

SPP - IPP-182 SF - Pricing Campaign CPC object and Details

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 - 2. CPC Owner retrieval
 - 3. Product retrieval
 - 4. Committed Price default value
- Notifications
- Permissions
- Reports Required for Data control purposes

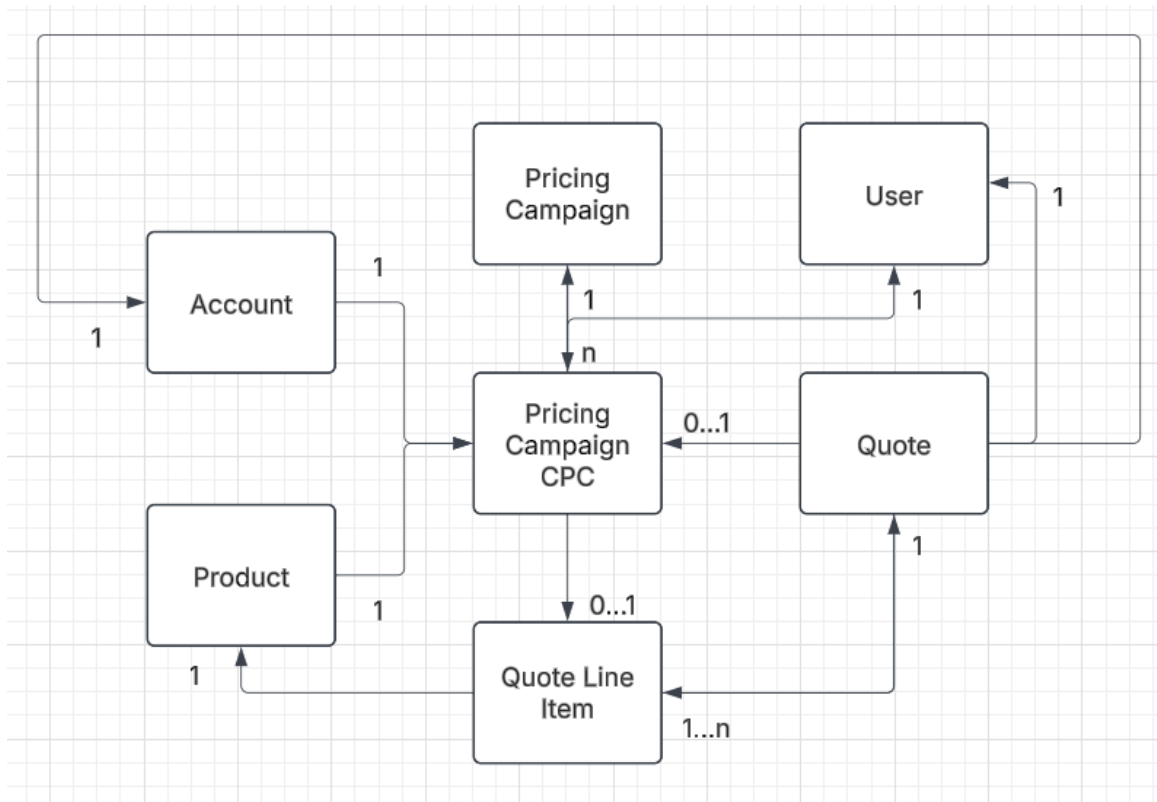
Original requirements in

⚠ Unable to locate Jira server for this macro. It may be due to Application Link configuration.

Split from

⚠ Unable to locate Jira server for this macro. It may be due to Application Link configuration.

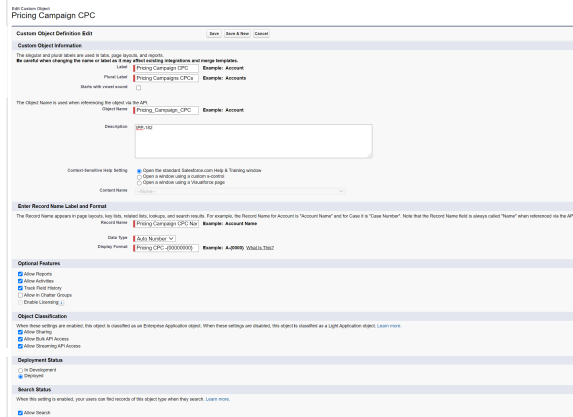
Pricing Campaign CPC object



Create a new custom object : named **Pricing Campaign CPC** with the following characteristics:

Label	Pricing Campaign CPC
Plural Label	Pricing Campaign CPCs
Object Name	Pricing_Campaign_CPC

