



pricefx

June 2023

PAPER PLANE 11 RELEASE

www.pricefx.com/paperplane

v1.09

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PAPER PLANE 11
COMING ON
JUNE 25th, 2023

What's Coming with Paper Plane 11

Overview

BUSINESS

ACTIONABLE INSIGHTS

Proactive business opportunity and risk detection with relevant contextual actions to follow up on the specific situation

ENHANCED OPTIMIZATION USE-CASES

Multiple use-cases easily deployable using Pricefx Accelerators to realize value and start leveraging the benefits of optimal prices faster

USABILITY AND OTHER IMPROVEMENTS

Multiple user-oriented improvements across Pricefx application capabilities, focused on Price Setting and Quoting

CONFIGURATION / TECHNICAL

VISUAL CONFIGURATION

Improved and generally released Price Strategy Designer and introducing Workflow Designer, to enable you to configure visually and without coding

FRONT-END API

New Front-end API to embed Pricefx into any 3rd party application through iFrame and use visual mapping of fields for basic integration scenarios

INTEGRATION WITH SAP S/4HANA

Pricefx productized integration with SAP S/4HANA through SAP BTP Integration Suite is available and enabling common use-cases

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ACTIONABLE INSIGHTS



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PROACTIVE BUSINESS OPPORTUNITY AND RISK DETECTION



Continuously identifies gaps and opportunities, and allows a user to choose the optimal course of action

User-oriented setup of “**pattern**” detections (based on any data threshold, time period or segment comparison)

Data-driven - leveraging any **Datamart data** and/or **Optimization outputs**

Consisting of **rules, alerts and follow-up Actions** created from a selected context

Alerts pushed to the Notification Center;
Actions (recommendations) available from Homepage

Typical Use-Cases for Actionable Insights

CHURN RISK

- **Detection** based on decreasing trend across volume, revenue or margin

MARGIN OPPORTUNITY

- **Detection** driven by segment-based comparison of actual margin value

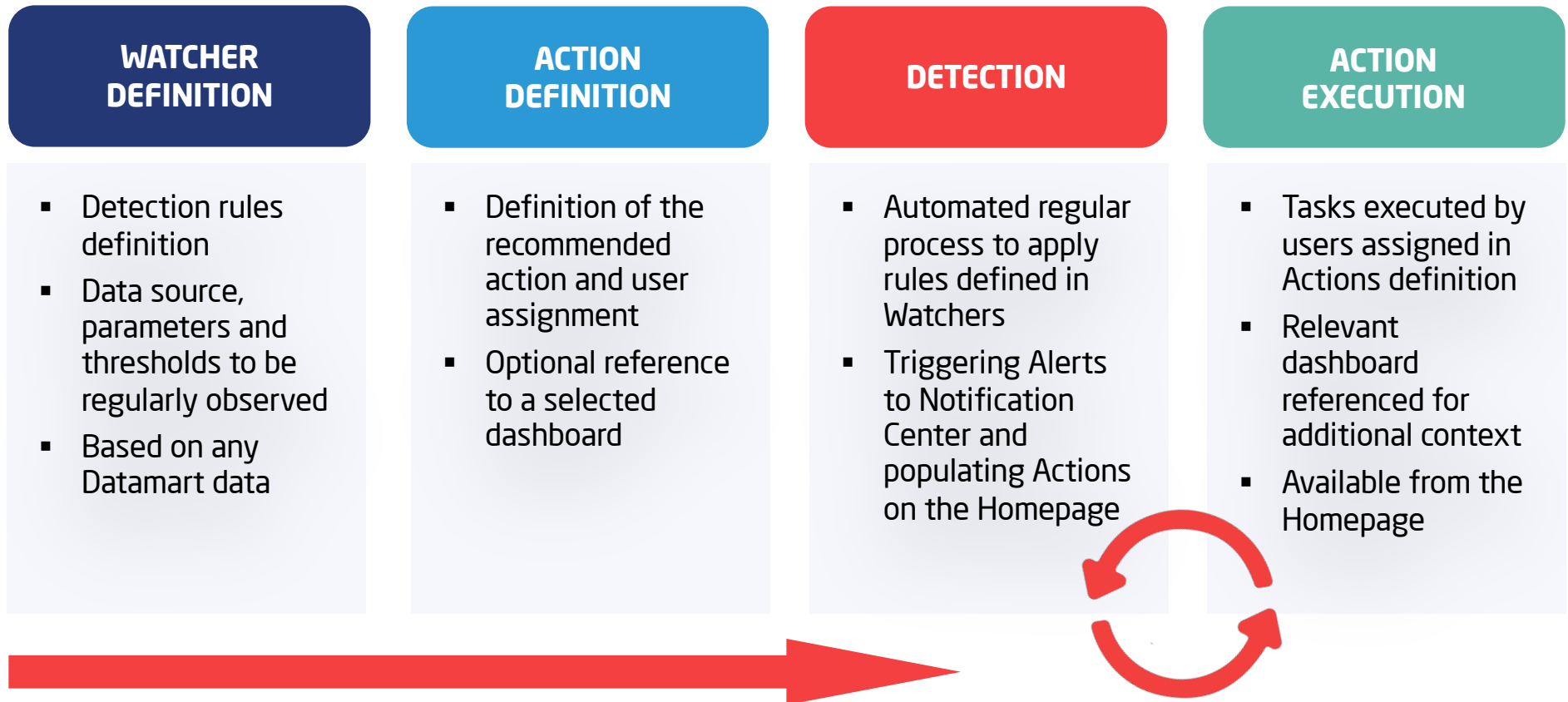
LOW MARGIN DEALS

- **Detection** based on decrease of margin percentage below threshold

Actions with detected insights and related context
to follow-up on the opportunity or mitigate the risk

OR ANY OTHER USE-CASES BASED ON DATAMART DATA AND CORRESPONDING ACTIONS

Actionable Insights Workflow



Watcher with Actions

pricefx Actionable Insights / Watchers

Search

New Watcher Draft Submit Watcher

Data Scope
 Detection Rules
 Action Definition
 4 Summary

Data Scope

Detection Rules

Action Definitions

Detected Actions

Summary

Check summary of your settings from previous steps.

