

# Oracle R12 Advanced Pricing Training

Part 4

# Cross Order Volume

# Cross Order Volume

## Cross Order Volume

You can provide extra benefits to a customer after they place a certain amount of business with you. The cross order volume feature allows you to create modifiers that are qualified across an accumulation of orders and applied when a customer meets certain volume levels. It accumulates and sums order amount, item quantity, and item amount across the orders of each customer.

## Cross Order Volume Profile Options

To use cross order volumes, set up periods in the following profile options:

- QP: Cross Order Volume Period 1
- QP: Cross Order Volume Period 2
- QP: Cross Order Volume Period 3

# Cross Order Volume

Assign a default value to each profile option in unit of measure Days. For example, set the profile options as follows:

- QP: Cross Order Volume Period 1: 30
- QP: Cross Order Volume Period 2: 60
- QP: Cross Order Volume Period 3: 365

## Cross Order Volume Load

Run the concurrent process Cross Order Volume Load to populate the cross order volume tables. The qualifier and pricing attribute sourcing functions determine the cross order volumes for a customers and customer-item combinations.

Assign a default value to each profile option in unit of measure Days. For example, set the profile options as follows:

QP: Cross Order Volume Period 1: 30

QP: Cross Order Volume Period 1: 60

QP: Cross Order Volume Period 1: 90

### Cross Order Volume Load

Run the concurrent process Cross Order Volume Load to populate the cross order volume tables. The qualifier and pricing attribute sourcing functions determine the cross order volumes for a customers and customer-item combinations.

### To run the process:

- Select the process to execute either for a single operating unit or for all operating units.
- Provide the load effective date; otherwise the process uses the current date. It uses the cross order volume profile options to determine the order line included in the cross order volumes.

For Example:

- Profile Option QP: Cross Order Volume Period 1: 30
- Profile Option QP: Cross Order Volume Period 1: 60
- Profile Option QP: Cross Order Volume Period 1: 90
- Concurrent process Cross Order Volume Load, Effective Date: 31-December
- Cross Order period 1: Order lines with request date between 1- December and 31- December
- Cross order period 2: Order lines with request date between 1- November and 31- December-2000
- Cross order period 1: Order lines with request date between 1- October and 31- December-2000

The Cross Order Volume Load concurrent process has been coded so the qualifier and pricing attribute sourcing functions determine the cross order volumes for a customer and customer-item combinations. The Cross Order Volume Load considers only orders and order lines in Booked status. The Cross Order Volume Load does not look at returned or cancelled order lines.

The information in the cross order volume tables is only as current as when the last Cross Order Volume Load concurrent process was run.

As orders continued to be booked the concurrent process will need to be executed to include this information.

The cross order loader calculates the order total and item amount in the currency that is in the General Ledger. For example, if your GL is in USD (dollars) and you also have orders in Japanese Yen, the Cross Order Amounts are calculated and summed in USD. The value of the order in Japanese Yen is converted to USD by the cross order loader before including the value in the total amount.

When an order is input as Japanese Yen, and the engine is pricing in Japanese Yen, in an Organization where the GL currency was USD, the seeded sourcing APIs for the Cross Order Amount qualifiers convert the total Cross Order Amount in USD to Japanese Yen.

The pricing engine accumulates all Cross Order totals for an Organization, but it does not summarize across Organizations.

The pricing engine only takes into account the orders that a customer has placed with each Sales Organization, and does not consider orders that the customer placed with other Sales Organizations.

When running the Cross Order Volume Loader, if you specify an organization, it runs the load for that organization; if you leave it null, it will summarize for all organizations for which there are orders (assuming a multi-org install). Even if it is loading for multiple organizations, each summary is still within each organization.

When performing currency conversions in the Cross Order Volume Loader or Sourcing APIs, the engine performs the conversion using the order header currency conversion rate in Oracle Order Management, If the order header has no currency conversion rate, the pricing engine determines the conversion rate from the rates defined in Oracle General Ledger.



When you have different units of measure (UOM) for orders, the Cross Order Volume Loader converts from the ordered UOM to the Oracle Inventory **primary** UOM.

