

pricefx



CAPABILITY OVERVIEW

Pricefx Agreements



Pricefx Agreements

Transform how you manage agreements - automate complex customer and supplier deals for smarter, faster business decisions.



Pricefx Agreements gives manufacturers and distributors a connected, data-driven environment to design, calculate, execute, and monitor agreement-based pricing across the lifecycle. It replaces manual, disconnected processes with a flexible engine that handles everything from simple discounts to sophisticated formulas, SPAs, and contract pricing.

With Agreements, pricing, sales, finance, and procurement teams can:

- ✓ **Capture terms, formulas, and indexes in one governed repository.**
- ✓ **Build formulas and approval flows with visual no-code tools.**
- ✓ **Recalculate prices automatically as costs, indexes, or volumes shift.**
- ✓ **Simulate agreement structures before committing to changes.**
- ✓ **Track performance with inline analytics and alerts.**
- ✓ **Sync prices across ERP, CPQ, and eCommerce systems.**
- ✓ **Eliminate spreadsheets with centralized agreement control.**



The result:

Fewer errors, faster updates, stronger margins, and a transparent, auditable process for customer (or supplier) agreements.

THE CHALLENGE

Manual Agreements Create Risk, Cost, and Complexity



Many organizations still manage long-term contracts, formula- and index-based pricing, and special agreements through condition records, email, or spreadsheets. Over time, this leads to opaque formulas, inconsistent execution, and performance gaps across regions, products, and business units.

On the front lines:



Pricing and commercial teams

Pricing and costing teams struggle to maintain thousands of agreement records with complex rules, formulas, caps, and exceptions.



Sales teams

Sales teams lack a single view of active agreement terms by customer, product, and date, causing delays, disputes, and margin shortfalls.



Finance teams

Finance teams have poor visibility into agreement performance versus benchmarks, forecasts, and market indexes.

When markets or indexes shift, updating agreement prices becomes slow and error-prone. Fragmented data and manual approvals delay even simple changes across agreement types.



The impact:

- Margin leakage from outdated customer prices or misapplied surcharges.
- Profit erosion from inaccurate formula recalculations.
- Limited visibility into agreement performance by customer and product. Rising disputes and audit exposure from manual errors.

Without unified agreement design, execution, and monitoring, teams move too slowly or use manual workarounds - risking profitability and customer trust.

CAPABILITY OVERVIEW

What Is Pricefx Agreements?

Pricefx Agreements provides a centralized, intelligent environment to design, calculate, and publish agreement-based pricing across customers, products, and channels.

It connects seamlessly with ERP, CRM, CPQ, and eCommerce systems, bringing together cost, market, and transactional data to power consistent pricing. The platform applies formulas, indexes, and rules to generate accurate contract prices, from simple discounts to complex SPAs.

Once validated, agreement prices flow directly into orders, ensuring every transaction in an operational system reflects current terms, margins, and governance.

Customer Agreement (Formula-based customer price calculation)

The screenshot displays the 'Customer Agreement' interface. On the left, a table lists items with columns for Label, Condition Type, Date Added, Active status, and Calculation Period. The 'Formula Based Pricing Type' is selected. On the right, the 'Formula Based Pricing Type' details are shown, including 'Input Parameters' and 'Calculations'.

Label	Condition Type	Date Added	Active	Calculation Period
Scenario A	AGR_FormulaBased...	7 months ago	✓	Month
Formula Based Pricing Type	AGR_FormulaBased...	7 months ago	✓	Month
Scenario B	AGR_FormulaBased...	7 months ago	✗	Month
Formula Based Pricing Type	AGR_FormulaBased...	7 months ago	✗	Month

Formula Based Pricing Type

Input Parameters

Label	Calculation Result
Is Active	true
Calculation Outputs Result Matrix	Show
Forecast Calculation Outputs Result Matrix	Show
Calculation Traces Result Matrix	Show
Warning Matrix	Show

Revenue

Label	Calculation Result
Forecast	43,519,078.38
Historical	33,871,433.35
Change	9,647,645.03

Margin

Label	Calculation Result
Forecast	43,518,887.73
Historical	15,264,605.97
Change	28,254,281.76

Centralized Formula Repository (Visual formula designer)

The screenshot displays the 'Centralized Formula Repository' interface. It shows a visual formula designer with a 'Formula' section and a 'Result' section. The formula is built using a drag-and-drop interface with variables and operators.

