

Title (en)

SYSTEM AND METHODS FOR REVENUE AND IMPACT ANALYSIS OF PRICE PROTECTION AND PRICE CAPS

Title (de)

SYSTEM UND VERFAHREN ZUR EINNAHMEN- UND AUSWIRKUNGSANALYSE EINES PREISSCHUTZES UND EINER PREISDECKELUNG

Title (fr)

SYSTÈME ET PROCÉDÉS D'ANALYSE DES RECETTES ET DE L'IMPACT DE LA PROTECTION ET DE L'ENCADREMENT DES PRIX

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Application

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Abstract (en)

[origin: WO2015010109A1] The present invention relates to systems and methods for analyzing the impact of price protection and price cap terms in an integrated price management system. In some embodiments, the method includes negotiation of price protection and price cap terms. Next the method enforces the price protection and price cap terms. This enforcement may include applying and/or overriding the term on a manual price change or upon a mass price change. These terms are then analyzed for price leakage by product, by deal, by customer and by sales representative. This analysis may include the generation of a waterfall diagram for the deal. Adjustments for all price protection and price cap terms are generated (a price protection adjustment and a price cap adjustment) and these adjustments are then applied to the waterfall. It also relates to systems and methods for measuring the effectiveness of mass price changes. In some embodiments, a mass price change with an effective date is inputted. This mass price change may then be cross referenced by the price protection and price cap terms to calculate a total price cap and price protection adjustment for each deal, which is then enforced upon each deal to yield a total revenue impact, which is what is actually realized by the mass price change after the total price cap and price protection adjustment. The total revenue impact may then be applied to generate an adjusted price. The adjusted price may be displayed in conjunction with the negotiated price to fully illustrate the mass price change effectiveness.

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