ENAVATE PRICING AND COSTING APP FOR WHOLESALE DISTRIBUTION

DISTRIBUTORS HAVE COMPLEX NEEDS FOR PRICING, NEEDS THAT MICROSOFT DYNAMICS AND AX PLATFORMS DO NOT MEET OUT OF THE BOX.
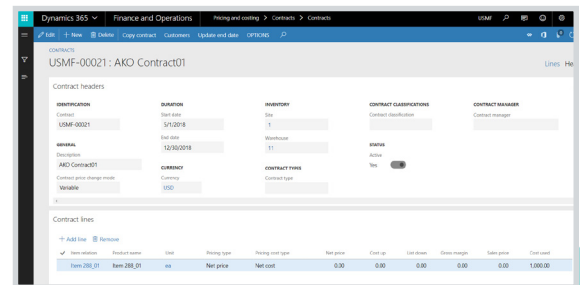
Enavate's Pricing and Costing App is for wholesaler-distributors that need to maintain complex pricing strategies in an easy-to-use yet flexible, functional format. The App enables distributors to manage a high volume of pricing changes while protecting and growing margins across their diverse customer and supplier base.

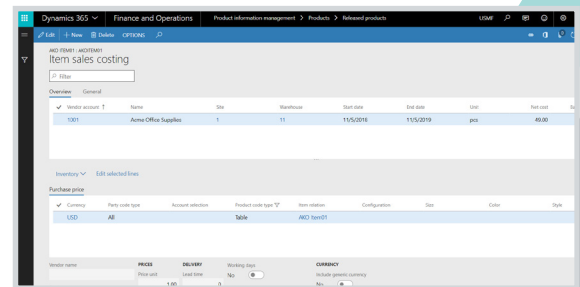## BENEFITS

1 DESIGNED FOR DISTRIBUTION

Make technology work for your business by simplifying management of pricing records while still supporting the needs of your sales team. ENAVATE gives distributors options that go beyond a standard trade agreement that align with their complex pricing needs, including contracts and matrix pricing.

2 FLEXIBLE PRICING MANAGEMENT

Set pricing rules that make the most sense for your business. Price items with variable pricing methods based on purchase cost, inventory cost, or loaded costs for greater control of gross margin. Assign pricing to a specific customer, a customer pricing group, or at a specific site and warehouse level. Using these flexible options will ensure that contracts remain profitable year after year.

3 GREATER MARGIN CONTROL

To ensure profitable growth, you need to account for more than the vendor's cost. Distributors need to include hidden costs, such as freight and handling. For example, the ENAVATE app allows you to apply freight charges for each product line. Sales reps can price strategically knowing their margins won't be eroded.

ENAVATE™

Make the Future Work. Now

FEATURES

1

SELLING COST MANAGEMENT

Manage the total cost of selling and delivering a product. Create your own cost record for an item or category of items. Establish a contract sell price based on item sales cost that you can configure to help resist the margin squeeze all distributors face.

2

PRICING AND COSTS BY CUSTOMER GROUP

Protect your best customers with special pricing. Target customer groups with costs and pricing based on their size or sales volume, end-market or other factors. Assign pricing by item, product category or brand.

3

PRICING HIERARCHY

Define pricing hierarchies for customers, dictating how you want the system to assign pricing methods. Customize on a customer-by-customer basis. Apply promotions to customers for a limited time, with the app reverting to contract or other pricing after promotions expire.

4

PRICING AND AVAILABILITY LOOKUP

Quickly and easily gain visibility into a customer's pricing structure and item availability without having to create a transaction.

5

CONTRACT MANAGEMENT

Efficiently manage pricing across the thousands of items that comprise a contract. Copy rather than start from scratch and process pricing updates in batch.
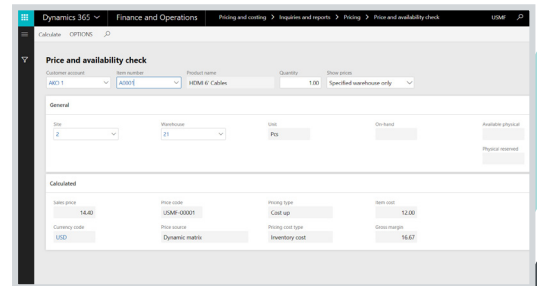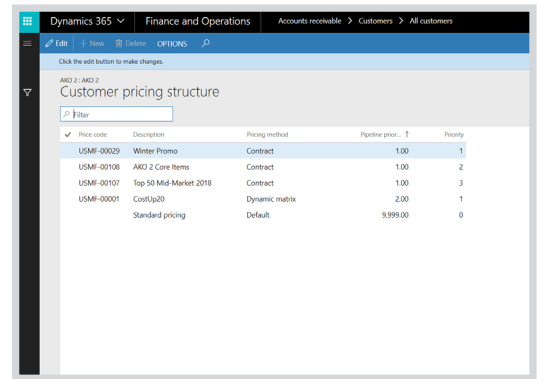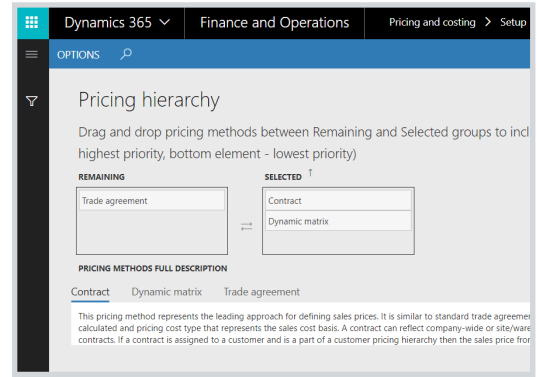
6

VOLUME PRICING

Set pricing based on the quantity of the item you are selling.

7

SECURITY

Security roles across your organization make sure that only the right people have access to the right tools at the right time

Enavate understands distribution. Enavate transforms wholesaler-distributors' businesses through Microsoft Dynamics 365 and AX technology. Equipped with experience, development credentials, deep knowledge of the wholesale distribution industry, and a reputation for disruptive innovation, Enavate helps distributors break through limitations in an increasingly crowded market.

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