

COMMERCECX

PRICING OPERATIONS MANAGER (POM)

KEY COMPONENTS

- ❖ **COMMERCECX CONTRACT PRICING DATA TRANSFORMATION & GENERATION FRAMEWORK**
 - EVENT-TRIGGERED
 - BULK UPLOAD
- ❖ **INTEGRATION WITH LEADING CPQ APPLICATIONS INCLUDING**
 - SALESFORCE
 - APTTUS
- ❖ **FUNCTIONAL APIS**
- ❖ **CONTRACTED PRODUCT PRICE DETERMINATION**
 - PRICE PER PRODUCT ACROSS ALL CONTRACTS PER ACCOUNT
 - DETERMINATION RULES CONFIGURATOR

KEY BENEFITS

- ❖ **CONSUMER GRADE PRICING UX**
- ❖ **ARCHITECTURE/SOLUTION SIMPLIFICATION**
- ❖ **IMPROVED PRICING MASTER DATA MAINTENANCE**
- ❖ **CONSISTENT AND ACCURATE PRICE ASSIGNMENTS**

In today's business environment, customers demand products that are tailored to their specific needs and are best priced. In the B2B world, pricing models include customers with multiple contracts, tiered discounts, and product bundles. Accuracy and speed of pricing is essential for consumer grade user experience of Pricing tools. CommerceCX Contract Pricing Operations Manager is a powerful add-on module to most CPQ tools designed to help organizations administer their pricing policies consistently, accurately and at speed. Contract Pricing has a unique data model that is optimized for performance and efficiency.

SINGLE SOURCE TRUTH FOR PRICING

CommerceCX Contract Pricing enables a single source of truth for pricing by ingesting pricing information both for country and contract prices and provides the capability for unified pricing retrieval.

SUPER-FAST PRICING CALCULATIONS

Returns price calculations for complex quotes running tens of bundles in seconds based on intelligent pre-computation of pricing and discounts.

PRICING ACROSS CONTRACT BEHAVIOR AND HIERARCHY

Run pricing calculations based on various contract types like framework contracts, buying groups, and taking contract hierarchy or account hierarchy into consideration for a given account to enable product pricing.

BUILT ON SALESFORCE PLATFORM

CommerceCX Contract Pricing is native to the Salesforce platform so data movement between CommerceCX Contract Pricing and CPQ is seamless and data processing occurs within the customer's instance of Salesforce using published development standards.

UX IMPROVEMENT

With super-fast pricing calculations, emulates consumer grade app like user experience for sales and sales operations enabling improved adoption metrics.

APIS TO ENABLE INTEGRATIONS AND REPORTING

Use CommerceCX Contract Pricing API's for easy integration with external ERP systems such as SAP, and easy reporting and analytics with various reporting and BI tools.

NEAR REAL-TIME SYNC WITH PRODUCT MASTER DATA

CommerceCX Contract Pricing syncs in near real time with upstream changes to master data like product pricing, product hierarchy and contract entitlements.

