

Price Calculation in Quotation

Account Manager

Price calculation

ICARE System

The product pricing must be active
The pricing setting should match the region and currency from the quote
The product must be active
Today's date is between product pricing valid from and valid until

The system displays in the Pricing market the market segments from the product pricing that match the region and currency
Usually there is always the default pricing market which is the pricing setting with market segment empty
When there's no BLANK pricing market it means there is no pricing setting with market segment empty
In this case, the system displays the other market segments but nothing by default.
When there is no market segment, the list is empty and the account manager needs to contact the product manager

The pricing setting is a lookup field populated automatically in the quote line item based on the currency region from the quote and the selection made by the account manager in the pricing market field. Based on Pricing Setting, the following fields are populated in the CL: Lead time, MOQ, Incoterm, availability, order fulfillment, pricing market.

The system calculates the product bracket based on the annual volume input. The system checks the From and the To that contains the annual volume, and populates the Bracket and the Price List.

Fields that will trigger the price list update:
Discount -> pricing setting
Minimum Order Quantity -> pricing setting
Lead time -> pricing setting
PM App -> product bracket
Incoterm -> pricing setting
Lead time indicator - pricing setting

Product H4 Bracket contains 3 intervals
Bracket 1 From
Bracket 2 From
Bracket 3 From
Ratio
The ratio is a percentage that defines the increase of the price list.
So, the rule is:
If price is deviated, - the ratio is applied to deviated price
If price is not deviated, so the price list is kept and the ratio is applied over the price list
The system evaluates which Bracket contains the release order volume. Bracket 1 From, Bracket 2 From or Bracket 3 From.
The list price/deviated price is assigned to this bracket.
The higher order release volume is, the lower is the order release price.
The Bracket 1 From has the highest price, the Bracket 2 From the middle price and the Bracket 3 From is the lowest price.

When the checkbox "Deviates from standard brackets" is selected, an approval is needed.
The approval is calculated based on the routing matrix Local Empowerment and based on the pricing setting assigned to the CL.
The system gets the annual volume to match the product bracket and depending on the price deviation, the threshold defined in the product bracket is applied.

```

graph TD
    Start(( )) --> AddProducts[Add Products into the quote by searching the product name]
    AddProducts --> SelectProducts[Select products available from the list]
    SelectProducts --> SelectMarket[Select the pricing market]
    SelectMarket --> AddProductsQuote[Adds the products into the quote]
    AddProductsQuote --> FillVolume[Fill in the annual volume]
    FillVolume --> DeviatePrice[Deviates the price if needed and applies a discount]
    DeviatePrice --> DeviateIncoterm[Deviates the incoterm if needed]
    DeviateIncoterm --> SubmitQuote[Submits the quote for approval by clicking on Send for Approval button]
    SubmitQuote --> AlertMessage[A message is displayed to alert that price list was updated and the new information must be reloaded on CL(s)]
    AlertMessage --> UpdateVolume[Updates the annual volume or removes and adds the product again]
    UpdateVolume --> DeviatePrice
    UpdateVolume --> DeviateIncoterm
    UpdateVolume --> SubmitQuote
    UpdateVolume --> CheckOffer[Checks Offer Pricing per release order volume / checkbox and populates the order volume]
    CheckOffer --> DeviatePrice
    CheckOffer --> DeviateIncoterm
    CheckOffer --> SubmitQuote
    CheckOffer --> SelectDeviates[Selects the Deviates from standard brackets? checkbox]
    SelectDeviates --> UpdateInfo[Updates/updates the product brackets information]
    UpdateInfo --> ApproverDisplay[Approver displayed in the quote line item]
    ApproverDisplay --> End(( ))
    
```

ICARE System

Searches for the products that could be added into the quote and displays them in the screen

Searches for the market segments from the pricing settings to display in the pricing market field by default the system shows pricing market as BLANK. If there are more options, they are in the dropdown list

Creates the quote line item

Populates the pricing setting in the quote line item

Gets the price, MOQ, Lead Time, Incoterms, Brackets according to the annual volume

Saves the previous information in the quote line item when the quote line item is approved

Determines the approval according to routing matrix Local Empowerment

Checks for updates in the pricing setting or product bracket related to the CL(s)

changes selected?

NO
The quote is submitted for approval with the price calculated

YES
An alert is displayed to advise the account manager that quote needs to be updated

Product H4 Bracket contains 3 intervals
Bracket 1 From
Bracket 2 From
Bracket 3 From
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The ratio is a percentage that defines the increase of the price list.
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The list price/deviated price is assigned to this bracket.
The higher order release volume is, the lower is the order release price.
The Bracket 1 From has the highest price, the Bracket 2 From the middle price and the Bracket 3 From is the lowest price.

Gets the Product H4 Bracket related to the pricing setting populated in the quote line item

Creates 3 opportunity brackets linked with the quote line item

Displays the opportunity brackets

Saves the information in opportunity brackets and calculates the approval displayed in the quote line item

When the checkbox "Deviates from standard brackets" is selected, an approval is needed.
The approval is calculated based on the routing matrix Local Empowerment and based on the pricing setting assigned to the CL.
The system gets the annual volume to match the product bracket and depending on the price deviation, the threshold defined in the product bracket is applied.

