May 2024

RAMPUR 13 RELEASE

www.pricefx.com/rampur

V1.0

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RAMPUR 13
COMING ON
JUNE 23rd, 2024

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What's Coming with Rampur 13 Overview

BUSINESS

LIST PRICE OPTIMIZATION

Make list prices aligned with your price strategy and consistent among brands, product features, lifecycle etc.

AGREEMENTS ACCELERATOR

Establish formula-based customer agreement pricing in process manufacturing. General release of new Agreements Accelerator

ACTIONABLE INSIGHTS ENHANCEMENTS

Create a Watcher in additional charts (with a join series) and leverage other usability improvements

TECHNICAL / CONFIGURATION

CONDITION RECORDS

Store the results of Price Lists, Live Price Grids, Quotes, Agreements, etc. to enable usage within Pricefx and integration with ERP systems

VISUAL CONFIGURATION

Utilize improved Visual Configuration with versioning and multi-user features and visual formula creation in Agreements Accelerator

PLATFORM & INTEGRATION ENHANCEMENTS

Utilize partition provisioning improvements or leverage the new integration templates for SAP S/4HANA

KNOWLEDGE BASE CHAT

Get easily the requested information you need from Pricefx Knowledge Base with chat-like experience powered by our Gen AI

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Availability and Preconditions

Capability	Preconditions (besides Rampur 13 release deployment)	Level of Effort (deployment effort varies depending on implementation)
List Price Optimization	▪ List Price Optimization Accelerator deployed ▪ All related data mappings and other settings	Medium
Formula-based Agreement Pricing	▪ Agreements Accelerator deployed with settings	High
Enhanced Actionable Insights	▪ Actionable Insights Accelerator deployed with basic settings	Low
Knowledge Based Chatbot	▪ No preconditions	Low
Condition Records	▪ Setup and logics creation in Groovy	High
Visual Configuration	▪ Price Strategy Designer requires deployment and use of Price Setting Accelerator ▪ Workflow Designer requires deployment and use of Approval Workflow	High
Integration with SAP S/4HANA	▪ SAP S/4HANA in place ▪ SAP BTP Integration Suite in place	High

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LIST PRICE OPTIMIZATION

AI optimization

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LIST PRICE AI OPTIMIZATION CONSIDERS MORE FACTORS TO FINE-TUNE YOUR LIST PRICES

Optimize your list prices automatically to **align with** your **price strategy.**

Take into account **multiple rules** and business constraints **at the same time.**

Enforce the price differences across multiple product groups (for various brands, life cycles, or for customers' specific conditions).

Run several scenarios and choose the most suitable based on simulation results.

Powered by AI, **without** having to **define** any complex manual **calculation rules.** Utilize historical data to better result relevancy. 100% transparent calculation.

Productized AI Optimization use case, **available as Accelerator to get to value quickly**.

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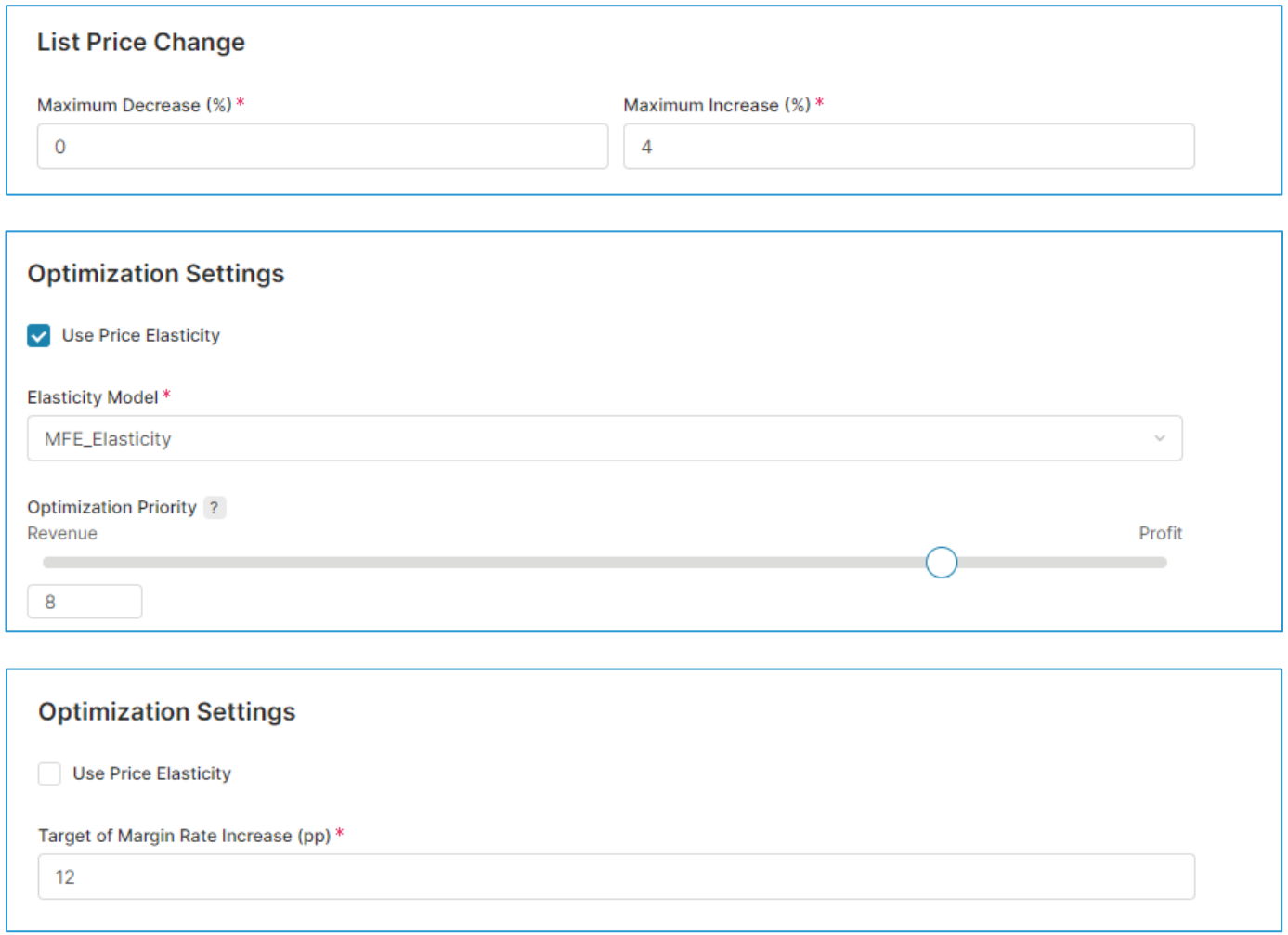
Optimization Objectives



Decide what is **maximum increase and decrease** in your list price changes.

Configure optimization strategy depending on whether you use price elasticity.

Prioritize optimization of revenue and profit on the scale, if you're using price elasticity.

Target the **margin rate increase**, if you're not using price elasticity.

