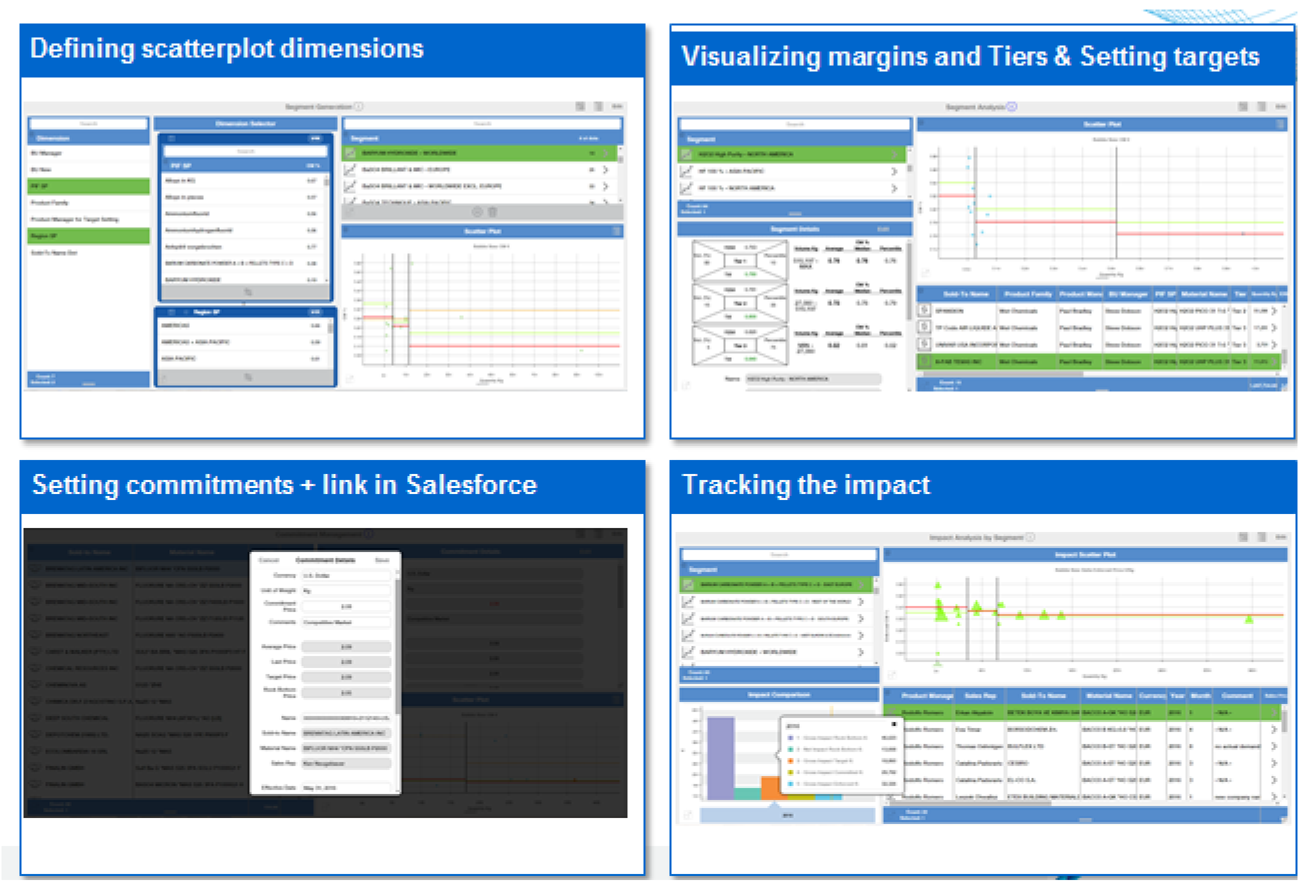
FD - P14. Transactional Pricing

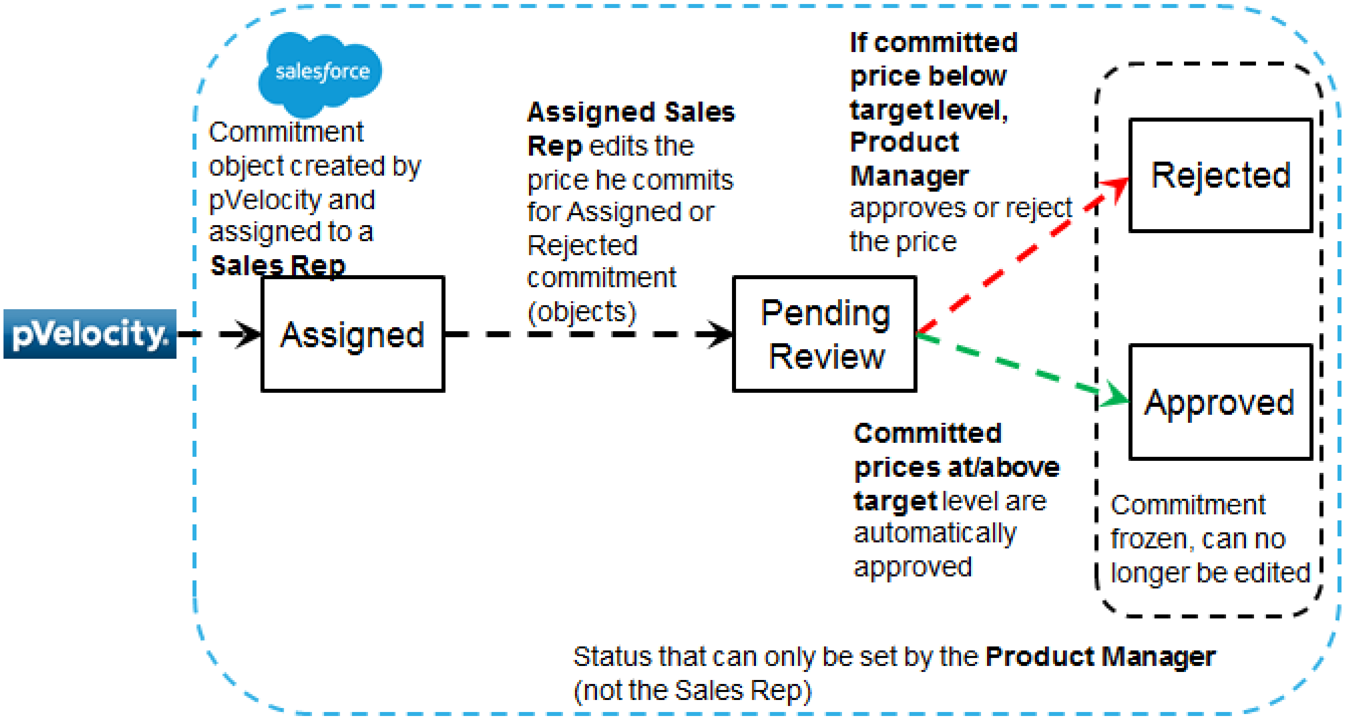
1. Functional Process

Process Overview

Transactional Pricing is split through the following stages:

- Product manager defines in pVelocity whicg prices to apply to which Sold-To/Material
- Sales Reps commits in Salesforce for the price they have negociated with their customer
- Product Manager need to Approve or Reject the committed price if it is below the asked Target Price





Commitments records are created by pVelocity directly in Salesforce from the scatterplots defined by the Product Manager.

Sales Reps commit for prices and Product Managers approve or reject commitments directly in Salesforce.

When a Commitment is updated in Salesforce, those modifications are sent back to pVelocity

2. Commitment object

All profiles can only read and edit records (except Salesforce admins).
All fields are read only except :

- Reviewed Price
- Effective date
- Status
- is Contract
- Status of Negociation

3. Business rules & security

Business rules

#	Rule
1	Once a commitment record is created in Salesforce, it is assigned to a Sales Rep and a Product Manager with the Statut Assigned
2	A Sales rep has a list view where he can find all his assigned commitments (Status Assigned and Rejected)
3	To commit for a specific commitment record, the Sales Rep edits the Reviewed Price (Last Transaction Currency) and sets the commitment status to Pending Review
4	A Sales Rep can't set the Status of a Commitment record to Approved, or Rejected. Only a Product Manager can (or an admin)
5	If a commitment Review Price is equals or above the target the commitment record is automatically set to Approved
6	If a commitment record Status is Pending Review or Approved it is not possible to change the Reviewed Price
7	The Product Manager has a list view where he can find all the commitments he has to approve or reject (i.e. all commitments for which he is the assigned Product Manager and with the status Pending Review) List view approved, list view approved for the product manager

