

General Process from pVelocity to SFDC

Overview

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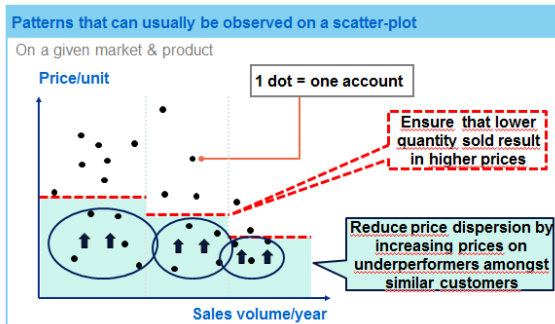
Transactional Pricing is split through the following stages :

- 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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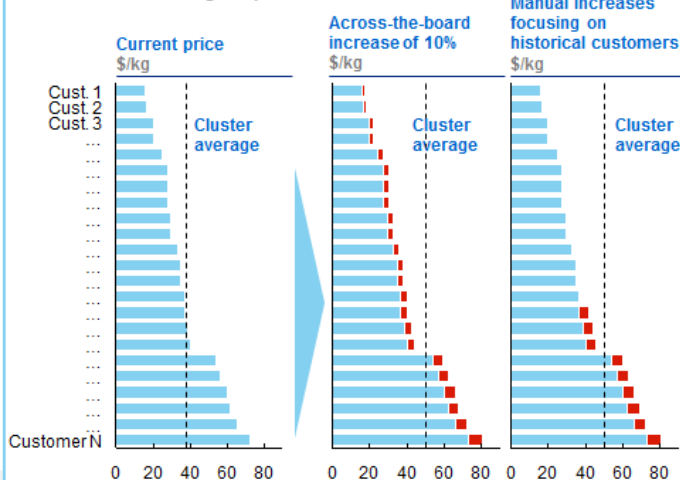
General Process



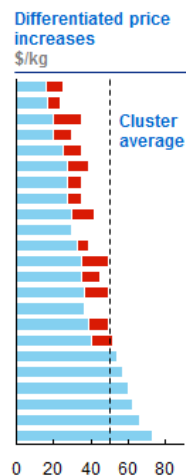
Without transactional pricing, price increases are often focused on the same customers, with the risk of eventually losing them

Illustrative example of classic pricing patterns without transactional pricing

Similar customers for a given product

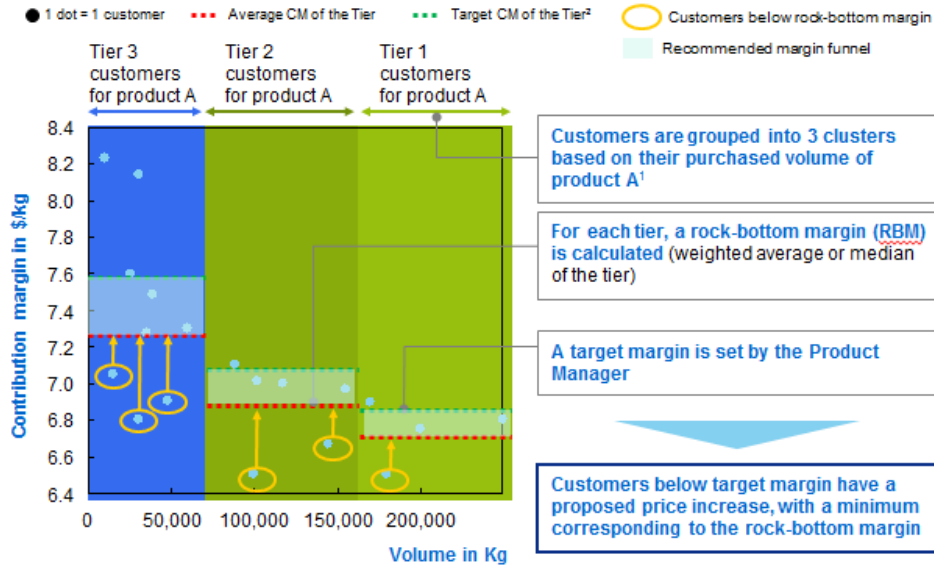


With transactional pricing...

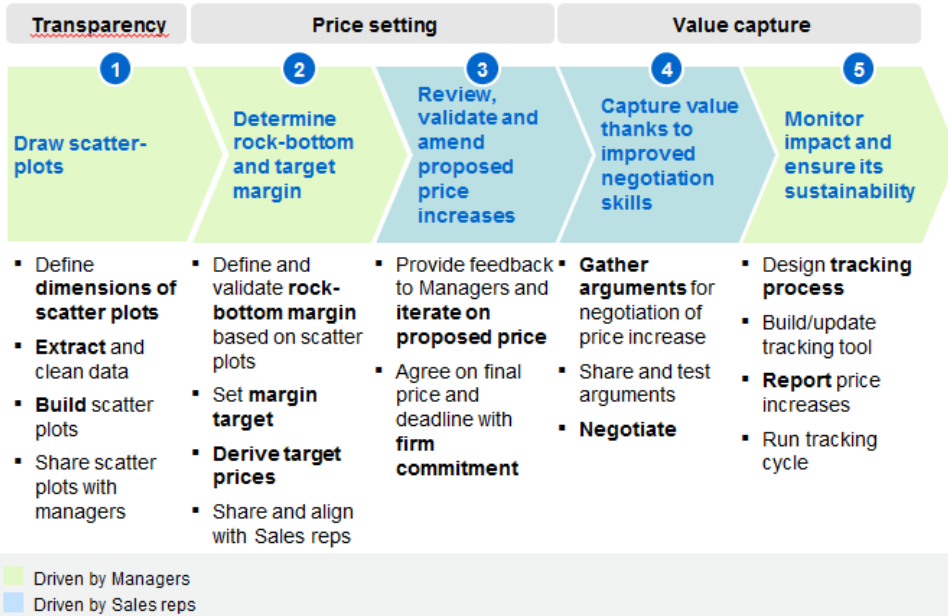


Transactional Pricing aims at reducing price dispersion amongst similar customers, and can be applied to most products