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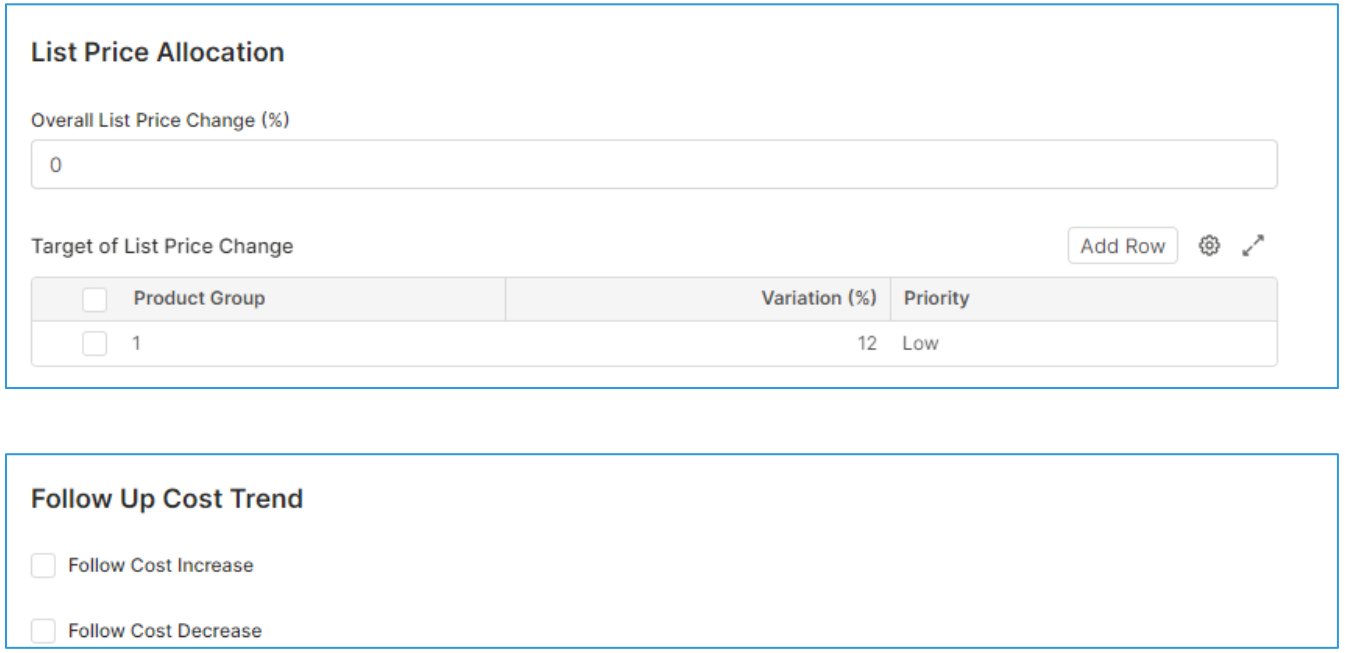
Product Groups Alignment and Cost Trends



Arrange your **alignment for** product **groups,** e. g. for private and premium brands. **Target list price change variation** and **priority** for each group.

Cover the trends of costs to respond to changes in market conditions, inflation, and circumstances. Remain competitive and sustainable.

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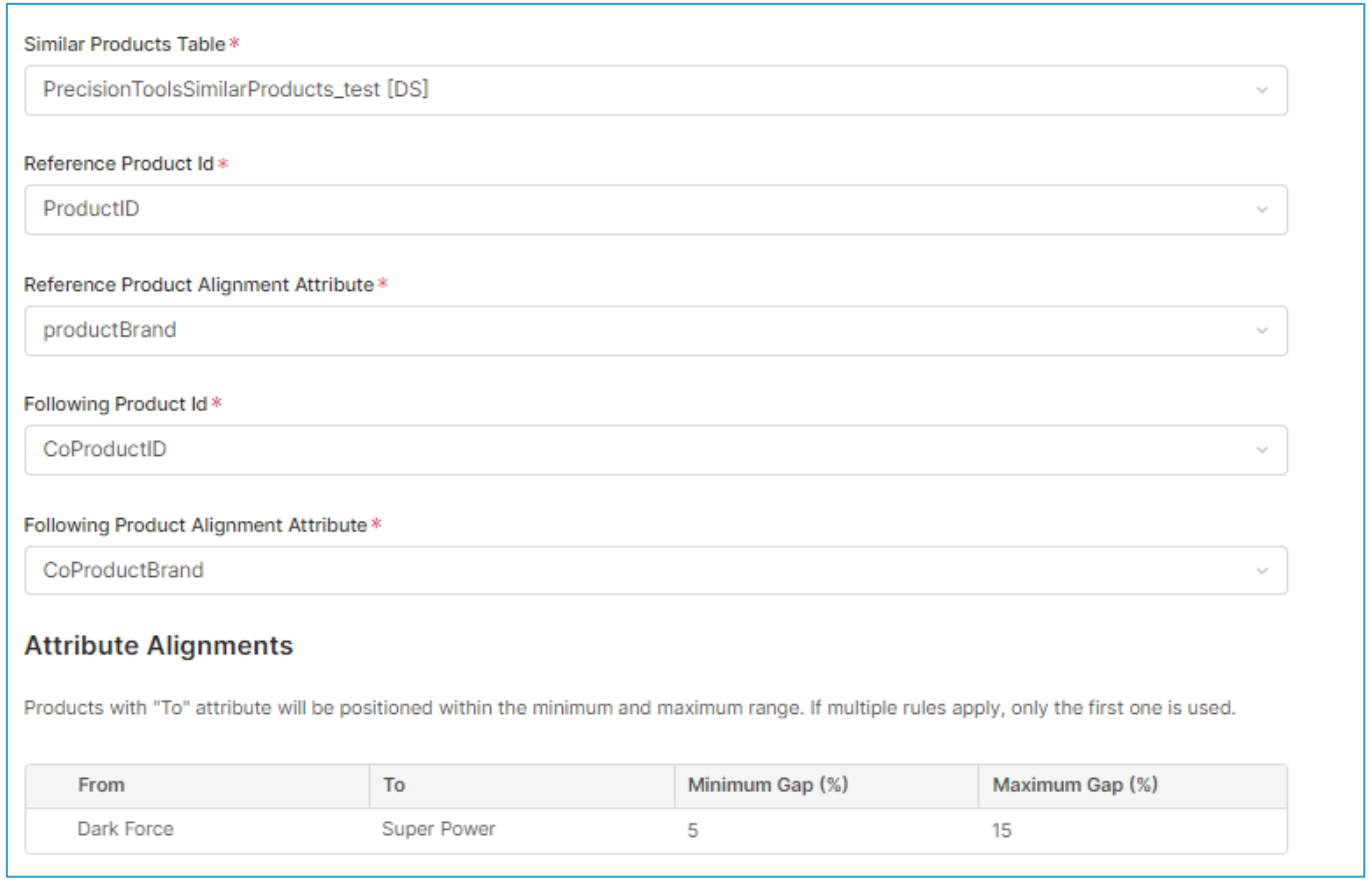
Alignment Criteria for Product Groups



Choose the **types of business alignment** for product groups.

Attribute alignments and **use minimum and maximum gaps** for the right price positioning.

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Optimization Results

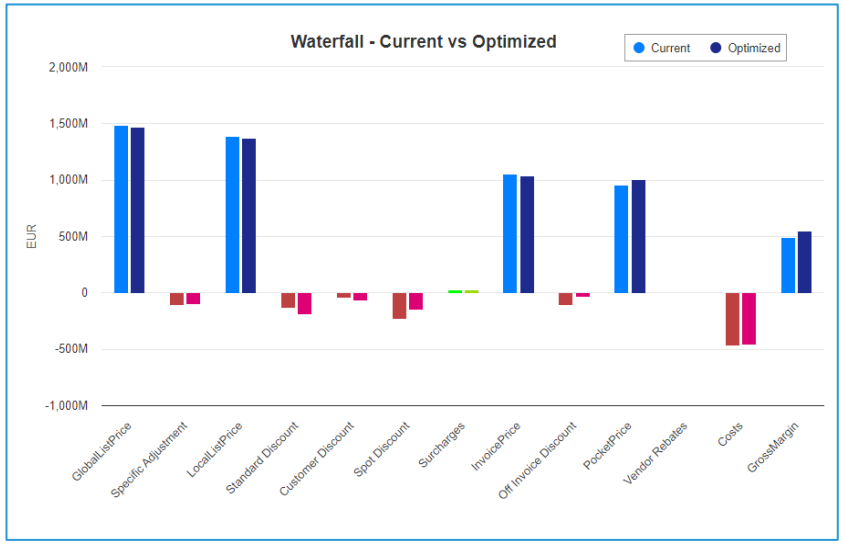
Profit Potential from Optimization Results

+57,185 kEUR

Total profit increase of 11.59% for revenue decrease of 1.59%

Overall Business Scope	Optimized Scope
Customers: 688 Products: 435	Customers: 688 Products: 435

Current Values	Optimized Opportunity
Revenue: kEUR 1,053,444 (EUR 35.15 per unit) Profit: kEUR 493,340 (EUR 16.46 per unit) Margin: 51.78%	Revenue: kEUR 1,036,688 (EUR 34.96 per unit) Profit: kEUR 550,525 (EUR 18.57 per unit) Margin: 54.83%



Simulate the changes of List Prices and their impact from different points of view.

