

General Process from pVelocity to SFDC

Overview

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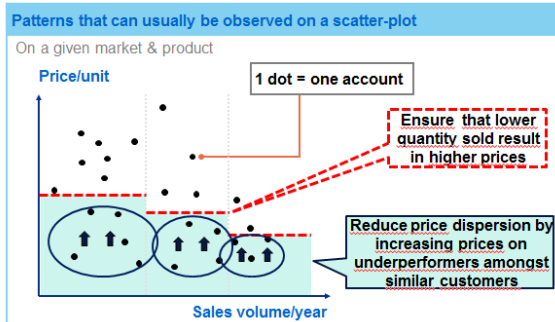
Transactional Pricing is split through the following stages :

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

- General Process
- Without transactional pricing, price increases are often focused on the same customers, with the risk of eventually losing them
- Transactional Pricing aims at reducing price dispersion amongst similar customers, and can be applied to most products
- Transactional pricing is a 5-step approach
- Why in pVelocity?
- pVelocity and Salesforce

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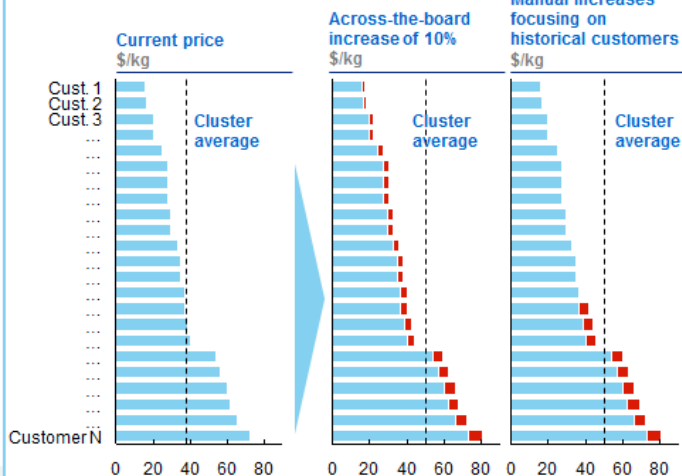
General Process



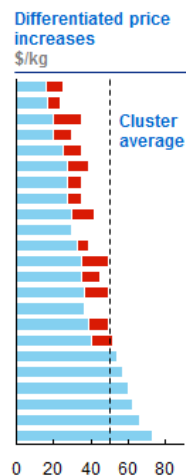
Without transactional pricing, price increases are often focused on the same customers, with the risk of eventually losing them

