

BBB Intelligence

Absolute Technologies provides an innovative and effective solution for Oracle E-Business Suite™ that is proven to save customers time and money.

"Absolute Technologies' **BBB Intelligence** solution is an instantaneous way to get precision and accuracy. It doesn't require a project to implement, but is more like a patch. Absolute Technologies has thought through the business questions we ask, and delivered the answers to our business users. We've relied on it continuously and successfully since 2003."

Matt Wilkinson, Controller. Calix Networks, Inc.

The Challenge

Oracle E-Business Suite offers comprehensive functionality across almost every aspect of today's enterprise. However, many business managers find it **difficult to extract the data** necessary for making critical business decisions – data that highlights trends, identifies broken processes, or shows which products and services generate the most revenue.

Specifically, Oracle E-Business Suite is lightly equipped in the area of strategic reporting for **bookings, backlog, and billings** information. The standard, out-of-the-box reports are not robust enough for business managers to rely upon for making critical decisions. Driven by transactional data rather than business processes, the reports **do not provide meaningful views of key financial data**. Many companies reluctantly spent hundreds of thousands of dollars designing and developing custom reports.

Custom reporting or data warehouse projects frequently get out of hand by going **over budget** and **missing deadlines**. Programmers and business managers can **spend months** getting on the same page. And, in the end, many companies discover that Oracle Order Management doesn't even capture critical revenue reporting data – net booking changes to sales orders!

The Solution

Absolute Technologies has worked with dozens of business managers to understand the information they need in order to conduct business. Based on this experience, we developed **BBB Intelligence**, two indispensable solutions bundled together to **bridge the gap in Oracle E-Business Suite** and provide complete bookings, backlog, and billings visibility. With BBB Intelligence from Absolute Technologies, businesses can streamline their sales and revenue reporting **in just a few days** – without the cost of expensive consulting engagements or resource-intensive internal projects.

Booking Transaction History

In Oracle Order Management, order changes overwrite the previous version of order data, which prevents business managers and analysts from obtaining an accurate view of **historical booking valuations**, net bookings, and trends. Oracle Order Management also limits the ability to identify changes made to an individual order, or to track the effect of order changes on sales credits. To fill this functional gap, Absolute Technologies' Booking Transaction History module captures order changes and provides a comprehensive set of order audit reports and forms to equip **Revenue, Commissions and Order Administration managers** with valuable historical information.

BBBi Database Views

Finance managers need to reconcile the flow of orders, and thus revenue, from **booking through revenue recognition**. That calls for an integrated reporting structure. BBBi Database Views satisfy this requirement with a suite of views that highlight each order life cycle event : Booking, Cancellation, Backlog, Shipment, Costing, Fulfillment, Invoice, and Revenue Recognition. Armed with both summary and detail reporting, business managers can now get a clear picture of each stage of an order's life cycle and how it affects the company's revenue stream.

Leverage Your Investment in
Oracle Applicationsä!

Product Summary

Together, Booking Transaction History and the BBBi Database Views deliver *BBB Intelligence*.

Unlike data mining **tools** that require users to develop interfaces, interpret Oracle's complex relational data structures, build their own queries, and use a separate desktop GUI application – just to get the data they need – BBBi provides a ready-to-use, pre-configured, integrated, real-time **end user solution**.

No programming required. Implement in a few days. No kidding.

BBB Intelligence!
It's smart.

MODULE DESCRIPTION

BOOKING TRANSACTION HISTORY

The Booking Transaction History module is pre-configured to track and record changes made to Order Entry data elements that affect the amount and/or sales credit allocation of an order. It can track changes to any data element on the order to reflect historical booking amounts. This provides users with a powerful tool to view and report accurate snapshots of booking totals for any date range, summarized by any data element.

BBBi DATABASE VIEWS

The BBBi Database Views are a comprehensive collection of database views that deliver critical sales order and revenue data from the point of booking to revenue recognition. BBBi Views enable both summary and detail reports, which give business managers a clear picture of each stage of an order's life cycle and how it affects their company's revenue and cost stream.

Use views with end user reporting applications like Oracle Discoverer, Business Objects, and SQL*Plus. Use them to simplify loading your data warehouse. Either way, these views will help ensure accuracy and performance of your BBB reporting initiatives.

FUNCTIONALITY

- Capture and view an order's complete change history – who, what, when and how much?
- Record all changes or only the net change for any time frame you choose such as day, minute, or even second
- Create Basis for Net Bookings, Historical Backlog and Backlog Aging Reports
- Easily enable/disable change tracking on any order attribute
- Integrated with Oracle E-Business Suite
- Performance Optimized Change Tracking
- Basis for Loading Data Warehouse
- Transforms Oracle Order Management into a sub-ledger

- Complex relational data is transformed to user accessible business information
- Summary and Detail reporting for:
 - Bookings and Cancellations
 - Backlog
 - Schedule Ship Date Changes
 - Order Holds
 - Shipments and Fulfillments
 - Invoices
 - Revenue
 - Cost and Margin
- Filter, Group and Sort by any Order or Invoice attribute
- Supports Critical E-Business Suite Features
 - Key and Descriptive Flexfields
 - Multi-Org, Multi-Currency and Multi-Language
 - Current and Actual Costing
 - Accounting Rules for Earned and Unearned Revenue
- Supports Multiple Definitions of Backlog (Consume on Shipment, Fulfillment, Invoice or Revenue)

BENEFITS

LOWER MAINTENANCE AND SUPPORT COSTS

- Automated installation in 1 day
- User configurable options
- Bug support
- Upgrade protection
- Performance optimized
- Data driven SQL logic eliminates code changes

EASIER, FASTER, BETTER REPORTS

- Online user guide
- Transparently integrated within Oracle Applications
- Real-time data access
- No software to learn, no programming
- Integrated with E-Business Suite
- Integrates with End User Reporting Apps, like Oracle Discoverer

RECORD LEVEL SECURITY

BBB Intelligence can be configured to provide restricted row level access to Oracle Users or Responsibilities. This way sales reps and/or sales managers can be restricted to only see BBB data that pertains to them.