Compare current values and **optimized** opportunities side by side on one screen.

See the optimization results in detail, e. g. per product, product group, or customer groups.

Product Label	Product Group	Current List Price	Optimized List Price
Digital Caliper, Stainless Steel, Battery Powered, 0-150mm Range	Dimensional M...	122.80	122.82
1" Tube Micrometer, IP65, Type C	Dimensional M...	263.35	263.38
Stainless Steel Shockproof Dial Caliper, 0-12" Range	Dimensional M...	78.27	78.28
Digital Caliper 12" Range, Wireless Data Port IP40	Dimensional M...	149.32	149.33
Dial Test Indicator, Horizontal Type, 0.375" Stem Dia., 0-0.03" Range	Dimensional M...	137.09	137.10
Dial Caliper, Stainless Steel, White Face, 0-4" Range	Dimensional M...	122.35	122.75
Dial Caliper, Carbide, Pointed Jaw, White Face, 0-10mm Range, IP65	Dimensional M...	209.44	209.46

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AGREEMENTS ACCELERATOR

General Release

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CREATE OR RENEW AGREEMENTS WITH FORMULA PRICING TO REFLECT MARKETS DEVELOPMENT

General release of **Agreements Accelerator** with the focus on **formula-based pricing** designed for process manufacturers

Create and manage a set of Formulas to enable dynamic pricing of commodities and specialties. **Visual design of Formula Types is available now**

Establish agreements with multi-annual terms with options to set frequency of price recalculation

Define **calculation rules** to **adjust prices** based on specific situations

Push resulting agreement price records for use within your IT landscape (ERP, CRM, ...)

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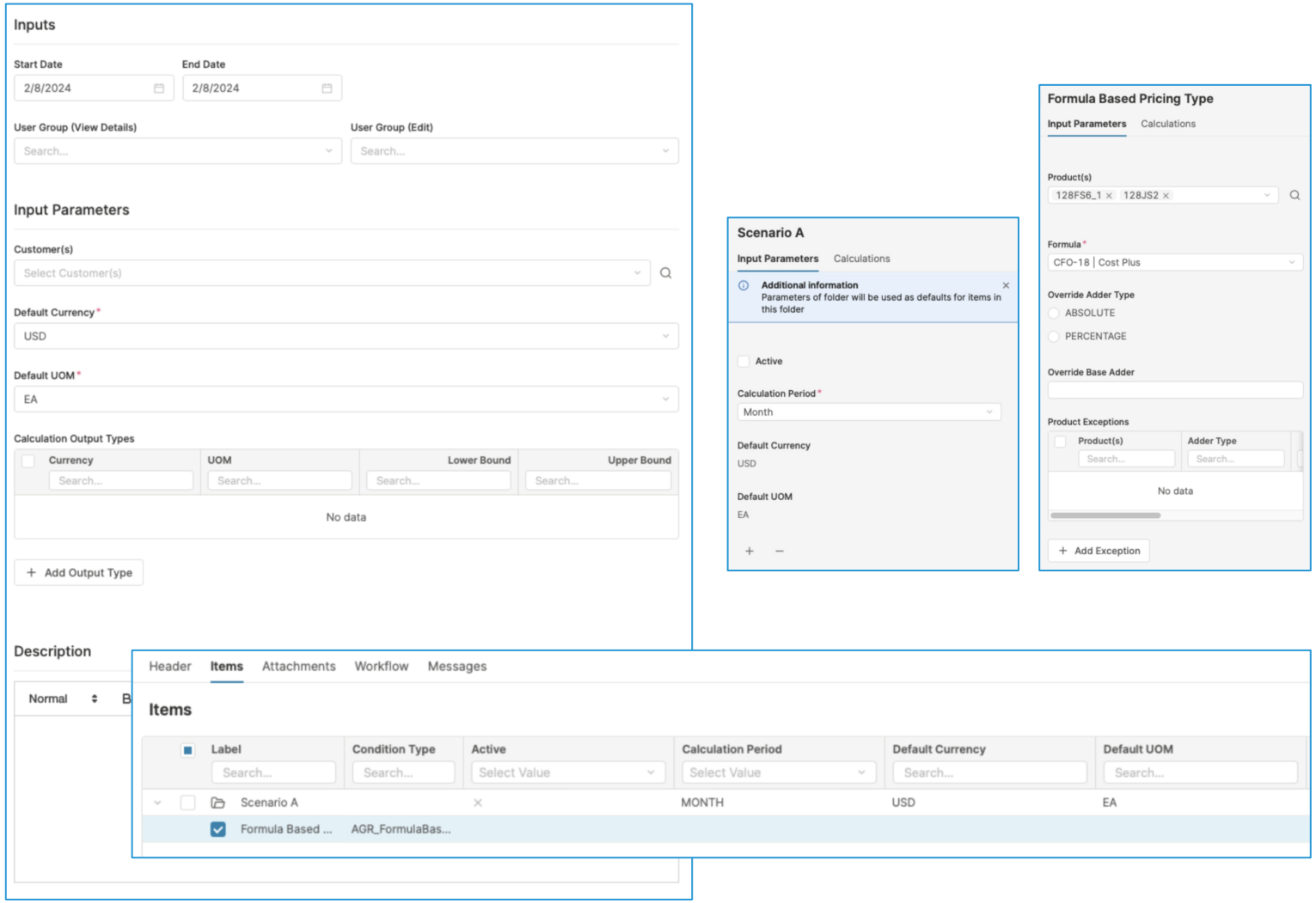
Agreements with Customer(s)



Setup an Agreement for specific customer(s) with periodical calculation periods to follow any market price developments

Choose **products** involved in the Agreement and **define granular rules** to adjust resulting calculations for specific situations

Assign Formula for price calculation consisting of Formula Type, Definition and Attributes

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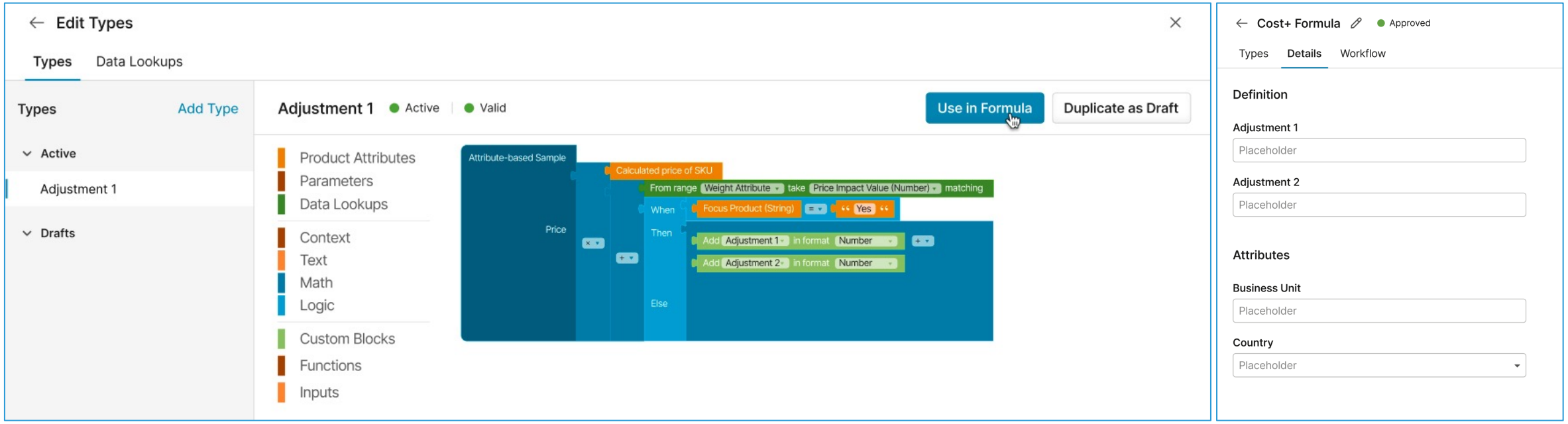
Visual Design of Pricing Formula Types



