Oracle Fusion Revenue Management Cloud Service

What’s New in Release 9

15 September 2014
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OVERVIEW

Beginning in Release 8 this What’s New document applies to the Applications Cloud. This document is written for functional users and administrators, who are responsible for cloud applications in their organizations. Oracle Support regularly upgrades its Applications Cloud customers to the latest release. For customers to understand the latest release, they need to know what has changed and how to enable the new features.

This guide outlines the information you need to know about new or improved functionality in Oracle Fusion Revenue Management Release 9. Each section includes a brief description of the feature, the steps you need to take to enable or begin using the feature, any tips or considerations that you should keep in mind, and the resources available to help you.

GIVE US FEEDBACK

We welcome your comments and suggestions to improve the content. Please send us your feedback at oracle_fusion_applications_help_ww_grp@oracle.com.

RELEASE FEATURE SUMMARY

Some of the new Release 9 features are automatically visible to users after the upgrade and some require action from the user, the company administrator, or Oracle Support.

The table below offers a quick view of the actions required to enable each of the Release 9 features.

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<th>Feature</th>
<th>Automatically Available</th>
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Oracle Fusion Revenue Management is an integrated solution that enables customers to manage revenue compliance, configure and automate revenue scheduling to meet complex revenue recognition rules, and automate revenue re-allocation for multiple element arrangements (MEA) based on fair market value, such as

- Vendor Specific Object Evidence (VSOE),
- Third Party Evidence (TPE), or
- Best Estimate of Selling Price (BESP).

By implementing Oracle Fusion Revenue Management, enterprises can maximize their return on capital by automating the revenue compliance process, thus reducing errors and manual intervention.

In this release, the following Revenue Management Reporting and Analytics features are now available.

**REVENUE MANAGEMENT RECONCILIATION REPORTING**

We have made it easier to reconcile and quickly validate your revenue and deferred revenue numbers with two pre-built Business Intelligence Publisher (BIP) reports.

The Billing and Revenue Comparison report provides a customer level comparison of net billing to net revenue, and net revenue to recognized revenue and deferred revenue as reported in Oracle Fusion Revenue Management. Additionally, you can drill down to the underlying revenue and invoice lines to investigate any variances. This report gives you the ability to understand where billing or revenue processes have not been performed and then take action if necessary to ensure billing and revenue have been accurately recognized.

Use the summary page to compare net billing to revenue and deferred revenue. By default, the parameter *Show Only Unreconciled Documents* is set to Yes to allow you to easily review only where differences exist between these values. Drill down to the underlying detail by clicking on one of the amounts in the difference column.
Drill down to review data by customer, then by Multiple Element Arrangement (MEA) where applicable and Revenue Document in the Report Detail pane.

Drill even further to view the Source Document Line Details in the Report Drill Down pane.

The second key reconciliation report introduced in Release 9 is the Revenue Management to General Ledger Reconciliation report. This report consists of summary level cumulative activity that supports drilldowns to transactional detail, allowing you to quickly identify and resolve variances between Oracle Fusion General Ledger and Oracle Fusion Revenue Management. You can quickly identify variances by journal source, such as unaccounted revenue transactions or journals entered in Oracle Fusion Revenue Management that were not transferred or posted to general ledger.

The following screen captures illustrate the feature and its benefits.

The report consists of two areas, the Revenue Management Cumulative Activity which identifies the period activity for accounted and unaccounted transactions within Revenue Management. The Account Balances in General Ledger and Activities Identified to Enable Reconciliation section details period activity, General Ledger balances and journal related reconciliation items.
The **Period Activity: Unaccounted Transaction in Revenue Management for Deferred Revenue Accounts** page displays the break down by deferred revenue account, revenue document, and MEA number where applicable for the unaccounted transactions making up the balance on the summary page.

The **Journal Entries in General Ledger which do not originate from Revenue Management for Revenue Accounts** detail page displays the journals in General Ledger not originating from Revenue Management by journal source for the period activity totalling to the summary page.

**STEPS TO ENABLE**

There are no steps necessary to enable this feature. On installation of the release, the reports are available to users.

**TIPS AND CONSIDERATIONS**

- In a coexistence scenario where you are using E-Business Suite sub-ledgers and E-Business Suite General Ledger, you don't need to review Oracle Fusion General Ledger data. However, you can still use the report to reconcile cumulative balances in Revenue Management to journals in the E-Business Suite General Ledger.

- The Billing and Revenue Comparison report is a BI Publisher report that is executed as an ESS Program using the **Scheduled Processes** located under the Tools in the Navigator.

- The Revenue Management Reconciliation Report is a BI Publisher report and is generated as part of the period close accounting process in Oracle Fusion Revenue Management. Access the Revenue Management Reconciliation Report from the **Accounting: Revenue Management Reconciliation** Task.