Product Bracket Details

Product Bracket: PB-32390

Type: Product Bracket Details

From: 2,000.00

To: 100.00

Price: 100.00

Bracket Lead Time: 13 weeks

Bracket Incoterm: None

When the Product Hierarchy 4 is selected or updated in the Product page layout, the Product H4 Bracket linked to the Product Hierarchy 4 is automatically copied from the system into the pricing settings linked to the active product pricing for the product.

Price Update in Quotation

When the price list is updated, all the quotes in draft will be impacted.

The system will not update the draft quotes immediately, but only when the account manager clicks on "Send for Approval" button.

After clicking on the button, there's a message displayed on the top of the page, advising the account manager that there's new information in the price list for one or more specific products that must be updated into the quote.

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Sandbox: UAT

Search

The Price List for the product(s) TECNOFLON FOR 4353 *SM-CZ was updated, so please update the annual volume in order to bring the most updated information from the price list into the quote.

Product(s)

Product Info		Yearly Volume		Price & discount						
Product	Pricing Market	* Annual Volume	Bracket	Price List	Last Quote Price	Scatter Plot	Variation vs Price list	Quote Price (after discount)	Financial impact	Ratio
TECNOFLON FOR 335 *SM-CZ	BLANK	Kg40,067.00	12000 - 999999 Kg	40.60 EUR / Kg		Link	53.99%	EUR / Kg18.68	-878268.64 EUR	Otl
TECNOFLON FOR 4353 *SM-CZ	BLANK	Kg5,606.00	3000 - 11999 Kg	33.78 EUR / Kg		Link		EUR / Kg33.78	0 EUR	Co
TECNOFLON FOR 4353 *SM-CZ	BLANK	Kg5,000.00	3000 - 11999 Kg	33.00 EUR / Kg		Link		EUR / Kg33.00	0 EUR	-Nr

Send To Approval

He is forced to accept the changes, otherwise is not possible to submit the quote for approval.

The Account Manager needs to take one of the following actions:

- remove the product and add the product again by clicking on "Add Product" button
- update the annual volume for something different from the previous value (e.g. if the annual volume now is 2000, update it to 2001 and then back to 2000)

After that, the system loads the most recent price into the quote and the account manager is able to click on "Submit for Approval" button again in order to send the quote for approval and finalize the process.

Jira story

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

Auto-Maintain Feature

iCARE Auto-Maintained Epics Links:

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

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Diagram Flow: <https://app.diagrams.net/#G1WkhoxMnYdHxfplABdbuKjpo5s8OUvnw>

Which Prices can be auto-maintained?

The auto-maintain is an automation implemented in the system to automatically create/update/delete the price list for Korea, India and China. The process is running daily over night (GMT).

The auto-maintain was enabled manually for the pricing settings provided by the business (not all the pricing settings are auto-maintained) that match the following criteria:

- the pricing setting currency is USD (the auto-maintained is only working for USD currency)
- the pricing setting Region & Incoterms is one of the combinations in the table below:

Currency	Region	Incoterms
USD	China	EXW, CIP, CFR, CIF
USD	India	EXW, CIP, CFR, CIF
USD	Korea	DDP



Pricing Setting
PS-127984

Related

Details



Auto Maintained

Auto maintained in local currency? ⓘ



Pricing Setting Name

PS-127984

Product

[PK KT-880 GF30 BG20](#)

Product Pricing

[PP-104482](#)

Valid From

09/11/2022

Valid Until

31/12/2023

Product Pricing History

Commercial Status

Commercial

Lead Time Indicator ⓘ

16 weeks

Minimum Order Quantity

200.000

Incoterm

EXW

Display in views?



Region

China GCT

Market Segment

Product Manager

Mahesh Padigala

Owner

[Mahesh Padigala](#)

Currency

USD - U.S. Dollar

Currency

USD

Bracket Type

Annual Volume

Setting Comment

None

Abacus



Auto-Maintained From

The auto-maintain feature creates automatically Pricing Settings and Product Brackets with the price in the local currencies with specific Incoterms.

Region	Local Currency	Incoterms
China	CNY	DDP
India	INR	EXW
Korea	KRW	DDP

The “Auto maintained in local currency?” checkbox is **hidden** when

- the currency is not USD or
- the region is not China, India or Korea or

 Pricing Setting
PS-120976

Related

Details

Pricing Setting Name
PS-120976

Product
[PK KT-880 GF30 BG20](#)

Product Pricing
[PP-104482](#)

Valid From
09/11/2022

Valid Until
31/12/2023

Product Pricing History

Commercial Status
Commercial

Lead Time Indicator ⓘ
14 weeks

Minimum Order Quantity
200.000

Incoterm
CIP

Display in views?
☒

Region
Europe

Market Segment

Product Manager
Mahesh Padigala

Owner
[Mahesh Padigala](#)

Currency
EUR - Euro

Currency
EUR

Bracket Type
Annual Volume

Setting Comment
None

Abacus
☐

Auto-Maintained From

- the Product Pricing is not Valid.