Use **Visual Configuration** to design **complex pricing Formula Types** in an intuitive way and without coding

Choose product attributes, other parameters and data lookups to suit your needs and **create Formula in a drag & drop way**

Set **Definition** and **Attributes** as part of Formula Details to refine the final price calculation based on your needs

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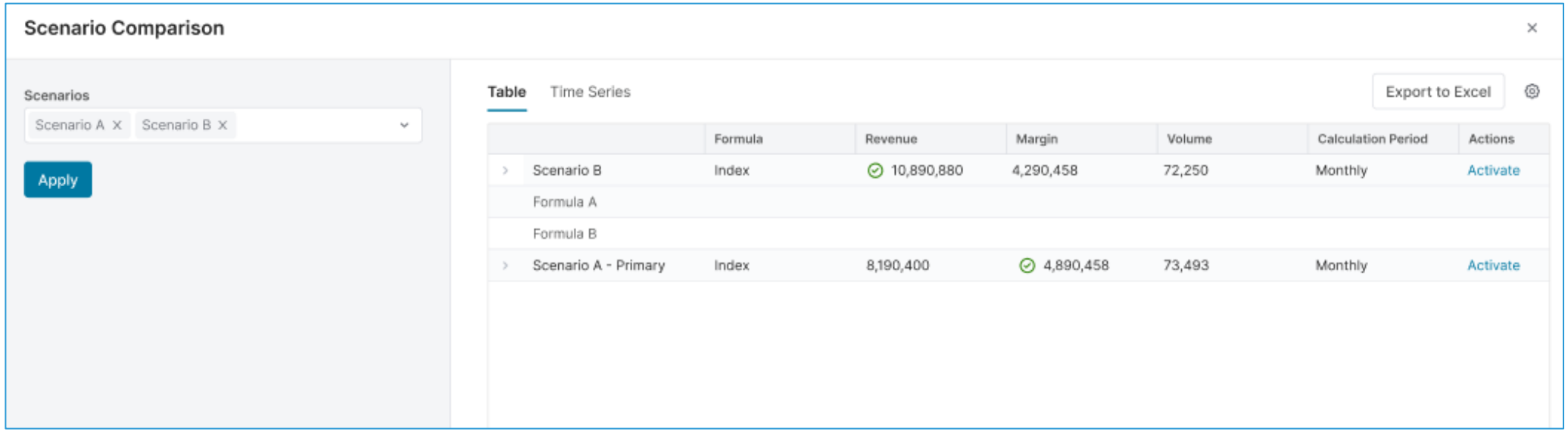
Compare Various Scenarios and Decide



Utilize forecast data to **simulate Formula impact across multiple scenarios** on predefined KPI's such as Margin, Revenue and Volume

Activate desired scenario directly from comparison dashboard to simply decide which Scenario to use for your Agreement

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ACTIONABLE INSIGHTS ENHANCEMENTS

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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

Consisting of **rules, alerts and follow-up actions,** that leaves the assignee in control of deciding the optimal action required

Data-driven detection can be set from
- **Dashboards** (Sales and Customer Insights)
- **All analytical Charts**
- any **Datamart data** and/or **Optimization outputs**

We extended the range of Chart Types supporting a **Watcher creation with join series**

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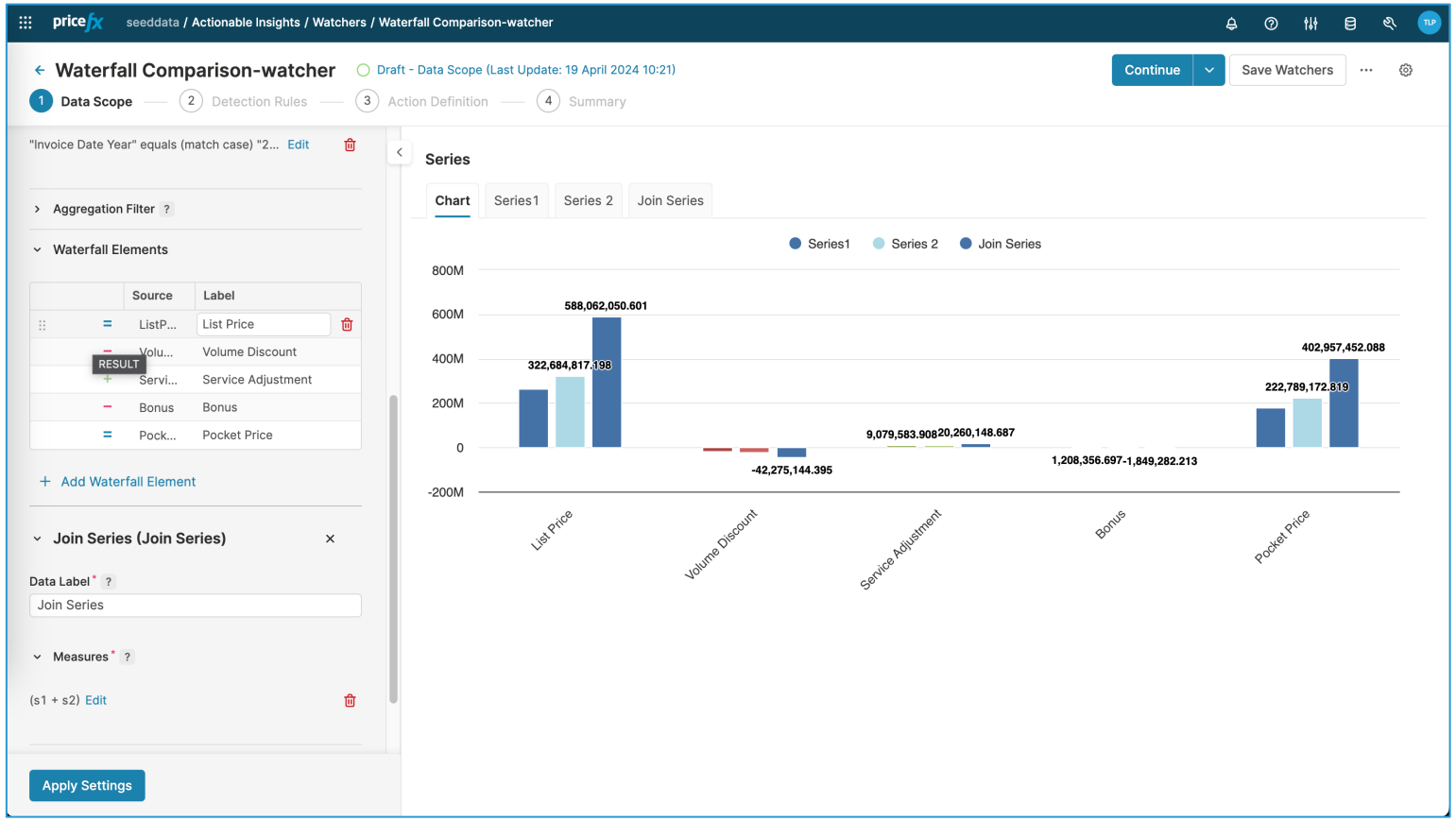
More Chart Types Supported



Watchers with join series can be created from **more Chart Types now**

All supported Chart Types: Data Table, Bar & Line, Pie Chart, Time Series, Detailed Time Series, Waterfall Comparison, Bubble, Scatter

Example on the left with Watcher creation from **Waterfall Comparison chart** with 2 series + 1 comparison series)

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KNOWLEDGE BASE CHAT

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GET INFORMATION YOU NEED WITH CHAT-LIKE EXPERIENCE

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Pricefx Knowledge Base now allows to get easily an information you need **with chat-like experience** through our new Gen AI powered chatbot

