

# OTM USER CONFERENCE 2015

**SRUJAN**  
TECHNOLOGIES

LOEWS PHILADELPHIA  
August 9-12, 2015



**OAUG**  
oracle applications users group



**OTM SIG**  
Oracle OTM User Group

# Do's and Don'ts with Rail & Ocean Implementation

**Lakshmi Padileti**

President, **SRUJAN** Technologies, Inc.



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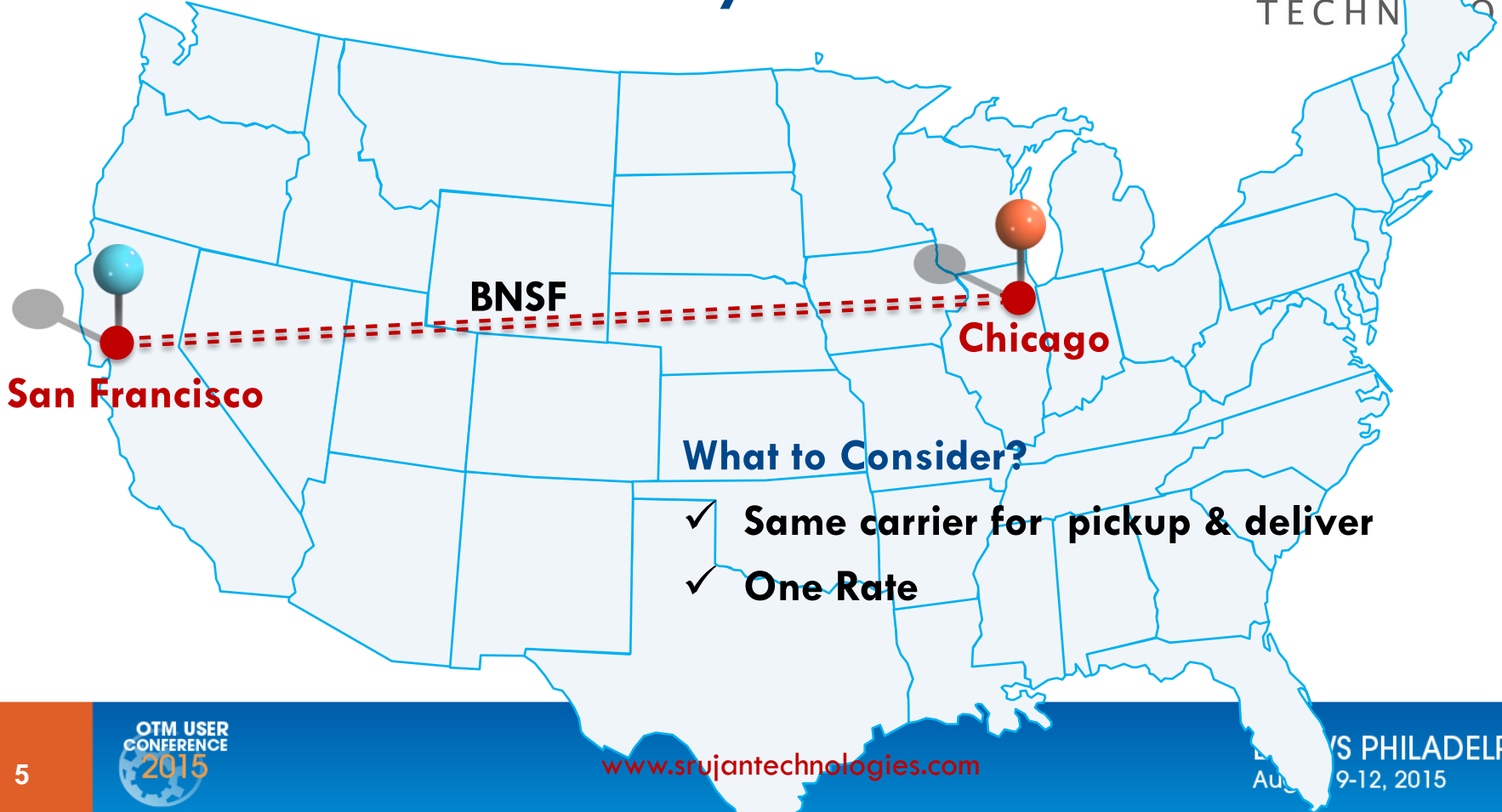
# Agenda

- RAIL
  - Business Scenarios
  - Rates & Lanes Setup
  - Rail Car Booking in OTM
  - Challenges
- OCEAN
  - Business Scenarios
  - Rates & Lanes Setup
  - Ocean Planning Process

