General Process from pVelocity to SFDC

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

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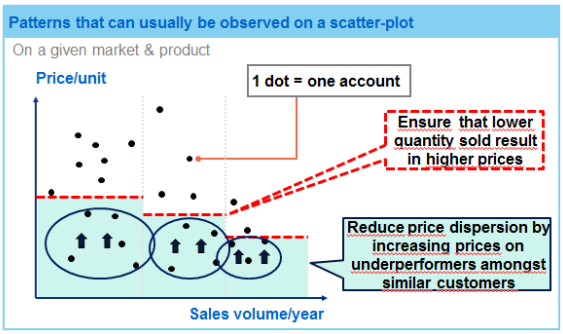
General Process



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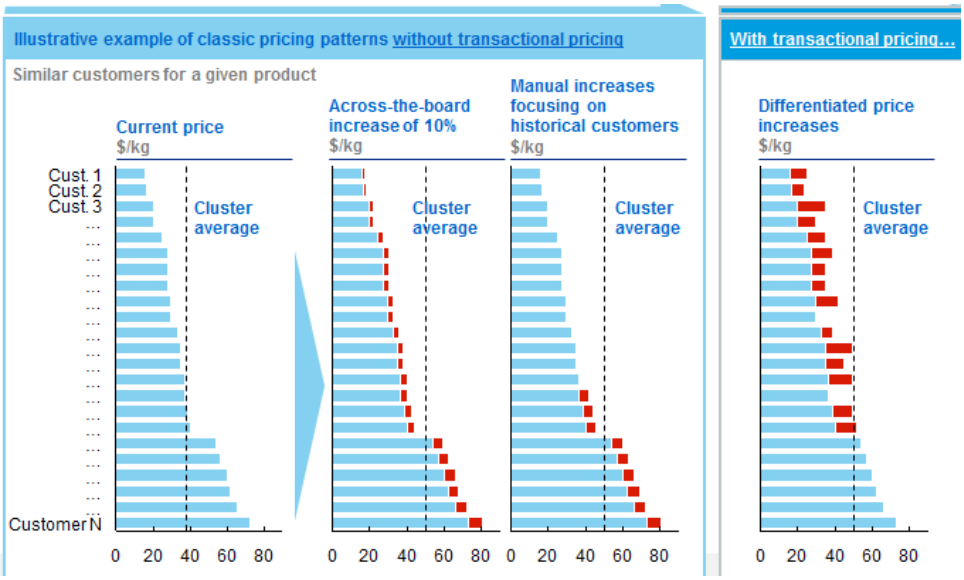

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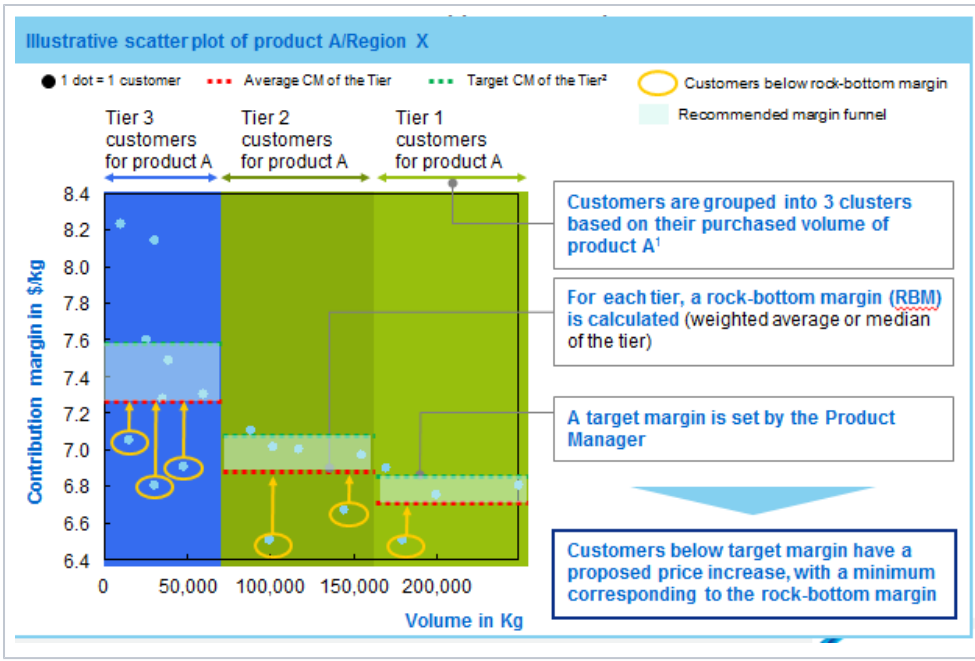
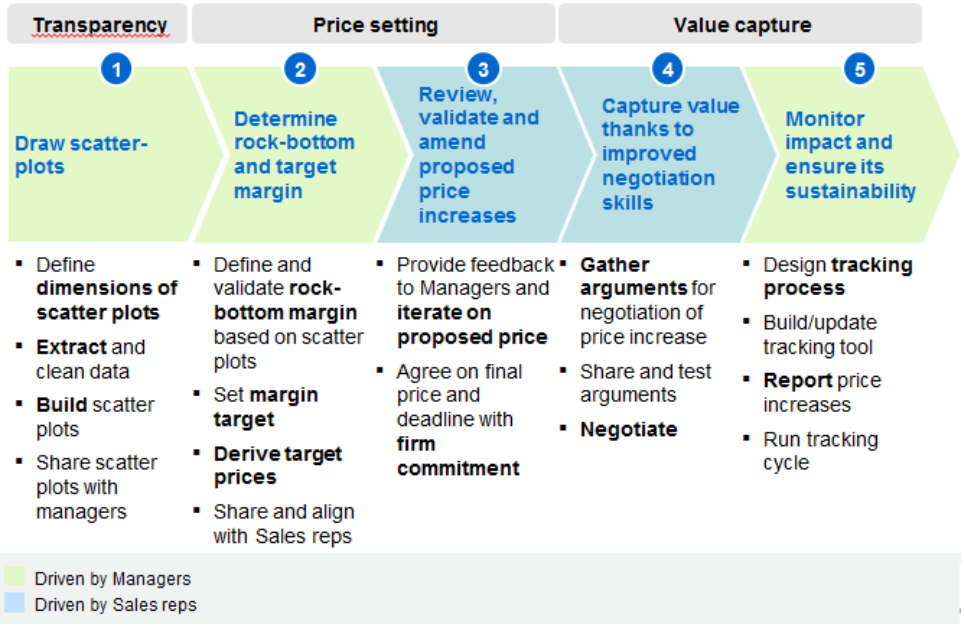
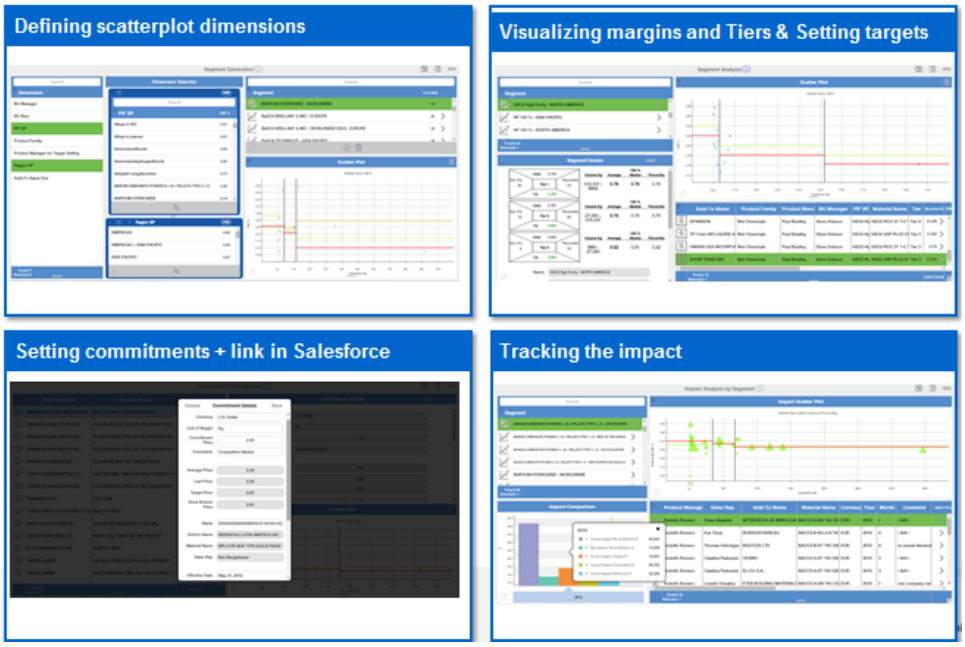