All Knowledge Base content involved in the chatbot – **business** use related as well as **technical / configuration** related

Ask a specific **question in natural language** and get the answer immediately with **links to additional sources** to get more details related to your question

Continue in the conversation with **follow-up questions**, while AI takes care to maintain the previous context and makes the follow-up answers relevant

Additional manual filtering of the content available to make the results even more relevant

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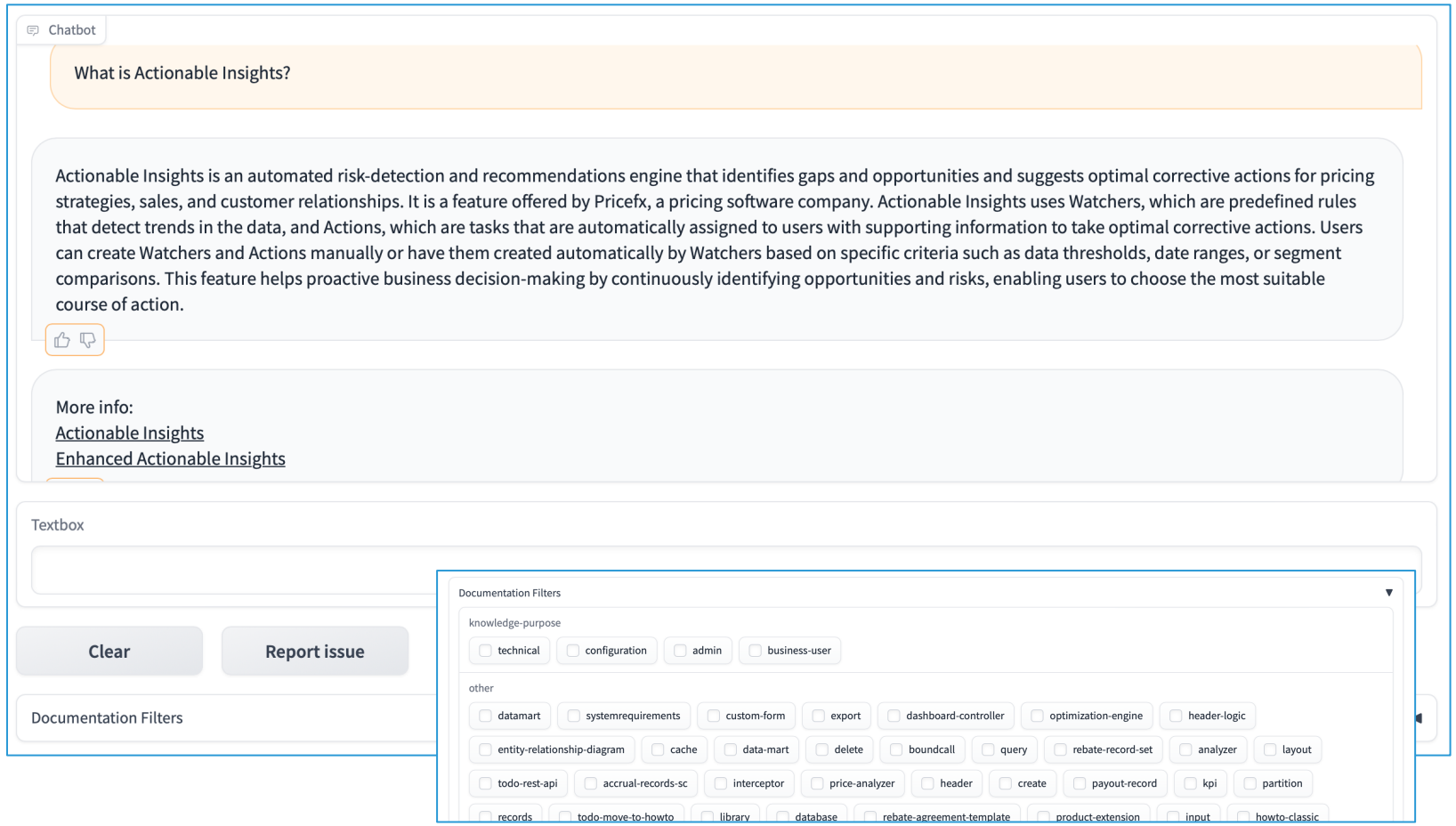
Search for Any Information on Pricefx



Ask any business or technical question about Pricefx in natural language

Get the answer with relevant **links** to additional sources in Pricefx Knowledge Base

Apply filters to make the **response even more relevant** and fitting your needs

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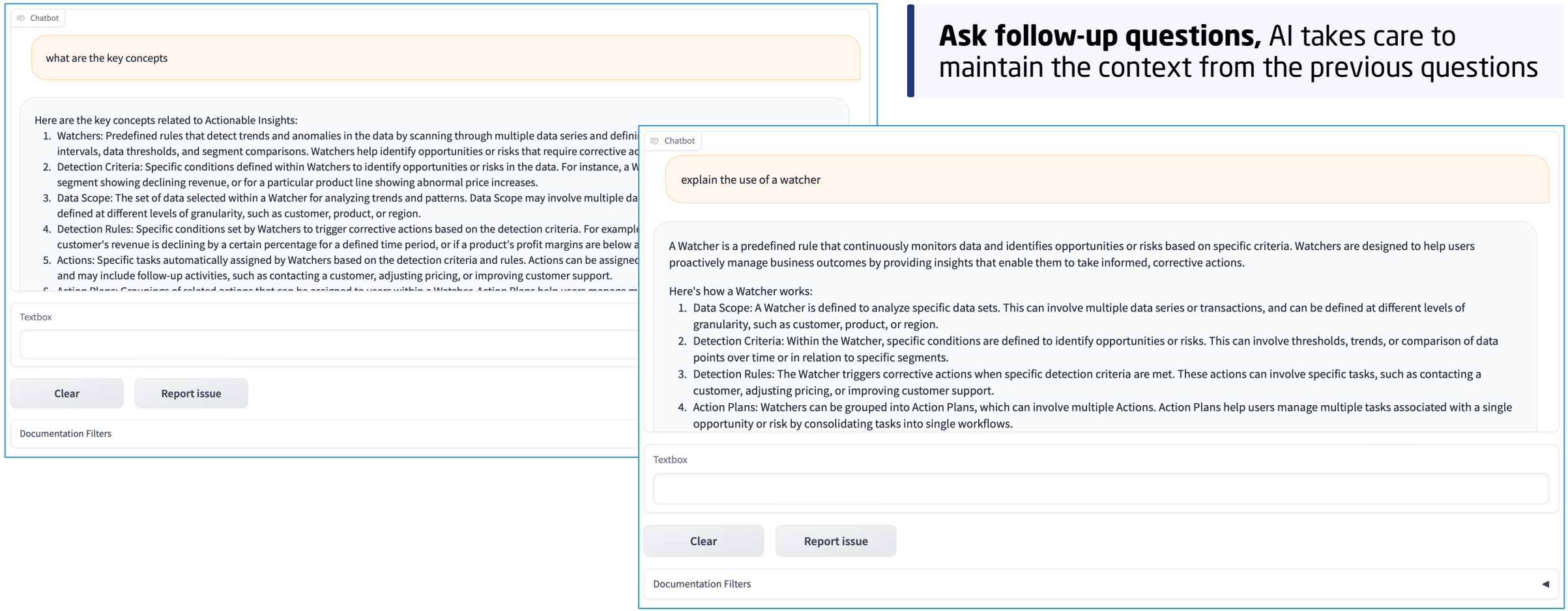
Ask Follow-up Questions within the Topic Context



Ask follow-up questions, AI takes care to maintain the context from the previous questions

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CONDITION RECORDS

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UNIVERSAL STORAGE OF PRICING RESULTS ENABLING INTEGRATION WITH ERP

- Universal **data storage of records** coming from Price Lists, Live Price / Calculation Grids, Quotes, Agreements, ...
- Large scale and high-performance solution allowing **integration with external ERP systems** (e.g. SAP)
- Data **export options** and **real-time access via API** calls (data query based on keys and batch data operations)
- Data **splicing** mechanism to **manage data overlaps** in Condition Records
- Stored data are **also available within Pricefx application** via Groovy configuration logic