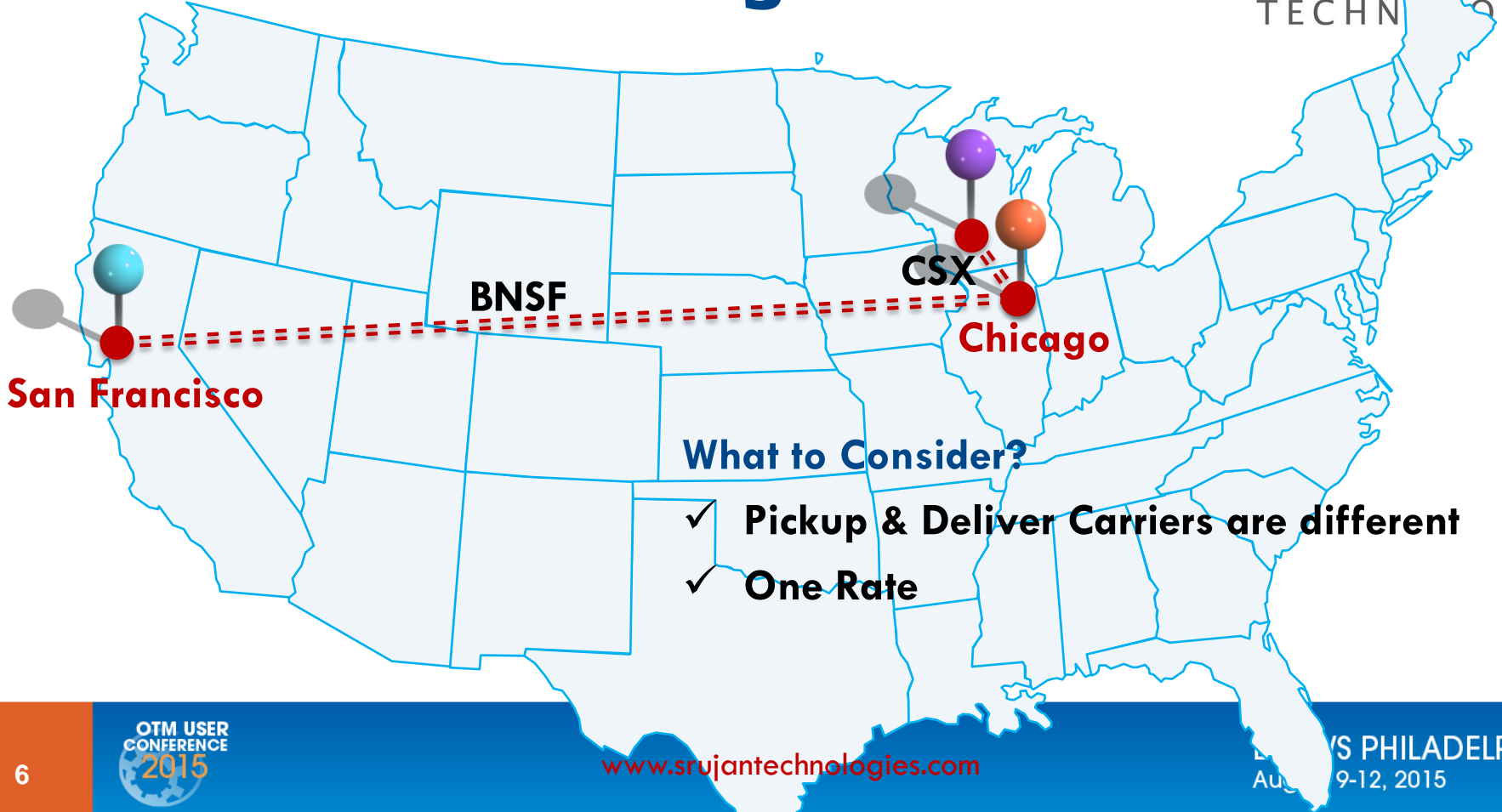
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