



Soluciones Vistex

Octubre 2023

Vistex[®]
Now it all **adds up**[™]

Agenda



1. Sobre Vistex



2. Precios



3. Demo



4. Vistex y RGM



5. Preguntas y Respuestas



Sobre Vistex

VISTEX ES UN
PROVEEDOR
GLOBAL DE
SOLUCIONES Y
SERVICIOS

- Empresa fundada en 1999
- Solución de software nativa y dentro de SAP
- SAP SOLEX Partner Global desde 2007
- Inversión de SAP en Vistex en el año 2020
- Disponible en cualquier versión de ECC y S/4
- 21 oficinas en el mundo, +1600 empleados,+1500 clientes



Las soluciones de Vistex están dentro de SAP ERP

Utilizando el mismo "core" que SAP ERP:

- Datos maestros y transaccionales
- Integración nativa a SAP FI y SAP HR
- Herramientas de configuración y desarrollo
- Herramientas de integración
- Seguridad y autorizaciones
- Aprobaciones y workflows
- Mensajes de impresión
- Seguimiento y auditoría
- Gestión y monitoreo del sistema
- Herramientas de análisis y reporte



Las soluciones de Vistex se instalan como un componente de SAP:

- Aprovecha el hardware y ambientes de SAP ERP
- Aprovecha la escalabilidad y performance de SAP ERP
- Vistex está desarrollado en "espacio nombrado" de base de datos para simplificar actualizaciones

Algunos clientes de Vistex



Soluciones SAP de Vistex para Revenue Management

CRECER INGRESOS Y AUMENTAR EL MARGEN

MEJORAR LA EFICIENCIA Y PRIORIZAR LA OPTIMIZACIÓN

MEJORAR Y ACELARAR EL RENDIMIENTO DE LOS PROCESOS

CONTRATOS



- Gestión de Precios por Contrato
- Acuerdos basados en volúmen

PRECIOS



- Gestión de Precios
- Optimización de Precios
- Cotizaciones y Licitaciones
- Promociones y Ofertas

REBATES



- Rebates de Venta
- Rebates de Compra
- Grupos Flexibles

TRADE & CHANNEL



- Injusta y limpieza de datos de POS
- Envío y Cargo
- Protección de Precios
- Co-op & MDF
- Gasto Comercial
- Chargebacks/Billbacks
- Inventario de Canales
- Registro y diseño de acuerdos

DERECHOS Y REGALÍAS



- Copyright
- Licensamiento
- Derechos y Regalías

PERFORMANCE MANAGEMENT



- Lealtad y recompensas
- Incentivos por performance
- Patrocinios

IMPACTO FINANCIERO



- Gestión de Provisiones
- Análisis Bruto a Neto
- Gestion de Pagos de socios

DATOS MAESTROS



- Clientes
- Proveedores
- Artículos

The image features a close-up of a person's hands using a stylus on a laptop keyboard. The scene is overlaid with a blue gradient and semi-transparent network graphics, including nodes and connecting lines, suggesting a digital or manufacturing context. The overall aesthetic is modern and technological.

Gestión de Precios para Manufactura

Vistex[®]
Now it all **adds up**[®]

Retos en la industria

TODO ES SOBRE LA ESTRATEGIA DE PRECIOS CORRECTA:

Las actividades destinadas a encontrar el precio óptimo de un producto generalmente incluyen objetivos generales de marketing, demanda del cliente, atributos del producto, precios de los competidores y tendencias de mercado.



Retos en la industria, Estrategias de Precios

Solución flexible basada en una plataforma sólida para definir la estrategia de precios “Perfecta”, para cualquier situación del negocio



Retos en la industria, Cambios de Precios

El cambio de precios puede ocurrir en los siguientes casos:

- **Componentes del costo** (Estrategia orientada a margen/markup)
- **Ad-hoc** – ej. Iniciativa interna o propia de la empresa
- **Cambio de emergencia** – ej. Evento externo (costo proveedor/distribución,...)
- **Precio basado en índices** (ej. Referencia de competidor, regulación)
- **Precios promocionales**
- **Markdowns** – Rebajas, descuentos

Estas situaciones requieren una solución capaz de configurar / cambiar de forma fácil y efectiva una estrategia de precios, de acuerdo a diversos factores como precios de regulación, promocionales, precios especiales impulsados por proveedores, rebajas, etc.