 Product Pricing
PP-3333

Related

Details

Product Pricing Name
PP-3333

Product Family
Amodel

Product
[Test Product 2](#)

Currency
EUR - Euro

Owner
[Sebastien Petillon](#)

Valid_Active
☐

Valid ?


Product Manager
Matthias Eck

18D Product Pricing ID
a156000000jNdIAAU

Product Pricing Setup

Valid From
01/09/2022

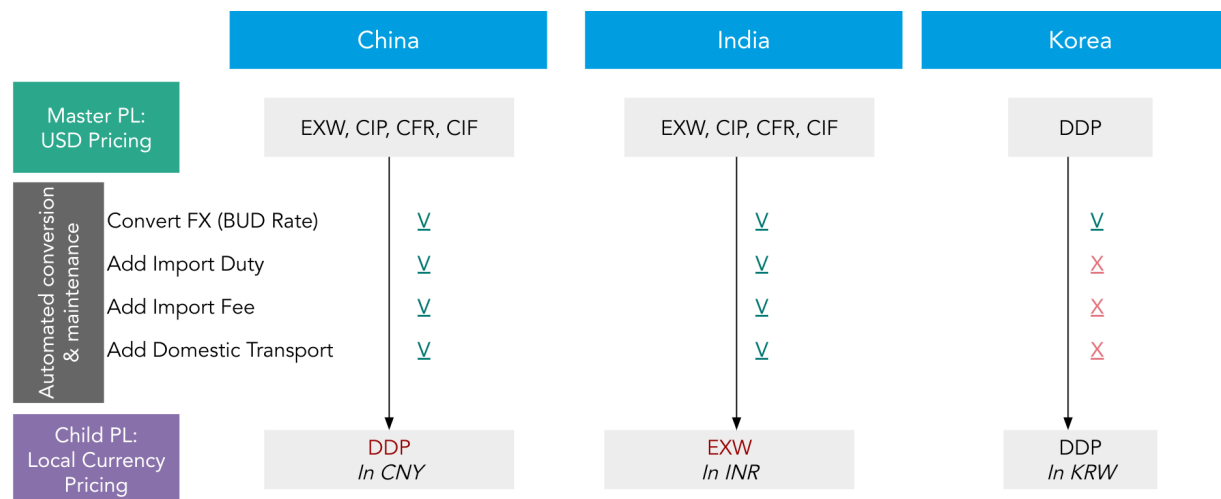
Created By
[Marco van der Mark](#), 06/04/2012 09:03

Valid Until
06/09/2022

Last Modified By
[Susana Alves](#), 06/09/2022 20:42

Auto_maintain price calculation:

Depending on the region and incoterms, the calculation of the price includes the conversion from USD to the local currency plus some extra charges like Import Duty, Import Fee and Domestic Transportation, also based on Product Family.



The local prices are calculated based on:

- Currency Exchange rate maintained in ICare - Manage Currencies rates in the setup
- Import duties, Import fees and Domestic Transport managed by SC in this file and uploaded in ICare in the custom object [Auto_Maintained_Price_Setting__c](#)
- The import duties and the additional charges can be different within one product family. eg. Ryton anti-dumping
- Any change to the Currency Exchange rates and or additional charges percentages will be reflected into the auto-maintained prices over night

In the [Auto_Maintained_Price_Setting__c](#), the system follows the logic below to determine the charges to apply:

- searches if the material group code exists
 - if yes, gets the import duty, import fee and domestic transportation changes from the record that matches (only one record per material group code)
 - if not, continues
- searches if the product family and pricing region exists
 - if yes, gets the import duty, import fee and domestic transportation changes from the record that matches (only one record per material group code)
 - if not, nothing to apply

Price Calculation Example

Local Currency Price = USD price * Currency Exchange Rate * (1+ import duty%+ duty fee% + domestic transportation%)

Example 1: PPS -R-7-121B / Import Duty: 214%

CNY price list = 10.62 USD/kg * 6.3 * (1+ 214% + 1% +1%) = 211.4 CNY/KG

Example 2: Veradel PESU A-301 GN001 import duty changes from 8.5% to 10%

INR new price/old price = (1+ 10%+1%+1%)/ (1+8.5%+1%+1%) = 1.01 1% increase in local price

Auto-maintained restrictions:

If the price is auto-maintained, perform the changes only into the parent price in USD.

Changes on USD Pricing Settings (MOQ, LT, order fulfillment, price, etc) or Product Brackets (price , approval%, etc) will be automatically cascaded daily into local currency Price Setting or Product Brackets.

The Product Manager can deactivate the auto-maintain feature - he goes into the Pricing Setting and deselect the checkbox "Auto maintained in local currency?"

Pricing Setting
PS-127984

Related
Details

Auto Maintained

☒ Auto maintained in local currency? ⓘ

Pricing Setting Name PS-127984	Product Manager Mahesh Padigala
Product PK KT-880 GF30 BG20	Owner Maahesh Padigala
Product Pricing PP-104482	Currency USD - U.S. Dollar
Valid From 09/11/2022	Currency USD
Valid Until 31/12/2023	Bracket Type Annual Volume
Product Pricing History	Setting Comment None
Commercial Status Commercial	Abacus ☐
Lead Time Indicator ⓘ 16 weeks	Auto-Maintained From
Minimum Order Quantity 200,000	
Incoterm EXW	
Display in views? ☒	
Region China GCT	
Market Segment	

The Product Manager can see if the auto-maintained is enabled or not, through the grids but he cannot change the auto-maintained field in Grids..

