

Advanced Pricing Implementation at Mercury Marine(Bruswick)

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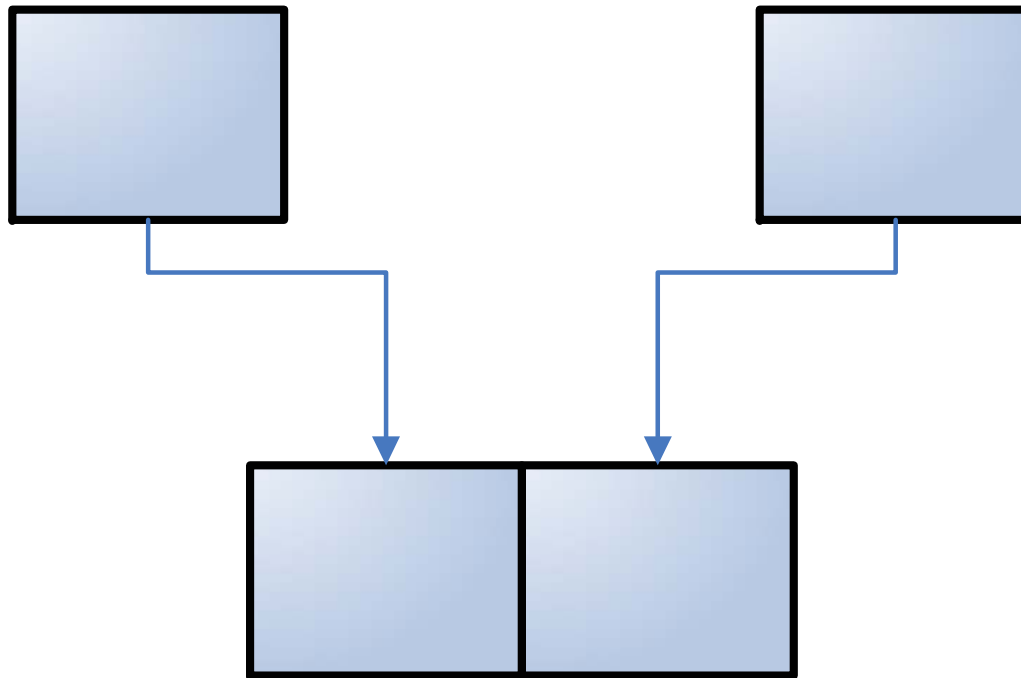
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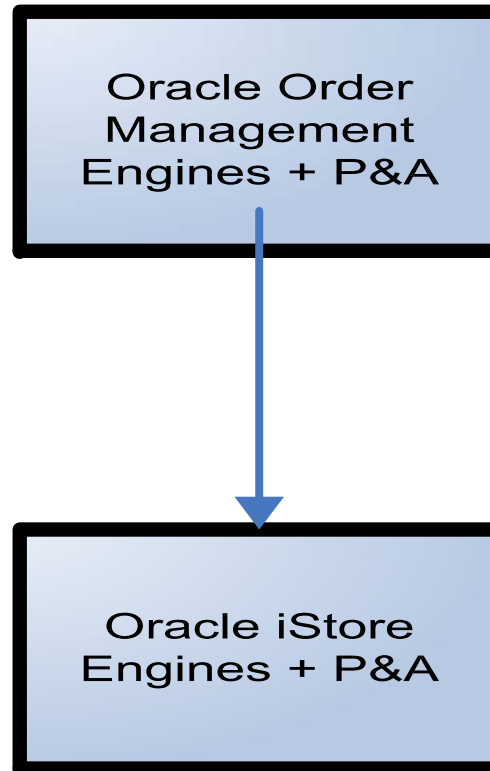
About the Project

- Part of the 2nd Phase of the 4-Phase Program called BPT
- 2 Legacy Host Systems
- 1 Legacy eBusiness System
- 2 Operating Units went Live
- Went Live on 2nd April 2007

