Oracle Fusion Cloud Financials: Revenue Management Fundamentals

Oracle Financials Cloud

DURATION	MODULES	COURSE CODE
3 Days	**9 Lectures**	**—**

Course Overview

Oracle Fusion Cloud Financials: Revenue Management Fundamentals training teaches implementers and end users the fundamentals of Oracle Revenue Management. Learn to setup and use Revenue Management.

What You Will Learn

Oracle Fusion Cloud Financials: Revenue Management Fundamentals Overview

- Course Objectives
- Lesson Objectives
- Introduction to Oracle Cloud Applications
- Oracle Cloud Applications Product Families
- Oracle Financials Cloud: Overview
- Financials Cloud: Key Features
- Why Do You Need Oracle Revenue Management Cloud?
- ASC 606 and IFRS 15: Revenue Principles
- Who Must Adopt and When Must You Adopt the Revenue Standard
- What Has Changed: A Comparison
- Performance Obligation Accounting Example
- What is a Performance Obligation?
- Revenue Management Features
- Oracle Revenue Cloud Overview
- Revenue Management Process Flow
- Working Example Overview
- Extract, Transform, and Load: Import Contract Data
- Standalone Selling Prices and Other Amounts on Customer Contracts
- Example
- Managing Standalone Selling Prices Overview
- The Five Key Steps to Revenue Recognition

- Transition Requirements
- Transition Ledger Strategy using EBS: Pre-Cutover
- Transition Ledger Strategy using EBS: Cutover and Subsequently
- Transition Ledger Strategy using Cloud Financials: Pre-Cutover
- Transition Ledger Strategy using Cloud Financials: Cutover and Subsequently
- Summary

Integrating with Revenue Management

- Objectives
- Integrations Overview
- Inbound Integration using ETL: Import Contract Data
- Integration with E-Business Suite
- Steps to Configure Your E-Business Suite System
- Apply Patches to Oracle EBS
- Receivables System Options to Enable Integration
- Setting the Profile Option AR: Source System Value for Revenue Management
- Extracting Revenue Lines from EBS
- Importing the Revenue Data File to Revenue Management
- Oracle Cloud Applications Integration
- Predefined Receivables Source Document Type
- Setting Up System Options for Integration with Receivables
- Predefined Contracts Source Document Type
- Setting Up System Options for Integration with Project Financial Management
- Revenue Management Integration with Subscription Management Cloud
- Predefined Subscription Management Source Document Type
- Setting Up System Options for Subscription Management
- Revenue Recognition for Subscriptions Originated from OM and Managed by Subscription Management
- Integrating Revenue Management with Order Management and Supply Chain
- Cost Management
- Supply Chain Management Data Flow
- Setups for Integration with SCM
- Running the Extract Revenue Basis Data from Oracle Fusion Applications
- Process
- Process Historical Data
- 3rd Party Integration Using File Based Data Import
- Automated Integration with 3rd Party Applications
- Correcting Import Errors
- Registering a Source System
- Master Data Interface
- Practice Overview: Creating Items and Their Spoke System Relationship
- Outbound Integration: Journals
- Setups in the Cloud for Outbound Integration with EBS General Ledger
- Summary

Configuring Revenue Management

- Objectives
- Revenue Management Configurations Overview
- Common Revenue Management Configurations Overview
- Performance Satisfaction Plan Types
- Define Revenue Scheduling Rules and Performance Satisfaction Plans
- Practice Overview: Defining a Performance Satisfaction Plan
- Define Source Document Types
- Define Source Document Type Codes
- Demonstration Overview: Defining Source Document Type Codes
- Practice Overview: Defining Source Document Types
- Revenue Management System Options
- Demonstration Overview: Updating Revenue Management System Options
- Implementation Decision Points
- Defining Revenue Contracts With Customers Overview
- Creating Contract Identification Rules
- Contract Identification Rule Example
- Practice Overview: Creating Contract Identification Rules
- Revenue Allocation and Recognition in Transaction Currency
- Allocation Currency Basis
- Foreign Currency Treatment Designation
- Application of Conversion Rates and Thresholds
- Impact on Accounting
- General Ledger Revaluation
- Impact on User Interface
- Creating Performance Obligation Identification Rules
- Performance Obligation Identification Rule Example
- Practice Overview: Creating Performance Obligation Identification Rules
- Reference Information for Contracts and Performance Obligations
- Using the Reference Information Field
- Defining Performance Obligation Templates
- Defining Implied Performance Obligation Templates
- Summary

Configuring and Managing Standalone Selling Prices

- Objectives
- Standalone Selling Prices and Other Amounts on Customer Contracts Overview
- Standalone Selling Prices Overview
- Standalone Selling Prices Analysis
- Managing Standalone Selling Prices Overview
- Pricing Dimensions Overview
- Pricing Dimension Structure Overview
- Pricing Dimension Flexfield Structure Components
- What Is a Value Set?

