

Synchron Parts Pricing Solution

Overview of available SmartBlox

List pricing

(Base price management)

The List pricing module lets users setup all item data, item relations (price relations, supersessions and BOMs), lifecycle rules and segmentation logics in Synchron along with pricing logic rules in order to set list prices for all base price lists.

Market pricing

(Regional price management)

Market pricing lets users leverage the baselink price lists in Synchron Price. Users can define pricing logic rules for baselinks or define markup factors from the base price lists in order to set list prices for all baselink price lists. Allowing to optimize the prices for markets/regions.

Target cost optimization

Target cost optimization helps the price analyst to analyze what the target cost would be for items based on the calculated target price and desired margin. Purchase department can then work on reducing the purchase prices to increase the profitability.

Transfer pricing

(Transfer price management)

Transfer Pricing lets users setup internal customers and the cost plus rules alternatively list price with discounts that determine the net prices for inter company item purchases. Increases the operational efficiency and consistency of internal pricing.

Net pricing

(Net price management)



Net price management lets users setup advanced customer segmentation, pricing setups and subsequently adjustment models like discounts and charges which help determine the net price for a particular customer or a segment of customers. This will allow to find the correct discount levels to optimize the net revenue.

Rebates

(Rebate management)

The Rebates module lets users setup off-invoice rules to setup rebates and kickbacks in the net price module based on certain achievement criteria. This helps users understand the final pocket price.

Price Feedback

Price Feedback module allows users (internal or customer) to create feedback cases to capture information from the market regarding pricing anomalies. The feedback cases are then validated, analyzed and used in a structured manner. SLA's can be tracked and it will increase the process efficiency.

Approval Workflows

Approval workflows allow for a fully configurable multi-level approval process to be setup in the system for different changes a user can make. Currently approval workflows can be triggered on change made to list prices, simulations, item lock, quotations, special prices, and price adjustments.

Quotations

The Quotation management module enables the price analysts/sales personnel to make special offers and deals to a single customer, by negotiating about additional discounts or special prices for a set of item and quantities outside the normal prices.

Insights

Synchron Price Insights is a self-service Advanced Analytics and Data Visualization offering that allows you to analyze and visualize your pricing related data easily. It enables customers to



perform trends and patterns analysis, providing valuable insights to refine their pricing strategies. These insights can lead to increased revenue, enhanced profit margins, and improved process efficiency. It includes a set of ready-to-use dashboards, and users can also create their own custom dashboards on the provided data sets.

CsX Data Central/Price Data Products

Self Service Data Analysis on Price Data Products meant for Pricing Analyst & Data Scientist. It enables users to query analyze, export results to help them perform more data driven decision. Users will have access to more data products like Sales, Quotations, Feedback, Comparisons, Pricing Set-up, and others.

Volume Price Mix

Advance statistical Model calculates impact of changes in product mix, price, and volume affect overall sales and profitability by calculating effects. This enables Pricing analysts to gain a deeper understanding of the impact of their pricing strategy and make more informed decision.

Customer Segmentation

ML-based clustering to segment customers, enabling tailored pricing strategies that optimize discounts, charges, and rebates to boost sales.

Eucon Connector

Eucon connector allows the system to seamlessly fetch competitive information available in Partspool by Eucon. (A separate agreement with Eucon is needed).

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