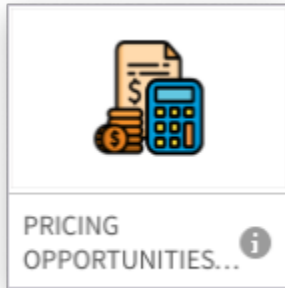


Pricing Opportunities

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i The Pricing Opportunity page is highlighting for a specific CPC (Ship to/Material/Incoterm) different analysis:

- Pricing Activity - what is the variation of my prices overtime time
- Age of the price - how 'old' is the price

Others analysis will be added in the future:

- Margin Dispersion (not yet available)
- Price increase to restore Unit ICM or ICM % (not yet available)
- Margin Erosion (not yet available)

The purpose of this page is to focus on value leakage - it has no link to SFDC opportunities.

Data accessibility is linked to the visibility model, if your profile does not allow to see costs/ICM data, you will not see all the information of this page!

This page is NOT accessible for Specialty Polymers users (CPC granularity is Ship to/Material/Incoterm)

Pricing Opportunities Navigation

✓ Analysis is done in Document Currency to avoid any FX impact

Pricing Opportunities Information

- Price variation as a 1% tolerance (Down - flat - Up)
- Order Pattern (frequency of sales)
 - **About every 6 month:** If during the first 6 months, there is 0-1 value of unit price during the first 6 months and also for the other 6 months;
 - **About every quarter:** If during the first 6 months, there are 2-3 values of unit price, and also for the other 6 months;
 - **Very Regular:** If during the first 6 months, there are 4 or more values of unit price and also for the other 6 months;
 - **Other:** when there are none of the above conditions
- **Age of the price**
 - new
 - 1-3 months old
 - 4-6 months old
 - more than 6 months old
- **Price evolution average** = (Average Unit price of L3M - average Unit Price of First 9 months)/Average unit price L3M
- **Focus** column is a combination of several criteria
 - Average price of the L3M > Previous 9 months
 - Price going up less often than down
 - Not part of the bottom 25% CPCs in term of sales