



Genesis Products: Genesis Architecture

Extension for Oracle eBS: A new
vision of ERP business



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EXECUTIVE SUMMARY



The ERP software suppliers constantly improve the features of the component modules, trying to stay up-to-date with the customers' increasingly complex business requirements. On the other hand, the consultants, "the fieldwork teams", the ones who must bring to life the sold products, identify additional requirements lists, always the same, left uncovered even in the new versions. The customer is faced with the feeling of buying a product that does not cover, as he imagined, a specific area of business. The ERP software vendor is also facing a problem: the application cannot be modified but within very tight limits. Therefore, the customer receives an approximate, unsatisfactory and sometimes error-prone solution.

NO CUSTOMIZATIONS

We believe customizations, changes made in the standard Oracle Applications ERP, that are not supported by the vendor are something we do not recommend. Why customizations are not good? Regression – one minor customization could dramatically affect a standard set of functionalities; Standard support cannot be offered even for standard functionalities if were affected by customizations; Upgrade – new versions upgrade can become a more costly experience if customizations are in place; Know how – for standard applications you have vendor support and general documentation, while for customizations the support depends on only a few developers. These are just a few of many pitfalls of customizing the ERP software.

This is why we don't recommend and don't support customizations of Oracle ERP. We developed our products as distinct tools over the standard functionalities of Oracle without interfere with or change these functionalities. They just channel the existing power of Oracle ERP to more efficiently solve the business problems of your company. The standard functionalities remain unaffected by our products and you can still use them, if you choose, independently of our product.

DESCRIPTION OF PRODUCTS

Genesis Software Consulting has developed in time a product suite, fully integrated in Oracle E-Business Suite, in order to respond to express requirements from customers. These products have been designed as a new work interface within ERP application, a role rather than module-oriented one, thus replacing the standard operating mode. In order to solve the same tasks in the new interface, the user is faced with less screens, the information is condensed, automated and secured, while maintaining control and the possibility to correct

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operating errors. Using the new interface, the customer can intervene, requiring changes that the product developer forbids.



Genesis Inventory Plus⁺ - Inventory Management

Genesis Inventory Plus⁺ is an extension of Oracle Inventory module, oriented on the role of the stock keeper and not on modules, adding more features.

[Features](#)

Stock keeper's Operating Register, used by the person responsible for the inventory to securely operate all the inventory receipts and issues, using an electronic form which is very similar to the inventory receipt/issue documents: header and lines design. The stock keeper operates the stock movement in two complementary operation methods: *integrated with other ERP modules* confirming the receipt/issue orders already entered into the system by other "actors"; *not integrated*, by entering all operating data.

Organizing transactions on documents, by which the receipt/issue transaction lines from a stock are grouped on numbered documents for their unique identification. Documents in the system are submitted as reports to be printed, signed and sent to the Accounting Department as *source accounting documents*.

Organizing documents on Stock Ledger Cards, by which all inventory issues are associated to the receipts: *the receipt always generates a unique card number*. This mechanism ensures the proper audit of the cost method by restructuring the data in balance sheet format and enables the setting of reversal rules for automation.

[Advantages](#)

Easy and fast to operate, thus easy to learn – with the new system consisting of an electronic, unique work form, the implementation and training costs are reduced.

Removal of parallel systems – the stock keeper does not have to keep on paper the Stock Ledger Cards. The new system contains the cards in electronic format. Thus, the inconsistencies between the data on paper cards and the data in the system disappear.

Simple data correction – the stock keeper does not need help from the Accounting Department to correct operating errors. The reversal function automates the process of correction.

Automatic accounting – transactions operated by the stock keeper are automatically accounted. The system automatically runs the transaction documents: GRN, Consumption Note, Delivery Note, etc.



Genesis Activity Plus⁺ - Activities Fulfillment Plan

Genesis Activity Plus⁺ integrates features from several operational Oracle modules (Purchasing, Order Management, Projects, Work in Process) to provide the planner the possibility to **execute, in a centralized manner**, the activities of a cost center: department or equipment. **The Activities fulfillment plan** represents the Genesis solution for centralized operation of proper activity development, execution of internal services and products, as well as conducting the activity ordered.

