

FD - [CORE] Pricing Campaign - CPC Price Settings

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In this section we will :

1. Describe the source of the Pricing Campaign CPC Price Settings
2. Describe the process that set the CPC Price Setting

Here is specification of the **batch** and **fields** : [Specification - CPC Price Setting Update - Google Slides](#)

1/ Pricing Campaign CPC Price Settings

The Object CPC contains fields retrieved from the Price Settings. The objective is that the most accurate, the most up to date and the same prices are retrieved in CPC and One Quote Line Item (OQLI)

The CPC Price Settings fields are updated ONLY when :

- CPC is created
 - Whenever a PAM team member load a CPC in SF we retrieve all Price Setting CPC.
- Refresh Price Setting CPC is launched
 - We let the possibility to the PAM team to refresh the Price setting whenever they want.
- OQLI is deleted
 - Everytime a OQLI is deleted and was link to a CPC, the CPC can be Editable again. In that case the Account Manager can change the committed price. For that reason the CPC Price Settings need to be updated


CPC Field Retrieved	Source	Business Rule
Freight	SLV44_Freight_Guidance__c . Freight Cost Guidance (converted at the CPC Original Currency & UOM)	We retrieve the Freight Guidance the same way as the Quote Record type : "Freight Cost"
Market Margin Policy Value	Volume Bracket.Market Margin Policy Value (converted at the CPC Original Currency & UOM)	Based on the RMP - Volume Bracket set in the CPC
Margin Policy %	Volume Bracket.Market Margin Policy %	Based on the RMP - Volume Bracket set in the CPC
EXW Asset Price Floor	Manufacturing plant. Price floor EXW (converted at the CPC Original Currency & UOM)	Based on the Manufacturing Plant SKU in the CPC
Variable Manufacturing Costs	Manufacturing plant. Variable Manufacturing Costs (converted at the CPC Original Currency & UOM)	Based on the Manufacturing Plant SKU in the CPC
Asset Margin Floor	Manufacturing plant.Asset Margin Floor (converted at the CPC Original Currency & UOM)	Based on the Manufacturing Plant SKU in the CPC
Transfer Cost	SLV44_Freight_Guidance__c . Freight Cost Guidance (converted at the CPC Original Currency & UOM)	We retrieve the Freight Guidance the same way as the Quote Record type : "Transfer Cost"
CPC Field Calculated	Calucation done in the code	

From a technical perspective when we retrieve the Price Settings CPC we :

1. Store the values retrieved in Number fields
2. Calculate dependent fields based on the CPC values

We do not use SF formula fields because we don't want that any value changes in the CPC is there is a later update on the price settings.

This feature makes sure that we always save all data that the Account Manager used to set his decision of the committed price

Price Guidance	<p>1. CPC."Market Margin Policy Value" is not empty</p> <p>a. if ("Market Margin Policy Value" = 0) {Price Guidance = empty } else</p> <p>a. Price Guidance = CPC. Market Margin Policy Value + CPC.Variable Cost + CPC. Freight</p> <p>2. If CPC."Margin Policy %" is not empty</p> <p>a. if ("Margin Policy %" = 0) {Price Guidance = empty } else</p> <p>b. Price Guidance = CPC. Variable Cost + CPC. Freight + (CPC.Variable Cost + CPC. Freight) * CPC. Margin Policy %</p> <p>c. Price guidance = (CPC. Variable Cost + CPC. Freight) / (1-CPC.Margin Policy %)</p>	<p>Business rule changed/update</p> <div style="border: 1px solid orange; padding: 10px; text-align: center;">  Unable to locate Jira server for this macro. It may be due to Application Link configuration. </div>
Price floor	<p>CPC.Price Floor = If (CPC.PricingCampaign.GBU = "Novicare") {</p> <ul style="list-style-type: none"> o if (CPC. PP_Asset_Margin_Floor__c = 0 or Empty) <ul style="list-style-type: none"> ▪ {CPC. SLV44_Floor_price__c = empty} else o CPC.Price floor = CPC . Asset Margin Floor + CPC. Variable Costs + CPC. Freight <p>}</p> <p>Else { CPC.Price floor = EXW Price floor + CPC. Freight }</p>	
Variable Cost	<p>CPC.Variable Cost = CPC .Variable Manufacturing Costs + CPC.Transfer Cost Guidance</p>	