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Condition Records Storage Support

Results from the following Pricefx objects can be stored within Conditions Records

- Price List
- Live Price Grid
- Calculation Grid
- Quote
- Customer Agreement (Agreements & Promotions)
- Optimization Model
- Custom Form

In general, any approval workflow within Pricefx can emit Condition Records

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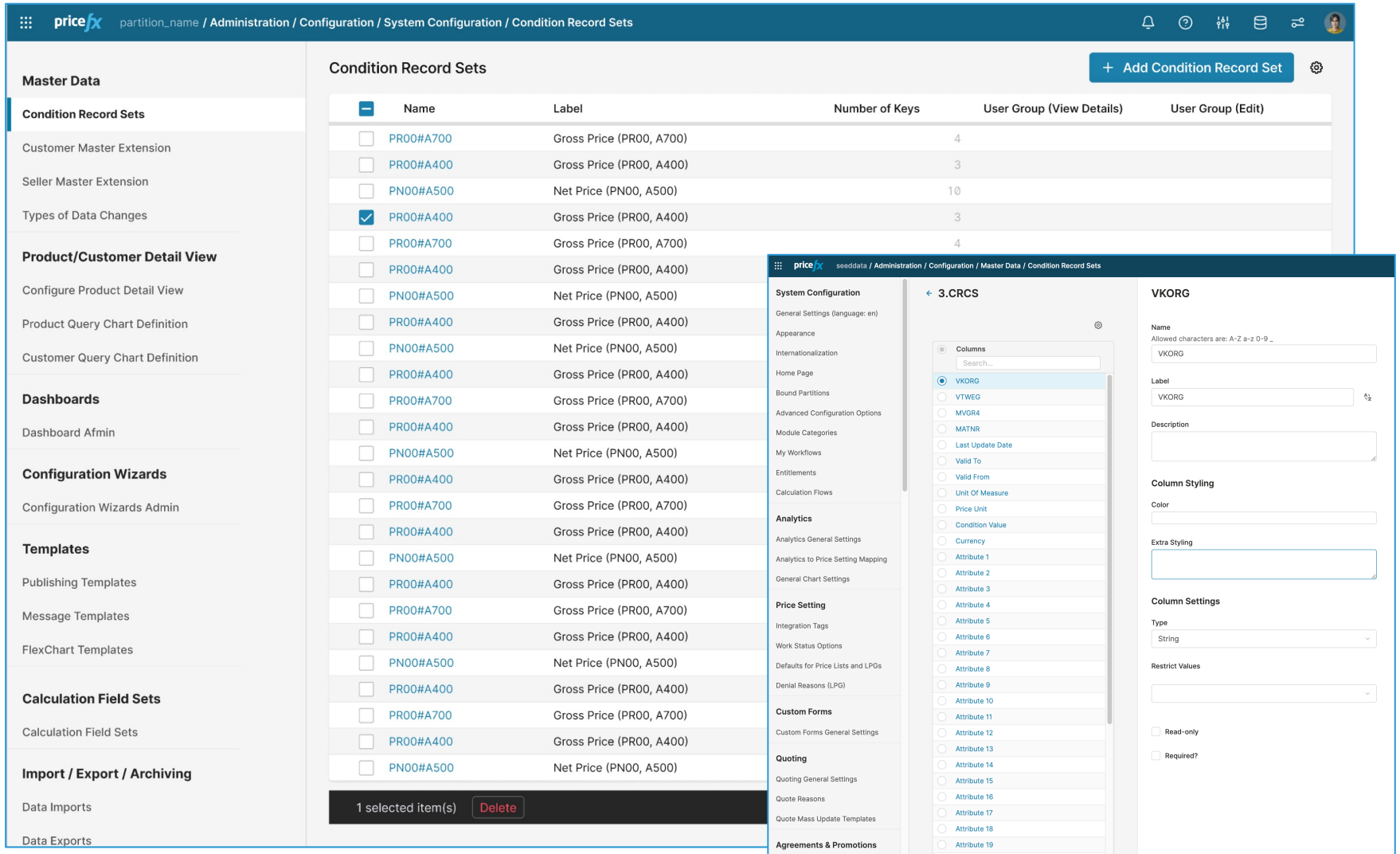
Condition Records Sets



Create **different types of Condition Records** based on your specific use case

Define **Condition Records structure according to SAP** (or any other ERP) to make integration easier

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VISUAL CONFIGURATION

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VISUAL CONFIGURATION OF PRICEFX WITHOUT ANY CODING

Price Strategy Designer allows visual design of price strategies.

Now enables **versioning of a price strategy** with multiple coexisting versions in various states (active, draft, ...) with multi-user support

Enhanced layout improving the intuitiveness and experience of the price strategy design

Introducing new **visual design of pricing Formula Types** in the Agreements Accelerator – see the *details in the Agreements Accelerator part*

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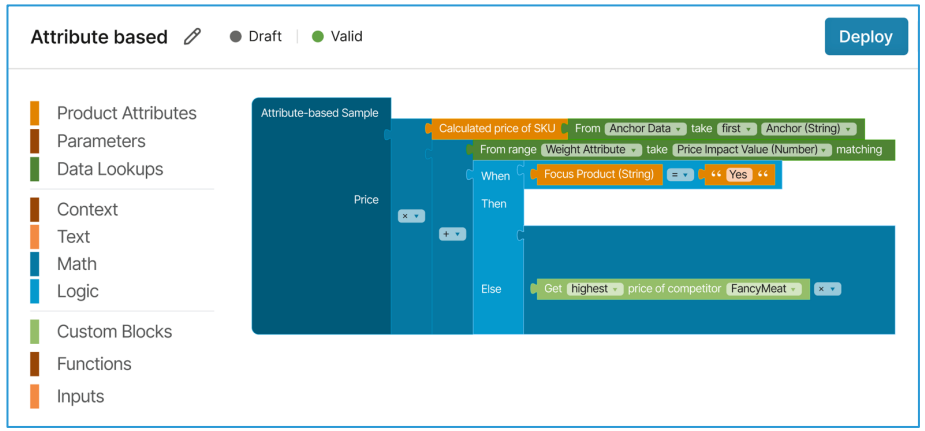
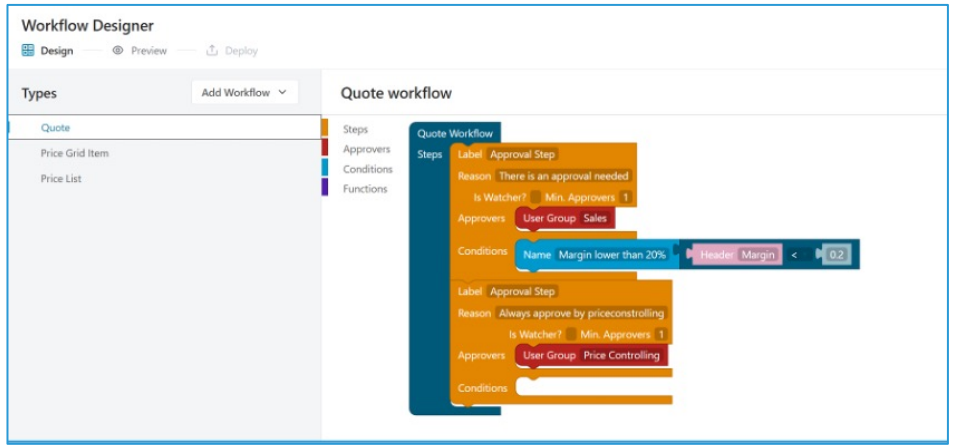
Price Strategy and Workflow Designers

PRICE STRATEGY DESIGNER



Design simple or complex price strategies visually, without any coding. In a drag & drop way construct any pricing policy following your needs

WORKFLOW DESIGNER



Design approval workflows even with complex rules. With visual experience define responsibilities, conditions and approval automation. Available as pre-release