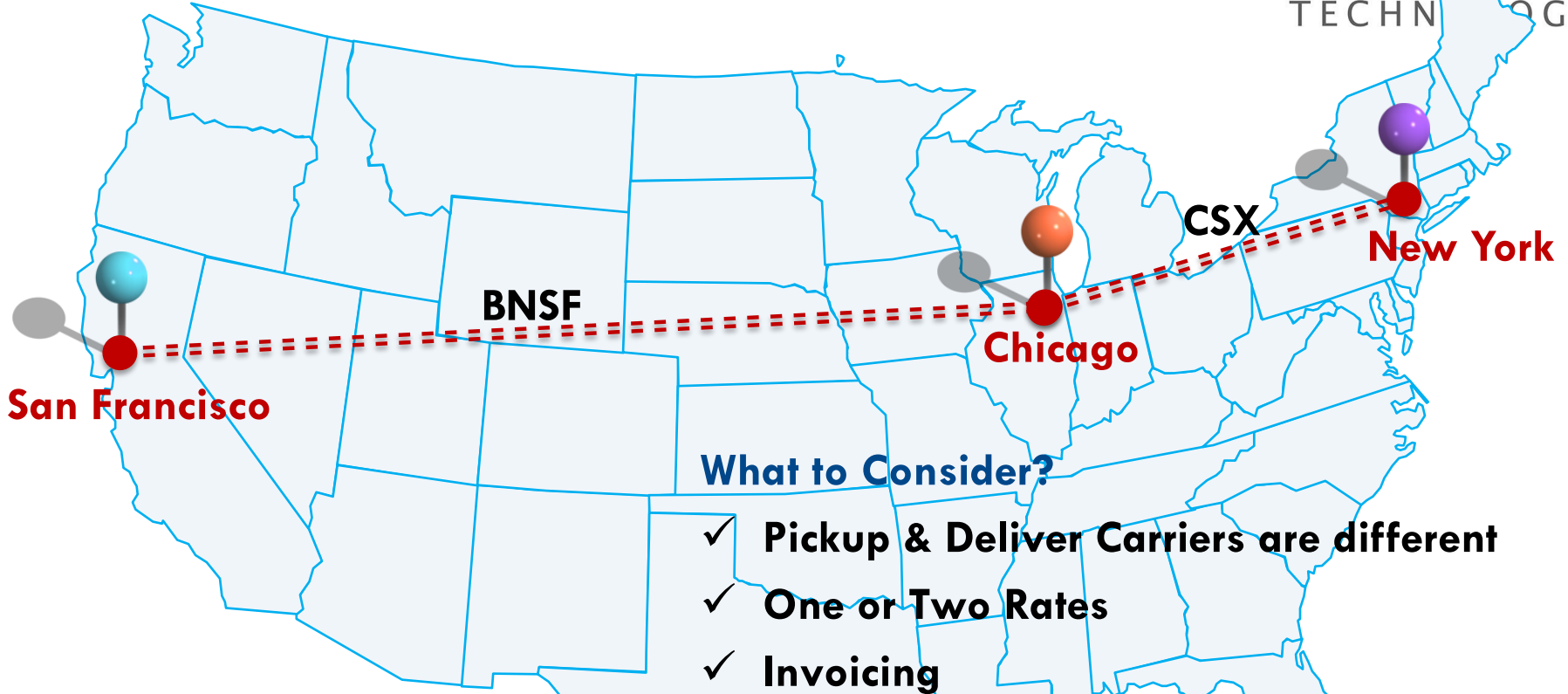
# Rail Scenario – Local / Direct