2/ The process that set the CPC Price Setting

2.1/ CPC Creation

At Creation if we are not able to find a SLV44_Freight_Guidance__c, Volume Bracket, Manufacturing plant then, an error message does not allow the creation of the CPC.

If everything is found then the CPC is created the the price settings is set.

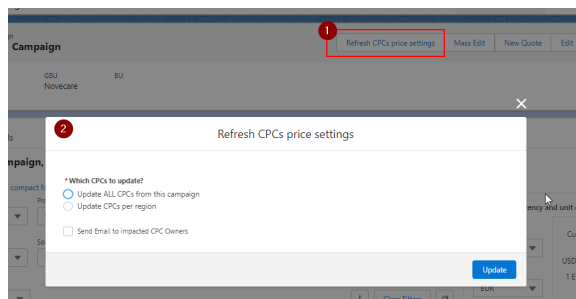
/!\ If Price Guidance or Price Floor is loaded at creation they will be overwritten by the CPC Price Setting calculation

2.2/ Refresh Price Setting CPC by PAM Team

The PAM team has a specific button available on the Pricing campaign.

This button is visible by the following Profile

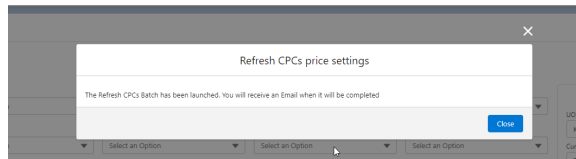
- "GBU Data Steward Lightning"



- “Sys Admin” & “Admin Lite”
- “Corporate Sales & Marketing Lightning”

The Button is also visible for users with the Custom Permission : PP_canRefreshCPCCustomSettings

The permission set : "**Can Refresh CPC Setting**" can be given to all PAM Team that handle CPC Price settings.

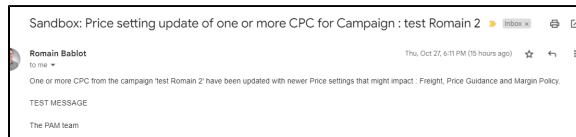


This button is only displayed if the Campaign is Open (Campaign.Closed = false)

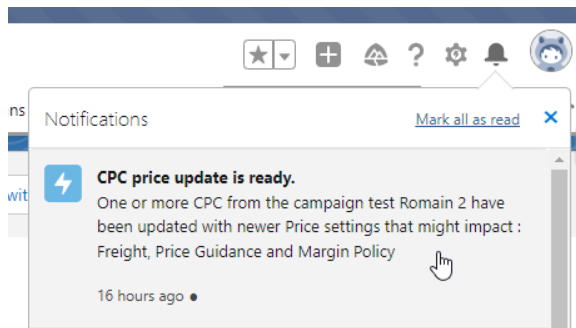


This allow the PAM team to launch the batch to refresh ALL CPC or Selected CPC from one specific region.

It let them the possibility to send an Email to impacted users with a specific text message.



When they click on Update , the batch starts in the background and the user can continue working.



When the Batch finishes,

1. the user that launched the flow will receive
 - a. an email that contains the number of success CPC update and a report link to ALL CPC that could not be updated.
2. Any Impacted CPC owner will receive
 - a. An Email that let them know that one or more CPC have been updated. This email contain the PAM team Text message
 - b. A Salesforce notification is also raised for the user.

2.3/ Refresh Price Setting CPC when a One Quote line is deleted

Every time a One Quote Line item linked to a CPC is deleted, the CPC Price Setting is update for that specific CPC except if the Pricing Campaign is Closed (IsClosed = true).