Legacy Overview



Oracle Implementation Architecture



Design Challenge for QP

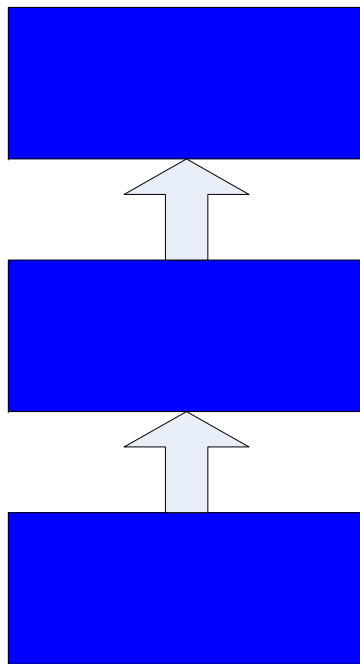
- 2 Different Pricing Structures for P&A and Engines
- Same Order Entry for both Product Groups
- Same iStore site for both Product Groups
- Minimal Change in Business Process
- Pricing Security for the two groups and OUs
- Different published promotions for the 2 groups

List Price Design Requirements

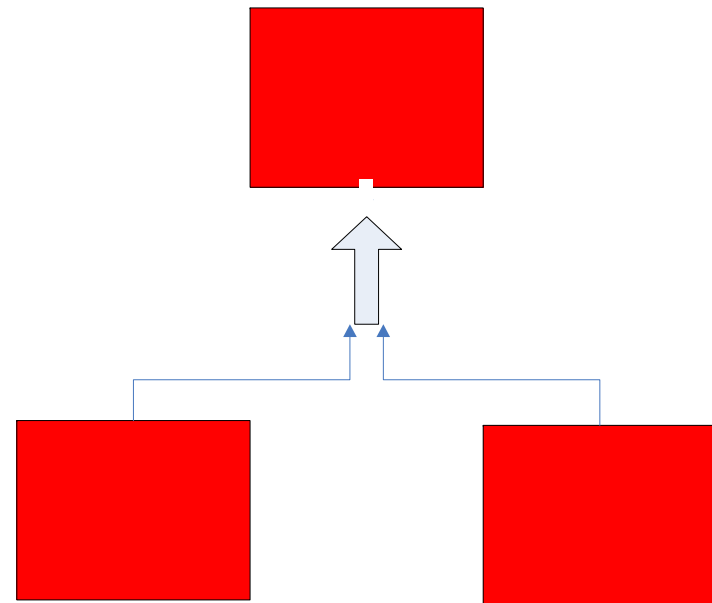
- Different Pricing Bucket for each Franchise Code(Customer Class) for P&A
- Different Pricing for each Division (Sales Channel) for Engines
- Published MSRP for both Product Groups
- ‘Soft Restriction’: Buy at MSRP
- Price List Maintenance and Access control by Product Group and Operating Unit

