

GESTIÓN DE PRECIOS PARA EMPRESAS DE MANUFACTURA



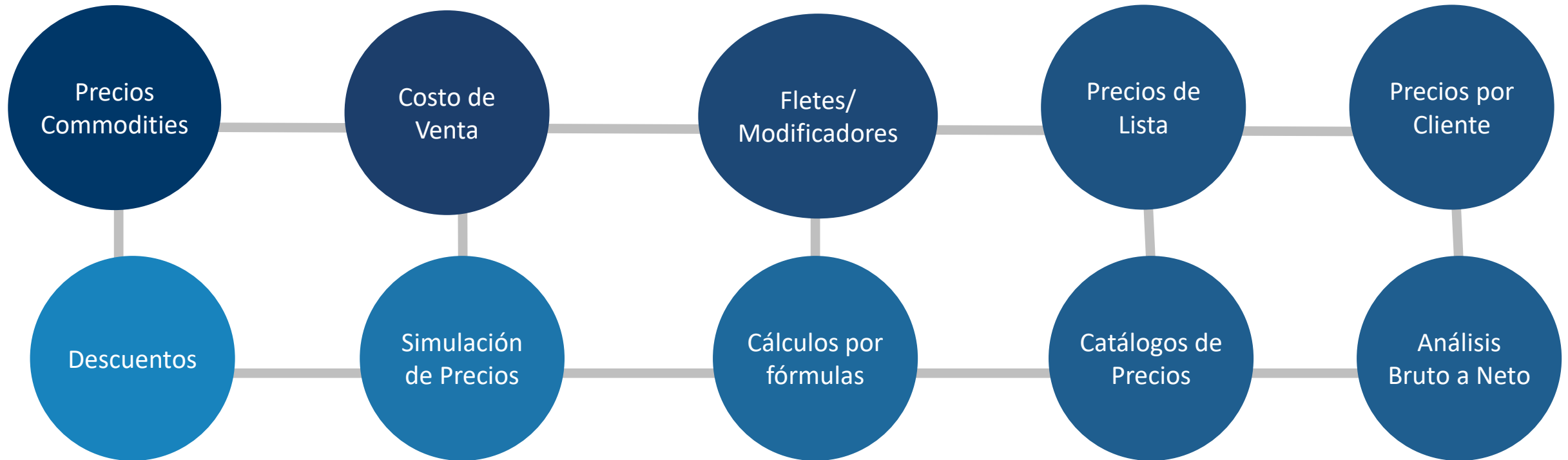
el **13%**
de las empresas
son **27%**
más rentables
por que invierten
en herramientas
y estrategias de
precios



¿ Cuánto están
dispuestos a
pagar sus
clientes por sus
productos?



Utilice Vistex para adelantarse a sus competidores y aumentar el margen en su organización



Mantenimiento de Precios



Áreas de Oportunidad

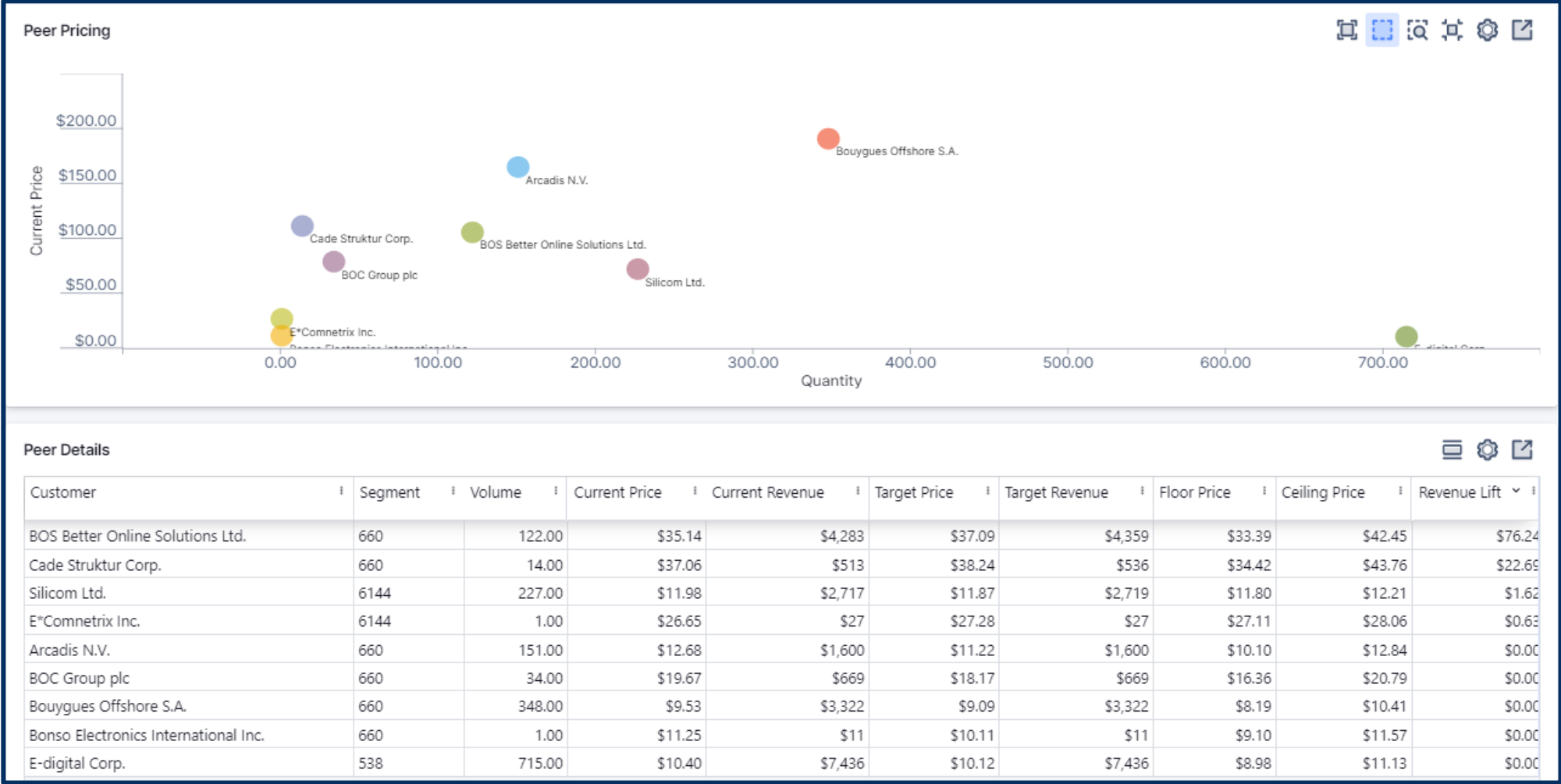
- Mantenimiento manual de archivos de precios
- Proceso ineficiente para cálculo de precios
- Ejecución incorrecta de precios por cliente