[Features](#)

Fulfillment of proper activities, by which the planner of an unproductive cost center establishes the requirements for resources, materials and services for the fulfillment of the current activity. The list of materials and services is electronically approved with the budgetary control and encumbrance the costs.

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Execution of internal services, by which the planner of a productive, auxiliary cost center of service releases and completes the *service internal order*: approves, associates the executing cost center and releases for execution the order; loads the list of used resources, sends it for approval and completes the order. The direct beneficiaries of these features are **maintenance and transportation**.

Product execution, by which the planner of a productive cost center, for product manufacturing, releases and completes an *Express product execution order*: approves, associates the executing cost center and releases the order; loads the list of used resources, sends it for approval and completes the order. The direct beneficiaries of these features are the **manufacturers of simpler, less complex products**.

Fulfillment of ordered activities, by which the planner sets the requirements of resources, materials, services, labor and business travel for the fulfillment of activities internally ordered. The list of materials and services is electronically approved with budgetary control and encumbrance the costs.

Advantages

Centralized operation of activities – all activities associated to cost centers are managed from a single place, whether executing something or not.

A single versatile application – the operating register covers all possible cases: it uses the same work procedure, both for the execution of services and products; the procedure covers both internal and external customers; the execution order together with the work estimate and all the requests for resources necessary for the execution are in the same place.



Genesis Cost Accounting -
Management Accounting

Genesis Cost Accounting, used with Oracle Projects, brings a series of features that the

internal management accountant can use to transform the financial results in a management accessible format. Genesis Cost Accounting offers to the management a set of analysis reports using the processed data.

Features

The centralization of data enables the internal management accountants to organize and collect the financial results in one place, on *managerial analysis dimensions*: departments and equipment, orders, products, cost types and elements.

The transformation of data involves the performance of automatic post-calculation operations: *distribution of costs* collected from indirect cost centers to the productive ones using specific allocation keys; *transfer of costs* collected on orders from executor to requester; *calculation of work in process production*, resulting from the products and services execution balance; *calculation of total cost and cost variances in regard to standard cost*, for the execution of products and services, grouped by execution-specific reporting elements; *calculation of profitability of sales for products and services*, grouped on sales-specific reporting elements.

The managerial reporting implies the ability to perform the centralized analysis of financial actuals in a format based on managerial analysis dimensions. The manager shall have available a set of standard reports for results analyses.

Advantages

Standardization and unification of managerial reporting – the financial actuals are transformed into a new standard format, easily understood by the operational management. The data are collected in a unique structure that is separated from the financial structure.

Double entry accounting transactions – all allocation and collecting transactions are accounted in balanced journals. A trial balance is issued at the end of the period.

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Genesis Fleet View - Transport activity

Genesis Fleet View provides features allowing the control of resource consumption necessary for the performance of transport activity by the *Daily Activity Log*.

[Features](#)

The Daily Activity Log represents a report sent monthly to the management and containing the Vehicle Log Book journal of the vehicles providing transport activities in that month. The log also contains the number of transport orders received from customers, mileage, number of operating hours, fuel consumption, expressed in liters, fuel remaining in the tank. However, the management receives recommendations on inspections, tire changes and fee payment.

The trading of fuel inventory movement is performed simultaneously with the recording of fuel inflows and outflows by modeling the fuel tanks as inventory management and integration with Oracle Inventory.

[Advantages](#)

Fuel consumption control – the fuel consumption is correlated with the distance covered or the vehicle's functioning hours and is associated to the transport order.

Automatic fuel movements accounting – the operation of the vehicle logbooks is performed with automatic accounting, which leads to reducing errors and operating costs.

Reducing fuel costs – after implementation at a big vehicle fleet, the costs decreased by 25-30%.



Genesis Item Plus+ - Items encoding

Genesis Items Plus+ provides features enabling the management of the decentralized general items nomenclature but with centralized control, through *Electronic Encoding Requests*.