1. Data Scope [Edit](#)

Definitions
 Series1.Country = Series2.Country
 Series1.Quarter = Series2.Quarter

Measures
 VolumeTrend = Series1.Sum_Quantity/
 Series2.Sum_Quantity - 1

Join Series [Name]

Country	Series 1: Σ Quantity	Series 2: Σ Quantity	Join Series: Volume Trend
Germany	40,001	84,234	-0.53
Switzerland	83,134	27,298	2.0
Italy	50,501	9,919	4.0
Spain	73,323	84,234	-0.13

2. Detection Rules [Edit](#)

Series
 Join Series

Rules
 Join Series: Volume Trend is less than 0

Applied Rules Results

Watcher with specified **data sources** and **requested thresholds** to be observed (e.g., quarterly sales volume comparison with thresholds per country)

Set of **Actions for the Watcher** with **contextual details** (Dashboard) and **assignees** based on additional rules (e.g., assignee differentiation per country)

3. Action Definition [Edit](#)

Actions	Task Description	Due Date	Dashboard	Assign to	Action Group
Action Name 1	Check the price	in 10 days	SI Revenue and Margin	user1@pricefx.com	Action Group 2
Action Name 2	description...	same day next we..	SI Revenue and Margin	user2@pricefx.com	Action Group 2

Detected Actions

Country	Join Series: Volume Trend	Actions	Assign to
Germany	-0.53	Action Name 1	user1@pricefx.com
Spain	-0.13	Action Name 1	user1@pricefx.com
Germany	-0.13	Action Name 2	user2@pricefx.com
Spain	-0.53	Action Name 2	user2@pricefx.com

Actions Processing

My Actions

<input type="checkbox"/> Summary	Assigned To	Due Date	Description	Status	
<input type="checkbox"/> Check Price	Patrik Vlnas	03/07/2023	Dear Patrik, please review the Waterfall...	Open	✓ ✗
<input type="checkbox"/> Check Price 2	Patrik Vlnas				✗

List of Actions assigned to a specific user, requesting **execution of a task** (e.g., price check)

A user is provided with an **immediate view of a context** related to the specific task (respective Dashboard)

Check Price Open

Description Dashboard Notes Messages Documents

Type: Actionable Insight
 Created: 04/02/2023
 Assigned To: Patrik Vlnas
 Due Date: 03/05/2023
 Watcher: Price Check

Description

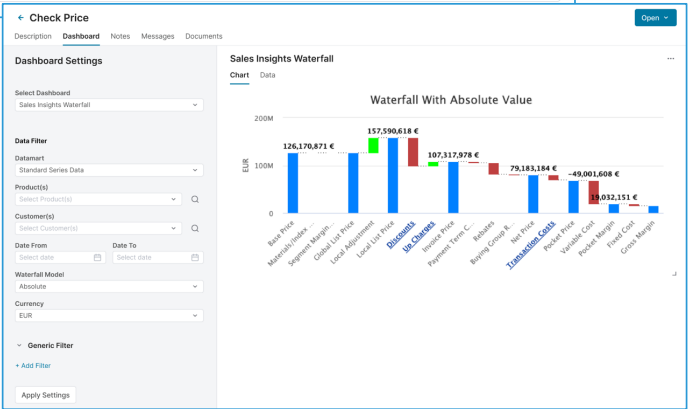
Dear Patrik, please review the Waterfall dashboard identified by the Watcher to check the margin leakage. You can use the tab above or the link below to open the standalone dashboard

Detection Rules

Rules
 Join Series: Volume Trend is less then 0

Detected Insight

Category: HighLevel
 Gross Margin: 14780855.558169521



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**ENHANCED
OPTIMIZATION
USE-CASES**



optian

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PRODUCTIZED USE CASES, EASY TO DEPLOY THROUGH ACCELERATORS



NEGOTIATION GUIDANCE

ENHANCED

PRICE WATERFALL OPTIMIZATION

ENHANCED

PRODUCT RECOMMENDATIONS

NEW

LIST PRICE OPTIMIZATION

COMING
SOON

NEGOTIATION GUIDANCE



Price guidance delivered to sales-people **on every deal** in Quoting for **every** situation

Identifies **peers with common willingness-to-pay** and uses statistics to bring low performers up

NEW ENHANCEMENTS

Segmentation with an **automated suggestion of the segmentation attribute(s)** and supportive analytics