# Rail Scenario – Through



# Rail Scenario – Rule 11



# Itinerary Setup – RAIL

## DO's

- Analyze all the rail routes & applicable scenarios
- Configure itinerary as generic as possible  
For ex, one itinerary for direct or through rate scenarios
- Configure itinerary as multi leg itinerary if applicable. This will improve planning performance.

## DON'Ts

- Do not go with standard itinerary setup without proper analysis on the routes
- Configuring itinerary for all lanes / as low level as possible  
For ex, one itinerary for each shipping location to the group of destinations
- Configuring itinerary using arbitraries having VIA location profiles with more number of locations. This will have an impact on bulk plan performance



# Itinerary Setup – RAIL contd...

## DO's

- **Rail Junctions:**
  - Create rail junctions as locations
  - Create Location Profiles and use them in itinerary leg setup
  - Limit the rail junctions in one location profile to single digit

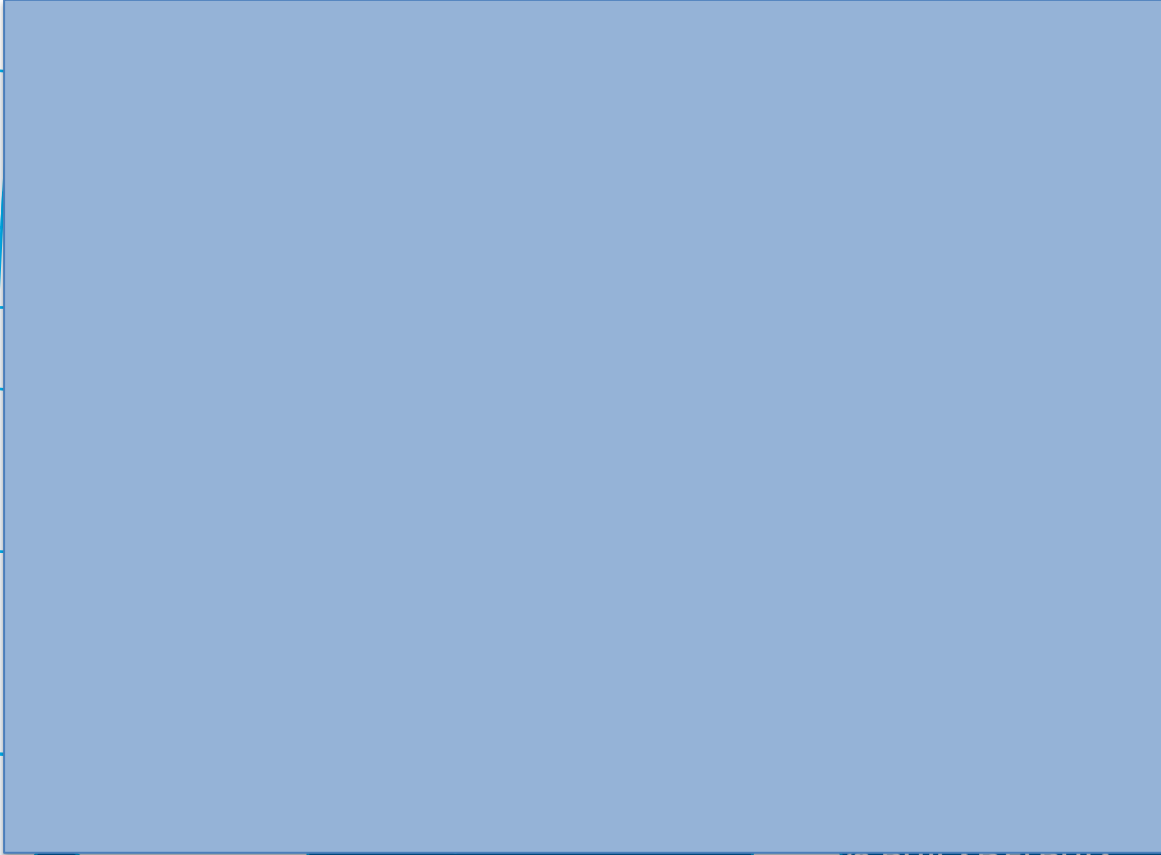
## DON'Ts

- **Rail Junctions:**
  - Creating too many rail junctions in one location profile will cause performance issue during planning

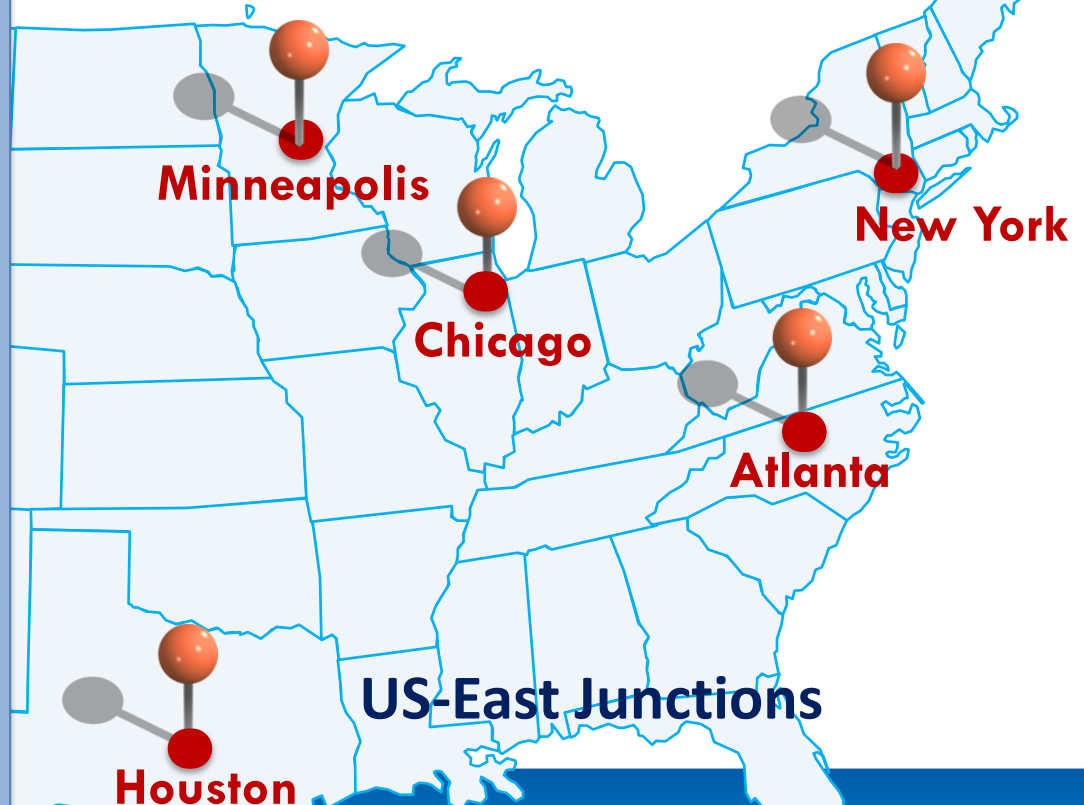
# Rail Junctions – Setup (Example)



