



# Sales Configurator Solution

Pricing Management System  
Enabling Visibility, Optimization & Control



Are your sales quotations synchronized with your engineering restrictions?

- Pricing policy must maintain flexibility in order to adapt to organizational guidelines while accommodating exceptions due to regions, items, compilation, payment terms, currency rates etc.
- Pricing formation is technologically complex due to consideration of thousands of frequently updated items as well as many existing engineering restrictions.

- ESI's Pricing Technology delivers smart results using its sophisticated yet easy to use state-of-the-art technology, ensuring rapid Return on Investment for its users.
- ESI's Pricing Technology is a strategy based pricing solution which advises and aids with pricing decisions, yielding a more predictable and profitable outcome.

ESI's Pricing Technology offers an instantaneous and accurate sales configurator that has vast impact on efficiency and profitability. By using ESI's solution, a company can gain a significant competitive edge in its market and enhance its profit.



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## Complementing Your Pricing Strategy

### Pricing Strategy Module

- Defining pricing strategy for the organization i.e. gross profit margin, rounding rules, minimum and maximum modifications, etc.
- Once the organizational pricing strategy has been set, defining exceptions for the differing sub-levels such as regions, specific items, special configurations etc.
- Defining specific pricing rules i.e. restrictions, competition, authorizations etc.

### Engineering Module

- Defining parameters, constraints and valid values for each parameter.
- Defining configuration rules i.e. items required for each selection, redundancy, spare parts, bundling etc.

### Pricing Change Module

- Defining triggers for pricing changes i.e. start date, end date, items, price or % of change.

**The system produces a quotation and a BOM founded on a set of defined rules and based on an interactive questionnaire with the user.**