

# JD EDWARDS ENTERPRISEONE GROWER PRICING AND PAYMENTS



## KEY FEATURES

- Contract
  - General information
  - Clauses
  - Pricing
  - Payment schedules
- Pricing
  - Base pricing
  - Advanced pricing
  - Matrix pricing
  - Bonuses or deduction
- Settlement
  - Advanced payments
  - Multiple payees
  - Re-price
  - Waive or apply deductions or penalties
  - Assessment and donations
  - Final settlement

*Success in food and beverage production is tied to the ability to gain control over supply. Today's food and beverage producers are looking to establish agreements and then track and monitor compliance of terms and conditions with their growers. While many software vendors have solutions that can create a contract document and retain all the revisions and amendments, few are able to provide detailed compliance tracking within an integrated, full-featured, enterprise architecture that runs your entire operation.*

### **The Issue: Growing your profits in an increasingly complex landscape**

To grow better profits in your food and beverage business, you require contracts that permit compliance monitoring for agreed-upon terms and conditions while enabling complex pricing consisting of multiple dimensions, including quantity, crop, region or quality attributes with flexible payment schedules providing the ability to have advances, multiple payees and multiple dates. And even though contracts are important throughout the crop cycle, you and your growers also need a complete settlement system that enables accurate and timely payments against the agreed-upon terms of each contract. Without an effective, accurate and timely settlement process, the contract can become meaningless for both parties and lead to a legal morass that benefits nobody while detracting from your bottom line.

### **The Solution: Contracts with a settlement process for your growers**

Oracle's JD Edwards EnterpriseOne Grower Pricing and Payments module is the solution for managing the growers who supply your food and beverage operation. With JD Edwards EnterpriseOne Grower Pricing and Payments, you operate in an integrated data environment across your enterprise that supports contracts and the associated settlements from initial planting to final harvest each season.

**Create and manage contracts that support your goals.** JD Edwards EnterpriseOne Grower Pricing and Payments captures agreed-upon terms with your growers that include:

- Quality expectations
- Minimum and maximum quantities
- Advances, assessments and donations
- Renewal dates and terms
- Action dates for reminders of required signatures, responses and reviews

- Amendments during the term of the obligation
- Bonuses or deductions, including those based on quality

**Enable a detailed settlement processes to complete the crop cycle.** For grower payments, settlement is the final process for your harvest. To have a successful settlement, all of the following comes together to make payments timely and accurate at any point defined in your grower contract:

- **Schedules:** Schedules that include a flexible payment structure to handle multiple payees along with multiple payment dates;
- **Payments:** Payments based on a percentage of crop receipts for a certain period or to date and fully consider advance payments, assessments and donations to be deducted;
- **Penalties and Bonuses:** Waivers of penalties, bonus payments or other adjustments to the final price;
- **Parties:** Identification and tracking of all assignees and brokers that are involved in the settlement;
- **Vouchers:** Creation and management of real time multiple vouchers;

This integration is not just focused on contracts and the settlement points. JD Edwards EnterpriseOne Grower and Pricing Payments module is not only part of the integrated JD Edwards EnterpriseOne Food and Beverage Suite which covers many different agricultural activities including product blending, but your company can integrate the entire business operation from human resources and financial accounting to supply chain management and customer management using a single database structure that increases data accountability and leads to a better bottom line.

### Feature/Function Highlights

- **Grower contract term tracking:** Tracks contract length terms with renewal extensions, quality terms, action date table, contract clauses and more.
  - Contract management
  - Terms and conditions based on quality and payment criteria
  - Payment schedules
- **Advanced pricing:** Provides enhanced features such as minimum/maximum price, matrix pricing, and pricing based on quality terms.
- **Settlements:** Provides a flexible payment schedule that allows multiple payees with multiple payment dates. Payment dates can be based on advance payments, percent payments after harvesting starts and a final payment that pulls together other additions, deductions and assessments to net out fully the final harvest payment.
  - Review receipts

- Waive deductions and make bonus payments
- Apply prepays
- Apply assessments and donations
- Conduct final settlements
- **Integration with JD Edwards EnterpriseOne Grower Management:**  
Enables tracking crops from cultivation to harvest. The contract details provide additional data to the grower block and harvest information for a total food and beverage solution for seasonal or annual crops.

### Solution Integration

This module is designed to be integrated with these JD Edwards EnterpriseOne products and suites across your operations using common tools and a Pure Internet Architecture:

- JD Edwards EnterpriseOne Food and Beverage Producers
  - Grower Management
  - Blend Management
- JD Edwards EnterpriseOne Order Management
  - Advanced Pricing
- JD Edwards EnterpriseOne Supply Chain Execution (Logistics)
  - Inventory Management
- JD Edwards EnterpriseOne Manufacturing
  - Quality Management
- JD Edwards EnterpriseOne Supply Management (Procurement)
  - Procurement and Subcontracts Management
- JD Edwards EnterpriseOne Financial Management

Copyright 2007 Oracle. All Rights Reserved.

This document is provided for information purposes only, and the contents hereof are subject to change without notice. This document is not warranted to be error-free, nor is it subject to any other warranties or conditions, whether expressed orally or implied in law, including implied warranties and conditions of merchantability or fitness for a particular purpose. We specifically disclaim any liability with respect to this document, and no contractual obligations are formed either directly or indirectly by this document. This document may not be reproduced or transmitted in any form or by any means, electronic or mechanical, for any purpose, without our prior written permission.

Oracle, JD Edwards, and PeopleSoft are registered trademarks of Oracle Corporation and/or its affiliates. Other names may be trademarks of their respective owners. (Revised 26 September 2007 REL)