- Defining Values
- Defining Pricing Dimension Structures
- Assigning Segment Labels
- Price Bands Segment Label Examples
- Defining Pricing Dimension Structure Instances
- Practice Overview: Creating Value Sets, a Pricing Dimension Structure, and
- an Instance
- Defining Price Bands
- Amount Price Band Example
- Quantity Price Band Example
- Set Price Band Example
- Defining Pricing Dimension Assignments
- Pricing Dimension Assignment Based on Additional Amount Band Segment
- Values
- Practice Overview: Defining a Pricing Dimension Assignment
- Defining Revenue Item Groups
- Defining Standalone Selling Price Effective Periods
- Standalone Selling Price Profile Overview
- Defining Standalone Selling Price Profiles
- Coverage Period and Effective Period
- Defining Standalone Selling Price Profiles
- Practice Overview: Defining a Standalone Selling Price Profile
- Manage Estimated Selling Prices Using Spreadsheets
- Creating Standalone Selling Prices
- Automatically Assigning Items to Standalone Selling Price Profiles
- Manage Standalone Selling Prices
- Estimating Standalone Selling Price Using Residual Approach per ASC and
- IRFS 15
- Practice Overview: Creating Standalone Selling Prices
- Practice Overview: Verifying the Standalone Selling Prices Calculated
- Observed Standalone Selling Prices Process Flow
- Assign Standalone Selling Prices Through Revenue Basis Data Import FBDI
- Revenue Allocation When Using Standalone Selling Price Ranges
- How Revenue Allocation is Done When Using Standalone Selling Price
- Ranges
- Changed Business Objects in Create SSP Spreadsheet
- Standalone Selling Price Policy for Ranges
- Manage Standalone Selling Prices in Spreadsheet
- Changed Business Objects in Manage Customer Contracts Page
- Standalone Selling Prices in One Reference Currency
- Reference Currency for SSPs Region in Manage System Options
- Reference Currency in Edit Customer Contracts Page
- Summary

Customer Source Document Data

- Objectives
- Revenue Management Process Flow
- Overview of Contract Management
- Revenue Contracts Defined
- Data Requirements for Contract Creation and Completion
- Using the File Based Data Import Template: Customer Contract Source
- Documents
- Where to Download the FBDI Templates
- Descriptions on the Revenue Basis Data and Billing Data Import Templates
- Uploading Customer Contract Source Documents Using Excel
- Customer Contract Source Documents Tab
- Customer Contract Source Document Lines Tab
- Allow Override of Currency Conversion Details for Revenue Contract Lines
- VRM_SOURCE_DOCUMENTS and Currency Conversion Details
- Additional Control of Currency Conversion
- Contract and Performance Obligation
- Customer Contract Detail: Performance Obligations Tab
- Customer Contract Detail: Promised Details Tab
- Customer Contract Source document Sub Lines Tab
- Customer Contract Detail: Line Reference Details Sub Tab
- Processing the Customer Contract Source Documents
- Practice Overview: Processing Customer Contract Source Documents from a
- Spreadsheet
- Running the Validate Customer Contract Source Data Process
- Demonstration Overview: Running the Validate Customer Contract Source
- Data Process
- Subscription Duration and Price Periodicity for Promised Services in Revenue
- Contracts
- Integration with Revenue Management
- Unit Standalone Selling Price Based on Service Duration and Price Periodicity
- Manage Customers Contract Page
- Impact on Prior created Contracts
- Error Handling
- Revenue Recognition Upon Fulfillment of Additional Events
- Additional Satisfaction Event Rules Configuration
- Fulfill Additional Satisfaction Event Rules Using Revenue Basis Data Import
- Configuration
- Summary

Contract Identification and User Interface

- Objectives
- The Five Key Steps to Revenue Recognition
- Mapping the Five Steps to Revenue Management Setups