Illustrative example of classic pricing patterns without transactional pricing

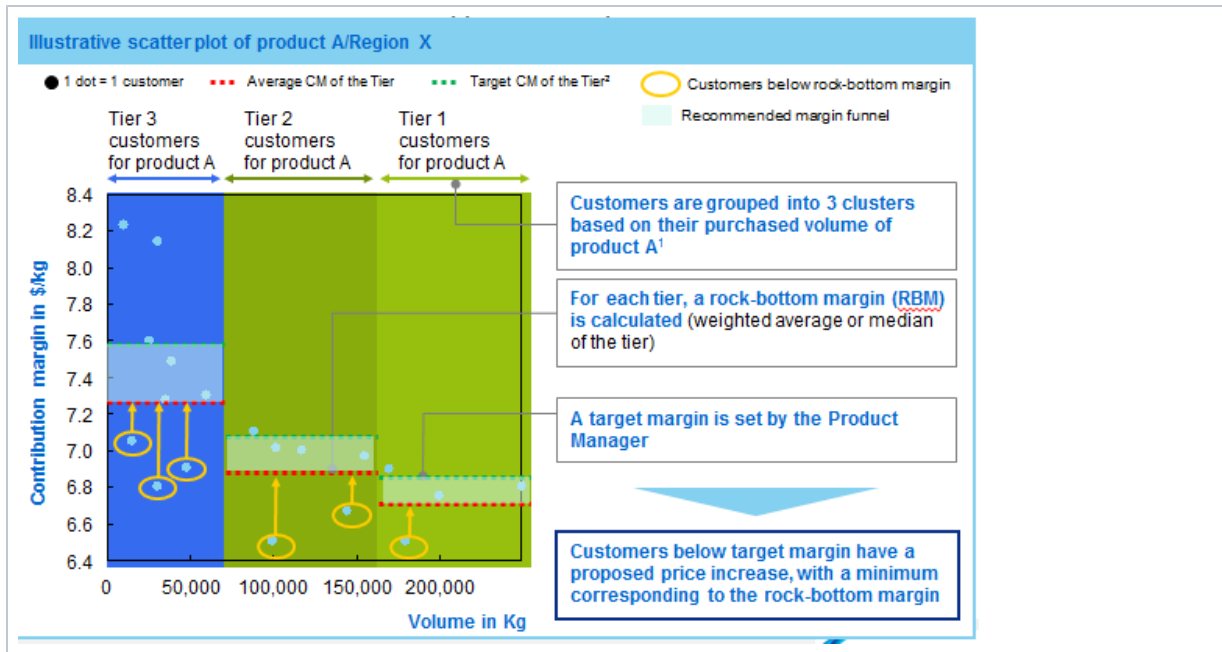
Similar customers for a given product



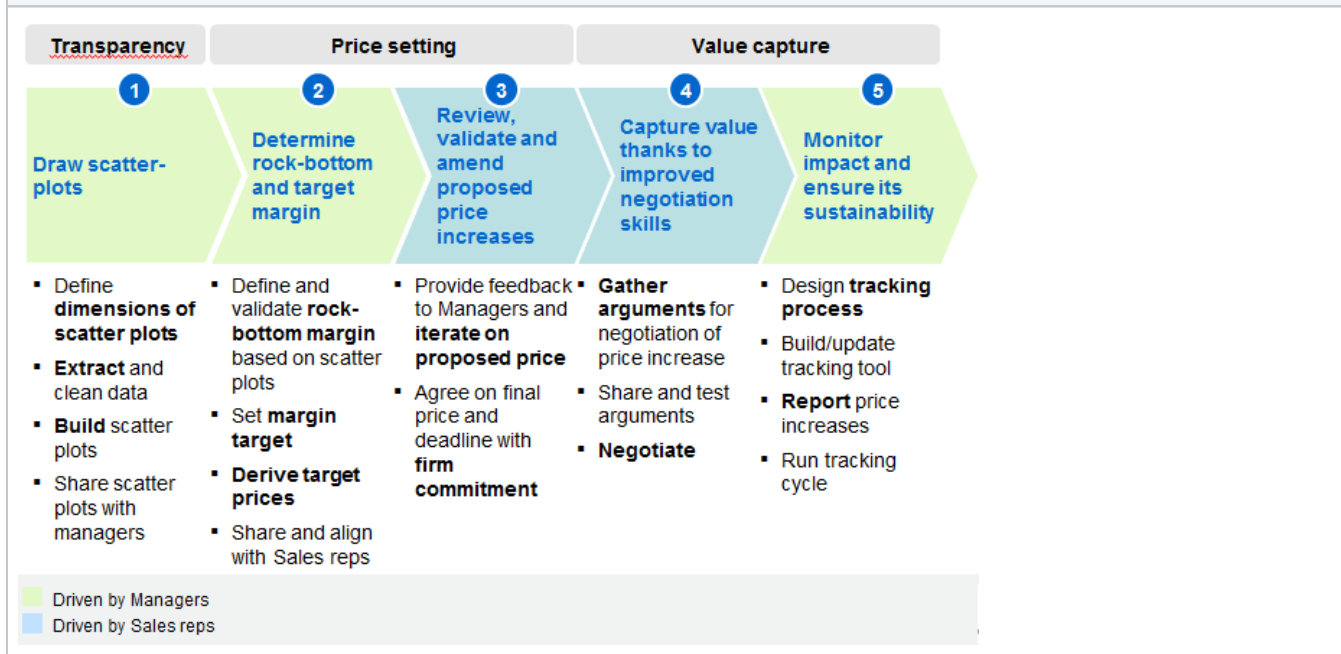
With transactional pricing...



