

Oracle Revenue Management Cloud Service

Session 4

Date wise Session Schedule

19-Jun-2021	RMCS Overview and Introduction (ASC 606/IFRS 15)
20-Jun-2021	5 Key Principles in RMCS
26-Jun-2021	Managing Contracts and Revenues
27-Jun-2021	Concept of SSP and Managing SSP
03-Jul-2021	Integration in RMCS
04-Jul-2021	Configuration in RMCS -1
10-Jul-2021	Configuration in RMCS -2
11-Jul-2021	Contract Creation and review in Application
17-Jul-2021	Seeded Reports
18-Jul-2021	Buffer Session

Session 4 - Concept of SSP and Managing SSP

Pricing Dimension	15 mins
PDS and SSP	15 mins
SSP Profile	30 mins
Break	15 mins
Create SSP	15 mins
Manage SSP	15 mins
OSSP and ESSP	15 mins
Questions	15 mins

Pricing Dimension

Each good or service has a specific pricing model, applied consistently to all sales of that good or service. The goods or services are categorized by different dimensions for the purpose of pricing. These categorization are called pricing dimensions.

You can, for instance, categorize transactions based on:

- Country
- Customer type
- Quantity sold
- Total deal value

Pricing Dimension Structure and SSP

Pricing dimensions are implemented using the key flexfield infrastructure. You can define multiple structure definitions for the Pricing Dimension key flexfield. Pricing dimensions are captured as segments in the pricing dimension structure.

Pricing dimension structures:

- Can have up to 30 segments
- Are assigned to a standalone selling price profile
- Can vary from item to item

Each segment of the key flexfield represents a pricing dimension.

Standalone selling prices for a good or service are calculated for each combination of segment values of the pricing dimension structure. For example, if a pricing dimension structure assigned to the good or service has three segments and each segment has five values, then the good or service can have up to 125 standalone selling prices.

Pricing Dimension Structure and SSP

Values for pricing dimensions can be individual values or a range of values. For example, a pricing dimension named Country will have individual values such as:

- United States
- Canada
- France
- Germany

A pricing dimension named Quantity Sold will typically have different value ranges, such as:

- 0 to 100
- 101 to 500
- 501 to 1000

SSP Profile

Standalone selling price profiles are user-configurable profiles. The profiles contain the details Revenue Management uses to derive the standalone selling price for the item, item group, memo line, or performance obligation template.

Navigation in application

Create SSP

Navigation in application

Manage SSP

Revenue Management Cloud cannot allocate pricing on customer contracts without Standalone Selling Prices. SSP is derived by two methods:

- **Automatically Calculate:** Based on a previous period's SSP, Revenue Management Cloud automatically calculates Observed Standalone Selling Prices (OSSP). OSSP is calculated using median, low, or high values of qualified standalone sales within a given period. Industry suggested standard guidelines for OSSP should be followed.
- **Upload from Spreadsheet:** If you do not want SSP to be calculated automatically by Revenue Management, you can manually upload the SSP by the ADFdi spreadsheet interface.

OSSP and ESSP

Observed Standalone Selling Price

Categorize Standalone Sales > Calculate OSSP > Review OSSP > Establish

Established Standalone Selling Price

Effective Period and Coverage Period

Effective Period – range of dates when the established OSSP can be used for revenue recognition.

Coverage Period – Range of dates for which standalone sales have been processed to be included in calculation of OSSP.

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Coverage Period											
						Effective Period					

Thanks!

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