List Price Requirements Schematic view

Engines



P&A



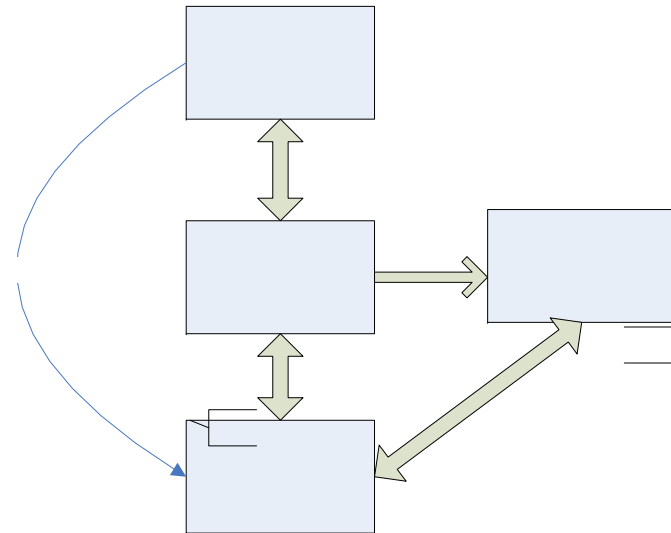
Options in QP with ONT

- Default Price List based on Rules.
 - Pricing Engine is made to point to a specific Price List before Pricing Call.
 - Engine searches for Price in this Price List Only
- Secondary Price List
 - The defaulted Price List can be 'extended' by linking additional Price Lists by secondary relationship.
 - If Price is not found on Primary, the secondary linked to primary is searched for price.
- Precedence based Open search
 - Price Lists can be qualified by Customer Attributes with a pre-assigned but updateable precedence value
 - Engine evaluates all Qualifier Attribute values and fetches the Price Line with least precedence value
 - Since the engine does not point to a Price List to start, there is no primary and hence Secondary functionality does not work.

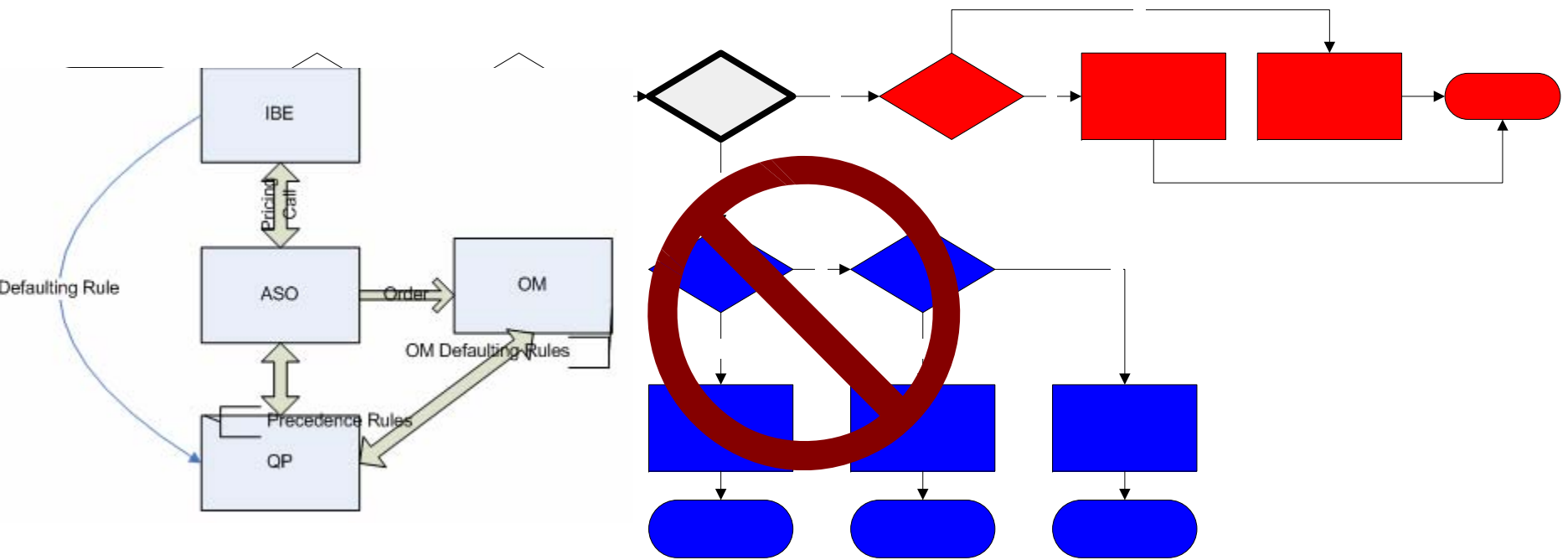
Options in QP with IBE

- Point the login session to a specific Price List
 - The only seeded option for this usage :default from Customer Account.
 - Through Java layer customization, default Price List can be any Price List.
 - Secondary Functionality works once Primary is established.
 - Defaulting is possible solely on Customer Attributes. (Not Item based).