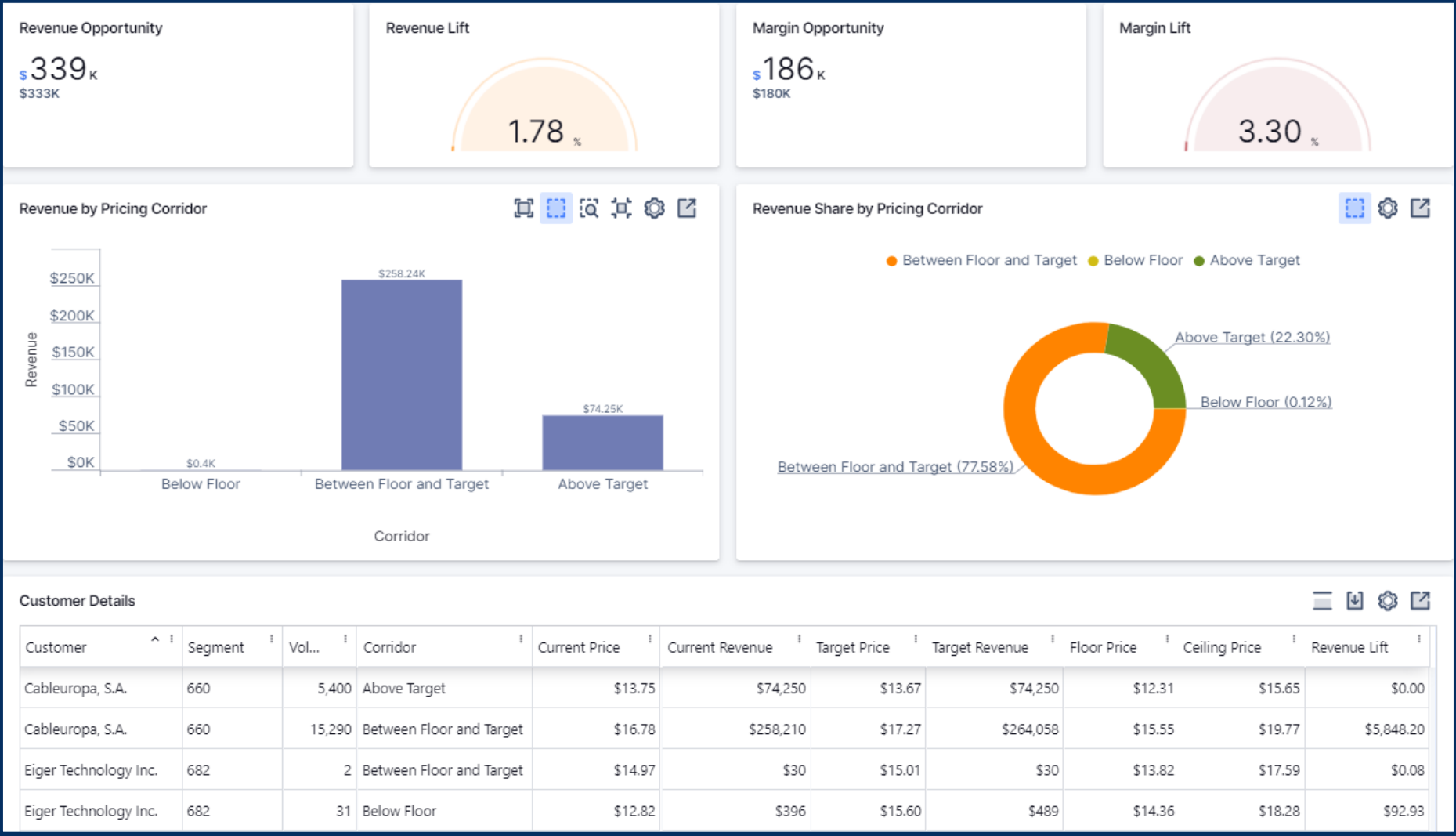
Beneficios de la Solución de Vistex

- Cálculo automático de precios basado en reglas de negocio
- Agilidad para, de forma rápida y eficiente, modificar precios
- Flujo de datos transparente a los pedidos de cliente, garantizando precisión