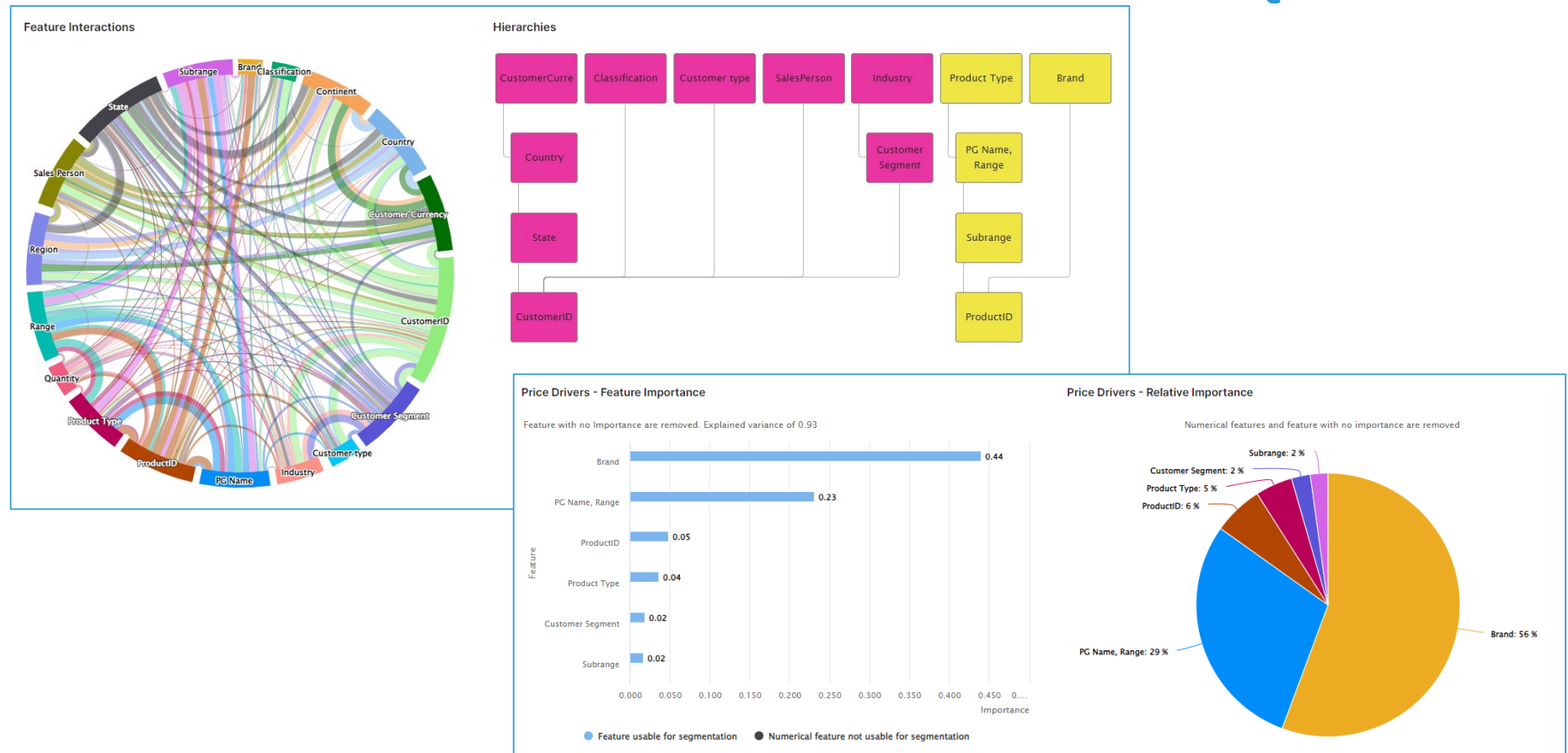
Option to define **cross-segment pricing positioning rules** (customer-size, regional, etc. price differentiation)*

Integrates **multiple objectives, constraints and other business rules** into the Optimization results*

** Will be available together with the follow-up minor 11.x releases*

Negotiation Guidance

SEGMENTATION AND OPTIMAL PRICING PROVIDED IN QUOTING



PRODUCT RECOMMENDATIONS



Sales-people can **speed up** quoting process through optimized product recommendations

Increase deal value by **upselling** complementary products (e.g., related consumables)

Improve conversion rates by presenting your customers with quotes tailored to their needs

Recommendations based on **historic purchases, similar products** and **products frequently purchased together**

Link related products and services **to display together** when adding to quotes

Product Recommendations

HISTORIC, SEGMENTED AND RELATED RECOMMENDATIONS

pricefx Optimization / Models (MO) demofx-optimization

ChemMystery-ProductRecommendations ○ Ready (Last Update: March 2, 2023 10:28 AM) Save Model

1 Definitions — 2 Product Recommendations

Recommendation Summary | Recommendation Results | Add Manual Recommendations

Top Customer Segment Recommendation Networks

Dark Green: Segments, Light Green: Customer, Dark Blue: Primary Product, Light Blue: Secondary Product

Customer Specific: Product Recommendation

Total Eligible Customers: 585
Total Product Recommendations: 4,719

Product Specific: Co-Product Recommendation

Total Eligible Products: 471
Total Co-Product Recommendations: 4,655

Segment Specific: Product Recommendation

Total Segments Generated: 7
Total Eligible Customers Belonging to a Segment: 692
Total Product Recommendations: 69