Capacidades en Precios



Gestión de Precios

- Fijación de Precios y cambios masivos
- Gestión de cambios de precios
- Aprobación y liberación de precios
- Políticas y alertas
- Simulación de precios y catálogos



Optimización de Precios

- Segmentos de precios
- Precios piso, tope, objetivo
- Análisis de licitaciones
- Optimización de licitaciones
- Precios Retail y estante
- Optimización de promociones



Analíticos de Precios

- Cascadas de precios
- Análisis de margen
- Modelado de precios
- Análisis de oportunidades



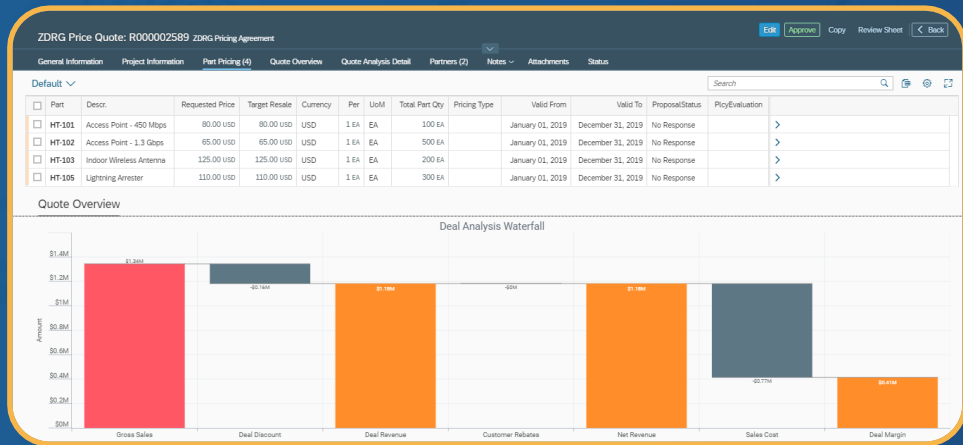
Promociones

- Promociones y productos gratis
- Procesos de aprobación
- Precios Especiales
- Ofertas
- KIT y grupos

Gestión de Precios

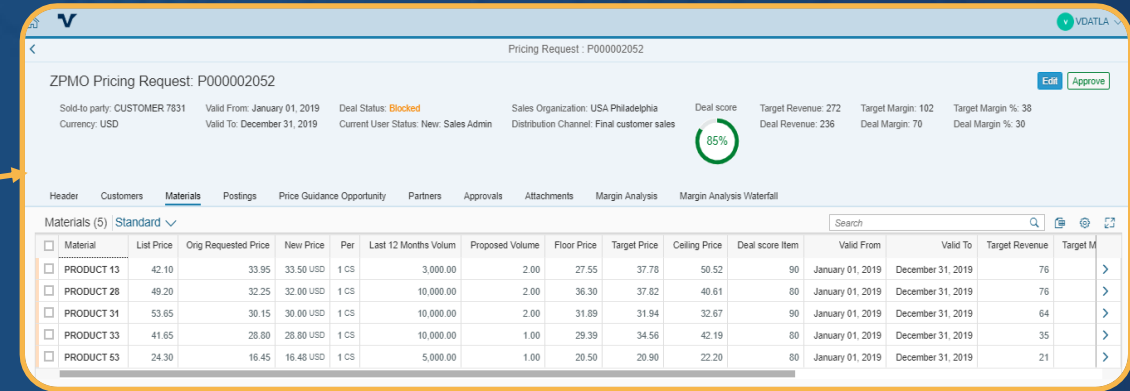
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Una Plataforma integrada para analizar, administra y evaluar elementos de precios