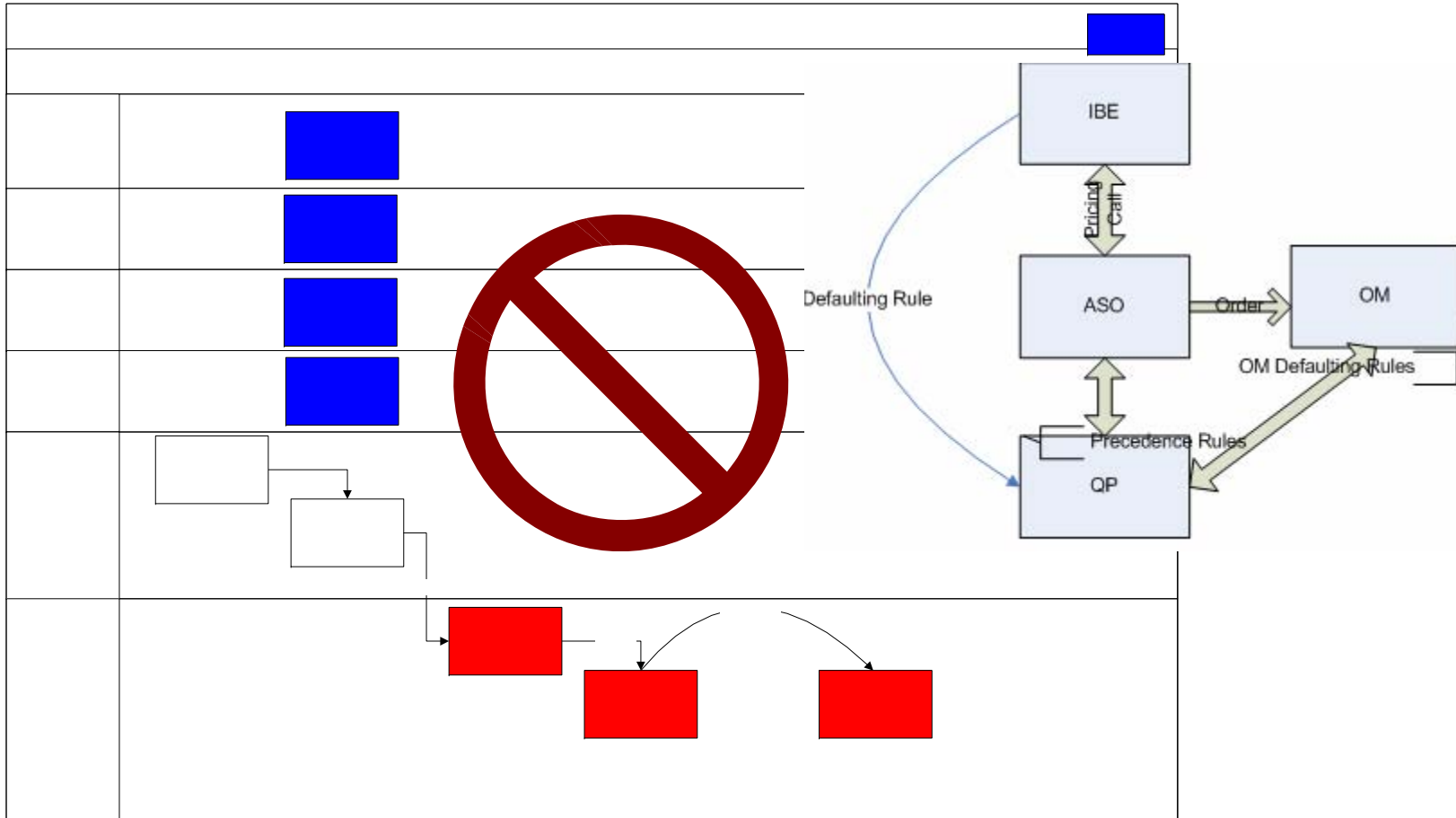
- Do not point login session to specific Price List.
 - Use QP Pricing Engine to get Price.