8	If the Sales Rep wants to modify a commitment he owns, if he has done a mistake for example, he changes the commitment record to Assigned, he changes the Reviewed Price and set the Status to Pending Review
9	To approve or reject a commitment, the Product Manager goes to the commitment record or directly from the list view and changes the Status to Approved if he aggrees or to Rejected if he disagrees. He can add comments in the Comment box.
10	If a commitment record Status is Approved, a Sales Rep can't change the Reviewed Price nor the Status
11	If a commitment record Status is Approved, a Product Manager can't change the Reviewed Price, he can change the Status
12	The Product Manager can never change the Reviewed Price on a commitment record and the Negociation Status
13	If a Sales Rep wants to edit the Reviewed Price of an approved commitment record, he asks his Product Manager on Chatter to change the Status to Rejected and then he will be able to edit it
14	If a Sales Rep wants to edit the Reviewed Price of an approved commitment record, he asks his Product Manager on Chatter to change the Status to Rejected and then he will be able to edit it
15	If a commitment is frozen, it is not possible to do any further changes to the commitment (except for the admin)
16	The Expected Volume can only be edited by a Product Manager or a Sales Rep if the Status is Assigned or Rejected. It can be edited at no condition by an Administrator.
17	Comment field : • If status = "Approved", then Product Manager and Sales Rep cannot edit the field • If status = "Pending Review", "Assigned" or "Rejected", then Product Manager and Salesforce can edit the field • The admin can put a comment in any status

Security

Who can create?	Commitments are created by pVelocity No commitment is created directly in Salesforce
Who can see?	A commitment is visible by its owner, the related product manager (provided by pVelocity) Commitments can also be visible by the Sales Rep manager in the role hierarchy
Who can update?	A commitment can be updated by its owner, the related product manager (provided by pVelocity) Commitments can also be updated by the Sales Rep manager in the role hierarchy
Who can delete?	As pVelocity admins can't delete commitments directly, commitments are flagged to be deleted by pVelocity After that only System Administrators can delete them by DataLoader Commitment marked for deletion are no longer visible by non admin users Salesforce admins can delete Commitments at any time

pVelocity administrators

GBU restricted, but can be admins for severals GBUs, in this case they need to belong to each GBU dedicated public group.
pVelocity admin right is granted throught the permission set **pVelocity admin** to allow user to Create and Delete records and edit all fields.
They also see all records of users below them according to their role in the role hierarchy.

M&S users can edit all commitment records, no matter the GBU.

Commitment creation

To create a commitment record, the Sales Rep and the Product Manager must be existing and active users in Salesforce.

Otherwise, if pVelocity tries to create and assign a commitment record to an inactive user, the interface will send back an error.

Commitment update

- When updating a commitment record, it is possible to do it no matter if the Sales Rep or the Product Manager is active or not.

This will be perform for adjustements in pVelocity and also to mark commitment records for deletion or to froze them (hide them from non pVelocity admins users).

- From the list views "Assigned & Rejected", you can use the button "Copy Target to Committed" to mass copy the 'Target Price' into 'Committed Price', Before clicking on the button you have to tick the lines for which you want to apply the copy. Once the prices are copied, status is automatically set to Approved.

pVelocity User right management

pVelocity user rights is managed through a dedicated field "Transational Pricing Tool Role" in the Salesforce User object.

pVelocity calls Salesforce to know which right to grant a user when he connects.

Hide and froze commitments from previous rounds

At the end of a round, commitment are no longer editable.

pVelocity sends a flag called Is Frozen to the commitments records in Salesforce and any other user than the admin can't edit them if the checkbox is checked.

