

Pricing



Manage advanced trade pricing complexity with suppliers and customers.

Flintfox provides an innovative Pricing Module for organisations who require an effective tool to manage all pricing requirements, from the most common to the most complex. With Flintfox, businesses have the tools required to administer all pricing arrangements across vendors, customers, products, and transactions efficiently and accurately.

An integrated approach to managing pricing remains difficult for many manufacturers, distributors, and retailers. Dynamic market conditions, competitive pressure, new master data (customers/vendors/products/packaging), and changing consumer behaviours put extreme pressure on both pricing systems and strategy.

Lack of pricing flexibility or full visibility can lead to lost revenue associated with pricing errors and missed opportunities due to slow response times. Transaction errors related to incorrect pricing can vary between 0.3% and 2.3% of total order volume. Duplicating pricing rules in multiple systems can create audit compliance and maintenance issues related to downstream processes such as settlement of deductions and fees.

For organisations requiring enterprise-level pricing performance, scalability, and flexibility, Flintfox provides the necessary tools and agreement structures to optimise revenue and maximise efficiency.

For full details, please contact your local Flintfox business professional.

Flintfox Pricing provides an integrated framework to improve the management of pricing rules and offers more flexibility to update prices without delay.

The Flintfox Pricing Module includes the following features and capabilities:

- **Pricing Accuracy across applications** – nPrice pricing engine is the single source of real-time, calculated pricing truth regardless of requesting application.
- **Pricing speed and scalability** – In-memory pricing engine scales to over 1 million price requests per minute, removing pricing as the bottleneck in an omni-channel sales environment.
- **Vendor and customer price management** – Seamlessly manage both purchase order and sales order agreements including pricing, discounts, and rebates.
- **Configurable calculation options** – Utilise configurable calculation methods for pricing: List, Cost plus, \$ or % adjustments, margin, net/contract, brackets, and more.
- **Pricing flexibility** – Multi-dimensional pricing agreements and price model functionality cater for the simplest to most complex agreement selection and application methodologies.
- **Pricing visibility** – Define and analyse the entire price waterfall including pre-list adjustments, list to net, and after the purchase/sale, at a transactional level.

Take charge of your complex pricing arrangements and put a rocket under the performance of your existing pricing system with the Flintfox Pricing Module.

What are the key benefits to your organisation?

- ✓ **Best Practices** – In an age where financial compliance is defined by legislation, it becomes vitally important to be able to provide a complete and real-time audit trail of all assets, liabilities and expenses. Flintfox enables recognition of income and expense of the accrued activity as it occurs, ensuring an accurate and up-to-date P&L.
- ✓ **Actionable Insights** – Real-time visibility across all vendor, customer, and trade and revenue related functions, from pre-commitment through to implementation and reporting. With access to transactional level details, your sales professionals can quickly and efficiently create highly effective trade agreements.
- ✓ **Profitability** – Flintfox drives profitability by enabling users to understand and control margins at the transactional level, thereby reducing risk with increased ROI transparency. For example, total trade expenditure in the Consumer Goods and Food & Beverage sectors often represents 10 - 20%+ of gross sales. Your business needs real-time clarity into those promotions that are profitable and those that are not.
- ✓ **Automation and Workflow** – Flexible agreement structures, master data maintenance facilities, and integrated settlement options streamline the entire revenue management process from purchase orders through to invoiced sales orders.

If you'd like to talk through your business requirements, we'd be happy to help. Please contact us to discuss how Flintfox can provide your business with the necessary pricing tools and agreement structures to optimise revenue and maximise efficiency.

Flintfox International designs, develops, and implements a revenue management technology platform for global trade and enterprise organisations. Flintfox has over 29 years' experience in delivering solutions for planning, promotions, pricing, and analytics across the Retail, Consumer Goods, Manufacturing and Wholesale Distribution industrial sectors. With over 150 enterprise clients, Flintfox solutions provide the revenue management framework for billions of dollars in trade spend annually.