


Theme	Insist on Bookings, Backlog, and Billings as precise as Oracle Applications' General Ledger
Source:	Matt Wilkinson Controller Calix Networks 
Situation:	Financial Controller for a supplier of telecommunications infrastructure platforms for local exchange carriers of all sizes.
Business Issue:	After implementing Oracle Applications, he found that at the end of the accounting period he couldn't get accurate sales bookings activity or backlog balances. That was unacceptable. For example, distorted sales bookings reporting led to inaccurate commissions.
Reasons:	<p>The Business Analyst on the IT team explained the distortions.</p> <ul style="list-style-type: none"> <li>▪ When first entering an order, the Order Administrator often enters multiple line items, even though the order or some lines don't meet all booking criteria. Individual line items on orders can be booked at different times.</li> <li>▪ Oracle Applications doesn't record when an order line item is booked, if it is booked after the order header is booked.</li> <li>▪ When the Order Administrator makes changes to orders, Oracle Applications writes over the prior state of the order data, erasing the old values, which distorts both current and prior activity.</li> </ul> <p>Order Management's new order history feature does capture before and after changes to cancellations and other select transactions, but Oracle didn't thoroughly consider an accountant's viewpoint when developing the order management functions. Oracle doesn't provide sub-ledger-like reporting capability in OM. BBB Intelligence transforms OM into a sub-ledger.</p>
Capabilities Needed:	<p>The Controller needed the application to provide:</p> <ul style="list-style-type: none"> <li>▪ The same level of precision in sales bookings, backlog, or billings, down to the line item level, as he found for accounts in the General Ledger.</li> <li>▪ A way to freeze prior periods' order booking, shipment, and billing activity and balances.</li> <li>▪ A way to capture the net changes to an order in the current period, regardless of whether the order was new or first entered in a prior period.</li> </ul> <p>He wanted to get these capabilities without engaging in a lengthy functional and technical exercise to figure out how to customize Oracle Applications. He didn't want IT to be forced to write the application changes and run them through testing and release control processes.</p>

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<b>Solution:</b>	<p>The Controller asked the account representative at his application service provider for advice. The representative suggested Absolute Technologies.</p> <p>BBBi records order changes in the database, provides user definable column tracking, offers a set of standard BBB reports that can be launched within Oracle Applications menus, and provides database views for use with Oracle Discoverer to deliver easy to run interactive queries and analysis. It transforms OM into a sub-ledger.</p>
<b>Transition:</b>	<p>The extension was installed and fully functional in an afternoon. The Controller said, "This wasn't a project. BBBi is an instantaneous way to get precision and accuracy. It's like a patch."</p>
<b>Business Results:</b>	<p>The Finance, Order Management, and Operations groups get the required BBB reporting from Oracle Applications now. They all work with the same accurate data.</p> <p>The amount booked and the ending backlog in a period doesn't change over time. For example, if you look at a report showing the last six months, the February month end backlog is the same when you run the report at the end of February, March, or April, regardless of whether there were changes made in March to orders originated in February.</p> <p>Commissions are paid on bookings, and booking adjustments are reflected in fair and accurate commission adjustments.</p> <p>BBBi provides reports oriented to each of the groups, with selectable levels of detail. There are also Oracle Discoverer views to support ad hoc queries and analyses. The Controller also said, "Absolute Technologies has thought through the business questions we ask, and created the database views for Discoverer. It would have been much harder if we had to do it ourselves."</p>

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