Commitments records deletion is managed manually, each end of the year commitments that are more than 4 years are marked for deletion in Salesforce.

Support future GBU rollout

As new GBUs will be deployed over time, there is a need to allow their admins to see and edit their own commitments.

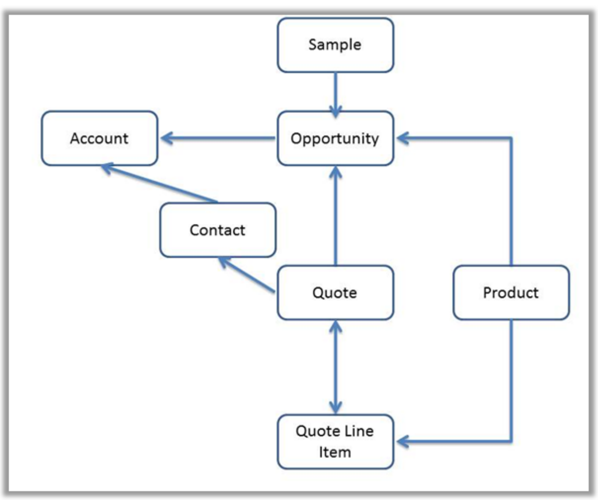
So the sharing rules and public groups have to be created for those GBU.

4. Integration with Quote

Global process:

Salesreps commit prices at account/product level. The aim is to provide commitment information to Salesreps when they quote: if the combination Account /Product of the quote match an active commitment, the committed price will be automatically displayed on the quote layout to help the Salesreps to set his price.

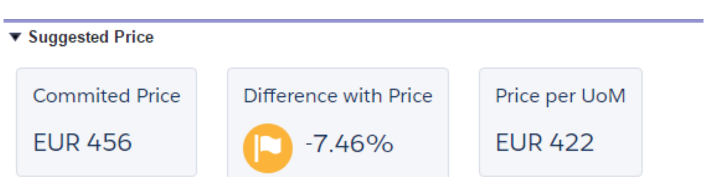
Data Model:



Detailed process:

Quote Layout - Suggested price section

There is a dedicated section in quote to display committed price:



This section will be automatically pre-filled if the quote (if a matching commitment is found):

- Is generated from an opportunity
- Is cloned from another quote

This section will be filled after clicking the save button if the quote (if a matching commitment is found):

- Is created from scratch

A message by GBU is be displayed to explain the committed price calculation.

Committed price will be filled by : ***Reviewed price GBU Currency*** or ***Reviewed price LTC*** depending on the algorithm described below:

The difference will be calculated in % : Difference = (Quote price – Committed price)/Quote price*100

- If the difference is less than 5% the flag will be **green**.
- If the difference is higher than 5% and less than 15% the flag will be **orange**.
- If the difference is higher than 15% the flag will be **red**.

New in Fall'18 : News fields have been added to the layout on dilution information : Dilution Rate, Diluted Reviewed Price (GBU Currency) and Diluted Reviewed Price (LTC). In case of a diluted product, the system compares the pricing with the diluted price.

Rule : If pricing method = 100% or blank-> compare pricing with committed price
else compare pricing with diluted price

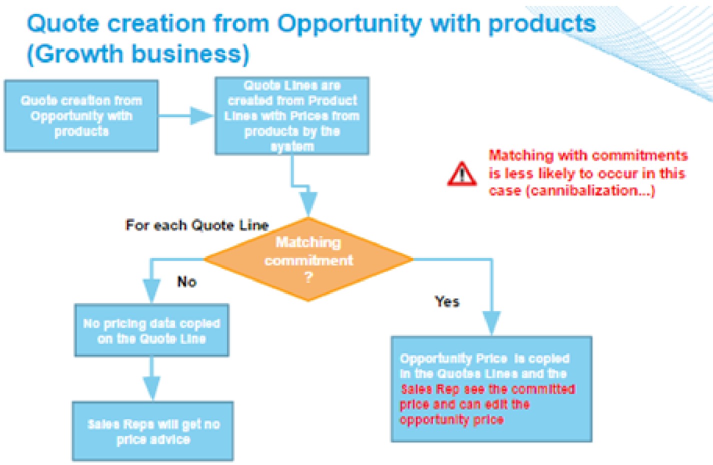
Even if the flag is red there is no automatic approval workflow designed for the fall release. The account manager could submit the quote for approval if he wants to.