Select Products

All Items | **Recommended**

Selection of recommended products in Quoting

Product Id	Product Name	Score
<input type="checkbox"/>	Search...	Search...
<input type="checkbox"/>	BR1600SI Back UPS Pro BR 1600VA, Sinewave,8 Outlets, AVR, LCD interface	101.317
<input type="checkbox"/>	BR1200S-JP APC RS1200VA Sinewave Battery Backup 100V	91.839
<input type="checkbox"/>	TR47512 Energy Efficiency - Electrical Safety Training	71.718
<input type="checkbox"/>	TR47513 Energy Efficiency - Electrical distribution operation and management	70.169
<input type="checkbox"/>	CN9789 Energy Efficiency - EcoStruxure Energy and Sustainability Services	68.253
<input type="checkbox"/>	BN1350M2 Back UPS PRO BN 1350VA, 10 Outlets, 2 USB Charging Ports, AVR, LCD interface	62.165
<input type="checkbox"/>	BN1100M2 Back UPS PRO BN 1100VA, 10 Outlets, 2 USB Charging Ports, AVR, LCD interface	58.365
<input type="checkbox"/>	BR1000S-JP APC RS 1000VA Sinewave Battery Backup 100V	56.162
<input type="checkbox"/>	SW08212 Energy Efficiency - Energy and Sustainability Software	47.468
<input type="checkbox"/>	ION Setup 3.0 Energy Efficiency - ION Setup 3.0	45.386

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VISUAL CONFIGURATION



VISUALLY CONFIGURE PRICEFX WITHOUT ANY CODING

Our Visual Configuration approach adds simplified configuration options across various modules

Exclusively available to **extend the capabilities of Pricefx Accelerators**

Design and configure with drag-and-drop elements and deploy them directly to your partitions

No Coding Required - Design visually and let the system generate the code

Visual Configuration - Use Cases

DESIGN PRICING STRATEGIES AND WORKFLOWS VISUALLY

GENERAL RELEASE

PRICE STRATEGY DESIGNER

- A business analyst or pricing manager can **quickly work through the design stage of a pricing strategy** and deploy the code
- A pricing manager can conduct a **live preview of the pricing strategies applied to a product**, without the need to involve a solution developer
- A pricing manager can **use real data to calculate and test the strategies as they are being developed**
- A pricing manager can **deploy the strategy directly into their working environment** to be used immediately

NEW

WORKFLOW DESIGNER

- A business analyst or solution developer can **quickly design approval workflows for multiple processes** to ensure they meet documented requirements
- A pricing manager can **reduce workflows deployment time across key pricing processes**, like quotes, rebates, price lists, and promotions
- **Administrators can easily maintain and support** this critical and mandatory process **further reducing the dependence on developers** for ongoing maintenance.
- Administrator and solution developer can **visually demonstrate the workflow to stakeholders for commentary and sign-off.**

Strategy Designer - Definition

The screenshot displays the 'Attribute-based Complex' strategy configuration in the Pricefx Strategy Designer. The interface is divided into several sections:

- Left Panel:** A sidebar with categories: Product Attributes, Parameters, Data Lookups, Constants, Math, Logic, and Functions.
- Main Canvas:** A flowchart titled 'Attribute-based Complex' showing the logic for determining the price. It starts with 'Add variables' and includes several 'set' blocks:
 - set Anchor Product to Anchor Product
 - set Product Color to Take first Color (String) from Additional Attributes
 - set Weight Component to Take Price Impact Value (Number) from Weight Impact where range matches Weight in g (Number)
 - set Color Component to Take Price Impact Value (Number) from Color Impact where value matches Product Color
 - set Product Class Impact to Take Price Impact Value (Number) from Product Class Impact where value matches Product Class (String)
 - set AnchorPrice to Get price from the current list for Anchor ProductBelow these is an 'if' block: 'if AnchorPrice > 0'. The 'Then' branch contains a calculation: 'AnchorPrice * Weight Component + Color Component + Product Class Impact'. The 'Else' branch is 'No price'.
- Right Panel:** A 'Live Preview' section with a 'Preview' tab. It shows input fields for:
 - Product Id: MB-0001
 - Simulated price from the current list: 100
 - Dependency Level: Global
 - Target date: TodayA 'Calculate' button is at the bottom.

Drag and Drop elements to create the perfect Pricing Strategy for your business scenario

Combine Product Attributes, Parameters, Data Lookups and Calculation Logic

Create Bespoke Data Lookups for product extensions, pricing parameters and competition data

Use Live Preview to test results before deploying it

Strategy Designer - Use

Strategy Designer ○ Draft saved (changes are not deployed)
Deploy Back ...

Design
Select
Deploy

Strategies
Data Lookups

Hierarchy Levels

Standard

- ✎ Global
- Germany
- France
- ✎ Default

Overrides (Base) ?

- Global
- Germany
- France
- Default

Define priority of the strategies Add Rule Revert all changes

Dependency level: Default ?

For each product segment define the priority of the strategies. From left to right, the first strategy which produces a valid price will be selected for the final price.