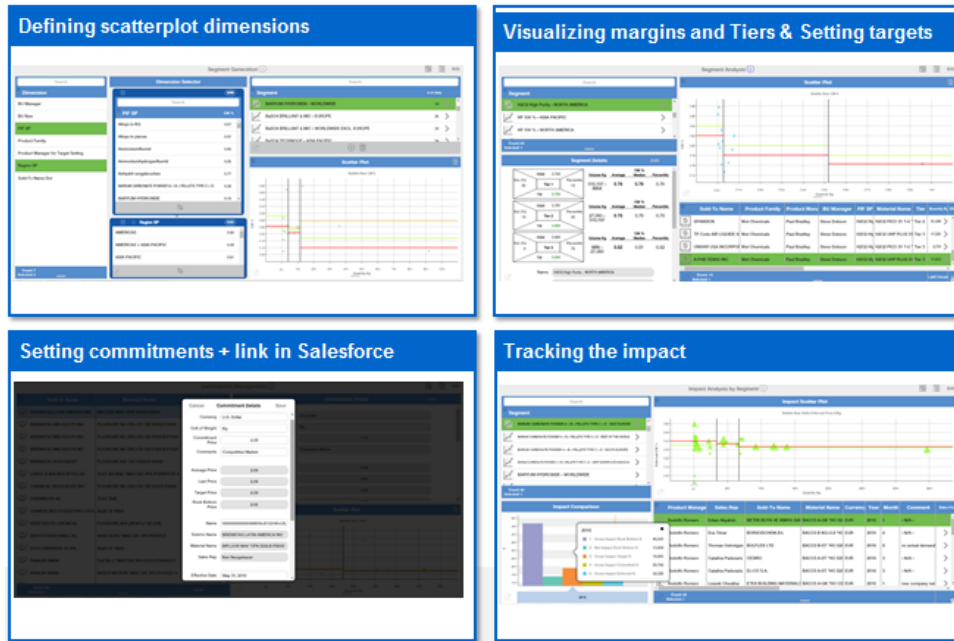
Transactional Pricing aims at reducing price dispersion amongst similar customers, and can be applied to most products



Transactional pricing is a 5-step approach

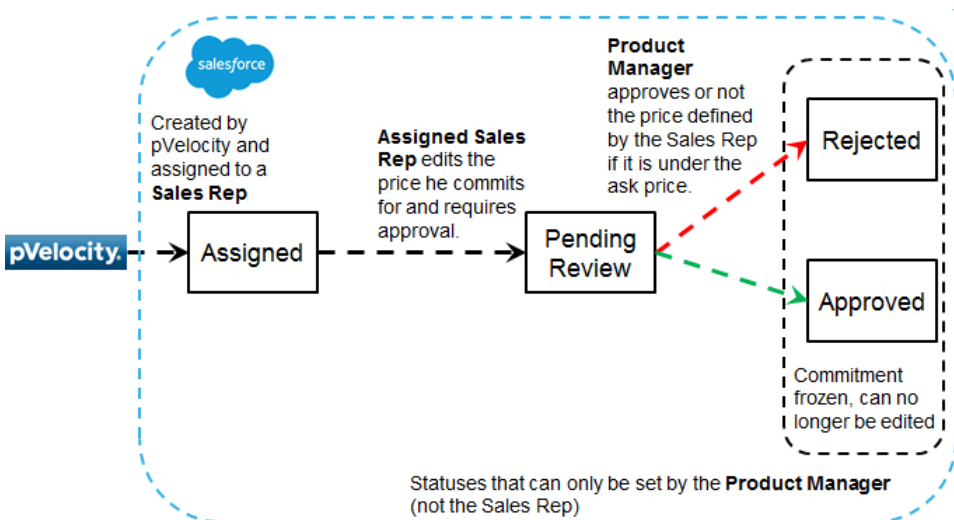


Why in pVelocity?



- 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

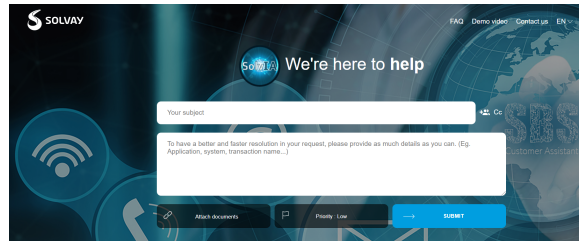


Related articles

- [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/>

The image shows a web form for creating a support ticket on the Solvia platform. The background is dark blue with faint icons of a globe, a Wi-Fi signal, and a person. At the top left is the 'S SOLVIA' logo. At the top right are links for 'FAQ', 'Demo video', 'Contact us', and 'EN'. Below the logo, a blue speech bubble icon contains the text 'Solvia' and is followed by the text 'We're here to help'. The form has two main input areas: a 'Your subject' field and a larger text area for details. Below the details area is a small note: 'To have a better and faster resolution in your request, please provide as much details as you can. (Eg. Application, system, transaction name...)'. At the bottom of the form are three buttons: 'Attach documents' (with a paper icon), 'Priority Low' (with a 'P' icon), and a blue 'SUBMIT' button.

you can copy users with email address , default priority is Low , then Submit . We advise you to put keywords in subject to ease dispatching to correct Agent : CRM - Complaint for example