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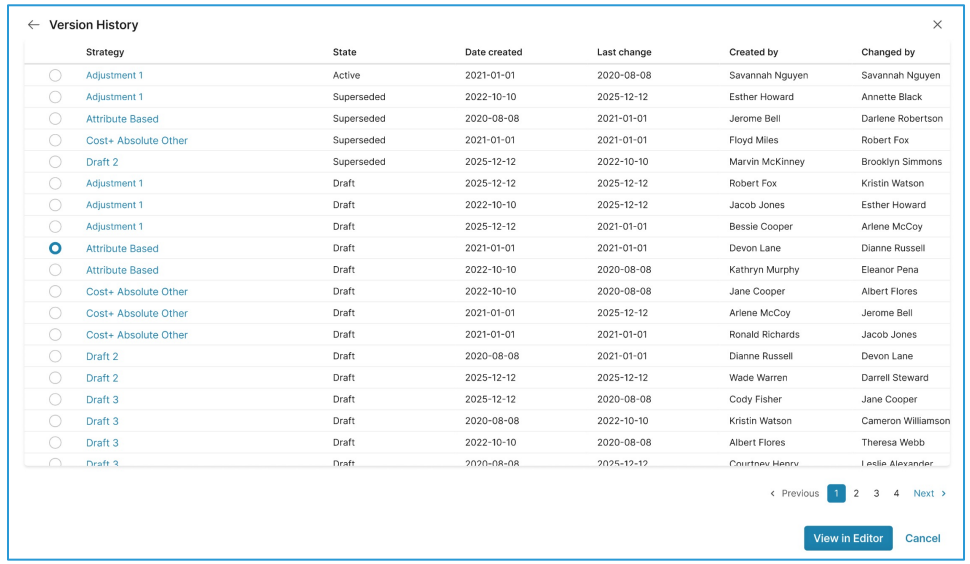
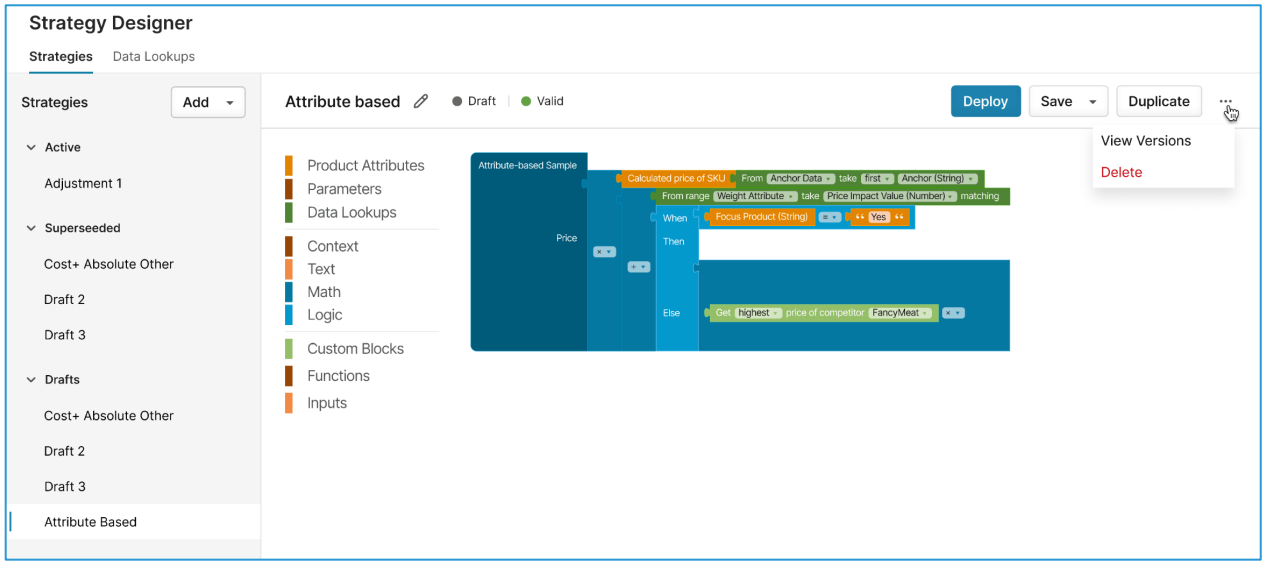
Versioning in the Price Strategy Designer





See the **version history** of all price strategies and **status** of the versions (draft, active, superseded)

Select the version of the price strategy you want to modify. Additional options to duplicate, deploy or delete the version

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INTEGRATION WITH SAP S/4HANA

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SAP S/4HANA INTEGRATION WITH PRICEFX

Pricefx platform **Endorsed App certification** has been extended to include **SAP S/4HANA integration** (on top of the original certification of SAP Customer Experience integration)

New integration templates for providing the data from Pricefx to SAP

- customer discounts and prices resulting from an approved **Agreements & Promotions** contract
- accruals and pay-outs related to **Rebate Agreements**

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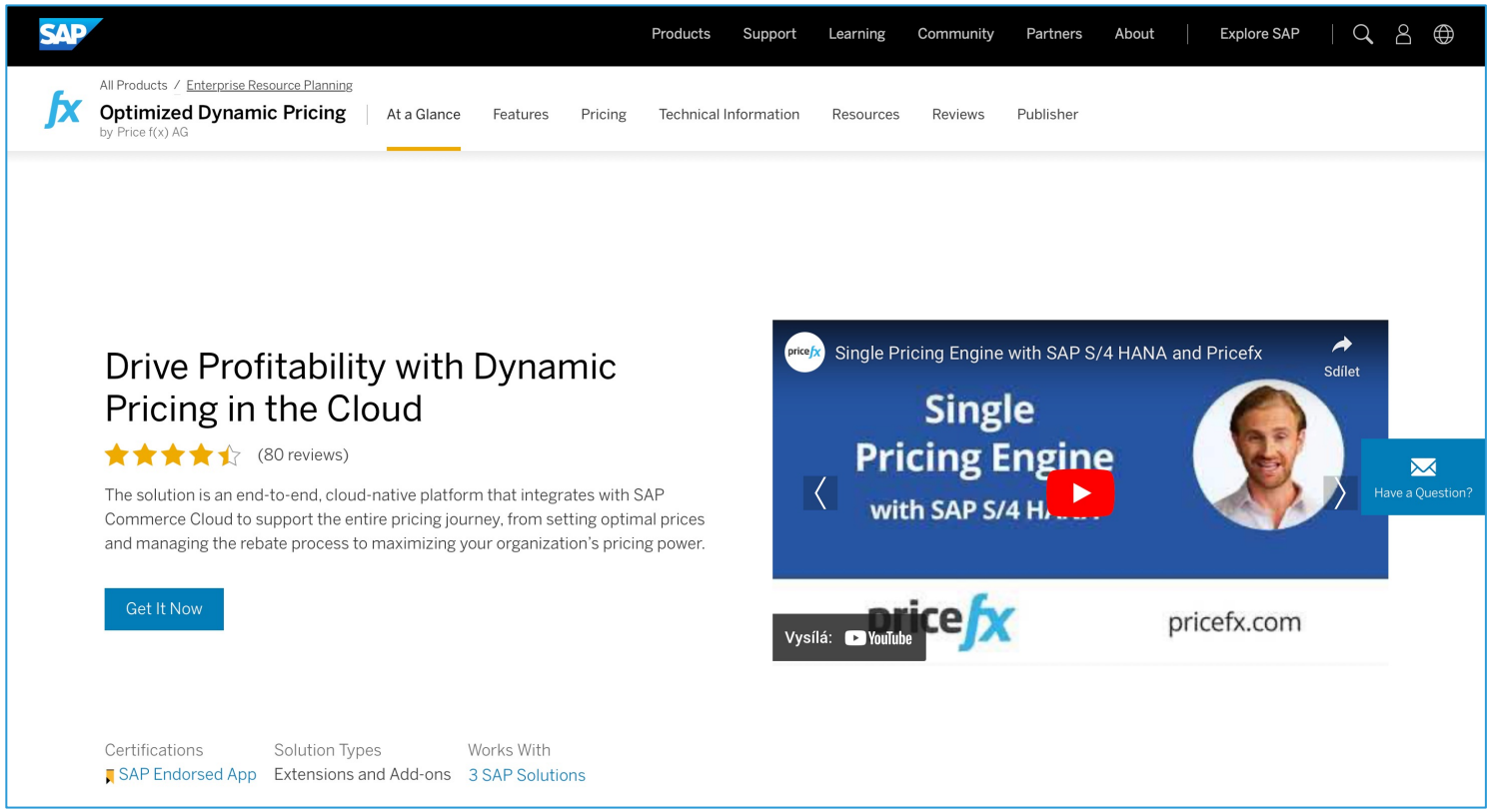
Pricefx Endorsed App Certification by SAP