Description	IPP-182
Record Name	Pricing Campaign CPC Name
Data Type	Auto Number
Display format	CPC -(00000000)
Allow Reports	True
Allow Activitie	True
Track Field History	True
Allow in Chatter Groups	False
Enable Licensing	False
Allow Sharing	True
Allow Bulk API Access	True
Allow Streaming API Access	True
Deployment Status	Deployed
Allow Search	True
Record Types	None required (Master only)
Tab	No tab required



Data Dictionary - Pricing Campaign CPC

	Field Name	Current Implementation	Apex Class references	API Name	Data Type	Track History	Required	Read Only	Picklist Values formul
1	Owner			Owner	Lookup (User, Group)	Yes			
2	Account Manager Review			Account_Manager_Review__c	Picklist	Yes			<ul style="list-style-type: none"> No Red (default) Red Co ed
3	Annual sales			Annual_sales__c	Number (16, 2)			Yes, on layout	
4	Annual volume			Annual_volume__c	Number (16, 2)			Yes, on layout	
5	Capped Reco price - Document Currency	Capped Recommended price - Document Curr	Updated	Capped_Reco_price_Document_Currency__c	Number (16, 2)			Yes, on layout	
6	Capped Reco price - Pricing Currency	Capped Recommended price - Pricing Curr	updated	Capped_Reco_price_Pricing_Currency__c	Number (16, 2)			Yes, on layout	

7	Capped Recommended price (%)	Capped Recommended price(Number)	ECCOPricingCampaignService	Capped_Recommended_price__c	Percent (16, 2)			Yes, on layout	
8	Committed price			Committed_price__c	Number (16, 2)	Yes			
9	Contracting model			Contracting_model__c	Text Area (255)			Yes, on layout	
10	Country	Picklist		Country__c	Text Area (255)			Yes, on layout	
11	CPC Status	Picklist	ECCOPricingCampaignService, ECCOPricingCampaignService_TEST	CPC_Status__c	Formula (Text) blocked URL				IF(Quote_ = null, TE: (Quote__r StageName TEXT (Account_ger_Review))
12	Dataiku ID	Dataiku__c		Dataiku_ID__c	Text(50) (External ID)			Yes, on layout	
13	Decision logic (path to microsegment)			Decision_logic_path_to_microsegment__c	Text Area (255)			Yes, on layout	
14	Document Currency	Picklist	updated	Document_Currency__c	Text Area (255)			Yes, on layout	

15	End Use	Picklist	updated	End_Use_ _c	Text Area (255)			Yes, on layout	
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16	Forecasted annual volume			Forecasted_annual_volume__c	Number (16, 2)			Yes, on layout	
17	FX rate used			FX_rate_used__c	Number (16, 2)			Yes, on layout	
18	Important features	Important_features_array__c	updated	Important_features__c	Long Text Area (32768)				
19	Last price			Last_price__c	Number (16, 2)			Yes, on layout	
20	Local Currency	Picklist		Local_Currency__c	Text Area (255)			Yes, on layout	

21	Market Cluster	Picklist		Market_Cluster__c	Text Area (255)			Yes, on layout	
22	Market Segment	Picklist	ECCOPricingCampaignService, ECCOPricingCampaignService_TEST updated	Market_Segment__c	Text Area (255)			Yes, on layout	
23	Microsegment (node)			Microsegment_node__c	Number (16, 2)			Yes, on layout	
24	Modelling approach			Modelling_approach__c	Text Area (255)			Yes, on layout	
25	Modelling level			Modelling_level__c	Text Area (255)			Yes, on layout	
26	Node price			Node_price__c	Number (16, 2)			Yes, on layout	
27	Price rationale			Price_rationale__c	URL(255)			Yes, on layout	
28	Pricing Campaign			Pricing_Campaign__c	Lookup (Pricing Campaign)			Yes, visible only on Compact Layout	

29	Pricing Currency			Pricing_Currency__c	Picklist	Yes		Yes, on layout	Global Value Set: Pricing Currency <ul style="list-style-type: none"> • EU • Eu • BG • Bu • n L • BR • Br • Re • CF • Sw • Fr • CN • Ch • Yu • GE • Bri • Po • HK • Ho • Ko • Do • INF • Ind • Ru • JP • Ja • e Y • KR • Ko • Wc • KZ • Ka • tan • Tei • RU • Ru • Ro • SE • Sw • Krc • SG • Sir • re l • TH • Th • Ba • US • U.s • Do
30	Pricing Increment - Document Currency			Pricing_Increment_Document_Currency__c	Number (16, 2)			Yes, on layout	
31	Pricing Increment - EUR			Pricing_Increment_EUR__c	Number (16, 2)			Yes, on layout	
32	Pricing Increment - Pricing Currency			Pricing_Increment_Pricing_Currency__c	Number (16, 2)			Yes, on layout	
33	Pricing region			Pricing_Region__c	Picklist			Yes, on layout	Use the newly created Global Value Set Pricing Region
34	Product			Product__c	Lookup (Product)	Yes		Yes, visible only on Compact Layout	

