

# Oracle Revenue Management Cloud Service

## Session 3

# 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 3 Managing Contracts and Revenue

Satisfaction Events Generation	10 mins
Entering Revenue via FBDI	20 mins
Importing Revenue Data into RMCS	15 mins
Contract Modification	20 mins
Break	10 mins
Discard Contracts	20 mins
Correct Contract Documents Errors	20 mins
Questions	15 mins

# Satisfaction Events Generation

Each performance obligation uses one or more satisfaction events that specify what proportion of the promised detail is satisfied. Satisfaction events are created according to the selected satisfaction measurement model. The satisfaction measurement model specifies how satisfaction will be measured and recorded for a promised detail.

Each promised detail uses one of the following satisfaction measurement models:

1. Measure Quantity Satisfied (satisfaction measurement events are created by source applications)
2. Measure Percentage Satisfied (satisfaction measurement events are created by source applications)
3. Measure Period Satisfied (RMCS creates the measurement events using the satisfaction plan and the plan start and end dates provided by the source application)

# Entering Revenue via FBDI

The Revenue Basis Data Import template contains an instructions tab, plus three tabs that represent the tables where the data is loaded:

Spreadsheet Tab	Description
Instructions and DAT Generation	Contains instruction information about preparing and loading data, the format of the template, submitting the Validate Customer Contract Source Data process, and correcting import errors.
VRM_SOURCE_DOCUMENTS	Enter the source document header information.
VRM_SOURCE_DOC_LINES	Enter information about the source document lines, such as the quantity, unit selling price, and line amount.
VRM_SOURCE_DOC_SUB_LINES	Enter information about satisfaction events

# Entering Revenue via FBDI

1. The values for the following columns should be the same in the VRM\_SOURCE\_DOCUMENTS worksheet and the VRM\_SOURCE\_DOC\_LINES worksheet of the Revenue Basis Data Import template for related rows:
  - Source document type code
  - Source document unique identifier 1 through 5
  - Source document unique identifier character 1 through 5
  - Date of source document
  - Bill-to customer site reference in the source system
  - Ship-to customer site reference in the source system
  - Bill-to customer reference in the source system
  - Ship-to customer reference in the source system
  - Customer classification of a bill-to customer
  - Source system
2. The values for the following columns should be the same in the VRM\_SOURCE\_DOC\_LINES worksheet and the VRM\_SOURCE\_DOC\_SUB\_LINES worksheet of the Revenue Basis Data Import template for related rows:
  - Source document type unique identifier
  - Flexible source document line reference 1 through 5
  - Flexible source document line unique identifier character 1 through 5

# Importing Revenue Data into RMCS

1. Load FBDI revenue data via loader program
2. Run the Validate Customer Contract Source Data process to validate the revenue data.
3. Correct any errors from the Validate Customer Contract Source Data process using the Correct Contract Document Errors spreadsheet.
4. Run the Identify Customer Contracts process to identify your contracts and performance obligations.

Sample FBDI Revenue Data Template

# Contract Modification

Contract modifications occur when an organization and their customer agree to a change in the scope or price of the contract. For example, the customer may want to purchase additional goods or services that were not originally agreed upon.

Expected consideration, being variable, is estimated at inception and will have to be updated and the contract revalued as the facts become clear. Contract modification will cause revisions and re-allocations too. Oracle Revenue Management Cloud enables you to easily feed in such updates, track the revision intent, and if necessary terminate a performance obligation, and add a new performance obligation to an existing accounting contract.

If updates to a performance obligation in a contract are material Revenue Management Cloud will reverse the original revenue recognized and generate new accounting entries based on the allocated amounts following the revision. If, however, the updates are immaterial, Revenue Management Cloud can optionally apply the changes to revenue prospectively to open and new performance obligations only,

# Discarding Contracts

When reviewing customer contracts and their associated performance obligations, you may decide to discard the customer contracts. A contract in any status is eligible for discard.

To discard customer contracts and their performance obligations, run the Discard Customer Contracts process. The process:

- Sets the status of those contracts to Discarded
- Sets the transaction price to zero
- Reverses the accounting entries, if any were created previously

After the customer contracts are discarded, you can modify your system configuration and then submit the Identify Customer Contracts process to reprocess the source document lines of the discarded customer contracts. The source document lines are processed as if they are newly received source document lines.

# Correct Contract Documents Errors

After load if any contract lines fails during the data validation error, it can be viewed and corrected and then reprocessed again

Demo sheet in the application

# Metalink Reference

1. Revenue Management Cloud Service (RMCS) solution for Oracle E-Business Suite (EBS) (Doc ID 2244173.1)
2. WHITEPAPER: R12: Oracle Revenue Management Cloud Service (RMCS) Integration with EBS Oracle General Ledger (Doc ID 2340471.1)
3. RMCS Provisioning - How To Get Access To Revenue Management? (Doc ID 2250778.1)
4. Subscription Management To RMCS (Doc ID 2632689.1)
5. How To Import Data Into RMCS using Web Service? (Doc ID 2374222.1)
6. How Can We Adjust ,control And Hold Revenue In RMCS Coming From Source System Like AR, Contracts? (Doc ID 2407619.1)
7. Sample Data Files - RMCS (Doc ID 2427584.1)
8. Is It Possible To Skip Revenue Recognition In RMCS For Few Products Or Invoice Types? (Doc ID 2389527.1)
9. RMCS Contracts Not Generating Satisfaction Events (Doc ID 2437141.1)
10. Contracts Loaded Got Rejected In Correction Template (Doc ID 2502948.1)
11. WHITEPAPER: Oracle Fusion Revenue Management IFRS 15 & ASC 606 - Use Cases (Doc ID 2626663.1)
12. Manage Project Revenue According to IFRS 15/ASC-606, Release 12.2 (Doc ID 2432035.1)

# Thanks!

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