# Rail Junctions – Setup (Example)



# Rail Junctions – Setup (Example)



# Route Codes Setup – RAIL

- Route codes should be defined properly and should not overlap between rule 11 and direct / through rates
- If same route code is used for Rule – 11 & direct / through rate, planning process will find the cheapest rate which may not be linking with the Rule – 11 route code
  - Example:

From	To	Rate Type	Cost	Route Code	Part of Rule 11 Route Code
San Francisco	Chicago	Rule – 11	\$1,000	SF_CHG_R11	Yes
Chicago	Columbus	Rule – 11	\$300	CHG_COL_R11	Yes
Chicago	Columbus	Direct	\$250	CHG_COL_DIR	No

# Rates Setup – RAIL

- Must provide route code to all rates in OTM to help railroads on EDI 404 and Rule 11 leg planning
- Define the appropriate distance engines when rates are based on
  - Station to Station
  - SPLC to SPLC
  - Station to SPLC
  - SPLC to Station

# Other Setup – RAIL

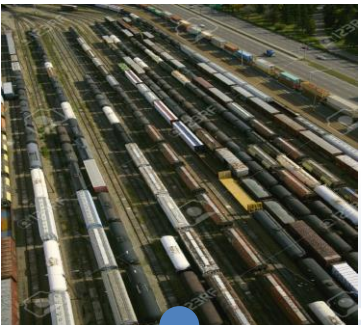
- How to maintain Rail Cars in OTM & validate the car marks for accuracy?
  - A) Load all applicable rail cars into equipment in OTM
  - B) Track all empty cars using Demurrage Transactions and link to loaded cars
- One shipment per unit train or per rail car?
  - Preferred to have one rail car per shipment

# Challenges in RAIL

- Origin / destination may have restrictions to use specific carriers
  - Usage of Serving Service Provider Profile
- Same physical location will have more than one rail station
  - No solution in OTM, develop custom work around
- Location Capacity with 2 modes



# Rail Car Booking & Tracking



From \ To	A	B	C	Supply	
1	6	8	10	150	2
2	7	11	11	175	
3	4	5	12	275	8
Demand	200	100	300	600	
	2		1		



Empty Car Move

Loaded Car Move



# Rail Car Booking Process

- Following steps perform before rail car ordering process:
  - Shipments forecast
  - Estimating rail cars by day / week and by Location
  - Negotiations with Rail Carriers
- Placing required Rail Car orders with carrier via their web portal, etc
- Store the final negotiated rail cars by day / week by location in OTM or outside of OTM

# Rail Car Booking Process contd...

- Negotiated final list of ordered rail cars

Date	Dest. Location	Confirmed Cars
22-Jul	Chicago	30
22-Jul	Milwaukee	25
23-Jul	Racine	15
25-Jul	Chicago	20

- We don't have any visibility of these rail cars start date, arrival, where they are & car marks

# Rail Car Booking Process contd...

- OTM Setup:
  - Setup to restrict the planning:
    - Carrier Commitment
    - Location Capacity
  - Demurrage Transaction:
    - Receive Tracking Events to track empty rail cars
    - Release the bad cars by sending Demurrage Transaction object

# Rail Car Loading Process

- OTM Setup:
  - Restriction of planning / execution:
    - Carrier Commitment
    - Location Capacity
    - Shipment car marks check against Demurrage Transaction for accuracy & EDI 404
    - Shipment Events, will link to loaded car marks

# Rail Car Loading Process contd...

- OTM Setup:
  - Setup to restrict the planning:
    - Carrier Commitment
    - Location Capacity
  - Demurrage Transaction:
    - Receive Tracking Events to track empty rail cars
    - Release the bad cars by sending Demurrage Transaction object