Sandbox: Auto-Maintained Pricing Setting PS-166263 has been **reactivated** Inbox x



Ahir Mathkar

to james.flock@solway.com, chang.liu@solway.com, Sindija.Vuskane@solway.com, roberta.navone@solway.com, me, gowtham.chalamcharla-ext@solway.com, paulo.mussinhati@solway.com, ahir.mathkar@solway.com



The auto-maintain was re-enabled for [PS-166263](#).

**Product Manager of
the reactivated
Pricing Setting:**

Ahir Mathkar

**Pricing Setting in
USD reactivated:**
PS-166263

AUTO MAINTAINED IN LOCAL CURRENCY? - if checked, indicates that the Pricing Setting in USD is enabled to be auto-maintained in the local currency (CNY, INR, KRW)

AUTO MAINTAINED - if checked, indicates that the Pricing Setting is created automatically through the auto-maintained feature.

Email Notifications sent to the Data Steward

There are 2 types of notifications that are sent to the data stewards:

- Every time the Product Manager deactivates an auto-maintained pricing setting

Sandbox: Auto-Maintained Pricing Setting PS-166263 has been disabled Inbox x



Ahir Mathkar

to james.flock@solway.com, chang.liu@solway.com, Sindija.Vuskane@solway.com, roberta.navone@solway.com, me, gowtham.chalamcharla-ext@solway.com, paulo.mussinhate@solway.com, ahir.mathkar@solway.com

9:07 AM (2 hours ago)



The auto-maintain was disabled for [PS-166263](#).

**Product Manager of
the deactivated
Pricing Setting:**

Ahir Mathkar

**Pricing Setting in
USD deactivated:
PS-166263**

- every time the Product Manager activates or re-activates the auto-maintain in a pricing setting

Sandbox: Auto-Maintained Pricing Setting PS-166263 has been reactivated Inbox x



Ahir Mathkar

to james.flock@solway.com, chang.liu@solway.com, Sindija.Vuskane@solway.com, roberta.navone@solway.com, me, gowtham.chalamcharla-ext@solway.com, paulo.mussinhate@solway.com, ahir.mathkar@solway.com

9:14 AM (2 hours ago)



The auto-maintain was re-enabled for [PS-166263](#).

**Product Manager of
the reactivated
Pricing Setting:**

Ahir Mathkar

**Pricing Setting in
USD reactivated:
PS-166263**

The actions that need to be taken by the Data Steward are:

- when the auto-maintained was deactivated on the pricing setting in USD:
 - Go into the Pricing Setting record received on the email, click on Product Pricing, tab Related, Pricing Settings, View All and open the Pricing Setting in the Local Currency
 - update Auto-Maintained field on the Pricing Settings in the local currency to false
 - keep the Auto_maintained From Id
- update the Auto-Maintained field on the Product Brackets in the local currency to false
- keep the Auto_maintained From Id



Pricing Setting PS-125209

Related

Details

This price is automaintained: make sure to only perform changes into the parent PL in USD.

These prices are refreshed daily based on the value of the parent PL in USD: any changes performed on this PL will be overwritten.

Pricing Setting Name

PS-125209

Product Manager

Maresh Padigala

Product

[PK KT-880 GF30 BG20](#)

Owner

[Maresh Padigala](#)

Product Pricing

[PP-104482](#)

Currency

CNY - Chinese Yuan

Valid From

09/11/2022

Currency

CNY

Valid Until

31/12/2023

Bracket Type

Annual Volume

Product Pricing History

Setting Comment

NOTE: Prices do NOT include VAT.

Commercial Status

Commercial

Abacus



Lead Time Indicator ⓘ

16 weeks

Auto-Maintained From

[PS-127984](#)

- when the auto-maintained was re-activated on the pricing setting in USD:
 - Go into the Pricing Setting record received on the email, click on Product Pricing, tab Related, Pricing Settings, View All and open the Pricing Setting in the Local Currency
 - update the field Auto-Maintained in the Pricing Setting in the local currency to true
 - confirm that Auto-Maintained From field is populated with the Pricing Setting in USD
 - update the field Auto-Maintained Product Brackets in the local currency to true
 - confirm that Auto-Maintained From field is populated with the Product Bracket in USD
- when the auto-maintained was activated for the first time on the pricing setting in USD:
 - Go into the Pricing Setting record received on the email, click on Product Pricing, tab Related, Pricing Settings, View All and open the Pricing Setting in the Local Currency
 - update the field Auto-Maintained in the Pricing Setting in the local currency to true
 - update the Auto-Maintained From field with the Pricing Setting in USD
 - update the field Auto-Maintained Product Brackets in the local currency to true
 - update the Auto-Maintained From field with the Product Bracket in USD

Manage people that receive auto-maintain notifications:

There is a custom metadata named [PP Control Panel](#) to configure the emails from the people that is added in the CC of the email, to receive the notifications when the product manager deactivates or re-activates the auto-maintain.