In the cross order tables, the item quantity is always the primary UOM of the item, When the pricing engine sources a Cross Order Quantity for an item, the seeded sourcing API converts the Cross Order Item Quantity from the primary UOM to the Ordered UOM and the pricing engine then converts the Cross Order Item Quantity from the Ordered UOM to the Pricing UOM.

If the pricing engine cannot find a UOM conversion rate for an item to convert from the Ordered to the Primary UOM, the engine returns an Error Message in the Cross Order Loader log file. In this case the total Cross Order Quantity for this item will be incorrect.

## Cross Order Volume Modifiers

You set up cross order modifiers by using cross order qualifiers or volume attributes. Seeded cross qualifiers are:

- Context: Volume
- Qualifier Attributes:
  - PERIOD1\_ORDER\_AMOUNT
  - PERIOD2\_ORDER\_AMOUNT
  - PERIOD3\_ORDER\_AMOUNT

You use this qualifier attribute if you want your modifier to be qualified based on the total order amount for the period specified in the profile option. You can set up these qualifiers at the modifier list level or line level.

For Example, set up the modifier with a list level qualifier as follows:

- Context: Volume
- Qualifier Attributes: PERIOD1\_ORDER\_AMOUNT
- Operator: Between
- Value From: 10000
- Value To: 49999

At order entry time, information is sent to the pricing engine. For example the pricing engine determines if this customer is eligible to receive this modifier. The engine compares the Qualifier attribute value of 10,000 against the total order amount for this customer in the cross order volume tables. If the total order amount in the cross order volume tables is between 10,000 and 49,999, the order line is eligible to receive the modifier and the pricing engine applies this modifier. You can use the cross order qualifiers with any modifier list or line type.

Seeded cross order item attributes are:

- PERIOD1\_ITEM\_AMOUNT
- PERIOD2\_ITEM\_AMOUNT
- PERIOD3\_ITEM\_AMOUNT
- PERIOD1\_ITEM\_QUANTITY
- PERIOD2\_ITEM\_QUANTITY
- PERIOD3\_ITEM\_QUANTITY

You use the volume attribute if you want your modifier to be applied based on the item amount or item quantity for the period specified in the profile option. This volume attribute is setup on the modifier line in the volume type field. Fr example:

- Product Attribute: Item Number
- Product Attribute Value: Item A
- Volume Type: Period 1 Item Quantity
- Break Type: Point
- Operator: Between
- UOM: EA
- Value From: 100
- Value To: 999
- Application Method: Percent
- Value: 10

At order entry time, information is sent to pricing engine. The engine determines if this customer is eligible to receive this modifier. The engine compares the volume attribute value of 100 against the total item quantity for this customer-item in the tables is between 100 to 999, the order line is eligible to receive the modifier and the engine applied this modifier.

There are restrictions by modifier line-type with the use of the cross order volume attributes:

- You can use cross order volume attributes with any line type as a single line break.
- You can use cross order volume attributes with modifier line type Price Break, thus you can create multiple level breaks and apply a discount or a surcharge based upon the tier level that is met.

**Note:** It is critical that the Cross Order Volume Period profile options be setup prior to the cross order qualifier and volume attribute use in setting up modifiers. There is no system validation during modifier setup between the Cross Order Volume Period profile options and the cross order qualifiers and volume attributes. Thus it is possible for a user to define a modifier with the cross order qualifier and volume and this modifier fail and not be applied at order execution. There is not an error message given to the user that notifies of this failure, the modifier just isn't applied.

## Cross Order Volume Report

Run the Cross Order Volume Report to view the information in the cross order volume tables. The report displays the total order amount, total item amounts and total item quantities for each customer and period.

Note: The cross order volume loader only accumulates orders for items in the Cross Order Item Amount/Quantity Summary that have modifiers using the cross order volume attributes. Similarly the engine only gives total Cross Order summaries if a Cross Order qualifier has been used in a modifier. Therefore it necessary to run the cross order volume concurrent request after you setup any modifiers using either (a) a Cross Order Amount Qualifier that has not been used previously or (b) a Cross Order Item Amount/Quantity Pricing Attribute for an item that has not been used previously. This is to ensure that all items totals are accumulated and loaded into the cross order tables.