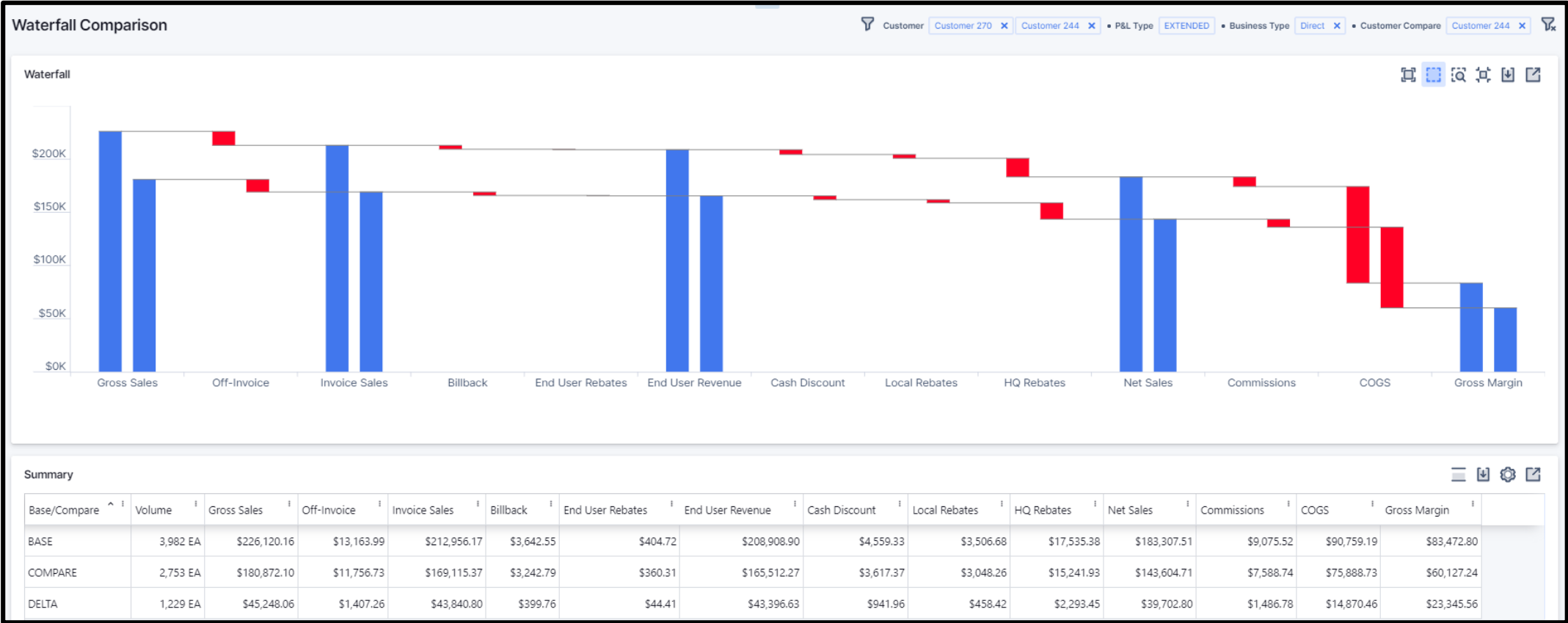
Utilice datos de ventas y clientes para identificar aumentos potenciales de precios



Utilice Vistex para proveer a su fuerza de ventas con datos para optimizar los precios de clientes



Utilice la funcionalidad de analíticos avanzados para visualizar las cascadas de precios entre los clientes



Fórmulas simples o complejas pueden ser utilizadas de forma integral para calcular precios para cualquier set de artículos deseado

[illegible]

Fletes y sobrecargos son registrados como componentes adicionales

Freight

	Sales Org.	Distr. Channel	Material	Rate	Curr...	Per	UoM	Valid From	Valid To
	1710	10	HT-1000 Access Point - 300 Mbps	14.50	USD	1	each	Jan 01, 2020	Dec 31, 2020
	1710	10	HT-1010 Access Point - 450 Mbps	16.75	USD	1	each	Jan 01, 2020	Dec 31, 2020
	1710	10	HT-1020 Access Point - 1.3 Gbps	13.00	USD	1	each	Jan 01, 2020	Dec 31, 2020
	1710	10	HT-1030 Indoor Wireless Antenna	12.00	USD	1	each	Jan 01, 2020	Dec 31, 2020
	1710	10	HT-1040 Outdoor Wireless Antenna	12.50	USD	1	each	Jan 01, 2020	Dec 31, 2020
	1710	10	HT-1050 Lightning Arrester	15.75	USD	1	each	Jan 01, 2020	Dec 31, 2020
	1710	10	HT-1060 Antenna Mount Kit	13.50	USD	1	each	Jan 01, 2020	Dec 31, 2020
	1710	10	HT-1070 Switch - 12 ports	14.75	USD	1	each	Jan 01, 2020	Dec 31, 2020
	1710	10	HT-1080 Switch - 24 ports	11.00	USD	1	each	Jan 01, 2020	Dec 31, 2020

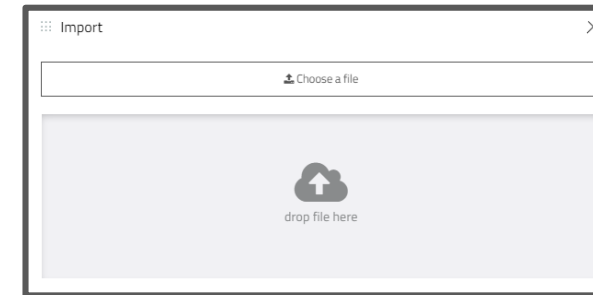


Upcharge

	Sales Org.	Distr. Channel	Material	Rate	Curr...	Per	UoM	Valid From	Valid To
	1710	10	HT-1000 Access Point - 300 Mbps	12.50	USD	1	each	Jan 01, 2020	Dec 31, 2020
	1710	10	HT-1010 Access Point - 450 Mbps	15.50	USD	1	each	Jan 01, 2020	Dec 31, 2020
	1710	10	HT-1020 Access Point - 1.3 Gbps	9.00	USD	1	each	Jan 01, 2020	Dec 31, 2020
	1710	10	HT-1030 Indoor Wireless Antenna	9.50	USD	1	each	Jan 01, 2020	Dec 31, 2020
	1710	10	HT-1040 Outdoor Wireless Antenna	12.50	USD	1	each	Jan 01, 2020	Dec 31, 2020
	1710	10	HT-1050 Lightning Arrester	12.00	USD	1	each	Jan 01, 2020	Dec 31, 2020
	1710	10	HT-1060 Antenna Mount Kit	12.50	USD	1	each	Jan 01, 2020	Dec 31, 2020
	1710	10	HT-1070 Switch - 12 ports	12.50	USD	1	each	Jan 01, 2020	Dec 31, 2020
	1710	10	HT-1080 Switch - 24 ports	15.50	USD	1	each	Jan 01, 2020	Dec 31, 2020