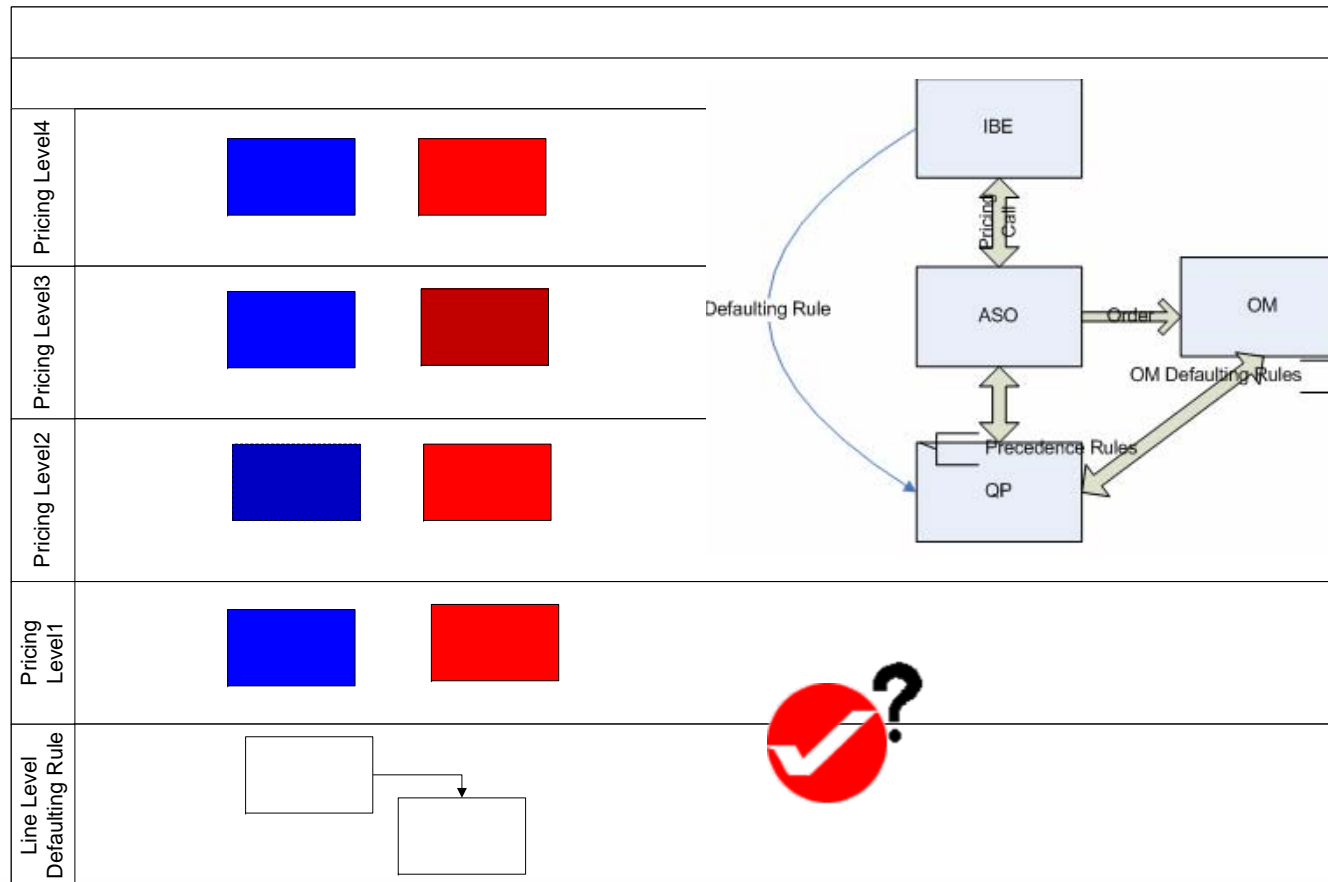
Option 1: Use Line Level OM Defaulting Rule



Option 2: Defaulting Rule for P&A, Open search for Engines



Option 3: Use Open Search Only



Precedence based search setup

Event Phases

Sequence: Name: Seeded

Level: List Type: Old Exists

Additional Buy Products Exist for PRG Line Group Exists

Seeded

Freeze Override Incompatibility Resolve Code:

User

Freeze Override Incompatibility Resolve Code: []