Transactional pricing is a 5-step approach

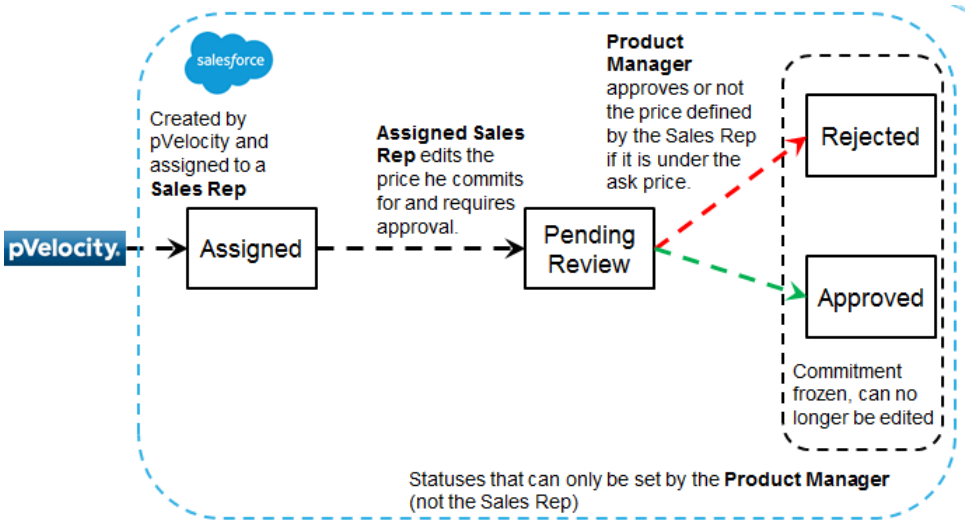


Why in pVelocity?



- **Commitments records are created in pVelocity and go directly to Salesforce from the scatterplots defined by the Prod Manager.**
- **Sales Reps commit to 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.**

pVelocity and Salesforce

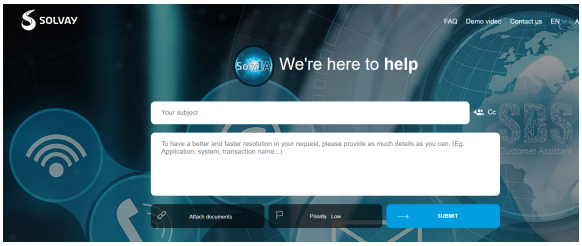


Related articles

- 04. Quotation

Need help?

To request any support or if you have identified a bug or incident , please create a Freshdesk ticket using Solvia platform : https://solvia.solvay.com/



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