41	Reason for rejection			Reason_for_rejection__c	Picklist	Yes				<ul style="list-style-type: none"> • Co • tive • thr • Gr • cus • r o • init • Pri • fixe • cor • Cu • er • prc • dis • uer • Ott • (Pl • det)
42	Region	Picklist	ApexClass SmartFactory ApexClass ECCOPricingCampaignService ApexClass AccountController ApexClass PricingCampaignCPC_UpdateFields_Test ApexClass ECCOPricingCampaignService_TEST ApexClass PricingCampaignCtrl_Test	Region__c	Formula (Text) blo cked URL					Sold_To_ Reporting on_ECCC
43	Rejection description			Rejection_description__c	Text Area (255)	Yes				
44	Sold-To			Sold_To__c	Account Lookup	Yes			Compact Layout	
45	Sold-To SAP Name	Not present	created	Sold_To_SAP_Name__c	Text Area (255)				Yes, on layout	
46	Sold-To Code			Sold_To_Code__c	Text Area (255)				Yes, on layout	
47	Team Cluster	Picklist		Team_Cluster__c	Formula (Text) blo cked URL					TEXT (Sold_To_ Team_Cl _c)
48	Uncapped Recommended price - EUR			Uncapped_Recommended_price_EUR__c	Number (16, 2)				Yes, on layout	
49	Uncapped Recommended price (%)			Uncapped_Recommended_price__c	Percent (16, 2)				Yes, on layout	

50	Unit of Measurement	Picklist	ApexClass ECCOPricingCampaignService ApexClass ECCOPricingCampaignService_TEST	Unit_of_M easureme nt__c	Text Area (255)			Yes, on layout	
51	Weighted average price			Weighted_ave rage_p rice__c	Number (16, 2)			Yes, on layout	

Compact Layout

New Compact Layout

Pricing Campaign CPC Compact Layout
Pricing Campaign CPC Compact Layout
Back to Pricing Campaign CPC

Compact Layout Detail Edit Close Delete Compact Layout Assignment

Label Pricing Campaign CPC Compact Layout Object Name Pricing Campaign CPC

API Name Pricing_Campaign_CPC_Compact_Layout

Included Fields Pricing_Campaign_CPC_Name
Pricing_Campaign

Created By [Edoardo Infante](#) 19/09/2021 11:52 Modified By [Edoardo Infante](#) 19/09/2021 11:52

Edit Close Delete Compact Layout Assignment

Compact Layout Selected Fields

Pricing Campaign CPC Compact Layout
Pricing Campaign CPC Compact Layout
Back to Pricing Campaign CPC

Compact Layout Detail Edit Close Delete Compact Layout Assignment

Label Pricing Campaign CPC Compact Layout Object Name Pricing Campaign CPC

API Name Pricing_Campaign_CPC_Compact_Layout

Included Fields Pricing_Campaign_CPC_Name
Pricing_Campaign
CPC_Status
Picklist
Send-To
Quote

Compact Layout Assignment

Pricing Campaign CPC Compact Layouts
Compact Layout Assignment

Save Cancel

Primary Compact Layout

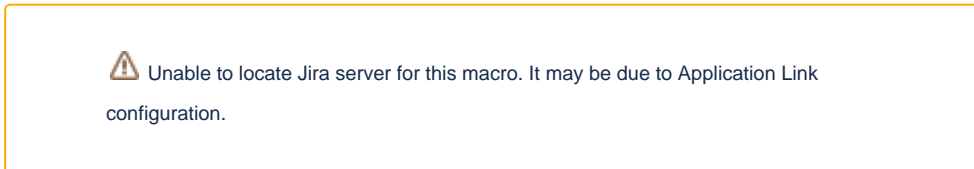
Select the compact layout to use when this object's records appear as list items in the mobile app.

Primary Compact Layout: Pricing Campaign CPC Compact Layout

Save Cancel

Page Layout

See



for new layout definition

Lightning Record Page (activated as Org Default)

Pricing Campaign CPC -00000723 Edit

Pricing Campaign: Long Tail | Owner: Pedro Infante | CPC Status: Not yet Reviewed | Product: ADV 7850A-ME | Sold-To: Test NL Account

Details | Related

▼ CPC Information

Sold-To SAP Name	Test NL Account as in SAP	Product H4	
Sold-To Code	123456789	Product code	Z61-28916
Country	US	Pricing Currency	USD - U.S. Dollar
Region	Americas	Pricing Region	Americas
Team Cluster	Consumer, Healthcare, Environment	Market segment	
Market Cluster		End Use	
		Unit of Measurement	
		Contracting model	

▼ Account Manager input

Account Manager Review	Not yet Reviewed	Rejection description
Committed price		Reason for rejection