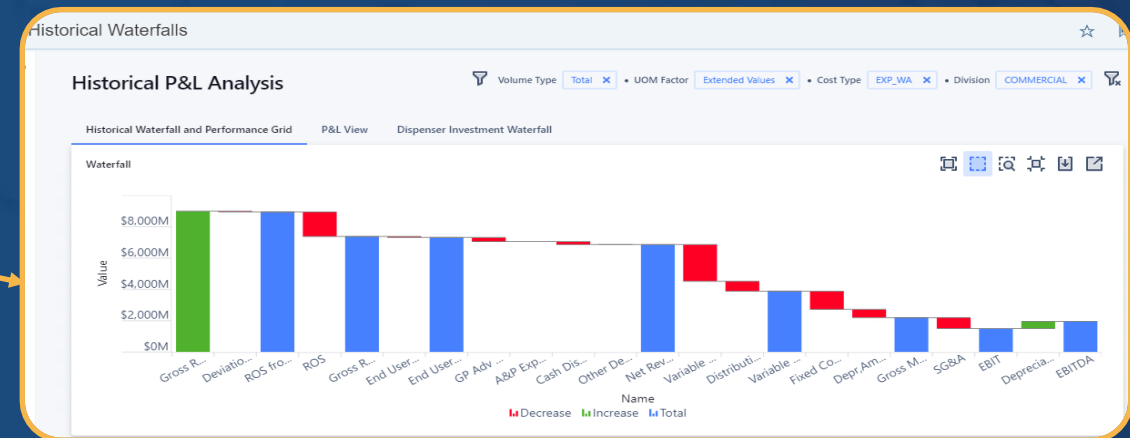
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Gestión de precios, gestión de contratos, gestión de comisiones, todo dentro de un mismo sistema

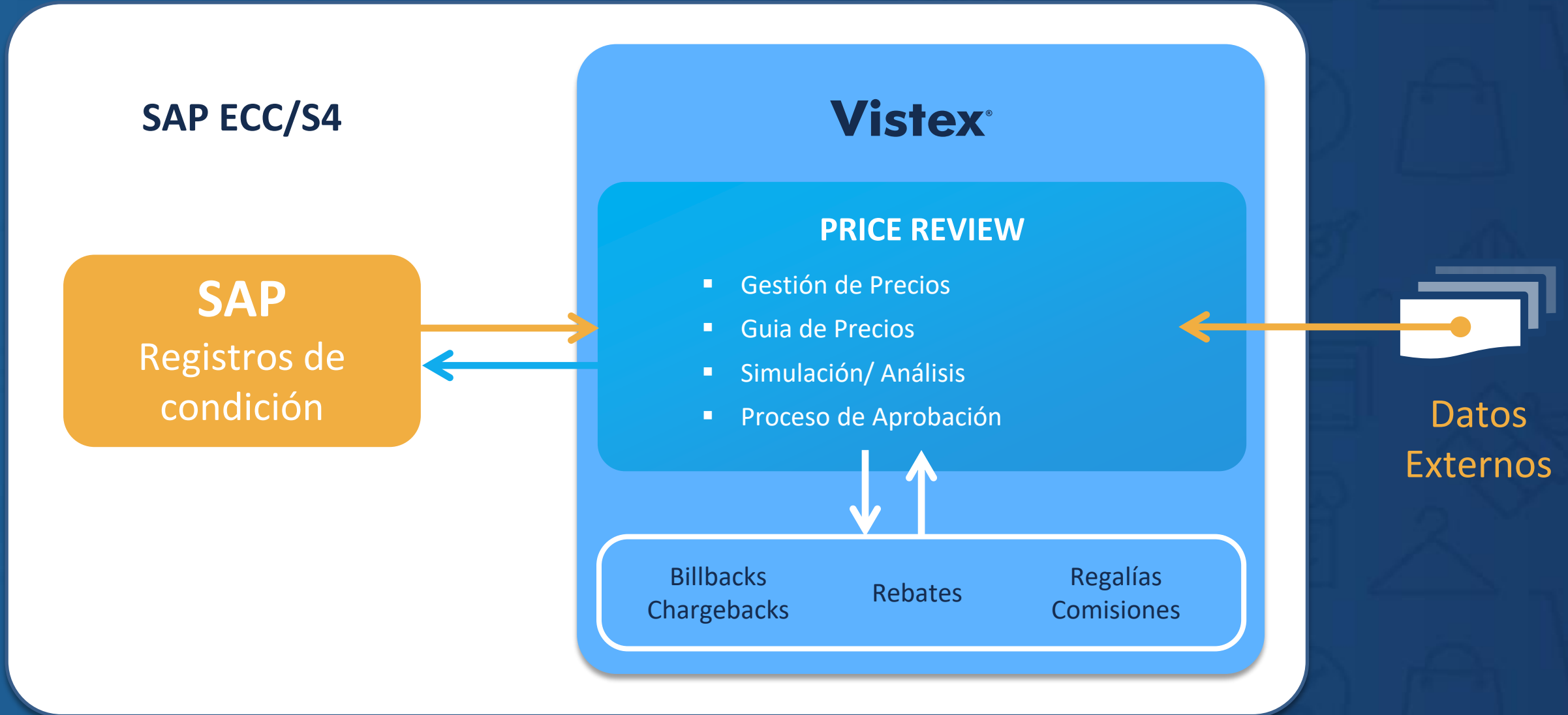


Visibilidad en tiempo real de los impactos de las decisiones de precios, incluidos analíticos dentro de las transacciones de mantenimiento de precios