PP Control Panel



PP Control Panel Detail

[Edit](#) [Delete](#) [Clone](#)

Label default

Protected Component



PP Control Panel Name default

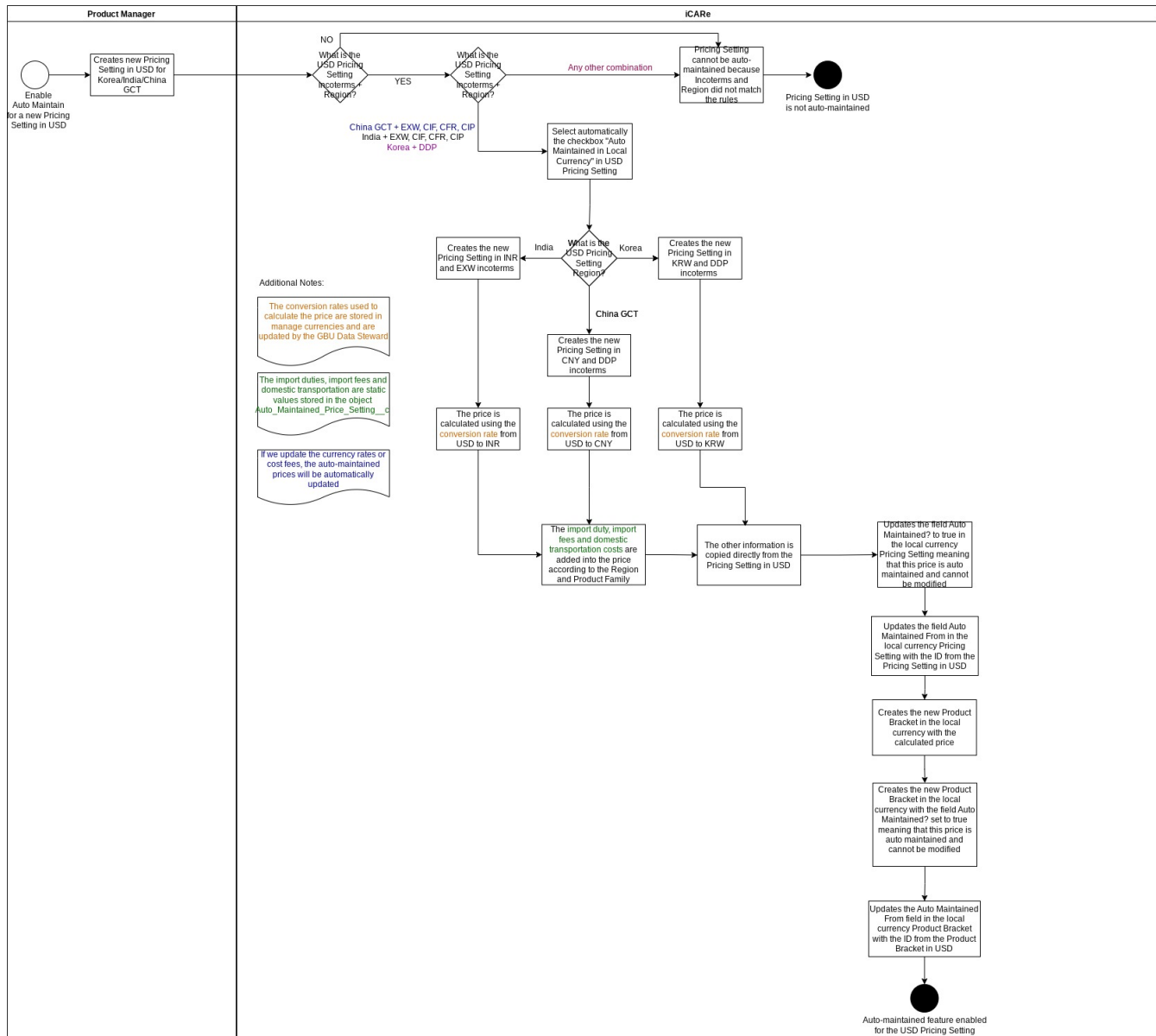
Namespace Prefix

Email(s) [james.flock@solway.com](#) [chang.liu@solway.com](#) [sindija.vuskane@solway.com](#) [paulo.mussinhate@solway.com](#) [natacha.prenen@solway.com](#)