Status	Business Unit	Product Group	Product Class	Price Strategy #1	Price Strategy #2	Price Strategy #3	Price Strategy #4	Price Strategy #5
*	*	*	*	PromotionBased	Cost+			
	Beverages	*	*	Cost+	PromotionBased			
	Beverages	Alcoholic	*	Kit	Cost+			
	Beverages	Alcoholic	D	Anchor	PromotionBased	Cost+		
🗑 deleted	Food	*	*	PromotionBased	Cost+	MaxCompetition		
	Food	Meatball	*	MinCompetition	Cost+	AvgCompetition		
	Food	Meatball	A	MinCompetition	RRP	PromotionBased	Cost+	
	Food	Meatball	B	PriceIncrease	Cost+	MaxCompetition	RRP	AttributeBased
	Food	Meatball	C	RRP	PromotionBased			
🔄 changed	Food	Meatball	D	Attribute-based Complex	Kit	Cost+		
	Food	Sausage	*	PromotionBased	Cost+			
	Others	*	*	Cost+	RRP			
	Others	Toppings	*	Cost+				
	Others	Toppings	C	AvgCompetition	Cost+	RRP		
	Test PLC	Alcoholic	*	Cost+	PromotionBased			
🆕 new	Chem	*	*	PriceIncrease				

Design the right strategy in real-time and apply it to your existing strategy hierarchies

Deploy it immediately wherever price strategies are utilized

Workflow Builder - Definition

The screenshot displays the 'Workflow Designer' interface for a 'Quote workflow'. The interface includes a top navigation bar with 'Design', 'Preview', and 'Deploy' tabs, and buttons for 'Continue', 'Export / Import', 'Duplicate workflow to...', and 'Delete workflow'. A left sidebar lists 'Types' (Quote, Price Grid Item, Price List) and a central panel shows the workflow steps:

- Step 1:** Label: Approval Step; Reason: There is an approval needed; Is Watcher? Min. Approvers: 1; Approver: User Group Sales.
- Step 2:** Label: Approval Step; Reason: Always approve by pricecontrolling; Is Watcher? Min. Approvers: 1; Approver: User Group Price Controlling.

Conditions are defined for each step: 'Name Margin lower than 20%' for the first step and 'Header Margin < 0.2' for the second step.

Drag and Drop elements to visually create your approval workflows

Combine Approvers, Steps, Conditions and Functions

Can be used across the platform, wherever approval workflows are used

Workflows can be duplicated to be re-used multiple times

Workflow Builder - Use

Deploy

Preview

If you proceed, you will overwrite the existing workflow configuration

Select the workflows you want to deploy

- Deploy Quote
- Deploy Price Grid Item
- Deploy Price List

▼ **Details**

The following data tables and their contents will be stored on the partition when you deploy the workflow

ApprovalWorkflowSetup

Workflow Type	Step ID	Step Order	Step Label	Reason	Skip	Step Type	Min. Approvers
0	1	0	Approval Step	There is an approval needed	NO		1
0	2	1	Approval Step	Always approve by pricecontrolling	NO		1
1	1	0	Approval Step	There is an approval needed	NO		1
1	2	1	Approval Step	Always approve by pricecontrolling	NO		1
2	1	0	Approval Step	There is an approval needed	NO		1
2	2	1	Approval Step	Always approve by pricecontrolling	NO		1

Approvers

Workflow Type	Step ID	Approver ID	Approver Type	Approver	Skip
0	1	1	GROUP	Sales	NO
0	2	1	GROUP	Price Controlling	NO
1	1	1	GROUP	Sales	NO
1	2	1	GROUP	Price Controlling	NO
2	1	1	GROUP	Sales	NO
2	2	1	GROUP	Price Controlling	NO

View all the approval details before you apply it to your existing items

Deploy it to update existing workflows

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FRONT-END API



IFRAME BASED API TO INTEGRATE PRICEFX WITH 3rd PARTY APPLICATIONS

An enabler for **frontend integration of Pricefx into CRM and other 3rd party applications**

Now it embeds functionality into **any application supporting iFrame** (not limited to selected ones)

Introducing Visual Mapping to allow administrators to **map data fields between Pricefx and 3rd party applications simply for basic integration scenarios**

Reduces integration **setup time** for a **quicker go-live and time to value**

Eliminates a need to build and maintain additional UI for pricing processes that already exist in Pricefx

Typical Use Cases

A Solution Developer can **integrate Pricefx frontend** into **previously unsupported CRMs and other business applications**

A Sales Manager can **create a quote within Pricefx UI embedded into CRM**, while leveraging prefilled opportunity related data and passing back resulting quote to the CRM for further actions

A Sales Manager can **view their quotes, within their own customer portal**, track workflow progress and status, **without having to log into Pricefx separately**

Sales teams can have analytics embedded into their workflow to make better informed decisions on deals

Sales leaders and administrators can stay in one system and **administer sales compensation** from within their CRM

Embed Pricefx into Salesforce

The screenshot shows the Pricefx interface within a Salesforce environment. The top navigation bar includes 'Sales', 'Home', 'Leads', 'Accounts', 'Contacts', 'Opportunities', 'Reports', 'Dashboards', 'Assets', 'Quoting', and 'More'. The main content area is titled 'pricefx Quoting / Quotes' and features a table of quotes.

