

Oracle PeopleSoft Enterprise Pricer

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

Flexible Pricing to Maximize Profit

In complex business situations, pricing often represents a compromise between 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. Flexible pricing structures that have the potential for higher profits can be difficult to accomplish. PeopleSoft Enterprise Pricer solves this quandary by automating execution and enforcing the most complex pricing strategies.

Execute Flexible Pricing

PeopleSoft Enterprise Pricer enables you to quickly tailor pricing, ensuring you 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 perform pricing strategies dynamically through any sales channel. Fully integrated with PeopleSoft Financial and Supply Chain Management 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 generate prices based on any field in a business document.

Configurable Rules and Components Implement any Pricing Strategy

PeopleSoft Enterprise Pricer enables you to define and implement sophisticated pricing strategies to meet changing business requirements. With Enterprise Pricer's flexible setup framework, you can model even the most complex pricing scenarios. The product provides a simple process to create price strategies and define and categorize price rules. It enables you to easily add controls for flexible time frames, such as order date, activation date, and quantities, or for amount-based calculations, pricing based on cost, or to attain a specific margin.

Increase Margin with fine Granularity in Target Pricing

Key Features

- 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 dynamically calculate values when pricing engine is invoked from any application
- Derive the 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 the 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 benefits, including free goods, accruals for later credit, special payment terms, and more
- Apply discounts and surcharges at any level: total order, order line, or group of order lines defined by common product group
- Enforce price compliance by setting limits to adjustments
- Generate Customer Price Book

PeopleSoft Enterprise Pricer is a flexible, rules-based pricing application that enables you to easily segment pricing for different customers and products. For example, you can elect to determine your price from any field in the customer record or any field in the product record, including the user-defined fields where you've added your own data. You, as an organization, can select "Price By" fields that make sense for your pricing needs, including fields in a 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 selected effective dates, to create consistent price rules to perform your pricing strategy. As a result, you can have a targeted price strategy that is optimized across multiple sales channels.

Enterprise Pricer's rules-based process 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 considers the order, invoice, return material authorizations (RMAs) or contract, to determine 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. Users who set prices or create contracts can instantly modify pricing rules, test pricing scenarios, and check test results with the click of a mouse. This environment enables you to quickly modify prices 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 regain control of products and promotions. You can increase sales success by presenting the right products at the right price, while achieving desired margins, and 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. Using the Price Simulator, you can quickly analyze the margin or profit of a pricing change, before it goes into effect by executing "what if?" scenarios .

- View margin results immediately to see the results of pricing changes

Key Benefits

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

Related Products

The following PeopleSoft products leverage Oracle PeopleSoft Enterprise Pricer:

- Order Management
- Contracts

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 defining rules that dynamically offer a customer 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.

Price Book

You may have many ways of offering buying incentives. Buying agreements, promotional prices, 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 customize a specific pricing program, or it can be generated to view all pricing for all products using all mechanisms such as 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.

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