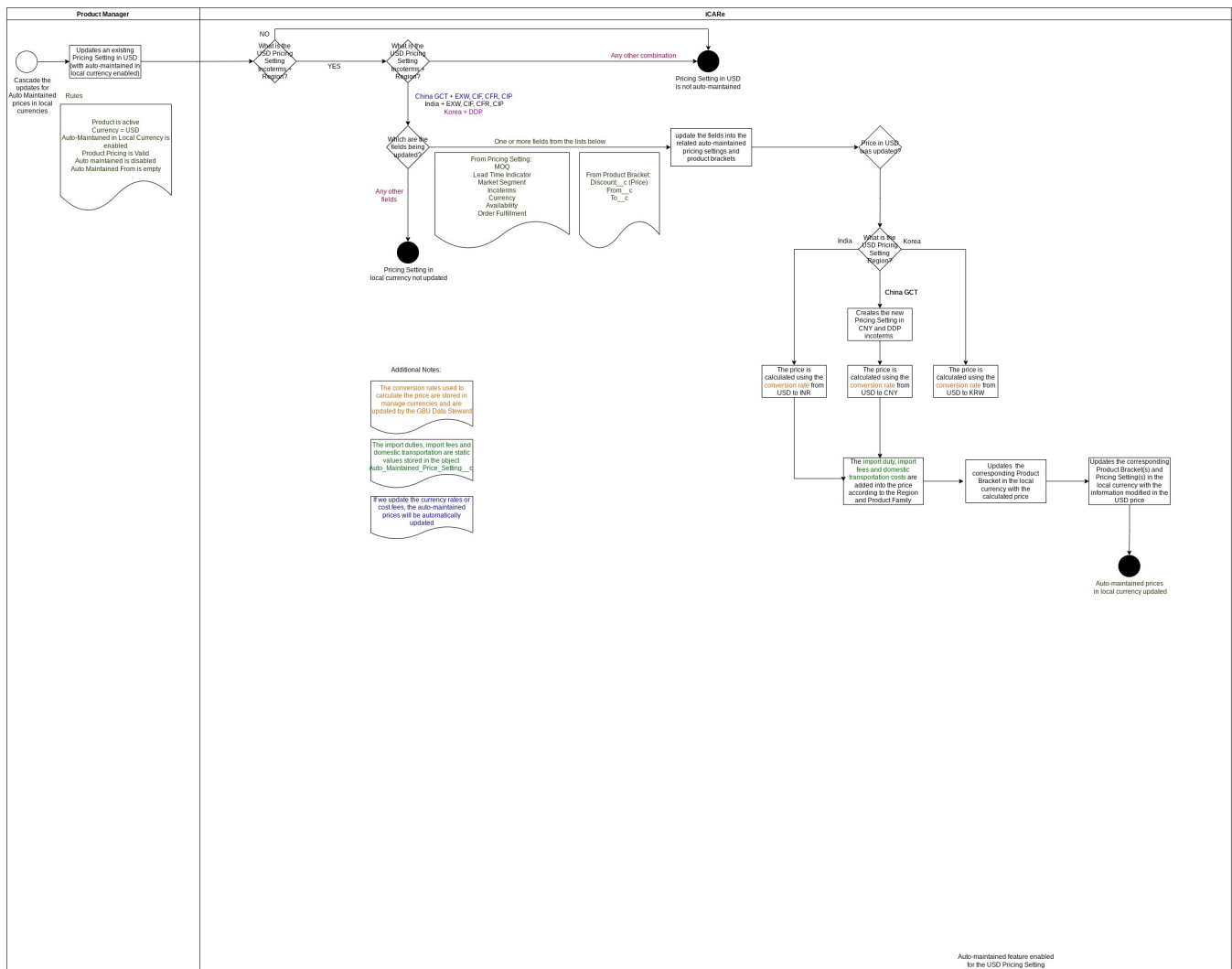
Created By [Admin User](#) 06/12/2022 12:35

Last Modified By [Admin User](#) 17/01/2023 11:15

Auto-Maintain process when a new Pricing Setting in USD is created



Auto-Maintain process when an existing Pricing Setting in USD is updated



Auto-Maintain process when the auto-maintained feature is disabled for an existing Pricing Setting in USD

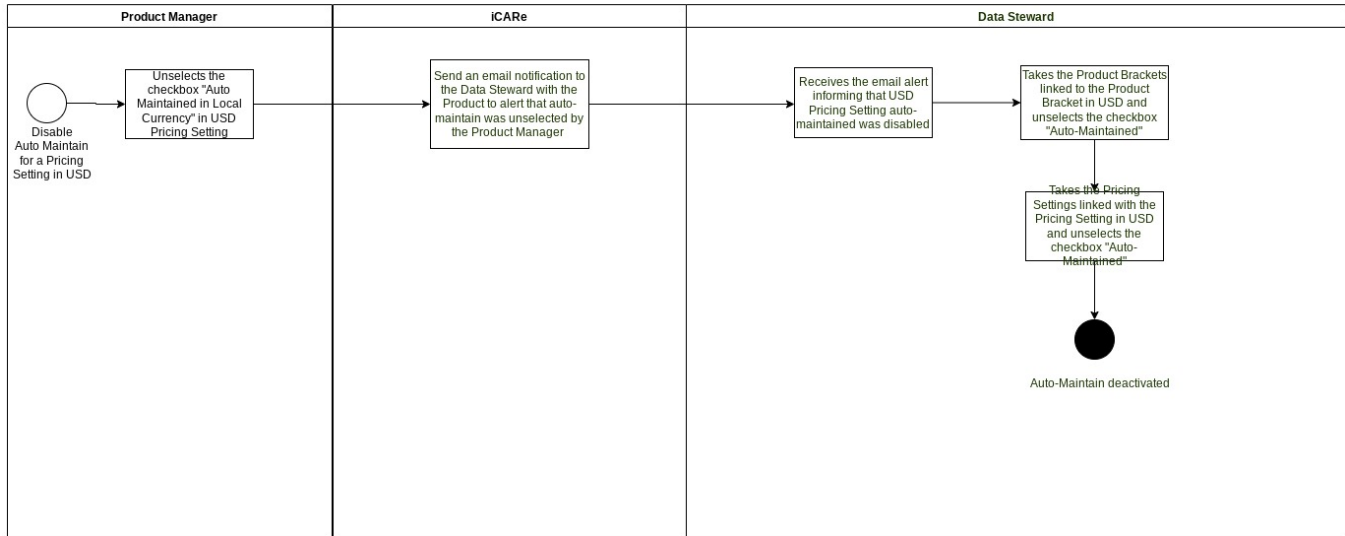
Including the manual steps that must be performed by the data stewards