Suba información externa de precios como precios de la competencia

Market	Material	Market Price	Currency
Midwest	HT-1000 Access Point - 300 Mbps	407.5	USD
Midwest	HT-1010 Access Point - 450 Mbps	471	USD
Midwest	HT-1020 Access Point - 1.3 Gbps	734	USD
Midwest	HT-1030 Indoor Wireless Antenna	103.5	USD
Midwest	HT-1040 Outdoor Wireless Antenna	174	USD
Midwest	HT-1050 Lightning Arrester	124	USD
Midwest	HT-1060 Antenna Mount Kit	96	USD
Midwest	HT-1070 Switch - 12 ports	1100	USD
Midwest	HT-1080 Switch - 24 ports	1990	USD



Market Price * ▾								
	Market	Material	Market Price	Currency	Per	UoM	Valid From	Valid To
🔒	US Midwest Region	HT-1000 Access Point - 300 Mbps	407.50	USD	1	each	Jan 01, 2020	Dec 31, 2020
🔒	US Midwest Region	HT-1010 Access Point - 450 Mbps	471.00	USD	1	each	Jan 01, 2020	Dec 31, 2020
🔒	US Midwest Region	HT-1020 Access Point - 1.3 Gbps	734.00	USD	1	each	Jan 01, 2020	Dec 31, 2020
🔒	US Midwest Region	HT-1030 Indoor Wireless Antenna	103.50	USD	1	each	Jan 01, 2020	Dec 31, 2020
🔒	US Midwest Region	HT-1040 Outdoor Wireless Antenna	174.00	USD	1	each	Jan 01, 2020	Dec 31, 2020
🔒	US Midwest Region	HT-1050 Lightning Arrester	124.00	USD	1	each	Jan 01, 2020	Dec 31, 2020
🔒	US Midwest Region	HT-1060 Antenna Mount Kit	96.00	USD	1	each	Jan 01, 2020	Dec 31, 2020
🔒	US Midwest Region	HT-1070 Switch - 12 ports	1,100.00	USD	1	each	Jan 01, 2020	Dec 31, 2020
🔒	US Midwest Region	HT-1080 Switch - 24 ports	1,990.00	USD	1	each	Jan 01, 2020	Dec 31, 2020

Utilice costos de producción y otros factores para determinar correctamente el costo de venta

Edit Price Review : 1218

Approve

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Gross Sales Impact

Prop... 24,529,068.16 USD

Current 24,507,772.56 USD

Variance 21,295.60 USD

Net Sales Impact

Prop... 24,352,722.73 USD

Current 24,331,571.02 USD

Variance 21,151.71 USD

Margin Impact

Prop... 5,845,285.67 USD

Current 5,824,133.96 USD

Variance 21,151.71 USD

Status:

New

Price Review Generation Status:

Generated

Posting Status:

Not Yet Posted

Records Expiring:

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Pricing Grid

Manufacturer Cost Plus Analysis

Active Documents

Approvals

Sales Cost

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Sales Org.	Distr. Channel	Material	Sales Cost	Cost	Freight	Upcharge	Curr...	Per	UoM	Valid From	Valid To
1710	10	HT-1000 Access Point - 300 Mbps	257.80	\$230.80	\$14.50	\$12.50	USD ▾	1	ea... ▾	Jan 01, 2020	Dec 31, 2020
1710	10	HT-1010 Access Point - 450 Mbps	292.07	\$259.82	\$16.75	\$15.50	USD ▾	1	ea... ▾	Jan 01, 2020	Dec 31, 2020
1710	10	HT-1020 Access Point - 1.3 Gbps	448.30	\$426.30	\$13.00	\$9.00	USD ▾	1	ea... ▾	Jan 01, 2020	Dec 31, 2020
1710	10	HT-1030 Indoor Wireless Antenna	78.21	\$56.71	\$12.00	\$9.50	USD ▾	1	ea... ▾	Jan 01, 2020	Dec 31, 2020
1710	10	HT-1040 Outdoor Wireless Antenna	131.30	\$106.30	\$12.50	\$12.50	USD ▾	1	ea... ▾	Jan 01, 2020	Dec 31, 2020
1710	10	HT-1050 Lightning Arrester	99.63	\$71.88	\$15.75	\$12.00	USD ▾	1	ea... ▾	Jan 01, 2020	Dec 31, 2020
1710	10	HT-1060 Antenna Mount Kit	79.01	\$53.01	\$13.50	\$12.50	USD ▾	1	ea... ▾	Jan 01, 2020	Dec 31, 2020
1710	10	HT-1070 Switch - 12 ports	881.45	\$854.20	\$14.75	\$12.50	USD ▾	1	ea... ▾	Jan 01, 2020	Dec 31, 2020
1710	10	HT-1080 Switch - 24 ports	1,596.90	\$1,570.40	\$11.00	\$15.50	USD ▾	1	ea... ▾	Jan 01, 2020	Dec 31, 2020

Cree y modifique fórmulas para precios sin ayuda de TI

Utilice ciencia de datos para determinar y optimizar listas de precios

List Price *

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Determine precios considerando las políticas de la empresa