[Features](#)

The Encoding Request contains automated mechanisms for developing the unique internal item code, as well as the elements characterizing the product or service, intended for a general user rather than a specialist. The new item can be used in operations only if a single person, responsible for the management of the nomenclature, electronically approves the Encoding Request.

[Advantages](#)

Increasing nomenclature management efficiency – the response to the request for creating a new item code become very fast. A collaborative environment is created in which the requester of new items works together with the encoding expert for the management of the nomenclature.

Improving the auditing – nomenclature creation and update requests contain additional information justifying the operation.

Improving the nomenclature – with this system, the nomenclature is continually improving, eliminating duplicates and generic item names.



Genesis Expenses Plus+ - Payment liabilities with scheduled expenses

Genesis Expenses Plus+ adds to Oracle Payables features enabling the automatic recording, as invoice, of the tax and fee payment liability. Every month, during tax use, an expense liability is recorded automatically, as invoice. The expense invoice is automatically applied to the payment invoice by recording a payment.

[Features](#)

Tax pre-calculation allows the tax officer the automatic identification, for each fixed asset in the system, which fee, tax or insurance to be paid and to whom. Furthermore, it is also performed an assessment of those taxes and fees whose value is not known in the first months of use, because certain state

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institutions decide to notify the taxes and fees postfactum. The pre-calculation enables the recording of taxes and fees in advance.

Generation of payments and expenses liabilities, to ensure the continuity and correctness of the payment liability generation process and distribution of expenses during use, in two stages: in the *first month* of use, the payment liability is generated together with the initial expense liability; in the *coming months*, only expense liabilities are generated until the end of use.

[Advantages](#)

Decrease of operating efforts – the system automates the process.

Proper representation and reporting – tax expenses are correct, both fiscal and managerial.



Genesis Sale Activity - Customer Relationship Management

Genesis Sale Activity adds to Oracle Order Management new features enabling the recording of prospecting, bidding and sales activities, for products and services, in a unified format based on a *sales project*.

[Features](#)

The sales project represents the Genesis standard for management profitability analysis and uses the following reporting dimensions: territory, customers, brands, products and activities. Sales activities are: prospecting, bidding, contracting and orders fulfillment. The sales process is similar for products and services.

The prospecting follows the activity of the sales agents when making a visit: they collect data about a customer, existing or potential. The sales manager who electronically endorses the results monitors the prospecting activity in a centralized manner.

The bidding improves the sales activity by establishing the products and services and by transforming a potential customer into an interested one. In the sales project, the bidding adds to the customer the brand and

the product he/she would like. The bidding also allows the negotiation of price and delivery terms for each product and service contained therein. The sale manager who electronically approves each negotiation in part centrally monitors the bidding activity. The bidding form containing the main data is printed from the system.

Contracting and order fulfillment represent a continuation of the bidding process: to conclude contract and sales orders, the bidding enables the generation in Oracle Receivables of the accounting customer from the project customer; the approved bids can turn into contracts – an automatic process generates a sales order in Order Management. Contracts can turn into orders. The orders are fulfilled by interfacing the inventory (for products) and the invoices (for services and products).

[Advantages](#)

Unification and centralization of sales activities – the sales project, used in the sales process as searching and analysis element, standardizes the organization method of sales activities.

Profitability analysis on sales project – the sales project contains profitability reporting and analysis elements, component of management accounting.

Sales process automation – the sales activity is automated; the workflow processes enable the electronic endorsement and approval of activities; the activities are interrelated through automated workflow processes.



Genesis Budget Plus⁺ - Activities forecasting plan

Genesis Budget Plus⁺ integrates features from several Oracle budgeting modules (Projects and General Ledger), to offer the planner the possibility to **forecast, in a centralized manner**, the activities of a cost center: department or equipment. **The activities forecasting plan** represents the Genesis solution for the centralized operation of: consumption budget and necessary

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resources; the revenue budget for the execution of internal or external products and services; the capital budget consolidated in capital programs, on objectives and works; the budget for ongoing capital projects with required services and products.