**Disable the Auto-Maintain for a certain USD Price
Ask the Data Steward to perform it.**

The automated process is not prepared to adjust the Pricing Setting and Product Bracket(s) records in the local currency accordingly.

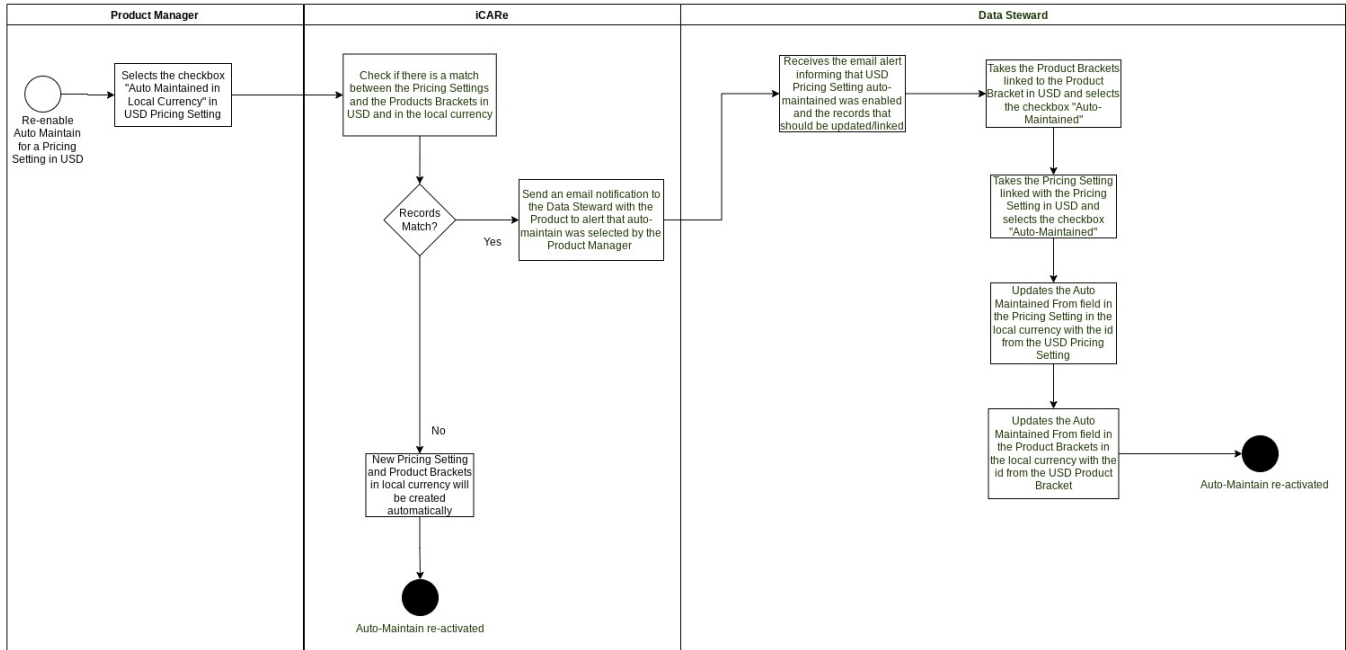
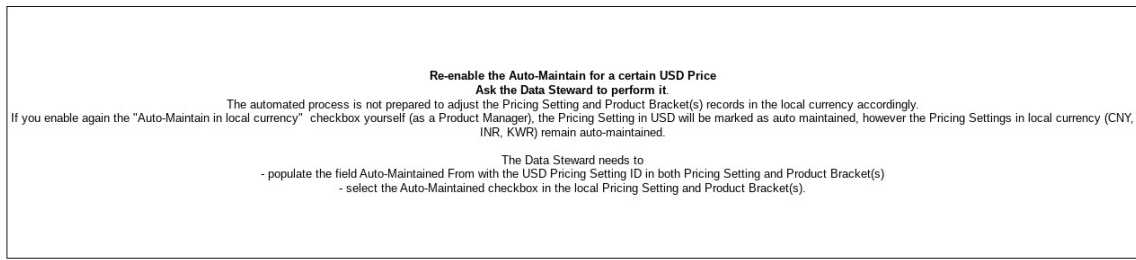
If you disable the "Auto-Maintain in local currency" checkbox yourself (as a Product Manager), the Pricing Setting in USD will be marked as not auto maintained anymore, however the Pricing Settings in local currency (CNY, INR, KWR) remain as auto-maintained.