Customer Name	Label	Workflow Status	Quote Type	Effective Date	Expiry Date
Tesla	CHEM - Tesla Quote - Q4 2022	Draft	Fast Quote	10/1/2022	12/31/2022
Stanley Linda CPA US...	Printing Service Contract	Submitted	Bundle Pricing	9/12/2022	10/12/2022
Stanley Linda CPA US...	MIS Software Implementation Contract	Submitted	Bundle Pricing	9/6/2022	10/6/2022
Stanley Linda CPA US...	Printing Bundle Subscription	Draft	Bundle Pricing	9/15/2022	9/25/2022
Pricefx AG DE Global ...	Pricefx Q3 Deal	Draft	Fast Quote	8/3/2022	9/2/2022
Stanley Linda CPA US...	Stanley Linda 2023 - Customer Purchase Achievement	Draft	Quote	1/1/2023	12/31/2023
Stanley Linda CPA US...	Stanley Linda 2022	Approved	Quote	1/1/2022	12/31/2022
Stanley Linda CPA US...	SO Company Inc 2022	Approved	Quote	1/1/2022	12/31/2022
Stev Boating	Small Quote - CID-0001	Draft	Small Quote	7/7/2022	9/30/2022
ClearCo	CH-DEMO - ClearCo Value Estimation - define attributes	Draft	Value Estimator	7/1/2022	12/31/2022
ClearCo	CH-DEMO - ClearCo Value Estimation	Draft	Value Estimator	7/1/2022	12/31/2022
Univar	CH-DEMO - Univar - distributor order - DEMO	Draft	Fast Quote	7/1/2022	9/30/2022
Tesla	CH-DEMO - Tesla quote	Draft	Fast Quote	7/1/2022	9/30/2022
Denso Corp	CHEM - Denso Quote - Large Order	Approved	Fast Quote	7/1/2022	9/30/2022
European Distributor ...	Net Price Agreement European Distributor NL	Draft	Contract	1/1/2022	12/31/2022
Stanley Linda CPA US...	Quote CID-0001 Stanley Linda CPA US Global customer CA	Draft	Quote	2/1/2022	5/31/2022
Stanley Linda CPA US...	Warranty _ Quote CID-0001 Stanley Linda CPA US Global cu...	Draft	Quote	4/1/2022	5/31/2022
Stanley Linda CPA US...	Quote CID-0001 Stanley Linda CPA US Global customer CA	Approved	Quote	1/1/2022	2/28/2022
European Distributor ...	Fast Quote CID-0054 European Distributor NL Sold-to NV	Draft	Fast Quote	3/1/2022	5/22/2022
Haley Miranda Group ...	Quote CID-0068 Haley Miranda Group Inc US Ship-to MN	Draft	Quote	5/1/2022	6/30/2022

Visual Mapping for CRMs

SIMPLE FIELD MAPPING TOOL FOR BASIC INTEGRATION SCENARIOS

pricefx Administration / Configuration

Product Master Extension
Customer Master Extension
Seller Master Extension
Types of Data Change Requests

Product/Customer Detail View
Configure Product Detail View
Product Query Chart Definition
Customer Query Chart Definition

Dashboards
Dashboards Admin

Configuration Wizards
Configuration Wizards Admin

Templates
Publishing Templates
Message Templates
FlexChart Templates

Calculated Field Sets
Calculated Field Sets

Import / Export / Archiving
Data Exports
Data Archiving
Data Imports

CRM Integration
Overview
Visual Mapping
Interceptors

External Systems
Price API
SAML Configuration
CloudConvert
SMTP Configuration
E-signature
Competition Data API

Visual Mapping Save Changes

Temporary mapping. It is set only for current browser session

Set Visual Mapping as temporary ?

PFX Objects + Add Object

Name	Object Type	CRM Module
<input checked="" type="radio"/> Quotes	Contract	Opportunity
<input type="radio"/> Rebate Agreements	(Default)	Account
<input type="radio"/> Compensation Plans	Group Compensation	Account
<input type="radio"/> Compensation Plans	Individual Compensation	Account
<input type="radio"/> Agreements & Promotions	ContractWithAction&Notes	Opportunity
<input type="radio"/> Rebate Agreements	(Default)	Account

6 rows



INTEGRATION WITH SAP S/4HANA

SAP S/4HANA INTEGRATION WITH PRICEFX

Multiple Pricefx integrations to SAP S/4HANA through SAP BTP Integration Suite are **available in SAP API Hub**

The first **Pricefx integration package for S/4HANA** is officially **certified by SAP** (Pricefx Price Management with SAP S/4 HANA)

We enable the first **plug & play use-case** fully utilizing this way of integration and **advantages of Pricefx integrated with S/4HANA**

Price Optimization & Management enabling pricing managers to set optimized prices and price guidance

Our Integrations Available in SAP API Hub

The screenshot displays the SAP API Business Hub interface with a navigation bar at the top containing 'SAP API Business Hub', 'Explore', 'Resources', 'Discover Integrations', and 'Partner with Us'. The main content area features a grid of ten integration packages, each with a title, description, and version information.

Integration Package Title	Description	Version	Item Count
SAP S/4HANA Product Master Integration with Pricefx	This integration package contains integration flows to replicate products from SAP S/4HANA to Pricefx.	S/4 S/4C +1	13
SAP S/4HANA Sales order Integration with Pricefx	This integration package contains integration flows to replicate sales orders from SAP S/4HANA to Pricefx.	S/4 S/4C +1	5
Reusable artifacts for SAP S/4HANA Integration with Pricefx	This integration package contains reusable integration flows and resources required for SAP S/4HANA Integration with Pricefx.	S/4 S/4C +1	9
SAP S/4HANA Customer Master Integration with Pricefx	This integration package contains integration flows to replicate customers from SAP S/4HANA to Pricefx.	S/4 S/4C +1	16
Sample Artifacts for SAP S/4HANA Integration with Pricefx	This integration package contains sample integration flows and resources required for SAP S/4HANA Integration with Pricefx.	S/4 S/4C +1	15
SAP S/4HANA Price Condition Integration with Pricefx	This integration package contains integration flows to replicate price conditions from Pricefx to SAP S/4HANA.	S/4 S/4C +1	6
SAP S/4HANA Sales order Mapping with Pricefx	This integration package contains sample mappings required to replicate sales orders from SAP S/4HANA to Pricefx.	S/4 S/4C	2
SAP S/4HANA Price Condition Mapping with Pricefx	This integration package contains sample mappings required to replicate price condition mapping from SAP S/4HANA to Pricefx.	S/4 S/4C +1	11
SAP S/4HANA Customer Master Mapping with Pricefx	This integration package contains sample mappings required to replicate customers from SAP S/4HANA to Pricefx.	S/4 S/4C +1	14
SAP S/4HANA Product Master Mapping with Pricefx	This integration package contains sample mappings required to replicate products from SAP S/4HANA to Pricefx.	S/4 S/4C	11