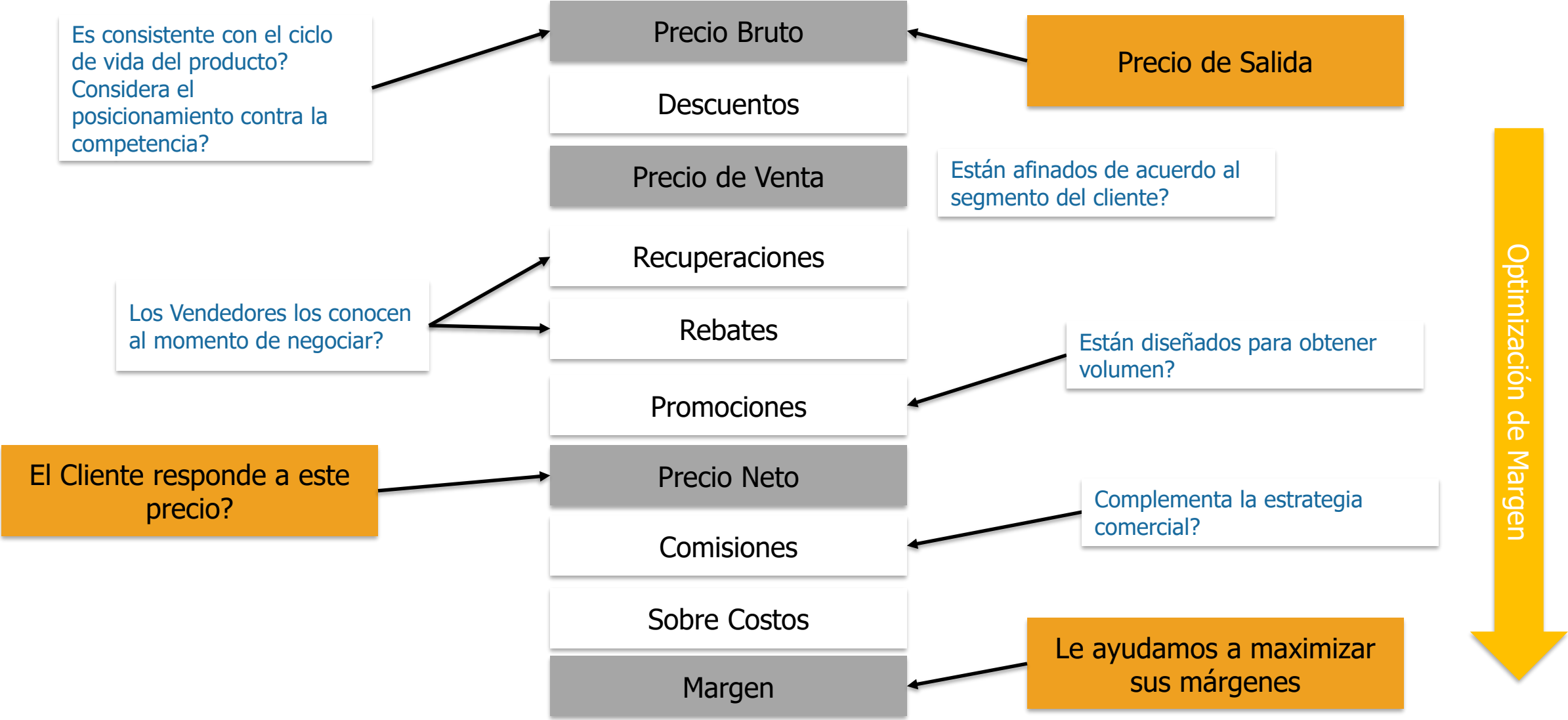
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Funcionamiento de la gestión de Precios