The Data Steward needs to clean the field Auto-Maintained From and uncheck the Auto-Maintained checkbox in the local Pricing Setting and Product Bracket(s).



Auto-Maintain process when the auto-maintain feature is reactivated for an existing Pricing Setting in USD

Including the manual steps that must be performed by the data stewards



IMPORTANT REMARK ABOUT AUTO-MAINTAIN

If a product is set to inactive, the product manager must contact the data steward to disable the auto-maintain feature in all the pricing settings in USD linked to this product.

What needs to be done is:unselect the field "Auto maintained in local currency?" on pricing settings in USD.

Pricing Setting
PS-127845

Related

Details

Auto Maintained

Auto maintained in local currency? ⓘ
☐

Pricing Setting Name
 PS-127845

Product
[PVDF 1015/1001](#)

Product Pricing
[PP-104395](#)

Product Manager
 Florence BUSSOD

Owner
[Florence BUSSOD](#)

Currency
 USD - U.S. Dollar

Product H4 Brackets creation

When a product hierarchy 4 is created, 3 product H4 brackets are created and the prices proposed for each range From-To are calculated based on the Ratio field.

Product H4 Bracket
PH4B-0002715

Related

Details

▼ Bracket for order release quantities

Product Hierarchy 4

[Aquivion](#)

Product H4 Name

Aquivion

Unit of Measurement

Kg

Bracket 1 From

0

Bracket 2 From

1,000

Bracket 3 From

10,000

▼ Price discount

Ratio

5.00%

▼ System Information

Created By

 [Admin User](#), 28/04/2022 12:05

Last Modified By

 [Admin User](#), 28/04/2022 12:05

```
File Edit Selection View Go Run Terminal Help
ECCOSalesQuoteService.cls - solvay UAT - Visual Studio Code

EmailOfferPdf.page Opportunity_Line_Item_Handler.cls ECCOSalesQuoteService.cls X OpportunityUtil.cls package.xml

force-app > main > default > classes > ECCOSalesQuoteService.cls
294 Decimal minimumOrderQuantity = settingsById.get(oli.Pricing_Setting__c).Minimum_Order_Quantity__c;
295 productH4Bbracket = productH4BbracketByPricingSettingIdMap?.get(oli.Pricing_Setting__c);
296 if(productH4Bbracket != null){
297     String unitOfMeasurement = settingsById.get(oli.Pricing_Setting__c).Unit_of_Measurement__c;
298     bracket1From = convertBracketValue(unitOfMeasurement, productH4Bbracket.Basket_1_From__c);
299     bracket2From = convertBracketValue(unitOfMeasurement, productH4Bbracket.Basket_2_From__c);
300     bracket3From = convertBracketValue(unitOfMeasurement, productH4Bbracket.Basket_3_From__c);
301     bracket1To = adjustBracketValueByMeasurement(unitOfMeasurement, convertBracketValue(unitOfMeasurement, productH4Bbracket.Basket_2_From__c));
302     bracket2To = adjustBracketValueByMeasurement(unitOfMeasurement, convertBracketValue(unitOfMeasurement, productH4Bbracket.Basket_3_From__c));
303
304     if(bracketOrigin == ECCOSalesQuoteConstants.RELEASE_ORDER_BRACKET_TYPE_ORIGIN_OFFER_PRICE){
305
306         ratio = productH4Bbracket.Ratio__c / 100;
307         price = oli.Deviated_Price__c != null ? oli.Deviated_Price__c : oli.UnitPrice__c;
308
309         if(oli.Quantity__c >= bracket3From) {
310             //large bracket
311             bracket1Price = price * (1 + ratio);
312             bracket2Price = price * (1 + 2.0/3.0 * ratio);
313             bracket3Price = price;
314         } else if(oli.Quantity__c >= bracket2From) {
315             //medium bracket
316             bracket1Price = price * (1 + ratio) / (1 + 2.0/3.0 * ratio);
317             bracket2Price = price;
318             bracket3Price = price / (1 + 2.0/3.0 * ratio);
319         } else {
320             //small bracket
321             bracket1Price = price;
322             bracket2Price = price * (1 + 2.0/3.0 * ratio) / (1 + ratio);
323             bracket3Price = price / (1 + ratio);
324         }
325     } else {
326         bracket1Price = price;
327         bracket2Price = price;
328         bracket3Price = price;
329     }
330     toReturn.put(oli.Id, new List<Opportunity_Basket__c>());
331
332     if(bracket1To > minimumOrderQuantity) {
333         Opportunity_Basket__c basket = createOppBracket(minimumOrderQuantity, minimumOrderQuantity, bracket1To, bracket1Price, oli, accMap.get(oli.Id));
334         toCreate.add(basket);
335         toReturn.get(oli.Id).add(basket);
336     }
337     if(bracket2To > minimumOrderQuantity) {
338         Opportunity_Basket__c basket = createOppBracket(minimumOrderQuantity, bracket2From, bracket2To, bracket2Price, oli, accMap.get(oli.Id));
339         toCreate.add(basket);
340         toReturn.get(oli.Id).add(basket);
341     }
}
```

Price List Data Model