Event Phases

Pricing Event	Start Date	End Date	Seeded Flag	Seeded Search Flag	User Search Flag
Fetch List Price			<input checked="" type="checkbox"/>	No	Yes
Enter Order Line			<input checked="" type="checkbox"/>	No	Yes
Batch Processing			<input checked="" type="checkbox"/>	No	Yes
Price a Logistics Load			<input checked="" type="checkbox"/>	No	
FTE:Price a Transportation Li			<input checked="" type="checkbox"/>	No	

Product Restrictions

- Do Not Sell!!
- Contractual reasons
- Strategic Reasons

Example: Propeller Repair Customers can only buy propellers and their repair parts and nothing else.

Pricing Security setup

- View Access at OU Level
- Maintain Access at Responsibility Level
- Separate Responsibilities for Engines and P&A Users

Design Options for Product Restrictions

- Do Not Price
- Use OM Processing Constraints
- Conditional Null Pricing

Conditional Null Pricing behavior in ONT

The screenshot displays the Oracle Sales Order Line interface for order 1039190. The 'Line Items' tab is active, showing a table with one line item (1.1) for ordered item 36178005. A modal dialog box is open, displaying a note: 'Sorry, this item has a restriction = 4.A which cause it to be restricted'. The dialog includes an 'OK' button. Below the table, the 'Line Total' is empty, 'Line Qty' is 2, and 'Service Total' is empty. The description is 'ORD 15- 36178A02'. The bottom of the interface features buttons for 'Actions', 'Related Items', 'Configurator', 'Availability', and 'Book Order'.

Line	Ordered Item	Internal Item	Qty	UOM	Unit Selling Price	List Price	Request Date
1.1	36178005	36178005	2	EA			27-FEB-2008 00:00:00


Note: Sorry, this item has a restriction = 4.A which cause it to be restricted

Line Total: Line Qty: 2 Service Total:

Description: ORD 15- 36178A02

Conditional Null Pricing behavior in IBE

WELCOME
How can we help you?



[Cart](#) [Orders](#) [Profile](#) [Home](#)

Availability MerCruiser MotorGuide Inflatables Racing Outboard Propellers

[Shopping Cart](#) | [My Shopping Lists](#) | [My Carts](#) | [Direct Item Entry](#)

Other Products Direct Item Entry

Message at Line1 : Customer cannot buy

Tip: If you want to know the primary 'Unit of Measure' and 'Item Name' for the part numbers that you enter, please click 'Fill Details' button.

| View Comment

	Select	S/S	Class	Mercury Item Number	UOM	Quantity	Item Name
1	<input type="checkbox"/>		90	899898004		25	
2	<input type="checkbox"/>					1	
3	<input type="checkbox"/>					1	
4	<input type="checkbox"/>					1	
5	<input type="checkbox"/>					1	
6	<input type="checkbox"/>					1	
7	<input type="checkbox"/>					1	
8	<input type="checkbox"/>					1	
9	<input type="checkbox"/>					1	

Some Extensions used in Implementation

- Get_Category_Segment
- Get_Price_from_Price_List
- Get_Customer_Group/Item_Group
- Get_Qty_in_Promo_UOM

Modifier Accounting

Advanced Pricing - Define Modifier

Main | **Advanced** | Other

Type: **Promotion** Number: **CA PNA 08 Core C** Active Global
 Name: **CA PNA 08 Core Charge** Version: Automatic
 Currency: **CAD** Start Date: **01-JAN-2008** - **08-JAN-2008**
 Description: [...]

List Limits List Qualifiers

Modifiers Summary | **Discounts/Charges** | Promotion Upgrades | Promotion Terms | Coupons | Price Breaks*

Modifier No	Level	Modifier Type	Operator	UOM	Value From	Value To	[]
2388244	Line	Surcharge					.107^000

Additional Info for List Lines

Transfer Cost: []

Sales/Expense/Charge Account: **107.000.0000.2437111.299.00.000.0000**

Accrual Liability Account: []

OK Cancel Clear Help

Key to Success

- Clean Data!
- Clean Data!!
- Clean Data!!!