[Features](#)

The budget represents the first component of an *Activities Forecasting Plan* and is structured on managerial reporting dimensions: department or equipment, activities and projects, orders, cost and revenue elements. The budgeted values are distributed over the calendar months of a year, standard budgeting period. There are three budget types similar to plan types: revenues, expenses and capitals. After electronic plan approval, the budget data are interfaced to Oracle General Ledger and Oracle Projects budgets. An automatic, centralized process approves, along with the general budget, each of its components from organization level, based on activities.

The resources and outcomes represent the second component of an *Activities Forecasting Plan* detailing the budget at the level of products, services, works, repair objectives, future fixed assets, specific for each expense or revenue element.

The decentralization of plan construction enables, for each combined structure, cost center / activity, the drafting of its own plan, uniquely defined by number and version. The plans, together with the component budgets, are electronically approved in order to be used for activities progress and execution.

The interconnection of plans represents a feature enabling the linking of sales plans to expense plans, the expense plans to capital plans consolidated at program level and capital execution plans. The materials, services and works resource component of the forecasting plan underlies the annual acquisition plan.

[Advantages](#)

Performance of preventive control – the managers of the cost centers and various

activities have available budgetary mechanisms and the plan to control their own operations.

Budget and plan correlation – eliminates the inconsistencies between the budget figures and resource lists from the plan.

System fast communication – the budget construction is communicated from the superior management through an electronic approval system.

Budgets unification – all budgets, operating, repair, capital, are operated from a single place.



Genesis Acquisition Plan - Centralized Acquisition Plan

Genesis Acquisition Plan represents the unified integration solution of the activities involved in the acquisition process: automatic centralization of all purchasable items, on organizational structures and activities; analysis, plan approval and change versioning; release and collection of final data from the bidding process; release and collection of data from the contracting process; release and monitor of acquisition activity.

[Features](#)

Performance of centralized acquisition plan – the first stage of the acquisition process. It consists of the collecting of the products, services and work lists included as necessary resources, in the approved forecasting plans of all the organizational activities and structures. The plan lines are classified according to different criteria determining the persons responsible and the acquisition procedures.

Initiation and monitoring of biddings, represent the second stage of the acquisition process being performed for the plan lines involving biddings. The plan lines generate bidding lines in Oracle Sourcing. The completion of bidding from Sourcing updates the plan lines.

Initiation and monitoring of contracting represent the third stage of the acquisition

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process being performed for the plan lines requiring contracts. From the plan lines, depending on the context, are generated contract lines in Oracle Purchasing. Completion of contracting from Purchasing updates the plan lines.

The release of acquisition represents the forth stage of the acquisition process. From the plan lines, depending on the context, are generated order lines in Oracle Purchasing module. The receiving of the order from Purchasing updates the plan lines.

[Advantages](#)

Automatic centralization of requirements – the plan data at the level of organizations forecasting the activities within an approved budget are automatically centralized in the acquisition plan.

Centralized monitoring of the procedure – the unique plan register ensures the unification of the acquisition method for the range of purchasable items, for every activity, operating, repair, capital. The entire acquisition process can be monitored from a single place, from bidding, contracting and up to release, integrated in the same system.



Genesis Document Flow - Document management

Genesis Document Flow represents the unified document management solution, including classification and control of their movement. The documents are sorted into

official documents, of interest to the organization, and *personal documents* which are not of interest as historical data. The movement documents are classified into types and subtypes. The records attached to the movement documents are classified into a list of documents and are stored in the database as scanned documents, without normalized content.

[Features](#)

The document flow control is performed on two levels: registered with the **Registrar's Office** for inputs and outputs of organizations, from and to third parties; registered for resolution in the **Internal Registry Book**, at department level, within the organizational structure. The documents are attachments to a registry book record.

The final version documents are archived together with the tracking sheet of the registry book.

[Advantages](#)

The electronic traceability of the circulation of official documents – the documents are tracked just in electronic format between the requesters and recipients, external or internal. The track of the document from registration to completion, including approval and endorsement actions, can be viewed for audit.



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