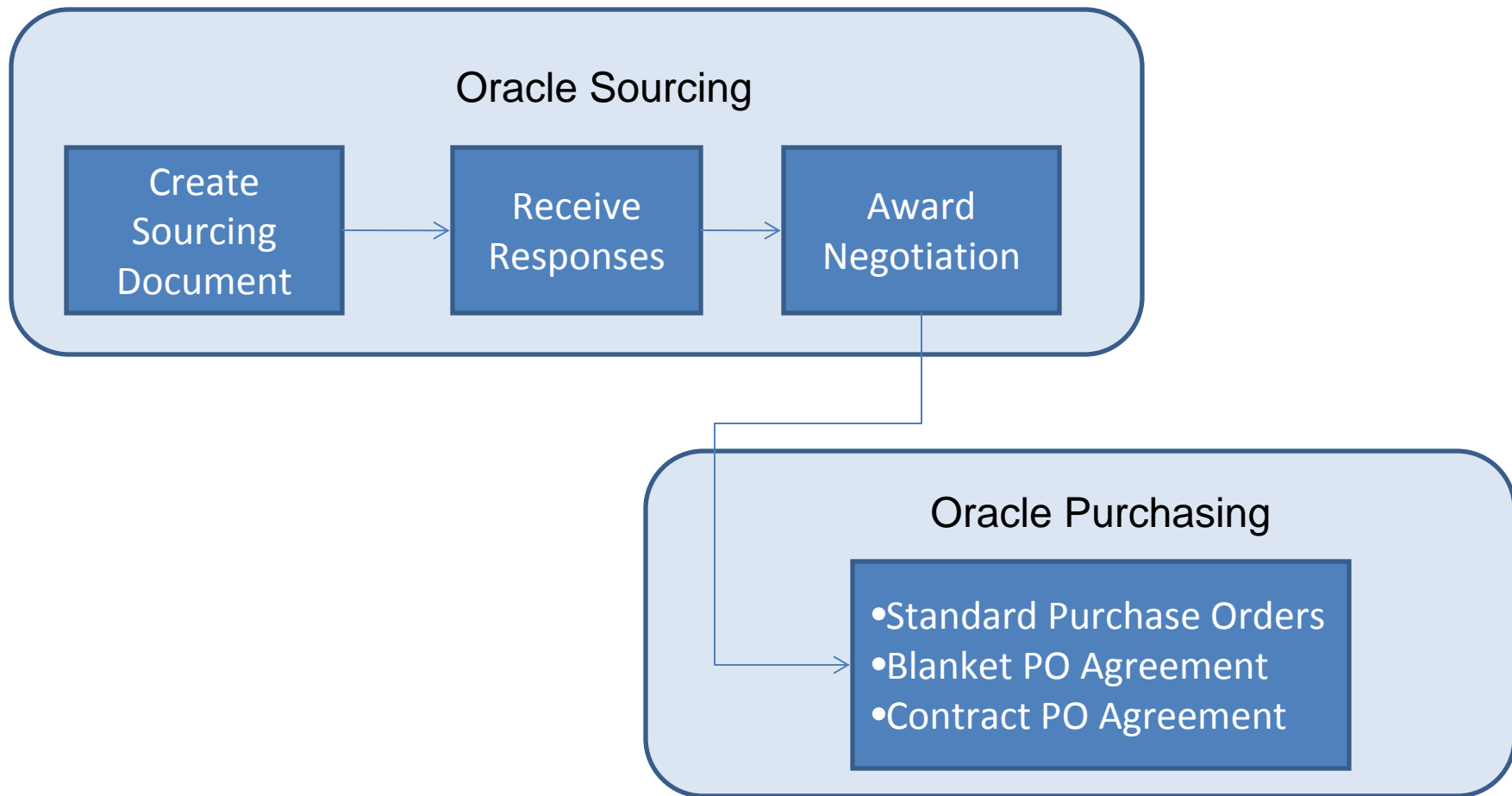


Create New Documents from Existing Blanket PO Agreements



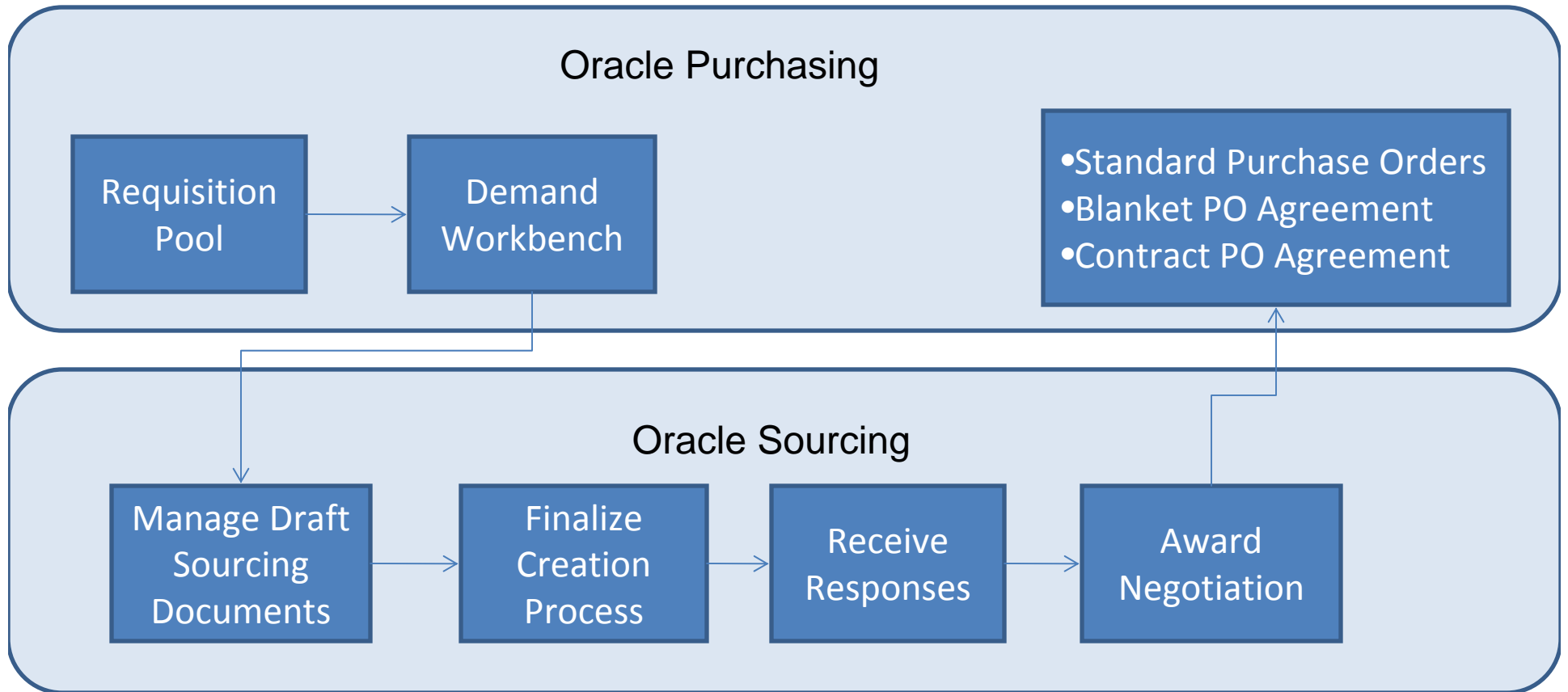


Create Documents Directly in Oracle Sourcing





Create New Documents Using Demand Workbench





Requisitions in iProcurement

ORACLE iProcurement

[Navigator](#) | [Favorites](#) | [Shopping Cart](#) | [Home](#) | [Logout](#) | [Preferences](#) | [Help](#)

[Shop](#) | [Requisitions](#) | [Receiving](#) | [Contractors](#)

[Stores](#) | [Shopping Lists](#) | [Non-Catalog Request](#) | [Contractor Request](#)

Search: [Advanced Search](#)

Stores

- [Main Store](#)
Your one-stop shop for anything and everything
- [Exchange Marketplace](#)
Punchout to OracleExchange
- [Computers](#)
Punchout to Dell Computers UK
- [Legal Services](#)
Legal Services
- [Travel](#)
Informational Catalogs to external travel sites.
- [IT Equipment](#)
Punchout to MoreDirect.com
- [Transparent Exchange Marketplace](#)
Transparent Exchange Marketplace
- [Maintenance](#)
Maintenance supplies, tools, and services
- [Facilities Equipment](#)
Facilities Equipment

My Requisitions [Full List](#)

Requisition	Description	Total (USD)	Status	Copy	Change	Express Receive
15182	Hard Drive - A series	100,000.00	Incomplete			
15180	Hard Drive - A series	100,050.00	Approved			
15178	Hard Drive - A series	110,050.00	In Process			

Requisition

Requisition Information Catalog Request

Requisition Information: Edit Lines
Indicates required field

Search [Advanced Search](#)

Shop: Stores > Shop Main Store >

Search Results from Main Store: DVD-B100

Sort by

Search results filtered by **No active filter.**

Shop: Stores > Requisition 14299 >

Approval History for Requisition 14299 Approvals

TIP
Loc
Cre

Sequence	Approver	Organization Name	Action
1	Baker, Catherine	Vision Corporation	Submitted
2	Baker, Catherine	Vision Corporation	Approved



Create Sourcing RFQ

Find Requisition Lines

BizTech Sourcing Navigator Favorites Close Window Preferences Help Diagnostics

Requisitions Negotiations Intelligence Administration

Header Create RFQ 44636: Header
* Indicates required field

* Title
 Negotiation Style
 Quote Style
 Event
 Security Level
 Sourcing Project
 Description