- Running the Identify Customer Contracts Process
- Step 1: Identify Accounting Contracts Example
- Step 2: Identify Performance Obligations Example
- Steps 3 and 4: Determine and Allocate Transaction Price Example
- Step 5: Recognize Revenue When Obligations Are Satisfied
- Correct Contract Document Errors in Spreadsheet
- Demonstration Overview: Running the Identify Customer Contracts Process
- Overview of Contract Management User Interface
- Pending Review Tab
- Manual Review Required Column on the Customer Contracts Source Data
- Import Template
- Pending Allocation Tab
- Pending Revenue Recognition Tab
- Manage Contracts Page
- Review Contracts
- Review Performance Obligations
- Review Promised Details
- Review Satisfaction Events and References
- Summary

Contract Maintenance

- Objectives
- Automatic Renewal of Revenue Contracts
- Automatically Clear Residual Contract Account Balances for Fully Satisfied
- Contracts
- Manage System Options for Revenue Management
- Residual Account Balance Write-Off Process
- Manage Customer Contracts
- Residual Balance Clearing for Transaction Currency Revenue Recognition
- Import Additional Satisfaction Events for Period-Based Revenue Contracts for
- Fixed and Variable Schedules
- Practice Overview: Using the Revenue Management Work Area
- Uploading Billing Data
- Ability to Clear Balances for Zero Price Transaction Line Without Bill
- Practice Overview
- Contract Revisions
- Revision Intent Type
- Discard Customer Contracts
- Changes to Allocated Revenue on Open Performance Obligations due to
- Immaterial Changes
- Changes to Allocated Revenue on Open Performance Obligations due to
- Immaterial Changes
- Update Descriptive Attributes on Revenue Contracts without Invoking Contract Modifications
- Immaterial Change on Contracts Denominated in Non-Ledger Currency
- Impact on Source Document Type and Customer Contract Pages
- Currency Conversion for Immaterial Change

- Prospective Accounting Treatment for Immaterial Price Changes – Example of
- a Customer Contract
- Prospective Accounting Treatment for Immaterial Price Changes – Impact of
- Prospective Accounting
- Prospective Accounting Treatment for Immaterial Price Changes of Subscription
- Products
- Subscription Management Actions with Prospective Accounting Option

Prospective Accounting Treatment for Performance Obligations Using Point in Time

- Revenue Recognition
- Devolve Performance Obligations Associated with Revenue Contracts
- Devolve at Inception
- Impact of Returns and Revisions
- Devolve Performance Obligations Associated with Revenue Contracts
- Devolve a Performance Obligation – Setup Detail
- Business Events for Managing Revenue Contracts
- Business Events Supported by Revenue Management
- Attributes in the Payload for Revenue Contract Batch Creates
- Contract Freeze Override for Revenue Accounting Contracts
- Updating the Freeze Date of Contracts in Bulk
- Summary

Contract Accounting

- Objectives
- Accounting in Contract Management
- Scenario
- Scenario: Plan Details
- Scenario: Accounting Process
- Accounting: Performance Obligations
- Accounting: Integration with Subledger Accounting and General Ledger
- Accounting: Predefined Accounting Classes
- Accounting: Predefined Journal Line Rules
- Accounting: Predefined Events
- Revision Intent as a Source for Subledger Accounting Rules
- Item Attributes as a Source for Subledger Accounting Rules
- View Consolidated Account Activity for Revenue Contract Group
- Demonstration Overview: Running the Recognize Revenue of Customer
- Contracts Process
- Revenue Management Transaction Sweep
- Summary

Reporting

- Objectives
- Reporting for Revenue Management
- Oracle Analytics Publisher Report: Revenue Contract Account Activities Report
- Output Options for the Revenue Contract Account Activities Report

- Practice Overview: Running the Revenue Contract Account Activities Report
- Oracle Transactional Business Intelligence: Standalone Selling Price Report Dashboard
- Reports and Analytics User Interface
- BI Catalog User Interface
- Oracle Transactions BI Objects and Related Icons
- Subject Areas
- Transactional Business Intelligence Subject Areas for Revenue Management
- Column Data Structure for Analytics
- Analysis
- BI Composer Overview
- Oracle Transactional BI Answers
- Dashboards Overview
- Oracle Transactional Business Intelligence: Open Performance Obligation
- Report Dashboard
- Summary