

Manage and implement your pricing strategies with a comprehensive solution

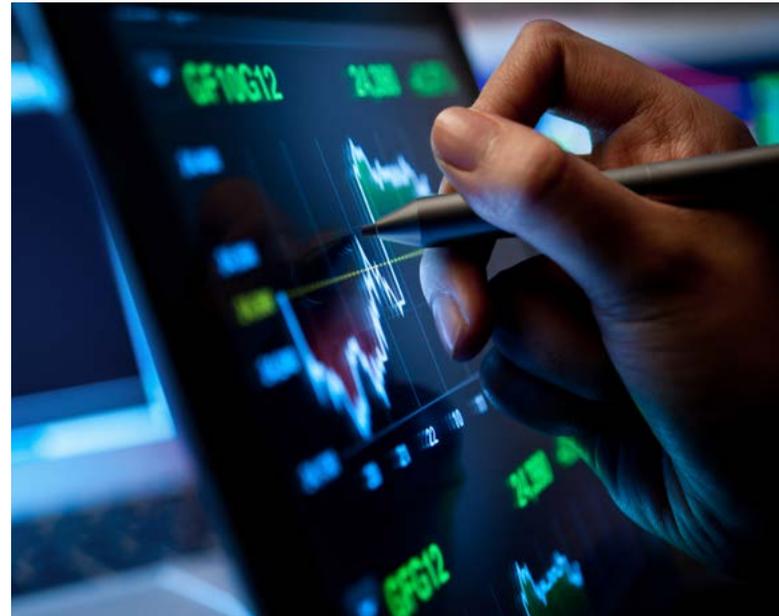


Tackle pricing challenges with smart price management

As disruptive global developments create greater complexity, it's important to have **clear visibility into your pricing and incentive strategy** for customers, manufacturers, and channel partners.

You need a more comprehensive view and increased management of the wide variety of pricing scenarios and incentives offered. This includes having oversight with price administration to efficiently maintain and improve pricing; deal management to gain visibility into complex promotions and programs; price execution to determine correct prices for purchasable products; and price analytics to establish true margin and gross-to-net information by evaluating pricing, incentives, and revenue-sharing programs.

Extending the value of your suite of intelligent business solutions from SAP deployed on SAP Business Technology Platform will also provide vertical capabilities that deliver true business value.



Manage complex pricing more efficiently and easily

The SAP Extended Price Management solution by Vistex supports you from agreement initiation to buy-side and sell-side analytics. This comprehensive industry cloud solution includes user-friendly layouts and intuitive functionality, allowing you to adjust prices without delay, execute mass pricing updates, automate maintenance, and reduce hours of manual processes.



SAP Extended Price Management can save you time and free up resources by getting prices into your system more efficiently and evaluating pricing data. You can run formulas and calculations to drive prices, helping you evaluate programs and rebates to determine true profitability.

The solution also extends the value of SAP S/4HANA through:

- Price administration: Maintain and improve pricing more efficiently and intelligently
- Deal management: Gain visibility into complex promotions and programs with variable qualifications at the time of sale
- Price execution: Determine the correct price for purchasable products more simply and easily
- Price analytics: Establish true margin and gross-to-net information by evaluating pricing, incentives, and revenue-sharing programs

Simplify pricing administration

To avoid errors while maintaining prices in your order entry or materials management system, you need a solution that allows users to enter pricing efficiently, providing the visibility to review proposed adjustments and make accurate changes in a timely manner.

Comprehensive price administration and workflow tools in SAP Extended Price Management help you perform mass maintenance of pricing and effective dates, validate pricing according to business-defined price policies, and conduct and track reviews and approvals.

The solution makes pricing administration easier with user-defined formulas and logic to help you derive sales prices from other products (from the same or a similar product family), commodity costs, consumer price indexes, or costs of bills-of-materials components.

SAP Extended Price Management lets you:

- Approve and validate pricing systematically without duplication
- Automatically update records with mass maintenance of pricing and effective dates
- Gain visibility from time of sale into deal management with multiple products
- Analyze the true margin of products or agreements
- Conduct and track reviews and approvals
- Communicate prices using catalogs or price lists (complete or delta catalogs)
- Create price proposals for review and publishing

Analyze pricing strategy success

In today's rapidly changing business environment, it is not enough to just manage pricing structures; you also need to appraise the success of your pricing strategies.

With visibility into margins, incentives, and revenue sharing, SAP Extended Price Management helps you comprehensively evaluate and set pricing. The solution analyzes proposed pricing to determine true margin and show the gross to net – component by component – for individual products, for a product line, or for an agreement.

Benefits of this functionality include the ability to:

- Manage pricing, incentives, and revenue sharing by analyzing proposed pricing to determine true margin
- Show the gross to net, component by component, for individual products, for a product line, or for an agreement
- Model customer demand and price sensitivity, analyze margins, and set pricing



Summary

The SAP Extended Price Management solution by Vistex – an industry cloud solution deployed on SAP Business Technology Platform – helps you manage and implement your corporate pricing strategies. It includes functionality for price administration, deal management, price execution, and analytical reporting.

Objectives

- Improve profitability by reducing the cost of goods and optimizing vendor program performance
- Streamline processes, claim outstanding balances due, and attain unrealized earnings
- Gain maximum program value by using compelling and interactive visualizations, individualized dashboards, and advanced, real-time analytical tools

Solution

- Price and margin management
- Price administration, with user-defined formulas and logic
- Deal management
- Price analytics to evaluate pricing, incentives, and revenue-sharing programs
- Price execution to determine correct prices more simply and easily

Benefits

- Optimize prices and margins
- Analyze current pricing and “what-if” scenarios within the solution without replicating data
- Create, track, and approve price proposals for review and publishing
- Automatically update mass price changes and effective dates
- Gain visibility from time of sale into deal management with multiple products

Learn more

Find out more about SAP Extended Price Management by viewing this [video](#).