Buyer **Baker, Ms. Catherine**
 Two-Stage RFQ
 Operating Unit **Vision Operations**
 Outcome **Standard Purchase Order**

Collaboration Team

Select Members:

[Select All](#) | [Select None](#)

Select	*Member	Position	Approver	Access	Task	Target Date	Last Notified	Remove
<input type="checkbox"/>	Baker, Catherine	BUY501.Buyer 1	<input type="checkbox"/>	Full	<input type="text"/>	<input type="text"/>		
<input type="checkbox"/>	Smith, Mr. Jonathan	VPM200.VP Materials	<input checked="" type="checkbox"/>	Full	<input type="text"/>	<input type="text"/>		



RFQ Header

Header Create RFQ 44636: Header

* Indicates required field

* Title DVD-100 Buyer Baker, Ms. Catherine
 Negotiation Style Standard Negotiation Two-Stage RFQ ⓘ
 Quote Style Blind Operating Unit Vision Operations
 Standard Purchase

Terms

Bill-To Address V1- New York City Payment Terms 45 Net (terms date + 45)
 Ship-To Address V1- New York City Carrier
 FOB Origin Freight Terms Due

Currency

Currency USD Price Precision Any

<input checked="" type="checkbox"/>	Baker, Catherine	BUY501.Buyer 1	<input checked="" type="checkbox"/>	Full			<input type="button" value=""/>
<input type="checkbox"/>	Smith, Mr. Jonathan	VPM200.VP Materials	<input type="checkbox"/>	Full			<input type="button" value=""/>



RFQ Lines and Controls

Create RFQ 44636: Lines

[Cancel](#) [Online Discussions](#) [Save as Draft](#) [Review](#)

Header
Lines
Controls
Contract
Terms
Suppliers

Create RFQ 44636: Controls

* Indicates required field

[Cancel](#) [Online Discussions](#) [Save as Draft](#) [R](#)

Schedule

Preview Date Immediately Specify Time

Open Date Immediately Specify Time

* Close Date 04-Feb-2011 00:00:00
(example: 17-Jan-2011 19:45:00)

Award Date

Response Rules

- Restrict to invited suppliers
- Allow supplier to select lines on which to respond
- Display best price to suppliers
- Require full quantity
- Allow multiple responses
- Require award approval
- Allow manual close before the Close Date
- Allow manual extend when the negotiation is open

[Cancel](#) [Online Discussions](#) [Save as Draft](#) [R](#)



Add Suppliers

Requisitions | Negotiations | Intelligence | Administration

Suppliers: Add Invitation List (RFQ 44636)

Search

List Name:
 Description:
 Supplier:

Invitation List	Description	Access	Add
Vision Operation Retail Suppliers	Vision Operations Retail Suppliers	Public	

Create RFQ 44636: Suppliers

Invited Suppliers

Select Suppliers: |

Select All | Select None

Select Supplier	Supplier Site	Contact	Additional Contact Email	Delete
<input checked="" type="checkbox"/> Allied Manufacturing	SAN JOSE-ERS	Francis,Veronica ▾	<input type="text"/>	
<input checked="" type="checkbox"/> Eastern Industrial Products	EIP MAIN	Leedy,Ronald ▾	<input type="text"/>	
<input checked="" type="checkbox"/> GE Plastics	GE PLASTICS	Plant,Gerald ▾	<input type="text"/>	
<input checked="" type="checkbox"/> Industrial Dressler	US HEADQUATERS	Indus,James ▾	<input type="text"/>	

Indicates restricted access.



RFQ

Requisitions | Negotiations | Intelligence | Administration

Create RFQ 44636: Review

Cancel Actions Buyer Printable View Go **Publish**

Status Draft

Header Title DVD-100

Header Lines Controls Contract Terms Suppliers

Buyer Baker, Ms. Catherine
 Negotiation Style Standard Negotiation
 Quote Style Blind
 Security Level Public
 Sourcing Project
 Description

Approval Status Approved
 Operating Unit Vision Operations
 Outcome Standard Purchase Order
 Event

Collaboration Team

Member	Position	Approver	Approval Status	Access	Task	Target Date	Task Completed	Last Notified
Baker, Catherine	BUY501.Buyer 1	Yes	Approved	Full				
Smith, Mr. Jonathan	VPM200.VP Materials	No		Full				

Terms

Bill-To Address V1- New York City
 Ship-To Address V1- New York City
 FOB Origin

Payment Terms 45 Net (terms date + 45)
 Carrier
 Freight Terms Due

Currency

RFQ Currency USD

Price Precision Any

Bill-To Address V1- New York City
 Ship-To Address V1- New York City
 FOB Origin

Payment Terms 45 Net (terms date + 45)
 Carrier
 Freight Terms Due

Currency

RFQ Currency USD

Price Precision Any



Up Next:

- Go with the Flow – Requisitions to Receipt
 - August 25th
 - Thomas Simkiss