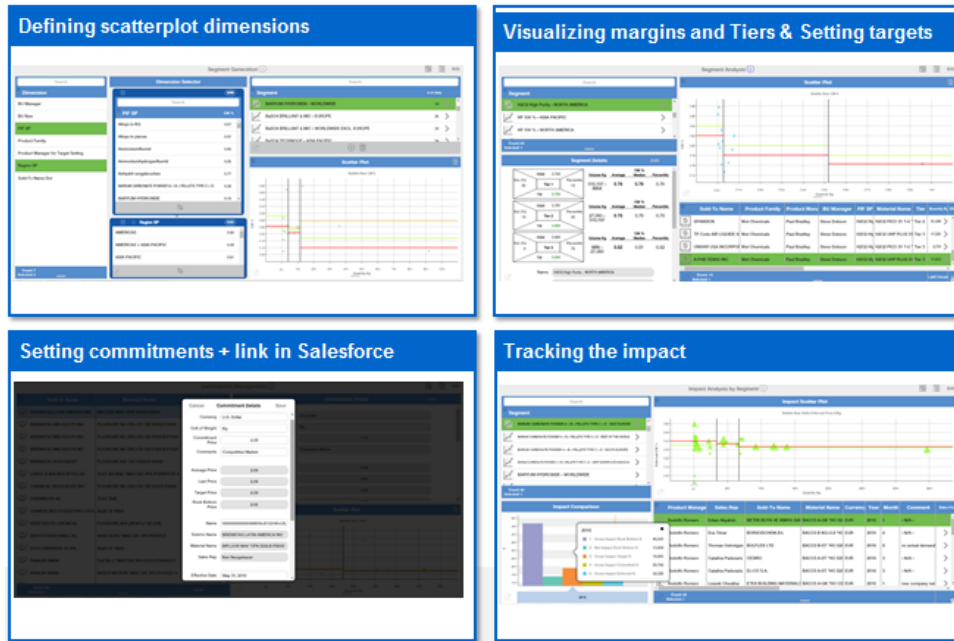
Illustrative scatterplot of product A/Region X



Transactional pricing is a 5-step approach

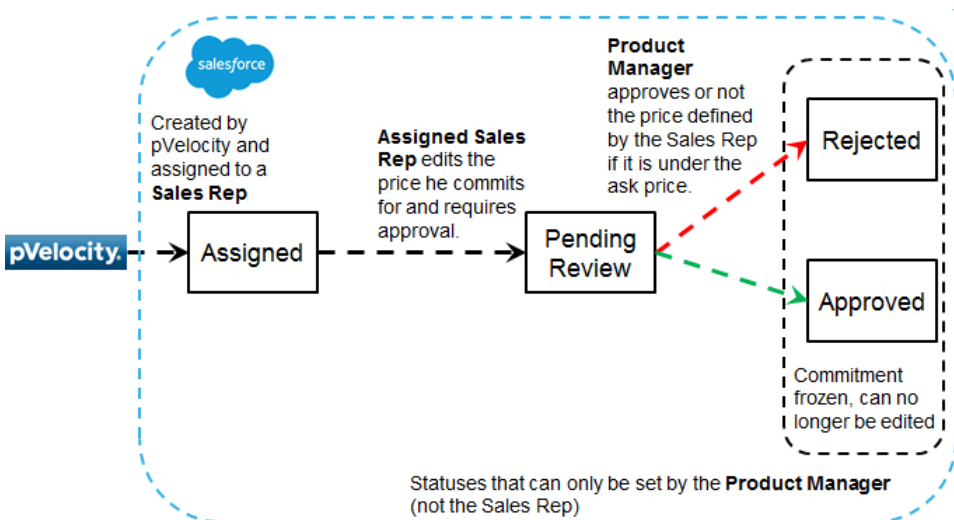


Why in pVelocity?



- 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

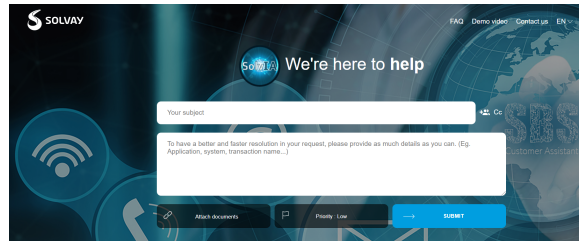


Related articles

- [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 ticket on the Solvia platform. The background is dark blue with a globe and network icons. 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 is a blue speech bubble icon with the text 'We're here to help'. The form has a 'Your subject' input field. Below it is a larger text area with a placeholder: '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 left is an 'Attach documents' button with a paper icon. At the bottom right is a 'Priority' dropdown menu set to 'Low' 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*