

# Product Costing

## Product Costing

### Objectives & Values

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

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

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- I calculate the variance in cost collectors (production orders)
- I check the maximum quantity used in the product cost collectors
- I create an additive cost
- I distribute actual cost in cost object hierarchy (the material codes)
- I distribute actual cost to activity types
- I execute price calculation for activities
- I perform the settlement of cost collector
- I reevaluate actual price of Cost collector
- I update an additive cost
- PF2 Local team not able to declare production (MFBF)
- I run the monthly standard cost calculation
- I upload the activity type price
- I validate the process of calculation
- I validate the result of the calculation
- Process Orders procedure (WP2 vs WPX)

### Manage Commitments in the CRM will help you by:

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- View the commitments you need to commit on as a Sales Rep (Assigned and Rejected) in one place
- View the commitments you need to review as a Product Manager and take action in one place

• **As a Sales Rep:**

- View all the commitments on which I need to commit
- Commit for a price on an assigned commitment
- Commit again on a rejected commitment

• **As a Product Manager:**

- View all the commitments I need to approve or reject
- Approve or Reject a commitment

• **As a pVelocity admin in Salesforce:**

- Edit any commitment regardless of its status and if it frozen or not



### Need Help?

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