# Rail Car Reports

- Summary of cars allocation by date and location

Date	Dest. Location	Confirmed Cars	Intransit	Rcvd.	Bad Cars	Loaded / Shipped	Rail Orders / Shmts	Available Cars
22-Jul	Chicago	30	29	0	0	0	30	-1
22-Jul	Milwaukee	25	0	25	0	0	25	0
23-Jul	Racine	15	0	15	1	14	20	-6
25-Jul	Chicago	20	0	25	0	15	15	10

# Rail Car Reports contd...

- Details of rail car spotting details

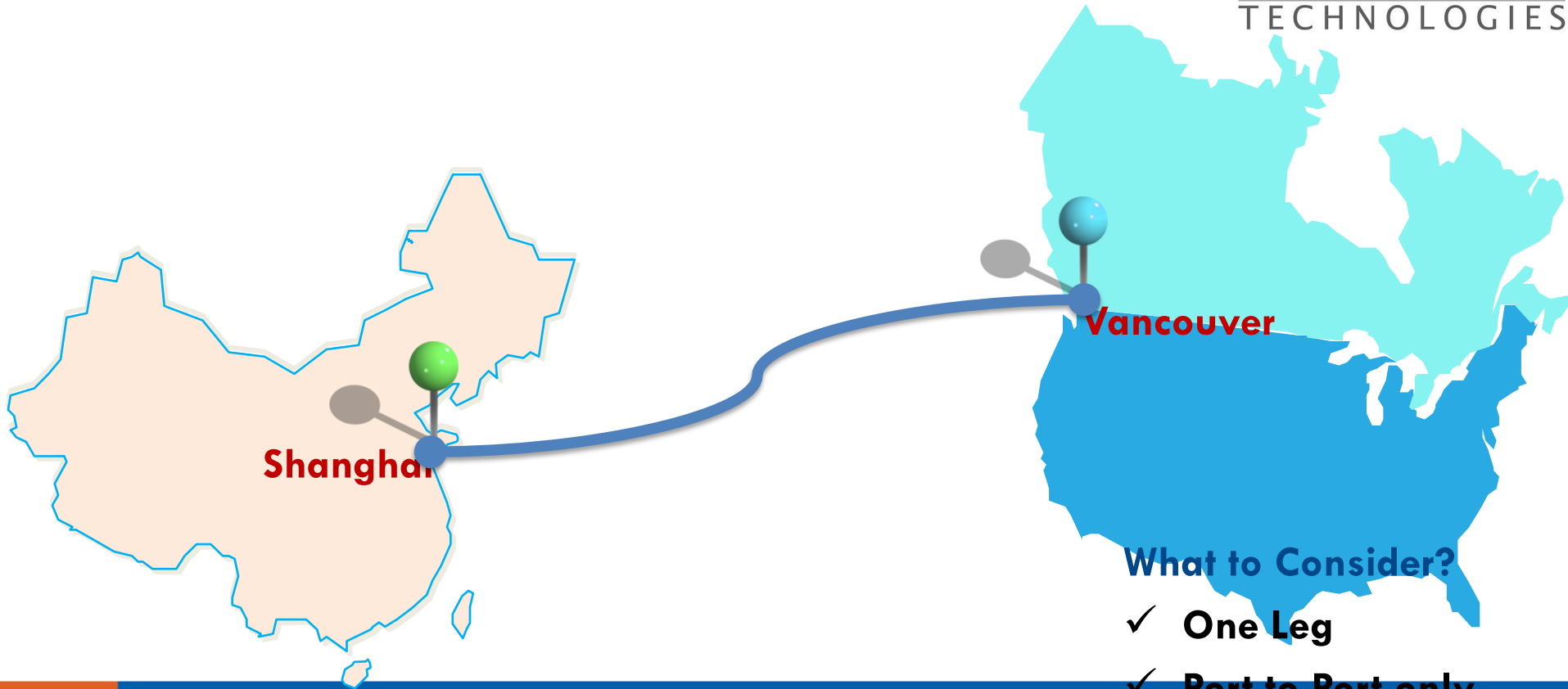
Date	Dest. Location	SCAC	Eq. Initial	Eq. #	Start City	Start State	Car Status
22-Jul	Chicago	BNSF	BNSF	12345	Dallas	TX	ARRIVAL AT ORIGIN
22-Jul	Chicago	BNSF	BNSF	22346	Dallas	TX	ARRIVAL AT ORIGIN
22-Jul	Chicago	BNSF	BNSF	32347	Dallas	TX	ARRIVAL AT ORIGIN
22-Jul	Chicago	BNSF	BNSF	42348	Dallas	TX	ARRIVAL AT ORIGIN
22-Jul	Chicago	BNSF	BNSF	52349	Dallas	TX	ARRIVAL AT ORIGIN
...	...	...	...	...	...	...	...
25-Jul	Chicago	CSX	CSX	11111	Jacksonville	FL	ACTUAL PLACEMENT AT DEST
25-Jul	Chicago	CSX	CSX	22222	Jacksonville	FL	ACTUAL PLACEMENT AT DEST
25-Jul	Chicago	CSX	CSX	33333	Jacksonville	FL	ACTUAL PLACEMENT AT DEST
...	...	...	...	...	...	...	...