Standard * ▾

	Customer	Material	Segment...	Customer Price	Margin	Margin %	Valid From	Valid To	Floor	Target	Ceiling	Guidance
	262 Avnet	HT-1000 Access Point - 300 Mbps	Large Tech.	397.00	139.20	35.06%	Jan 01, 2020	Dec 31, 2020	\$301.22	\$361.38	\$395.12	↓ Lower Price by \$1.88 to get to Ceiling (\$395.12)
	262 Avnet	HT-1010 Access Point - 450 Mbps	Large Tech.	446.63	154.56	34.61%	Jan 01, 2020	Dec 31, 2020	\$349.38	\$419.16	\$458.30	Price is within Guidance
	262 Avnet	HT-1020 Access Point - 1.3 Gbps	Large Tech.	712.68	264.38	37.10%	Jan 01, 2020	Dec 31, 2020	\$543.34	\$651.86	\$712.72	Price is within Guidance
	262 Avnet	HT-1030 Indoor Wireless Antenna	Large Tech.	101.39	23.18	22.86%	Jan 01, 2020	Dec 31, 2020	\$77.53	\$93.02	\$101.70	Price is within Guidance
	262 Avnet	HT-1040 Outdoor Wireless Anten...	Large Tech.	167.16	35.86	21.45%	Jan 01, 2020	Dec 31, 2020	\$128.04	\$153.62	\$167.96	Price is within Guidance
	262 Avnet	HT-1050 Lightning Arrester	Large Tech.	120.95	21.32	17.63%	Jan 01, 2020	Dec 31, 2020	\$93.55	\$112.24	\$122.72	Price is within Guidance
	262 Avnet	HT-1060 Antenna Mount Kit	Large Tech.	82.50	3.49	4.23%	Jan 01, 2020	Dec 31, 2020	\$82.99	\$99.57	\$108.86	↑ Raise Price by \$0.49 to get to Floor (\$82.99)
	262 Avnet	HT-1070 Switch - 12 ports	Large Tech.	1,042.99	161.54	15.49%	Jan 01, 2020	Dec 31, 2020	\$808.35	\$969.80	\$1,060.35	Price is within Guidance
	262 Avnet	HT-1080 Switch - 24 ports	Large Tech.	1,910.89	313.99	16.43%	Jan 01, 2020	Dec 31, 2020	\$1,478.02	\$1,773.23	\$1,938.78	Price is within Guidance

Procedures

- Accept Guidance
- Set to Target**

Customer	Material	Segment ...	Customer Price	Margin	Margin %	Floor	Target	Ceiling	Guidance
262 Avnet	HT-1000 Access Point - 300 Mbps	Large Tech.	395.12	137.32	34.75%	\$301.22	\$361.38	\$395.12	Price is within Guidance
262 Avnet	HT-1010 Access Point - 450 Mbps	Large Tech.	446.63	154.56	34.61%	\$349.38	\$419.16	\$458.30	Price is within Guidance
262 Avnet	HT-1020 Access Point - 1.3 Gbps	Large Tech.	712.68	264.38	37.10%	\$543.34	\$651.86	\$712.72	Price is within Guidance
262 Avnet	HT-1030 Indoor Wireless Antenna	Large Tech.	101.39	23.18	22.86%	\$77.53	\$93.02	\$101.70	Price is within Guidance
262 Avnet	HT-1040 Outdoor Wireless Antenna	Large Tech.	167.16	35.86	21.45%	\$128.04	\$153.62	\$167.96	Price is within Guidance
262 Avnet	HT-1050 Lightning Arrester	Large Tech.	120.95	21.32	17.63%	\$93.55	\$112.24	\$122.72	Price is within Guidance
262 Avnet	HT-1060 Antenna Mount Kit	Large Tech.	82.99	3.98	4.80%	\$82.99	\$99.57	\$108.86	Price is within Guidance
262 Avnet	HT-1070 Switch - 12 ports	Large Tech.	1,042.99	161.54	15.49%	\$808.35	\$969.80	\$1,060.35	Price is within Guidance
262 Avnet	HT-1080 Switch - 24 ports	Large Tech.	1,910.89	313.99	16.43%	\$1,478.02	\$1,773.23	\$1,938.78	Price is within Guidance

Standard * 												
 												
Customer Pricing 												
Proposed												
		List Price	Cust Price	Prev Cust Price	Invoice Price	Net Price	Floor	Target	Ceiling	Net Sales	Margin	Margin %
Access Point - 300 Mbps	High Tech Company A	\$405.00	\$410.00	\$0.00	\$410.00	\$405.90	\$325.20	\$369.92	\$399.18	\$649,752.89	\$238,172.07	36.66%
	CDW	\$405.00	\$397.00	\$0.00	\$397.00	\$393.03	\$325.20	\$369.92	\$399.18	\$629,049.61	\$217,526.53	34.58%
	Avnet	\$405.00	\$398.03	\$398.03	\$398.03	\$394.05	\$301.22	\$361.38	\$395.12	\$630,682.00	\$217,526.53	34.58%
Access Point - 450 Mbps	High Tech Company A	\$472.00	\$463.00	\$0.00	\$463.00	\$458.37	\$377.20	\$429.07	\$463.01	\$733,693.00	\$273,693.00	37.31%
	CDW	\$472.00	\$463.00	\$0.00	\$463.00	\$458.37	\$377.20	\$429.07	\$463.01	\$733,693.00	\$273,693.00	37.31%
	Avnet	\$472.00	\$458.00	\$446.63	\$458.00	\$453.42	\$349.38	\$419.16	\$458.30	\$725,765.00	\$273,693.00	37.31%
Access Point - 1.3 Gbps	High Tech Company A	\$734.40	\$720.00	\$0.00	\$720.00	\$712.80	\$586.60	\$667.26	\$720.05	\$1,141,170.00	\$411,170.00	35.99%
	CDW	\$734.40	\$720.00	\$0.00	\$720.00	\$712.80	\$586.60	\$667.26	\$720.05	\$1,141,170.00	\$411,170.00	35.99%
	Avnet	\$734.40	\$712.68	\$712.68	\$712.68	\$705.55	\$543.34	\$651.86	\$712.72	\$1,129,564.00	\$411,170.00	35.99%
Indoor Wireless Antenna	High Tech Company A	\$101.50	\$102.00	\$0.00	\$102.00	\$100.98	\$83.70	\$95.21	\$102.75	\$161,323.00	\$58,323.00	36.15%
	CDW	\$101.50	\$102.00	\$0.00	\$102.00	\$100.98	\$83.70	\$95.21	\$102.75	\$161,323.00	\$58,323.00	36.15%
	Avnet	\$101.50	\$101.39	\$101.39	\$101.39	\$100.38	\$77.53	\$93.02	\$101.70	\$160,356.00	\$58,323.00	36.15%
Outdoor Wireless Antenna	High Tech Company A	\$171.00	\$175.00	\$0.00	\$175.00	\$173.25	\$138.24	\$157.25	\$169.69	\$277,065.00	\$100,065.00	36.11%
	CDW	\$171.00	\$169.00	\$0.00	\$169.00	\$167.31	\$138.24	\$157.25	\$169.69	\$267,552.00	\$100,065.00	36.11%
	Avnet	\$171.00	\$167.16	\$167.16	\$167.16	\$165.49	\$128.04	\$153.62	\$167.96	\$264,635.00	\$100,065.00	36.11%
Lightning Arrester	High Tech Company A	\$115.20	\$122.00	\$0.00	\$123.00	\$121.77	\$101.00	\$114.89	\$123.98	\$194,619.00	\$69,619.00	35.78%
	CDW	\$115.20	\$123.00	\$0.00	\$123.00	\$121.77	\$101.00	\$114.89	\$123.98	\$194,619.00	\$69,619.00	35.78%
	Avnet	\$115.20	\$122.00	\$120.95	\$122.00	\$120.78	\$93.55	\$112.24	\$122.72	\$193,033.00	\$69,619.00	35.78%
Antenna Mount Kit	High Tech Company A	\$93.25	\$109.00	\$0.00	\$109.00	\$107.91	\$89.60	\$101.92	\$109.98	\$172,421.00	\$59,421.00	34.49%