Pricefx Price Management with S/4HANA

Certified Integration Package for S/4HANA

INBOUND INTERFACES

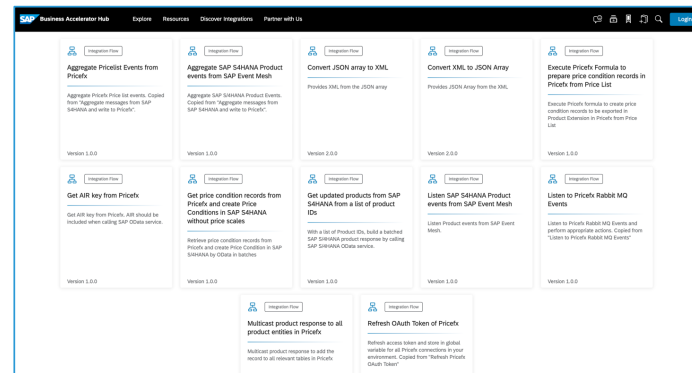
Inbound interfaces for products and customers master data from SAP to the Pricefx Products and Customers and Product / Customer Extensions



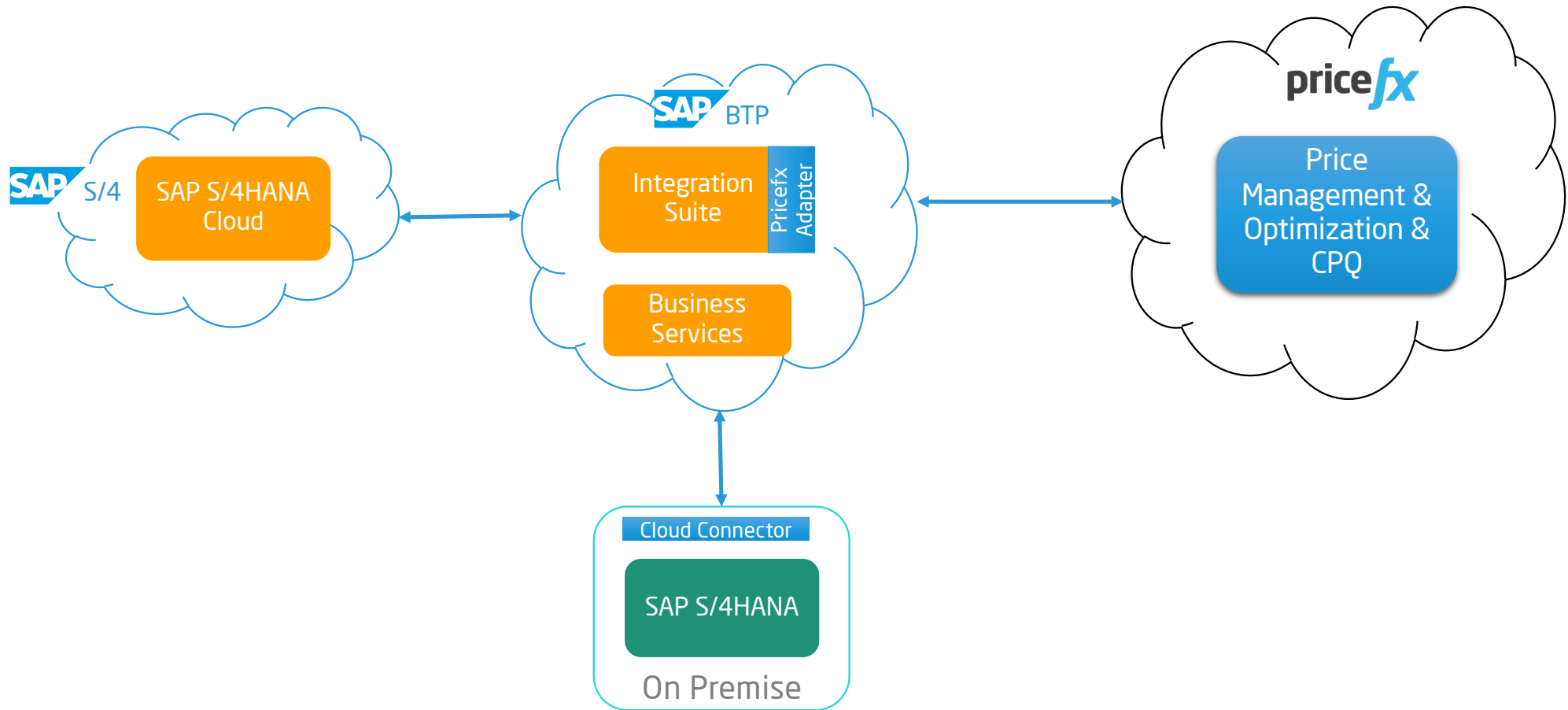
OUTBOUND INTERFACES

Outbound interface for approved price lists and quote items from Pricefx to SAP as price condition records

