



SAP Extended Price Management by Vistex | PUBLIC

Manage and Implement **Pricing Strategies** with a Comprehensive Solution

Meet Pricing Challenges Efficiently with Smart Price Management

As product offerings continue to grow in response to consumer demand, it has become increasingly important to gain visibility into the **complex pricing and incentives** that can be offered to customers, distributors, and channel partners. You need the right solution to help you effectively manage pricing challenges with greater ease and reliability.

The SAP® Extended Price Management solution by Vistex extends the value of SAP S/4HANA® by helping you achieve the following:

- **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

DRIVE PRICES AND DETERMINE TRUE PROFITABILITY

SAP Extended Price Management is a comprehensive solution that supports you from agreement initiation to buy- and sell-side analytics. User-friendly layouts and intuitive functionality allow you to adjust prices without delay, execute mass-pricing updates, automate maintenance, and eliminate hours of manual processes. The solution can save you time and free resources by getting prices into your system more efficiently and evaluating that data. You can run formulas and calculations to drive prices, helping you evaluate all programs and rebates to determine true profitability.



SAP Extended Price Management helps you manage **pricing challenges** from deal management to price administration, execution, and analytics.

BENEFIT FROM BUSINESS-DEFINED PRICING

To avoid errors in maintaining prices in your order entry or materials management system, you need a solution that lets users enter pricing efficiently, providing the visibility to review proposed changes and make accurate changes in a timely manner. The price administration tools of 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 with comprehensive workflow tools.

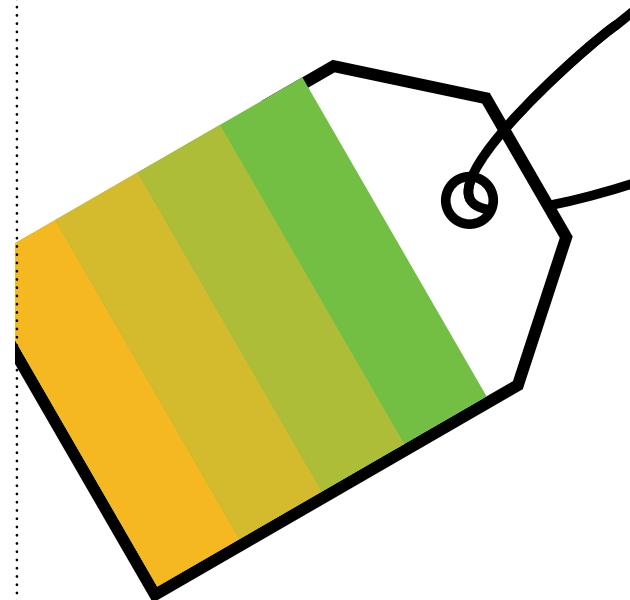
The solution makes pricing administration easier with user-defined formulas and logic to help you derive sales prices from other products (similar or same product family), commodity costs, consumer price indexes, or costs of bill of materials components.

ANALYZE THE SUCCESS OF PRICING STRATEGIES

In today's rapidly changing business environment, it is not enough to just manage pricing structures; you also need to appraise the success of pricing strategies. SAP Extended Price Management comprehensively evaluates and sets pricing with visibility into margins, incentives, and revenue sharing. It analyzes proposed pricing to determine true margin and show the complete gross to net, component by component, for individual products or for a product line or agreement.

FEATURES AND BENEFITS

- 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 true margin of products or agreements
- Conduct and track reviews and approvals
- Deploy "what-if" scenarios that boost profitability
- Communicate prices using catalogs or price lists (complete or delta catalogs)
- Create price proposals for review and publishing



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