Gross to Net			
	Proposed	Current	Variance
LY Qty	0	0	0
Proposed Qty	43,100	43,100	0
Gross Sales	24,691,418.52	24,496,095.63	195,322.89
Rebate (Total)	180,850.48	179,367.22	1,483.26
Cash Discount (Total)	617,285.46	612,402.38	4,883.08
Billback (Total)	51,095.32	50,507.97	587.35
Net Sales	23,842,187.26	23,653,818.06	188,369.20
Sales Cost	18,507,478.52	18,339,867.38	167,611.14
Margin	5,334,708.74	5,313,950.68	20,758.06
Margin %	22.38%	22.47%	-0.09%
# of Policy Violated	4	0	4
# of Cust/Mat Combos	27	27	0

Publique el catálogo de precios con facilidad

Price Catalog

Page 1 of 1

Prices Effective: 05/26/2020

Avnet

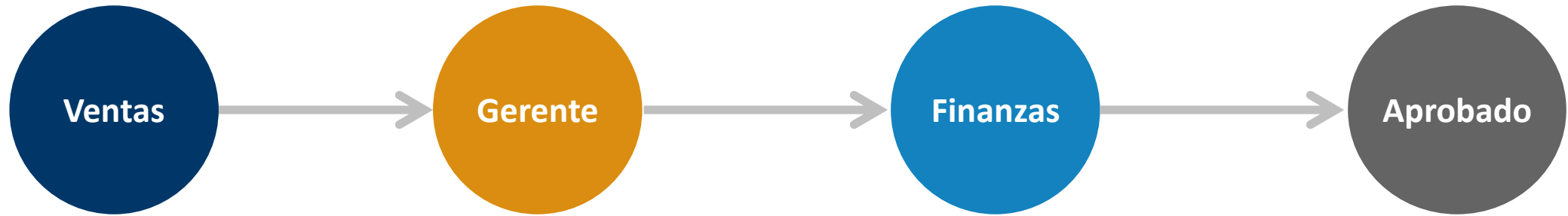
2211 South 47th Street

PHOENIX AZ 85034

EAN/UPC	Material	Description	Net Price	Currency	Unit	Min Ord Qty	Gross Weight	Net Weight	UoM	Dimension	Lead Time	Page no.
03035712268	HT-4001	Access Point - 300 Mbps	405.00	USD	EA	10.00	2.35	1.75	LB	10 x 15 x 18	<u>10</u>	<u>12</u>
03054713370	HT-4002	Access Point - 450 Mbps	472.00	USD	EA	10.00	10.00	7.50	LB	12 x 20 x 18	<u>7</u>	<u>10</u>
03600029135	HT-4003	Access Point - 1.3 Gbps	734.40	USD	EA	10.00	5.75	4.25	LB	15 x 20 x 15	<u>10</u>	<u>12</u>
03938200040	HT-4004	Indoor Wireless Antenna	101.50	USD	EA	20.00	12.00	10.50	LB	15 x 15 x 18	<u>7</u>	<u>10</u>
03527273071	HT-4005	Outdoor Wireless Antenna	171.00	USD	EA	10.00	10.60	9.75	LB	10 x 18 x 20	<u>7</u>	<u>9</u>
02035714269	HT-4006	Lightning Arrester	115.20	USD	EA	10.00	10.25	8.75	LB	5 x 10 x 12	<u>7</u>	<u>10</u>
02054714480	HT-4007	Antenna Mount Kit	93.25	USD	EA	10.00	12.75	11.50	LB	12 x 12 x 10	<u>10</u>	<u>10</u>
03600029456	HT-4008	Switch - 12 ports	1,100.00	USD	EA	15.00	10.25	9.55	LB	12 x 15 x 18	<u>7</u>	<u>12</u>
03938200050	HT-4009	Switch - 24 ports	1,993.00	USD	EA	10.00	10.25	8.30	LB	12 x 10 x 8	<u>15</u>	<u>12</u>