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# Ocean Scenario – Port To Port



## What to Consider?

- ✓ One Leg
- ✓ Port to Port only

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# Ocean Scenario – Door To Door



**What to Consider?**

- ✓ **Multiple Legs**
- ✓ **Rate will be Door to Port**

# Itinerary Setup – OCEAN

## DO's

- Analyze all the ocean routes & applicable scenarios
- Configure itinerary as generic as possible  
For ex, one itinerary for all ocean scenarios
- Rates should be checked whether all legs are having one rate vs multiple rates

## DON'Ts

- Do not go with standard itinerary setup without proper analysis on the routes
- Configuring itinerary for all lanes / as low level as possible  
For ex, one itinerary for each shipping location to the group of destinations
- Rates are not considering while setting up itineraries

# Itinerary Setup – OCEAN

## DO's

- **Regions:**
  - Create possible ocean shipping locations into regions
  - Use regions in itinerary setup
- Check how many shipments & invoices are expected in case of multi leg move

## DON'Ts

- **Regions:**
  - Overlapping same locations into different regions used in itineraries will cause planning issues
- Tracking / settlement process is not considering

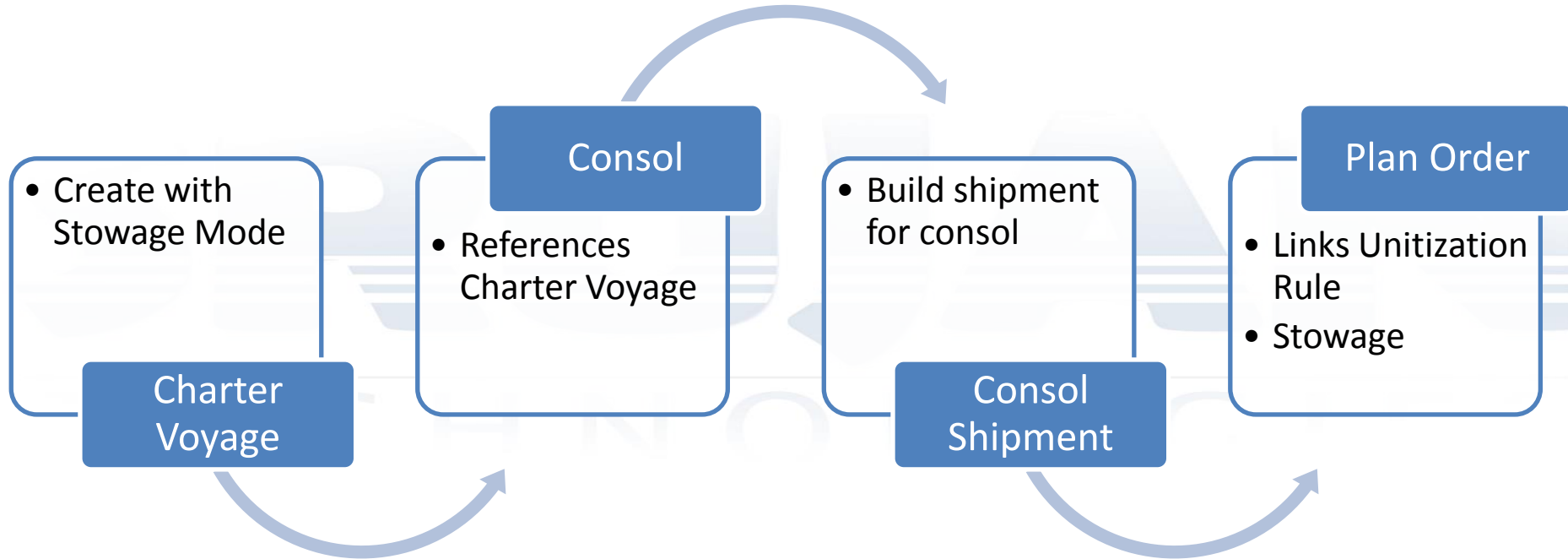
# Rate Setup – Ocean

- Check the rates are all inclusive or not
- If not inclusive, identify the rates will influence the route / tracking
- Setup the secondary charges as necessary
  - Booking / Bunker fee
  - Special handling fee
- Accessorials
  - Apply accessorial at Rate Offering level than Rate Record level