Available in
SAP Business Accelerator Hub



SAP and Pricefx Conceptual Integration



Price Optimization & Management

Plug & Play Use Case



Enables pricing managers to **set optimized prices and price guidance**

Pricefx provides

- **Customer segmentation enabling differentiated pricing** and reflecting differentiated willingness-to-pay
- **Holistic and transparent pricing optimization** incl. customer discounts / agreements

Prices and discounts produced by Pricefx are made available in S/4HANA via BTP Integration Suite



USABILITY AND OTHER IMPROVEMENTS



Platform Management Enhancements

IntegrationManager Upgrade Assistant

Easy and intuitive way to upgrade a new-generation IntegrationManager instance within PlatformManager UI
Available scanning of configuration as well as sandboxed automated testing to enable risk-free upgrades

Event Orchestration

Orchestration of flows involving system generated events on a partition, IntegrationManager instance or between them

Partition Data Upload Enhancements

Data Uploads become full-fledged alternative for any partition data export/import

Adding missing Pricefx objects, more intuitive UI and support for downloads

IntegrationManager Instances Archiving

Enables archiving for integration instances created via PlatformManager for integrations using a built-in SFTP server

This allows integrations to be more resilient to the network, similar failures can be retrieved from the archive and reprocessed then if needed

Flexible Calculation Grid Enhancements

Recently we introduced **flexible Calculation Grid** for mass processing of various data (supplier, customer, product, promotion etc. related)

Enables data processing and calculations **without tying to SKUs**



Enhancements coming with Paper Plane

Inline Analytics including matrix and charts

Line-item Approval Workflows

Mass Edit / Mass Actions enabling efficient manual editing of multiple rows or actions across multiple rows

Contextual Actions & Notifications Enhancements

Contextual Actions allow you **to create buttons, links and actions** to speed up workflows and **pass contextual data** across the application

Notifications allow you to **define and get notifications for asynchronous actions** (e. g. calculation, export, workflow results)



Enhancements in Paper Plane

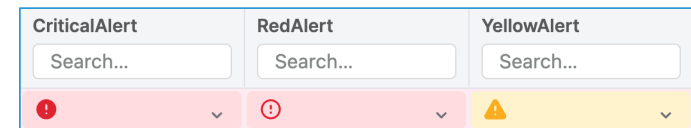
Enhancements to the Javascript API to allow additional actions and context to be passed across the platform, **enabling support for additional use cases**

Improved usability for notifications **to allow users** to easily **detect and understand alerts** and be able to **filter** out line items which need attention

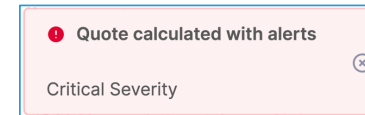
Alerts and Notification UI Improvements

ALIGNMENT ACROSS NEW QUOTING; AGREEMENTS & PROMOTIONS; REBATES AND SALES COMPENSATION

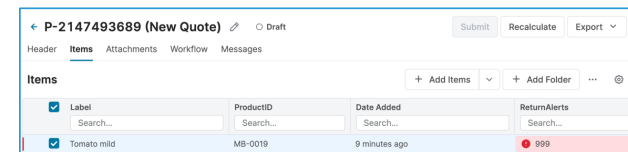
Consistent color and iconography applied to alerts across capabilities, **to clearly identify priorities**



Formatted the basic **layout** to allow for **clearer titles** and spacing between messages



Added **line-item indicators** and badges **with filtering capability** to help user **see how many errors/alerts**; where they were raised **and help resolve them quicker**

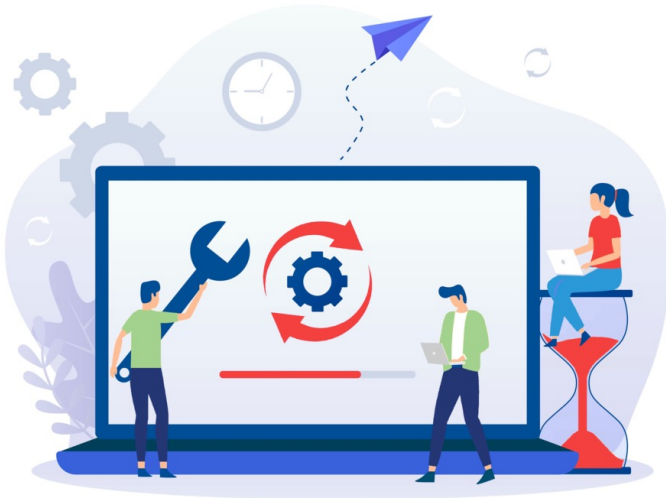




PRICEFX RELEASE POLICY



Pricefx N-1 Release Policy



Pricefx provides official support for the latest 2 releases. Currently, **Hurricane 9.x** and **Bee's Knees 10.x** releases meet this condition

As of the **Paper Plane 11** release - this policy will be **automated**

Effectively, this means that once the Paper Plane 11 release is introduced, all our customers will be required to use either **Paper Plane 11.x** (*N release*) or **Bee's Knees 10.x** (*N-1 release*)

Any customer who will use an older release (Hurricane 9 or older) **after June 25th, 2023, will be automatically scheduled to upgrade** to our Bee's Knees 10.x release

Update important primarily for Customers hosted in Private cloud environments.
Customers hosted in Shared environment are upgraded automatically and comply with the policy.