Formula

set Period to Calculation Period with Label Calculation Period with Value Monthly Is Broadcasted Yes

set AmmoniaLag to Integer Input with label Ammonia Lag Is Broadcasted Yes

set Ammonia to Price → Raw Material: Ammonia , Target Date: Target Date , Lag: AmmoniaLag , Calculation Period: Period × Decimal Input with label Ammonia Factor Is Broadcasted Yes

set NaturalGasLag to Integer Input with label Natural Gas Lag Is Broadcasted Yes

set NaturalGas to Price → Raw Material: Natural Gas , Target Date: Target Date , Lag: NaturalGasLag , Calculation Period: Period × Decimal Input with label Natural Gas Factor Is Broadcasted Yes

set CyclohexaneLag to Integer Input with label Cyclohexane Lag Is Broadcasted Yes

set Cyclohexane to Price → Raw Material: Cyclohexane , Target Date: Target Date , Lag: CyclohexaneLag , Calculation Period: Period × Decimal Input with label Cyclohexane Factor Is Broadcasted Yes

set PropyleneLag to Integer Input with label Propylene Lag Is Broadcasted Yes

set Propylene to Price → Raw Material: Propylene Polymer Grade , Target Date: Target Date , Lag: PropyleneLag , Calculation Period: Period × Decimal Input with label Propylene Factor Is Broadcasted Yes

Result

Ammonia × NaturalGas × Cyclohexane × Propylene × Decimal Input with label Nylon Polymer PP Adder Is Broadcasted Yes

Formula Detail

“(Ammonia * Factor1) + (Natural Gas * Factor2) + ...”

BENEFITS

Why Pricing, Sales, Finance & Procurement Teams Choose Pricefx Agreements



Pricefx Agreements transforms agreement pricing from manual chaos into a unified platform for defining terms, managing formulas, automating recalculations, and tracking performance. It empowers pricing, sales, and finance teams to execute faster, cut risk, and boost margins.

For Pricing & Commercial Teams

- Standardize structures and logic across regions and business units
- Manage formulas with visual no-code tools and auto-recalculations
- Simulate structures before commitments on cost or index shifts



For Sales & Account Management

- Access approved terms from CRM, CPQ, or quoting tools
- See formulas drive prices and margins per customer
- Negotiate renewals with scenario analysis to cut disputes

For Finance & Operations

- Align prices to margins, benchmarks, and recovery rules
- Track performance by customer, product, or region
- Audit versions and eliminate manual spreadsheet workflows



BENEFITS

What Pricefx Agreements Delivers

Pricefx Agreements delivers the flexibility and control that modern organizations need to manage complex agreements. It combines a robust formula engine with lifecycle workflows, analytics, and integrations to keep your agreements accurate, current, and transparent.



1

Centralized Agreement Repository

- Single source of truth for customer agreements, terms, and history
- Master templates with regional and account variations
- Links to formulas, indexes, and reference data

2

Formula & Index-Based Pricing Engine

- Visual builder for logic with costs, indexes, FX, and caps
- Automatic recalculation on driver changes—no manual updates
- Consistent formula treatment

3

Agreement Lifecycle & Governance

- Collaboration workflows allowing teams to work in parallel on an agreement
- Configurable approvals by margin, role, or region
- Full audit trails for compliance

4

Simulation & Scenario Analysis

- What-if analysis for formulas and terms before renewal
- Side-by-side comparisons with forecast data
- Margin impact evaluation by customer and product

5

Real-Time Execution & Integration

- Publishes prices to ERP, CPQ, CRM, and eCommerce
- Flexible condition record structures that align with ERP pricing formats
- Event-driven API updates for on-demand pricing

6

Analytics & Actionable Insights

- Dashboards for revenues, margins, and utilization vs. benchmarks
- Alerts for expirations or underperforming agreements
- Aligned with Pricefx Agents

CUSTOMER STORIES & OUTCOMES

Real Results from Agreement Driven Organizations

Global manufacturers and distributors use Pricefx Agreements to modernize contract pricing, boost accuracy, and cut manual effort.



Process Manufacturer

Centralized formula agreements and replaced spreadsheets resulting in reduced monthly updates and improved performance visibility.



Building Products Company

Automated supplier formula updates in SAP, cutting PO validation time and overpayment risk.



Chemicals Producer

Linked agreements to spot pricing for consistent margins and fewer customer service issues.



Global Industrial Enterprise

Unified agreements with shared analytics for better renewal decisions and margin oversight.

Across industries, Pricefx Agreements delivers accurate, market-aligned pricing that reduces risk and accelerates execution.

GETTING STARTED

Turn Agreements into a Strategic Advantage

Move from fragmented, spreadsheet-driven agreements to a single, governed platform for pricing logic, contracts, and execution. Pricefx Agreements delivers control, consistency, and confidence, driving predictable profitability, fewer disputes, and smarter decisions across teams.



Request a live demo tailored to your agreement types, formulas, approval flows, and system landscape.

See It in Action

Learn More

Explore related resources on the [Agreements page](#), or see how [complementary Pricefx capabilities](#)—such as Agents, Rebates, Channel Management, and AI Optimization—help pricing and sales teams make smarter, faster price decisions.