In this new section data appears only for GBU having Pvelocity in production, for others GBUs the section will appear with empty fields (Account managers will have to collapse the section).

Impact on current processes:

1. Quote Creation from opportunity

When the opportunity is won, account manager can generate a quote by clicking on a button "generate quote".



One quote line item is generated by each opportunity product records.
The commitment will be search a first time with the following parameters :
• GBU = opportunity GBU
• Account = opportunity sold to
• Product = Opportunity product
• UoM of the quote = Sh.T, T, or KG
• Last transaction Currency = Quote line item currency
• Commitment is not frozen
• Commitment Status : approved or pending review
If the corresponding commitment is found the committed price in the quote line will be filled with the field Reviewed price LTC.

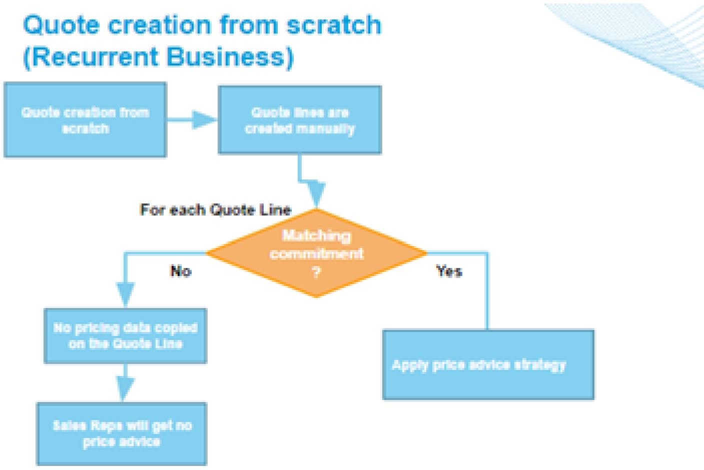
If the commitment is not found, The commitment will be search a second time with the following parameters :
• GBU = opportunity GBU
• Account = opportunity sold to
• Product = Opportunity product

• UoM of the quote = Sh.T, T, or KG
• GBU Currency = Quote line item currency
• Commitment is not frozen
• Commitment Status : approved or pending review
If the corresponding commitment is founded the committed price will be pre-filled with the field Reviewed price GBU Currency.

The commitment price if found, would be automatically displayed in the quote line items

2. Quote Creation from scratch

The quote can be created also directly from an account.



Each quote line item is created manually.

The commitment will be search a first time with the following parameters :

- GBU = quote GBU
- Account= Quote line item ship to if not empty or quote header ship to if not empty or quote header account
- Product = quote line item product
- UOM reference= quote UOM
- Last transaction Currency = quote currency
- Commitment is not frozen
- Commitment Status : approved or pending review

If the corresponding commitment is found the committed price will be filled with the field Reviewed price LTC after saving the quote line items.

If the commitment is not found, the commitment will be search a second time with the following parameters :

- GBU = quote GBU
- Account= quote header ship to if not empty or quote header sold to
- Product = quote line item product
- UoM of the quote = Sh.T, T, or KG
- Last transaction Currency = quote currency
- Commitment is not frozen
- Commitment Status : approved or pending review

If the corresponding commitment is found the committed price will be filled with the field Reviewed price LTC after saving the quote line items.

If the commitment is not found, the commitment will be search a third time with the following parameters :

- GBU = quote GBU
- Account= quote header sold to
- Product = quote line item product
- UoM of the quote = Sh.T, T, or KG
- Last transaction Currency = quote currrency
- Commitment is not frozen
- Commitment Status : approved or pending review

If the corresponding commitment is found the committed price will be filled with the field Reviewed price LTC after saving the quote line items.