▼ Metrics

Annual volume		FX rate used
Annual sales		
Forecasted annual volume		

▼ Model Data

Microsegment (node)		Important features (array)
Quantified importance of feature (array)		Decision logic (path to microsegment)
Modelling level		Dataiku
Modelling approach		

▼ Pricing Recommendation

Weighted average price		Local Currency
Last price		Document Currency
Uncapped Recommended price (%)		Price reco rationale
Uncapped Recommended price - EUR		Node price
Capped Recommended price (%)		Projected sales impact
Capped Reco price - Document Currency		
Capped Reco price - Pricing Currency		
Pricing Increment - Document Currency		
Pricing Increment - Pricing Currency		
Pricing Increment - EUR		

▼ System Information

Created By: Pedro Infante, 19/08/2021 16:29 | Last Modified By: Pedro Infante, 19/08/2021 23:51

Pricing Campaign CPC -00000723 Edit

Pricing Campaign: Long Tail | Owner: Pedro Infante | CPC Status: Not yet Reviewed | Product: ADV 7850A-ME | Sold-To: Test NL Account

Details | Related


▼ Pricing Campaign CPC History (2)

Date	Field	User	Original Value	New Value
19/08/2021 23:49	Sold-To	Pedro Infante		Test NL Account
19/08/2021 16:29	Created	Pedro Infante		

[View All](#)

Validation Rules

See

 **Unable to locate Jira server for this macro. It may be due to Application Link configuration.**

for updated solution

Validation Rule Name	Formula	Error Message	Error Location
Account_Manager_Rejected	<pre>AND(ISPICKVAL (Account_Manager_Review__c, 'Rejected'), ISBLANK(TEXT (Reason_for_rejection__c)))</pre>	Please provide a Reason for Rejection.	Field: Reason for Rejection
Account_Manager_Review_cannot_be_null	<pre>TEXT(Account_Manager_Review__c) = null && ! isNew()</pre>	Account Manager Review cannot be null.	Field: Account Manager Review

Automations Required

1. Account lookup retrieval

On insertion of Pricing Campaign CPC record - the Sold_To_Code__c value should be used to do a lookup on all the Account records (specifically on its field Account__r.SAP_Sold_To_Number__c);

- If a match is found between Pricing_Campaign_CPC__r.Sold_To_Code__c AND Account__r.SAP_Sold_To_Number__c - populate Pricing_Campaign_CPC__r.Sold_To__c with the same ID as the one retrieved from the Account record with the matching Account__r.SAP_Sold_To_Number__c
- If no matching Account__r.SAP_Sold_To_Number__c is found - leave Pricing_Campaign_CPC__r.Sold_To_Code__c = null

2. CPC Owner retrieval

On insertion of Pricing Campaign CPC record - the standard Owner User lookup needs to be the same as the Account Owner from the Account lookup (Sold-To) retrieved from the automation Account lookup retrieval.

3. Product retrieval

On insertion of Pricing Campaign CPC record - the Product_Code__c value should be used to do a lookup on all the Product records (specifically on its field Product__r.Material_Group__c);


- If a match is found between Pricing_Campaign_CPC__r.Product_Code__c AND Product__r.Material_Group__c - populate Pricing_Campaign_CPC__r.Product__c with the same ID as the one retrieved from the Product record with the matching Product__r.Material_Group__c
- If no matching Product__r.Material_Group__c is found - leave Pricing_Campaign_CPC__r.Product__c = null

4. Committed Price default value

On record creation, the number field Committed_Price__c needs to be pre-populated with the same value inserted in the field Capped_Reco price_Pricing_Currency__c.


Notifications

Full requirements captured in the context of

 Unable to locate Jira server for this macro. It may be due to Application Link configuration.

Permissions

Detailed analysis being done in

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The object Pricing Campaign CPC needs to be aligned with Account access permissions (confidentiality, roll up to managers)

Sharing and security : Private (only Owner and user above in role hierarchy) + Edit access.

Do we need to give a view all and/or modify all to some profiles or users ?

Is some region managers who need to see more than their records ?

What about confidential accounts ? Access only by owner or account team ? Product manager access ?


Reports Required for Data control purposes

Report on any Pricing Campaign CPC record where Sold_To__c = null OR Product__c = null

Purpose: be able to see which CPC records where inserted where no match was found for the Account SAP Code or Product SAP Code or that were inserted without a value in **Capped Reco price - Pricing Currency**

NOE, Julien - who will manage this data? What is the goal of "controlling" these failed insertions of CPC records? Will it be: analyzing the discrepancies and correct the data in Dataiku/SF/SAP so that the Codes match across the systems and no more CPC insertions fail in the future due to mismatched Product or Account Codes?

Story specific for reports - Placeholder Story not filled in yet -

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