Pricefx SAP S/4HANA Integration is now part of **SAP Endorsed Apps Premium Certified** apps with added security, in-depth testing and measurements against benchmark results

SAP® Endorsed App
Premium Certified

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New Integration Templates for SAP

Pricefx Agreements & Promotions integration

- Update SAP with customer discounts and prices resulting from an approved Pricefx Agreements & Promotions contract
- Pricefx Agreement condition types can be mapped to the SAP condition types & tables such that discounts and prices are available in SAP to price future sales orders

Pricefx Rebates integration

- Automated integration for updating SAP with accruals and pay-outs related to Rebate Agreements
- synchronize the financial general ledger to account for future liabilities from accumulated rebates, i.e. accrual updates
- For pay-outs approved in Pricefx are automatically sent to SAP as credit memo requests. Also rebate corrections can be sent to SAP as debit memo requests

Available in SAP Business Accelerator Hub

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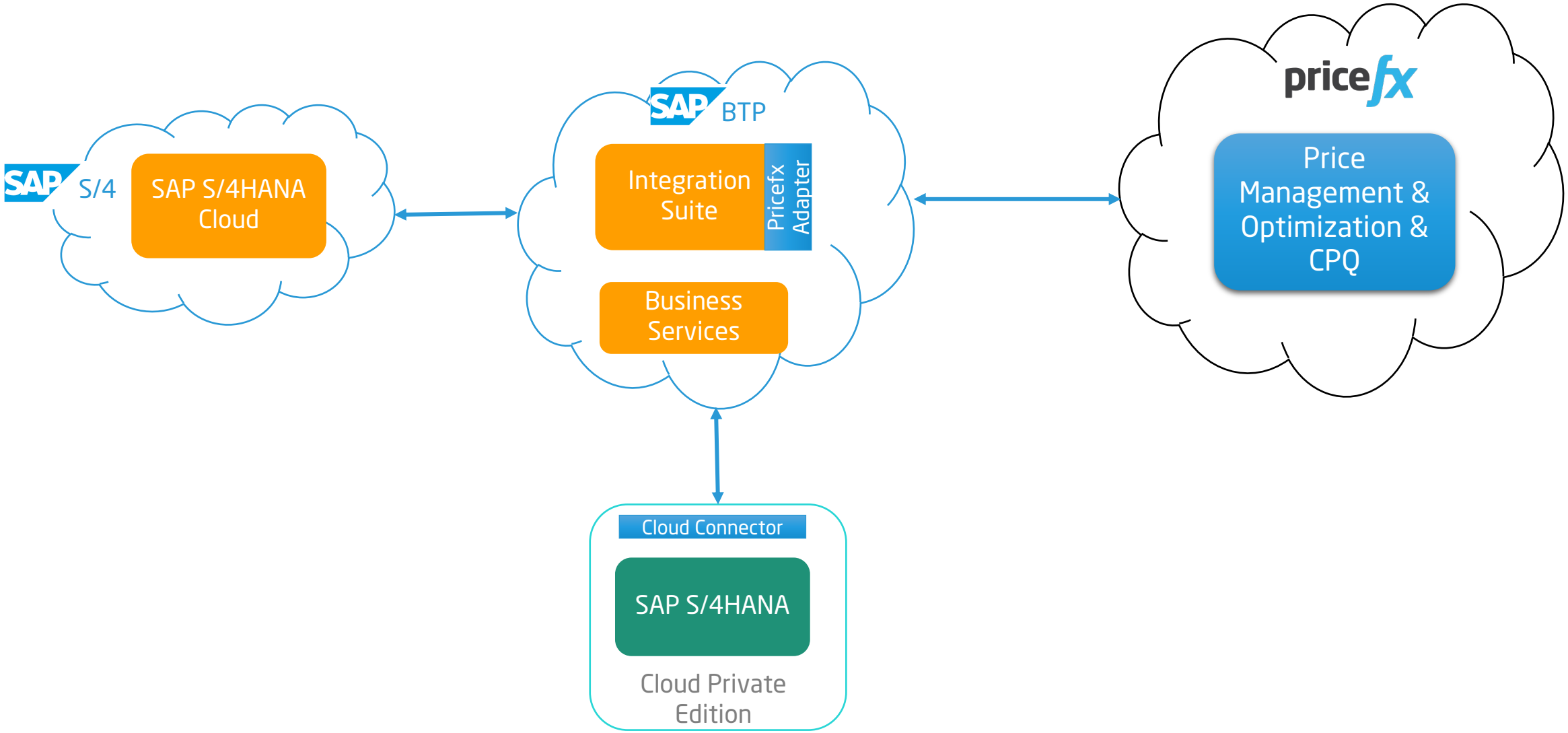
SAP and Pricefx Conceptual Integration



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PLATFORM MANAGEMENT ENHANCEMENTS

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Platform Management Enhancements

Event Workflows

Event Workflows have been enhanced by options to start a flow based on defined event combinations, to call a partition job from Event Workflow, or create a scheduled action starting some flow.

Data Uploads

Data Uploads now support Matrix type Price Lists and provide an option to create a permanent link where files can be placed using SFTP client.

Integrations

- Integrations are now supported on all Pricefx cloud providers
- Automatically generated documentation for individual routes created in Integration Manager

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PRICEFX RELEASE POLICY

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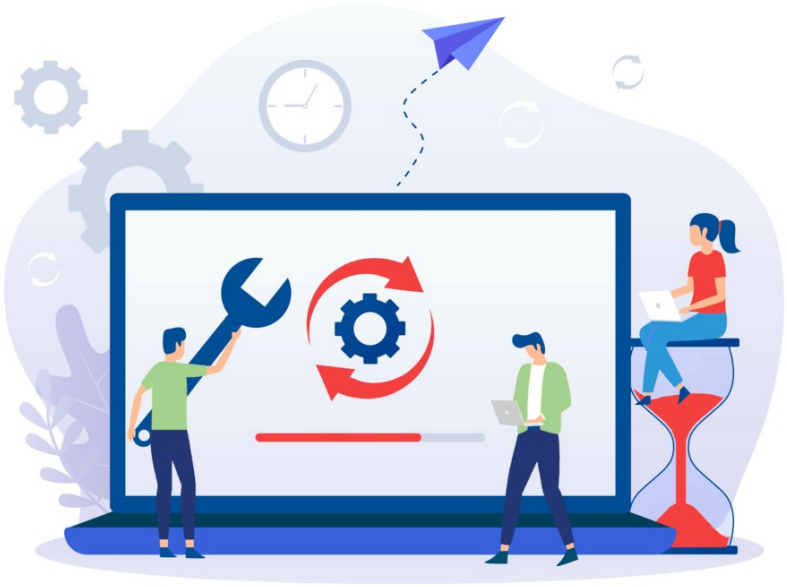
Pricefx N-1 Release Policy



Pricefx provides official support for the latest 2 releases. Currently, **Paper Plane 11.x** and **Clover Club 12.x** releases meet this condition

Once the **Rampur 13** release is made available, all our customers will be required to use either **Rampur 13.x** *(N release)* or **Clover Club 12.x** *(N-1 release)*

If you are on the Paper Plane 11 release, we encourage you to start planning for the **upgrade to Clover Club 12 already now**

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

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