If the commitment is not found, the commitment will be search a fourth time with the following parameters :

- GBU = quote GBU
- Account= Quote line item ship to if not empty or quote header ship to if not empty or quote header sold to
- Product = quote line item product
- UoM of the quote = Sh.T, T, or KG
- GBU currency = quote currency
- Commitment is not frozen
- Commitment Status : approved or pending review

If the corresponding commitment is found the committed price will be filled with the field Reviewed price GBU Currency after saving the quote line items.

If the commitment is not found, the commitment will be search a fith time with the following parameters :

- GBU = quote GBU
- Account= quote header ship to if not empty or quote header sold to
- Product = quote line item product
- UoM of the quote = Sh.T, T, or KG
- GBU currency = quote currency
- Commitment is not frozen
- Commitment Status : approved or pending review

If the corresponding commitment is found the committed price will be filled with the field Reviewed price GBU Currency after saving the quote line items.

If the commitment is not found, the commitment will be search a sixth time with the following parameters :

- GBU = quote GBU
- Account= quote header sold to
- Product = quote line item product
- UoM of the quote = Sh.T, T, or KG
- GBU currency = quote currency
- Commitment is not frozen
- Commitment Status : approved or pending review

If the corresponding commitment is found the committed price will be filled with the field Reviewed price GBU Currency after saving the quote line items.

3. Clone quote

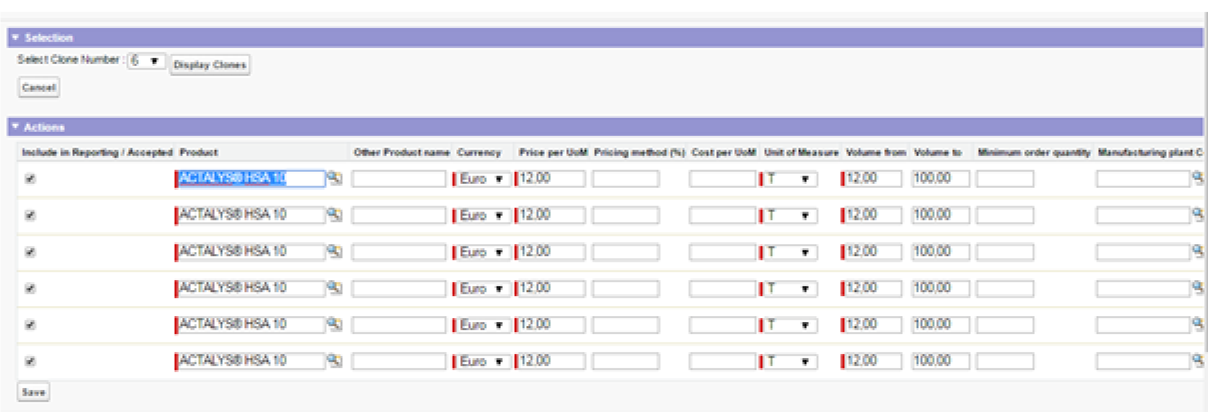
Account manager can also clone a quote already existing to create a new one. The committed prices if existing will be updated in the quote lines items with the last version founded during the clone process. To find the new commitment we use the same algorithm as described in *2. Quote Creation from scratch.*

The quote lines item will be already pre-filled with the committed price if this committed price is founded with the search algorithm. If the account manager changes the product in the quote line item, he will have to click on the save button to launch the commitments search.

5. Mass update lines

During the quote creation process, the account manager can create a first quote line item and decides to mass clone this lines to speed up the creation process.

In this example the account manager has chosen to clone the same line 6 times:



He will update the product, the price and all the others fields. During this process we will not be able to show committed prices. When the account managers clicks on the save button, he will return automatically in the quote header page layout without seeing the committed prices. The new lines created will appear in the quote line items related list:

Edit | Del	QL-0000003468	ACTALYS® HSA 10	EUR 12,00 from 10 to 100 (T)	COL	✓
Edit | Del	QL-0000003469	ACTALYS® HSA 1021	EUR 13,00 from 10 to 100 (T)	COL	✓
Edit | Del	QL-0000003470	ACTALYS® 053	EUR 15,00 from 10 to 100 (T)	COL	✓
Edit | Del	QL-0000003471	ACTALYS® 1711	EUR 8,00 from 10 to 100 (T)	COL	✓
Edit | Del	QL-0000003472	ACTALYS® 69	EUR 22,00 from 10 to 100 (T)	COL	✓
Edit | Del	QL-0000003473	ACTALYS® HSA 20	EUR 35,00 from 10 to 100 (T)	COL	✓