Automatice la distribución a clientes y fuerza de ventas

Proceso de aprobación flexible, definido por el negocio



Apruebe

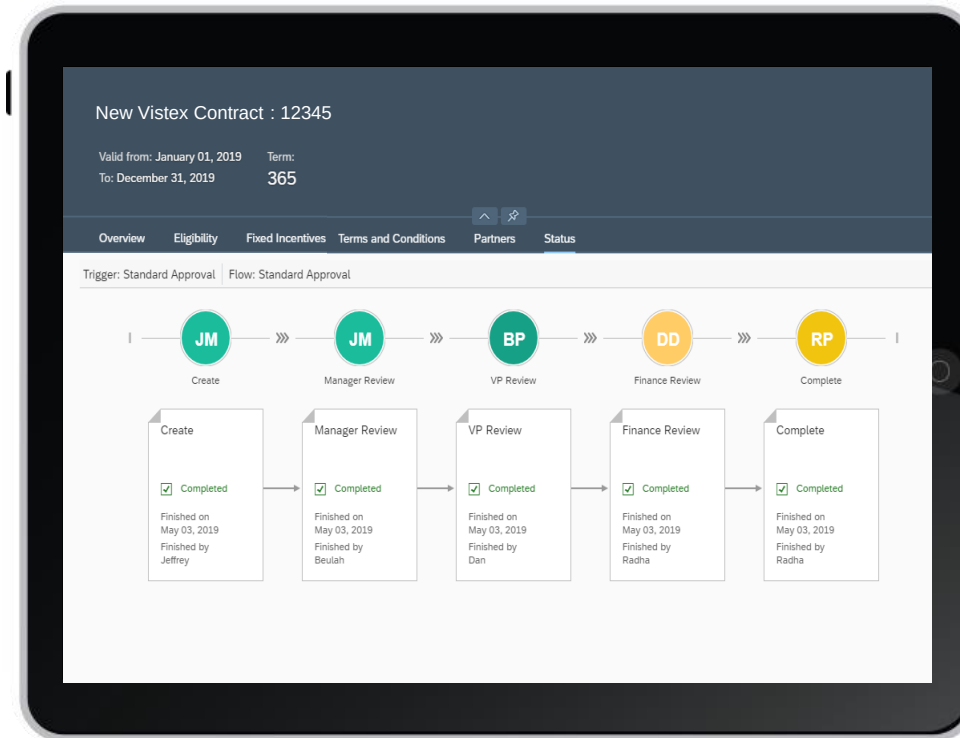
Programas por email o dispositivos móviles

Audite

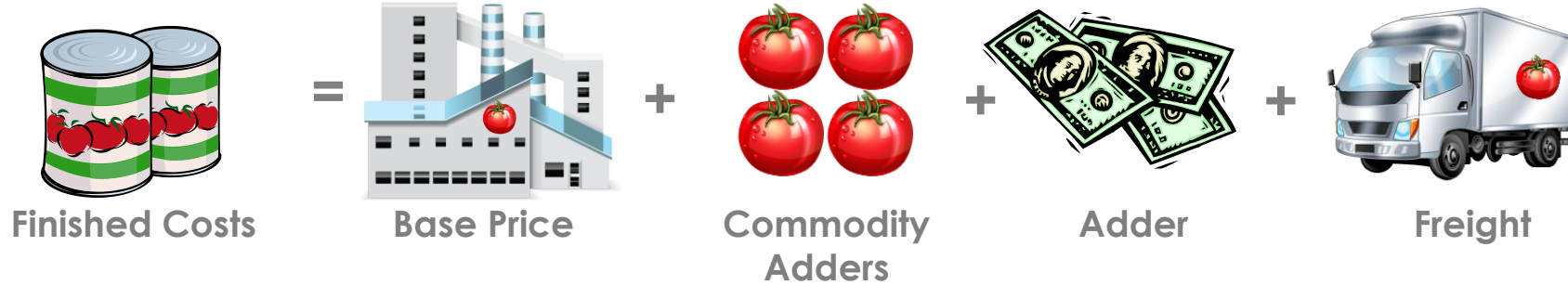
Aprobaciones y cambios

Adjunte

Detalles importantes



Calcule automáticamente escenarios complejos como precios basados en costos de commodities



Material	Sales Cost	Cond. currency	Base Price	Freight	Comm A Adder	Comm B Adder	Commodity Adder	Adder \$	Total Adder	Pricing Unit	Unit of Measure	Valid From	Valid To
Tomato Sauce	15.76	USD	\$9.99	\$0.00	4.52000	0.00000	4.52000	\$1.25	1.25000	1	CSE	Jan 01, 2020	Dec 31, 2020
Diced Tomatoes	13.56	USD	\$7.99	\$1.52	2.53000	0.00000	2.53000	\$1.52	1.52000	1	CSE	Jan 01, 2020	Dec 31, 2020
Crushed Tomatoes	9.14	USD	\$8.99	\$0.00	0.00000	0.15000	0.15000	\$0.00	0.00000	1	CSE	Jan 01, 2020	Dec 31, 2020
Stewed Tomatoes	10.18	USD	\$7.99	\$0.00	2.01000	0.18000	2.19000	\$0.00	0.00000	1	CSE	Jan 01, 2020	Dec 31, 2020
Tomato Paste	15.41	USD	\$8.99	\$2.10	2.10000	0.12000	2.22000	\$2.10	2.10000	1	CSE	Jan 01, 2020	Dec 31, 2020

Asegure que el costo de venta es un reflejo de todos los costos añadidos

Asigne lógica de cálculo y commodities a los productos terminados

Standard * ▾							
Material	Rate	Currency	Per	UoM	Valid From	Valid To	
Tomato	0.55000	USDN	1	Pound	Jan 01, 2020	Dec 31, 2020	
Sugar	0.65000	USDN	1	Pound	Jan 01, 2020	Dec 31, 2020	

CC1 Day Close
CC2 Month Close
CC3 Quarter Close
CC4 Semi-Annual Close
CC5 Annual Close
CA1 Day Average
CA2 Month Average