# Rate Setup – Ocean contd...

- How to handle Supplier / Hub Processing fees and pay them separately using OTM?
  - Create supplier / hub processing center as carrier in OTM
  - Load processing rates for this carrier
  - Create a secondary charge shipment

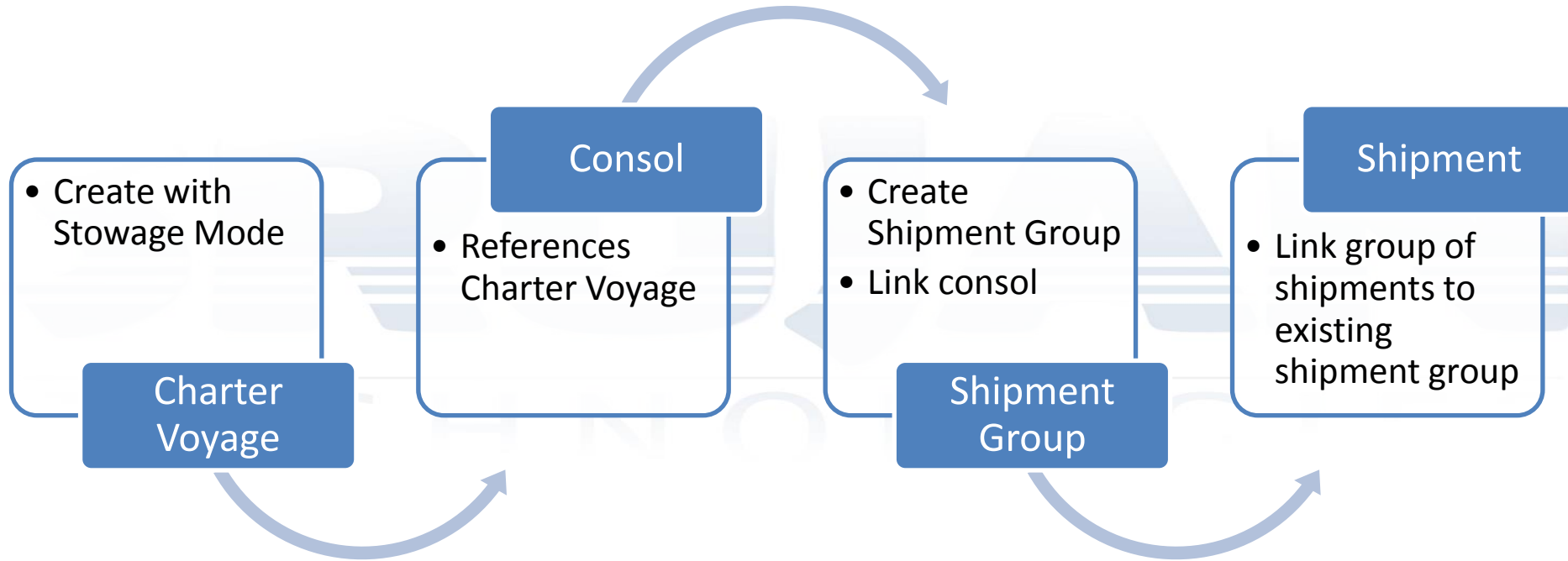
# Ocean Planning w/ Consol



**There are known issues with this approach**



# Ocean Planning w/ Shipment Group



# Other Setup – Ocean

- One shipment per vessel or booking or container?
  - Preferred to have one container per shipment
  - One shipment with multi equipment per vessel may cause performance issues

# Challenges – Ocean

- Shipped Date from Supplier vs Departure Date from Port
  - For some customers, financials may dependent on departure date than shipped date
  - When departure date is not captured in OTM correctly the financials will give wrong reports
  - Invoices will create based on departure date, exchange rates may impact

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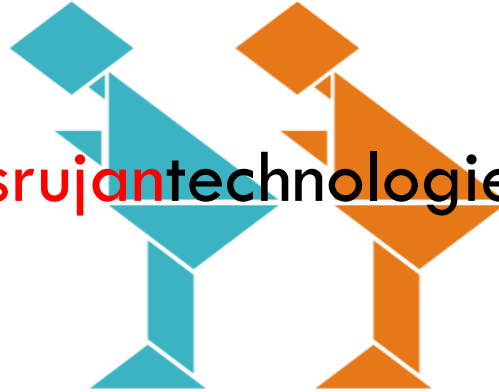
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**Lakshmi Padileti**

[lakshmi@srujantechnologies.com](mailto:lakshmi@srujantechnologies.com) / [contact@srujantechnologies.com](mailto:contact@srujantechnologies.com)

+1 610 – 804 – 9119