Show me fewer ▲ records per list page

If the account manager wants to change the quote price he has 2 solutions:

- Open each line one by one and in the page layout he will see the new section with the committed price
- Or Select the lines he wants to change and click on the mass update button (screenshot below)

Quote Line Items New Line Item Mass Update Quote Line Items Help ?

Action	Quote Line Item Name	Product	Price per UoM	Volume	Incoterm®2010	Ship to	Include in Reporting / Accepted
☐ | Edit | Del	QL-0000003363	ACTALYS® HSA 10	EUR 12,00	from 12 to 100 (T)	COL		✓
☐ | Edit | Del	QL-0000003364	ACTALYS® HSA 10	EUR 12,00	from 12 to 100 (T)	COL		✓
☐ | Edit | Del	QL-0000003365	ACTALYS® HSA 1021	EUR 12,00	from 12 to 100 (T)	COL		✓
☐ | Edit | Del	QL-0000003366	ACTALYS® HSA 20	EUR 12,00	from 12 to 100 (T)	COL		✓
☐ | Edit | Del	QL-0000003367	ACTALYS® HSA 1021	EUR 12,00	from 12 to 100 (T)	COL		✓
☐ | Edit | Del	QL-0000003370	ACTALYS® HSA 10	EUR 12,00	from 12 to 100 (T)	COL		☐
☐ | Edit | Del	QL-0000003371	ACTALYS® HSA 10	EUR 12,00	from 12 to 100 (T)	COL		☐
☐ | Edit | Del	QL-0000003372	ACTALYS® HSA 10	EUR 12,00	from 12 to 100 (T)	COL		☐
☐ | Edit | Del	QL-0000003373	ACTALYS® HSA 10	EUR 12,00	from 12 to 100 (T)	COL		☐
☐ | Edit | Del	QL-0000003374	ACTALYS® HSA 10	EUR 12,00	from 12 to 100 (T)	COL		☐
☐ | Edit | Del	QL-0000003375	ACTALYS® HSA 10	EUR 12,00	from 12 to 100 (T)	COL		☐
☑ | Edit | Del	QL-0000003468	ACTALYS® HSA 10	EUR 12,00	from 10 to 100 (T)	COL		✓
☑ | Edit | Del	QL-0000003469	ACTALYS® HSA 1021	EUR 13,00	from 10 to 100 (T)	COL		✓
☑ | Edit | Del	QL-0000003470	ACTALYS® 053	EUR 15,00	from 10 to 100 (T)	COL		✓
☑ | Edit | Del	QL-0000003471	ACTALYS® 1711	EUR 8,00	from 10 to 100 (T)	COL		✓
☑ | Edit | Del	QL-0000003472	ACTALYS® 69	EUR 22,00	from 10 to 100 (T)	COL		✓
☑ | Edit | Del	QL-0000003473	ACTALYS® HSA 20	EUR 35,00	from 10 to 100 (T)	COL		✓

6. Mass clone lines

The mass update button allows account manager to update different quote line items in the same screen. The account managers will be able to see the committed price in this screen if the committed price (read only) has been founded with the search algorithm.
The difference between quote price and commitment price is also display, but if the account manager changes the product the committed price will not be updated in real time but only after the click on the save button.

Lightning

Buttons

- **Copy Target to Committed** : For commitments with the status "Assigned or Rejected", business has the possibility to multi select commitments, click on the button to mass copy the 'Target Price' into the 'Committed Price', and thus validate the approval automatically.
(The button appears in all list views since we cannot display it depending on the

Last modifications :

User	Last Update
Emilien GUICHARD	3238 days ago
Julien Andreoli-ext	2987 days ago
Laura THEOLIER-EXT	2727 days ago

BRAHIM, Walid
KANJA-ext, Zakaria
NWANGWU, Daniel