**KEY RESOURCES**

- Fusion Revenue Management Enhancements: Reconciliation and Reporting Release Readiness
The Revenue Recognition and Compliance Reporting feature provides real time access for ad-hoc reporting of your revenue recognition and compliance data using Oracle Fusion Transactional Business Intelligence with the following four Revenue Management specific subject areas:

- Revenue Compliance Fair Market Value (FMV): Enables you to analyze fair market values, the underlying standalone sales, as well as the system suggested status, review status and the established status of each FMV.
- Revenue Compliance MEA Carve-out: Enables you to analyze Multiple Element Arrangements including the applicable compliance adjustments and their status.
- Revenue Recognition: Enables you to analyze Revenue Documents and their associated revenue schedules, contingencies, splits and more.
- Source Document Real Time: Enables you to analyze all the source documents imported into Fusion Revenue Management.

These four subject areas provide a robust platform for organizations to create their own user-defined reports to facilitate analysis and audit requirements.

We have also provided three pre-built OTBI reports based on the Revenue Management specific subject areas. They are as follows:

- The Fair Market Value Summary: Allows for analysis of how fair market values were calculated for items and their applicable customer stratification (pricing dimension) for a particular period including stand alone sales information
- Missing Fair Market Value on Multiple Element Arrangement (MEA) Lines: Allows for analysis of those MEA lines that are missing Fair Value so that corrective action to calculate or load fair values can be done
- Revenue Forecast: Allows for analysis of future revenue stream across multiple views, such as top ten customers, products, or sales persons.

Access the Revenue Recognition and Compliance reporting feature from Reports and Analytics under Tools within the Navigator.
Select any one of the four Revenue Management Subject Areas to begin creating your own report.

Or select one of the pre-built reports from the Revenue Management Shared folders.

The Fair Market Value Summary Report provides a view into the fair market values by element, item and tolerances for selected effective period.
The Fair Market Value report provides you with a summary level view of fair market values (VSOE, TPE or ESP) for selected pricing dimensions, period range and one or more item numbers.

Separate drill down reports show the individual sales used to automatically and manually derive the fair market value.
The Missing Fair Market Value on Multiple Element Arrangement Lines report provides quick insight into determining if the VSOE calculation process was not executed or if there is a need to upload the necessary VSOE, TPE or ESP values.

The summary level report identifies the number of MEAs and MEA lines that do not have a FMV assigned for a given Element Type and Effective Period.

From the summary level, drill to the corresponding MEA details for the element.

The Revenue Forecast Report provides a view into your revenue pipeline based on the revenue data available in the revenue management system. The report provides a 12 month rolling forecast for Unscheduled and Scheduled Revenue for the selected period and future 11 months in the Ledger.
Currency. Analyze your forecasted revenue by company, cost center or natural account, by your top ten customers, sales persons or items.

Total Revenue Forecast by Customer provides insight into your top ten customers and their future contribution to revenue.
By selecting an individual customer as a report parameter, in this case, AT&T Universal Card, the Revenue Forecast by Customer Period report appears showing a graphic and table display of the scheduled and unscheduled forecasted amounts by accounting period for the customer. Drill even further to the document details supporting the period scheduled revenue amount by clicking on the scheduled revenue amount for the desired period.
The Customer Revenue Forecast Details report shows the document details used to derive the projected revenue for the period.

The same views and drill to detail are available for Sales Representative and Items simply by selecting the appropriate view tab at the top of the report.

**STEPS TO ENABLE**

There are no steps necessary to enable this feature. On installation of the release, the reports are available to users.

**TIPS AND CONSIDERATIONS**

- Access the seeded reports and subject areas by navigating to Reports and Analytics under Tools in the Navigator either from your home page or within Revenue Management.
- Standard reports can be edited or modified after copying or saving the report from the Shared to your personal folder.

**KEY RESOURCES**

- Fusion Revenue Management Enhancements: Reconciliation and Reporting Release Readiness.

**PRE-UPGRADE STEPS**

During the upgrade, any reports that you have changed are overwritten. To preserve your customized reports, do the following:

- Move all your customized reports to one of these folders:
  - Custom folder under Shared Folders if you want the report to be available to others.
- **My Folders** if you are not sharing the report.

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**Important:** The changes to reports in other folders will be overwritten.

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**KEY RESOURCES**

- For more information on preparing and deploying your upgrade to Release 9, review *Oracle Revenue Management Cloud: Performing Your Upgrade to Release 9*.
- For instructions on how to archive the reports, review *Oracle Fusion Revenue Management Cloud: Archiving Custom Reports Before An Upgrade*.

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**REVISION HISTORY**

This document will continue to evolve as existing sections change and new information is added. All updates are logged below, with the most recent updates at the top.

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