Standard * ▾									
Material	Comm	Commodity	Factor	Calc. Method	Offset	# of Periods	Valid From	Valid To	
Tomato Sauce	A Commodity A	COM-1 TOMATO ▾	15.51000	CA2 Month Average ▾	-1	1	Jan 01, 2020	Dec 31, 2020	
Tomato Sauce	B Commodity B	COM-2 SUGAR ▾	0.00520	CA2 Month Average ▾	-1	1	Jan 01, 2020	Dec 31, 2020	
Diced Tomatoes	A Commodity A	COM-1 TOMATO ▾	25.32000	CA2 Month Average ▾	-1	1	Jan 01, 2020	Dec 31, 2020	
Diced Tomatoes	B Commodity B	COM-2 SUGAR ▾	0.01930	CA2 Month Average ▾	-1	1	Jan 01, 2020	Dec 31, 2020	
Crushed Tomatoes	A Commodity A	COM-1 TOMATO ▾	19.23000	CA2 Month Average ▾	-1	1	Jan 01, 2020	Dec 31, 2020	
Crushed Tomatoes	B Commodity B	COM-2 SUGAR ▾	0.01340	CA2 Month Average ▾	-1	1	Jan 01, 2020	Dec 31, 2020	
Stewed Tomatoes	A Commodity A	COM-1 TOMATO ▾	37.31000	CA2 Month Average ▾	-1	1	Jan 01, 2020	Dec 31, 2020	
Stewed Tomatoes	B Commodity B	COM-2 SUGAR ▾	0.00720	CA2 Month Average ▾	-1	1	Jan 01, 2020	Dec 31, 2020	
Tomato Paste	A Commodity A	COM-1 TOMATO ▾	23.21000	CA2 Month Average ▾	-1	1	Jan 01, 2020	Dec 31, 2020	
Tomato Paste	B Commodity B	COM-2 SUGAR ▾	0.00320	CA2 Month Average ▾	-1	1	Jan 01, 2020	Dec 31, 2020	

Los precios son calculados automáticamente de acuerdo a los costos de commodities y el margen de ganancias esperado

Standard * ▾

	Material	Markup \$	Currency	Per	UoM	Markup%	Valid From	Valid To
	Tomato Sauce 16 oz	2.80	USD ▾	1	CSE ▾	0.00	Jan 01, 2020	Dec 31, 2020
	Diced Tomatoes	2.64	USD ▾	1	CSE ▾	0.00	Jan 01, 2020	Dec 31, 2020
	Crushed Tomatoes	2.72	USD ▾	1	CSE ▾	0.00	Jan 01, 2020	Dec 31, 2020
	Stewed Tomatoes	0.00	USD ▾	1	CSE ▾	20.00	Jan 01, 2020	Dec 31, 2020
	Tomato Paste 16 oz	0.00	USD ▾	1	CSE ▾	20.00	Jan 01, 2020	Dec 31, 2020

Standard * ▾

	Material	Rate	Pricing Unit	Unit of Measu...	Cond. cur...	Cost	Markup \$	Markup %	Total Markup	Margin %	Valid From	Valid To
	Tomato Sauce	18.56	1	CSE	USD ▾	\$15.76	\$2.80	0.00%	\$2.80	15.09%	Jan 01, 2020	Dec 31, 2020
	Diced Tomatoes	16.20	1	CSE	USD ▾	\$13.56	\$2.64	0.00%	\$2.64	16.30%	Jan 01, 2020	Dec 31, 2020
	Crushed Tomatoes	11.86	1	CSE	USD ▾	\$9.14	\$2.72	0.00%	\$2.72	22.93%	Jan 01, 2020	Dec 31, 2020
	Stewed Tomatoes	12.22	1	CSE	USD ▾	\$10.18	\$0.00	20.00%	\$2.04	16.67%	Jan 01, 2020	Dec 31, 2020
	Tomato Paste	18.49	1	CSE	USD ▾	\$15.41	\$0.00	20.00%	\$3.08	16.67%	Jan 01, 2020	Dec 31, 2020

Aplique descuentos a productos terminados para determinar precios por cliente

Standard * ▾						
	Sales Org.	Distr. Channel	Customer	Discount %	Valid From	Valid To
	Dom. Sales Org US	Direct Sales	Chili's	8.00	Jan 01, 2020	Dec 31, 2020

Standard * ▾															
	Customer	Material	Rate	Cond. currency	Pricing Unit	Unit of Measure	FG Specific Price	Discount %	Discount \$	Tot. Disc.	Sales Cost	Margin \$	Margin %	Valid From	Valid To
	Chili's	Tomato Sauce	17.08	USD	1	CSE	\$18.56	8.00%	\$0.00	1.48	\$15.76	1.32	7.70	Jan 01, 2020	Dec 31, 2020
	Chili's	Diced Tomatoes	14.90	USD	1	CSE	\$16.20	8.00%	\$0.00	1.30	\$13.56	1.34	9.02	Jan 01, 2020	Dec 31, 2020
	Chili's	Crushed Tomat...	10.91	USD	1	CSE	\$11.86	8.00%	\$0.00	0.95	\$9.14	1.77	16.23	Jan 01, 2020	Dec 31, 2020
	Chili's	Stewed Tomato...	11.24	USD	1	CSE	\$12.22	8.00%	\$0.00	0.98	\$10.18	1.06	9.45	Jan 01, 2020	Dec 31, 2020
	Chili's	Tomato Paste	17.01	USD	1	CSE	\$18.49	8.00%	\$0.00	1.48	\$15.41	1.60	9.41	Jan 01, 2020	Dec 31, 2020

La experiencia de nuestros clientes con la gestion de precios de Vistex

Vistex reduced price condition record maintenance time by

50%



A manufacturing forestry products company saw a

50% improvement

in pricing procedures and automated price maintenance



Vistex prices **200** customer/material combinations in 2 seconds less for the world's leading pharmaceutical distributor



Processes

40m

SKUs per day

