

PeopleSoft Enterprise Pricer



Oracle's PeopleSoft Enterprise Pricer is the application that consistently executes complex pricing for maximum profit. Enterprise Pricer is a key component of PeopleSoft Supply Chain Management, Financial Management and Customer Relationship Management, the integrated suite that drives profitable customer interaction.

KEY FEATURES

- Support multiple currency-specific Price Lists
- Price based on various dates depending on application
- Define price structures by weight, volume, order quantity, or value
- Support multicurrency
- Define formulas that compute values dynamically when pricing engine is invoked from any application
- Derive price of an order line from the value of a different order line
- Derive price based on pricing tiers
- Check minimum and maximum margins
- Validate minimum selling price
- Provide Cost Plus Pricing
- Derive price of an order line from purchases made over a user-defined period (PTD pricing)
- Identify multiple discounts and surcharges to be applied as summed or cascading
- Offer various possible benefits, including free goods, accruals for later credit, special payment terms, and more
- Apply discounts and surcharges at any level: total order, order line, group of order lines defined by common product group
- Enforce price compliance by setting

Implement Flexible Pricing to Maximize Profit

In complex business situations, pricing often represents a compromise between pricing flexibility and ease of execution. Simplistic pricing leaves money on the table because it fails to capture all of the variables that affect your business. Yet more flexible pricing structures that have the potential for higher profits can be difficult to execute. PeopleSoft Enterprise Pricer solves this quandary by automating execution and enforcing even the most complex pricing strategies.

Execute Flexible Pricing

PeopleSoft Enterprise Pricer enables businesses to tailor pricing quickly to ensure they are receiving the maximum profit from each sale. Enterprise Pricer enables Contract, Marketing, and Sales managers to segment pricing for Products, Services, and Customers and to execute pricing strategies dynamically through any sales channel. Fully integrated with PeopleSoft Customer Relationship Management, Supply Chain Management, and Financials applications, Enterprise Pricer provides an ideal best-of-breed pricing system for companies with many channels, customer segments, and product types. Companies that have similar products but need to differentiate pricing, packaging, and service bundling have flexible options to price based on any field in a business document.

Configurable Rules and Components Implement Any Pricing Strategy

PeopleSoft Enterprise Pricer enables companies to define and implement sophisticated pricing strategies quickly to meet changing business requirements. With Enterprise Pricer's flexible setup framework, you can model even the most complex pricing scenarios. The application provides a

limits to adjustments to be applied

- Generate Customer Price Book
- View margin results immediately to see results of pricing effect

KEY BENEFITS

- Execute flexible pricing
- Enforce pricing compliance
- Reduce pricing maintenance costs

simple process for creating pricing strategies and for defining and categorizing pricing rules. It enables you to add controls easily for flexible time frames—such as order date, activation date, quantities—or for amount-based calculations, pricing based on cost, or to attain a specific margin.

Increase Margin With Fine Granularity in Target Pricing

PeopleSoft Enterprise Pricer is a flexible, rules-based pricing application that enables you to segment pricing easily for different customers and products. For example, you can elect to price by any field in the Customer record or any field in the Product record. You, as an organization, can select the Price By fields that make sense for your pricing needs, including those fields in the business document. You may want to target a promotion for a specific geographic area, so you can select the Postal Code field from the Customer record as a pricing key. You can segment customers by geography, importance, channel, and size. Likewise, you can segment products by whether they are specialized by commodity or by demand and availability. Enterprise Pricer uses these attributes, along with effective dates that you select, to create consistent pricing rules and to execute your pricing strategy. As a result, you can have a targeted pricing strategy that is optimized across multiple sales channels.

Enterprise Pricer's rules-based application is the most flexible approach to solving your pricing problems. Pricing, after all, is not a simple process. Rather, it involves searching the attributes of various products and customers, and even the Order, Invoice, Return Material Authorizations (RMAs) or Contract, and then determining which pricing rules to apply. This "pattern matching" is best accomplished by a rules-based application such as Enterprise Pricer. Moreover, with Enterprise Pricer, you can create complex pricing waterfalls that combine multiple attributes and rules. Enterprise Pricer gives you the power to define your own pricing algorithms, starting from a base price and ending with a quoted price for the customer. The steps, the order, and the types of pricing calculations are all set up according to your specific pricing model.

Quickly Execute Pricing Strategies for Maximum Profits

Enterprise Pricer provides a simple-to-use, web-based price maintenance environment in which users who set prices or create contracts can instantly modify pricing rules, test pricing scenarios, and check test results with a mouse click. This environment enables you to modify prices quickly to reflect changing marketing conditions. In this way, you can achieve the maximum profit from any sales situation and avoid the constraints of a difficult-to-change pricing implementation.

With the speed achieved with Enterprise Pricer, businesses will regain control of products and promotions. You can increase sales successes by presenting the right products at the right price, while achieving your desired margins, and

yet easily preempt offers from the competition.

Test Pricing Rules to See the Effect on Margins

Enterprise Pricer enables you to test and analyze pricing changes before deploying them. These features help you avoid costly pricing mistakes that may make a difference in winning a sale or a customer. With Enterprise Pricer, you can quickly analyze the margin or profit of a pricing change before it goes into effect by executing “what if?” scenarios using the Price Simulator.

Quickly Implement New Price Updates

Whether you do end-of-year or daily updates to your Price Lists and List Prices, you need a tool that makes that task less burdensome for the pricing professionals in your organization. A time-saving tool for updates is the Price Mass Maintenance functionality. This feature allows users to download Price Lists or List Prices to a workbook, where you can do mass updates based on multiple and flexible criteria. You can elect to do cost plus pricing based on net unit cost or the alternate unit cost. You can enter a desired margin percentage or amount and have the system calculate what the price needs to be in order to achieve that margin. Once you are satisfied with the results, you can compare old versus new pricing and show the changes in a chart before uploading back into the Price List and List Price tables.

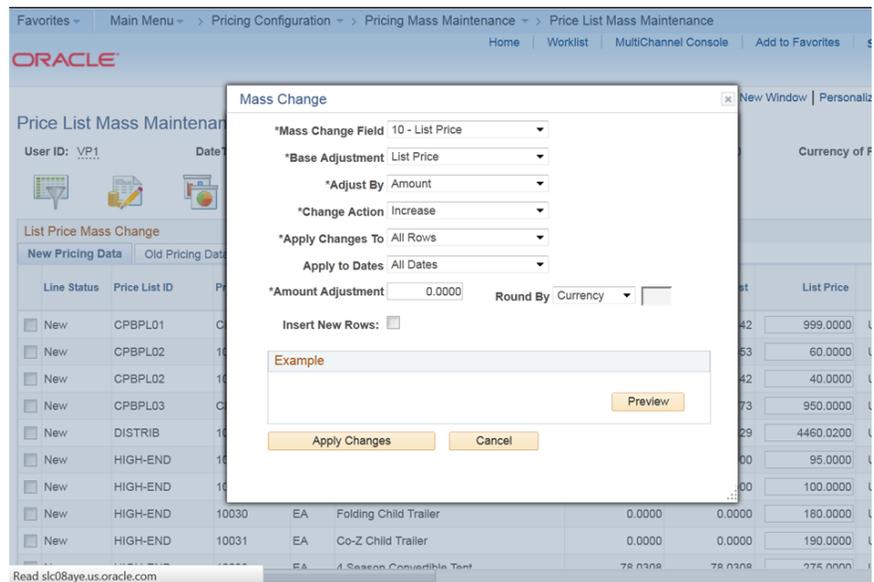


Figure 1. Price List Worksheet Update Options

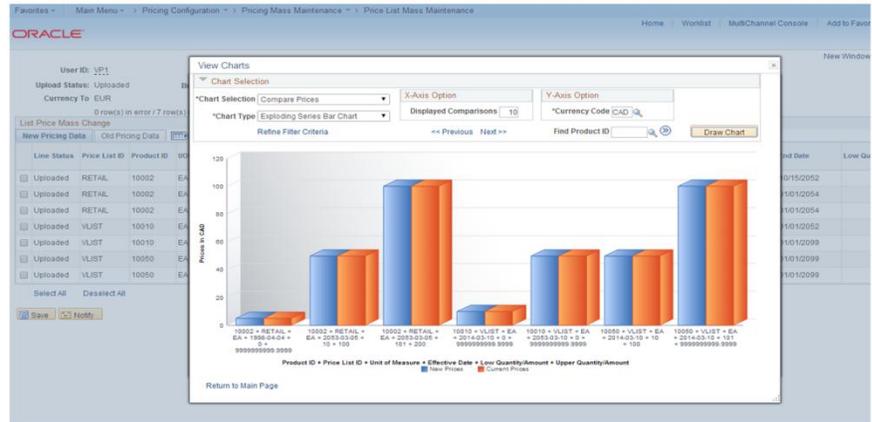


Figure 2. Chart your price changes before uploading new prices

RELATED PRODUCTS

The following Products support Oracle PeopleSoft Enterprise Pricer:

- Order Management
- Contracts
- Order Capture
- Order Capture Self-Service

RELATED SERVICES

The following services support Oracle PeopleSoft Enterprise Pricer:

- Update Subscription Services
- Product Support Services
- Professional Services

Increase Customer Retention and Reward Repeat Customers

Enterprise Pricer can use Customer profile information to create targeted, personalized promotions for individual customers. Enterprise Pricer also enables you to reward repeat customers by setting rules that dynamically offer customers extra savings based on the number of products purchased over a given time period (period-to-date pricing and promotions), the number of times they have ordered from your site, purchase dollar volumes, and more. In addition, free goods can be offered as an extra incentive based on the purchase of a completely different product.

Shared Pricing Setups Ensure Consistency Across Channels

Disparate pricing systems cost your business by allowing customers to shop around in different sales channels that have different prices. With Enterprise Pricer, all your price information for all sales channels is maintained in one place. Enterprise Pricer is fully integrated with all of PeopleSoft's ordering and returns applications: Order Management, Contracts, Customer Returns, Order Capture, and Order Capture Self-Service. Whether your customers order through your web store or by telephone with a customer service representative, pricing and promotions are executed consistently across all channels.

Price Book

You may have many ways of offering customer buying incentives. Buying Agreement, Promotional Pricing, Special discounts, and Price Lists are all used in concert to determine the best pricing programs for your customers. However, there comes a time when the question is asked *“What is my best price for Product X?”* or *“What Pricing discounts am I eligible for?”* The

Enterprise Pricer module offers a flexible solution for responding to both internal and external queries by providing a Price Book. The Price Book has a robust set of selection criteria to narrow a specific pricing program, or it can be generated to view all pricing for all products via all mechanisms (Buying Agreements, Promotion Pricing, Price lists, and more). In addition, the Price Book can be viewed as a PDF or online, as well as transmitted via an EDI or flat file.



CONTACT US

For more information about PeopleSoft Enterprise Pricer, visit oracle.com or call +1.800.ORACLE1 to speak to an Oracle representative.

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Hardware and Software, Engineered to Work Together

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