Gestión del Margen Bruto a Neto



Puntos clave en la **Gestión de Precios**

- Cálculo automático de precios basado en reglas de negocio y estrategias de precio
- Integración total de los componentes para determinación de precios
- Agilidad para modificar precios de forma eficiente
- Flujo transparente desde la determinación de precio hasta la venta
- Capacidad de análisis y simulación de precio
- Aprobaciones dentro de Sistema
- Mensajes, alertas y notificaciones de políticas de precios
- Funcionalidad para creación de catálogos de precios
- Responsabilidad segmentada en la gestión de precios
- Analíticos en sistema y en tiempo real



Processes
40m SKUs per day

Gestione todos los niveles de precios en un solo documento

Price Review: 3211

Gross Sales Impact	Net Sales Impact	Margin Impact	Status:	Price Review Generation Status:	Posting Status:	Records Expiring:
Proposed 4,002,885.39 USD	Proposed 3,956,573.07 USD	Proposed 951,919.88 USD	Sales Manager	Generated	Not Yet Posted	0
Current 3,979,241.28 USD	Current 3,933,966.42 USD	Current 929,313.23 USD				
Variance 23,644.11 USD	Variance 22,606.65 USD	Variance 22,606.65 USD				

Header Pricing Grid Analysis Active Documents Approvals

Search

- Sales Cost (V~X101~004)
- Freight (V~X102~304)
- Upcharge (V~X103~304)
- Market Price (V~XOMP~709)
- List Price - Material (V~X100~004)
- Customer Specific Price (V~X108~305)
- List Price - Customer Group Material (V~X10...
- Discount % - Cust/Prod Hier (V~X104~711)
- Discount % - Cust Grp/Prod Hier (V~X104~7...

Sales Org..	Distr. Channel	Material	Sales Cost	Cost	Freight	Upcharge	Currency	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	01/01/2022	12/31/2022
1710	10	HT-1010 Access Point - 450 Mbps	\$292.07	\$259.82	\$16.75	\$15.50	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1020 Access Point - 1.3 Gbps	\$448.30	\$426.30	\$13.00	\$9.00	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1030 Indoor Wireless Antenna	\$78.21	\$56.71	\$12.00	\$9.50	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1040 Outdoor Wireless Antenna	\$131.30	\$106.30	\$12.50	\$12.50	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1050 Lightning Arrester	\$99.63	\$71.88	\$15.75	\$12.00	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1060 Antenna Mount Kit	\$79.01	\$53.01	\$13.50	\$12.50	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1070 Switch - 12 ports	\$881.45	\$854.20	\$14.75	\$12.50	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1080 Switch - 24 ports	\$1,596.90	\$1,570.40	\$11.00	\$15.50	USD	1	EA	01/01/2022	12/31/2022

Flete y sobrecargos son registrados como componentes adicionales

Search

- Sales Cost (V-X101-004)
- Freight (V-X102-304)**
- Upcharge (V-X103-304)
- Market Price (V-XOMP-709)
- List Price - Material (V-X10...)
- Customer Specific Price (V-X108...)
- List Price - Customer Group Mate...
- Discount % - Cust/Prod Hier (V-X...)
- Discount % - Cust Grp/Prod Hier (...)

Sales Org.	Distr. Channel	Material	Rate	Currency	Per	UoM	Valid From	Valid To
1710	10	HT-1000 Access Point - 300 Mbps	14.50	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1010 Access Point - 450 Mbps	16.75	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1020 Access Point - 1.3 Gbps	13.00	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1030 Indoor Wireless Antenna	12.00	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1040 Outdoor Wireless Antenna	12.50	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1050 Lightning Arrester	15.75	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1060 Antenna Mount Kit	13.50	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1070 Switch - 12 ports	14.75	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1080 Switch - 24 ports	11.00	USD	1	EA	01/01/2022	12/31/2022



Flete



Sobrecargos

Search


- Sales Cost (V-X101-004)
- Freight (V-X102-304)
- Upcharge (V-X103-304)**
- Market Price (V-XOMP-709)
- List Price - Material (V-X10...)
- Customer Specific Price (V-X108...)
- List Price - Customer Group Mate...
- Discount % - Cust/Prod Hier (V-X...)
- Discount % - Cust Grp/Prod Hier (...)

Sales Org.	Distr. Channel	Material	Rate	Currency	Per	UoM	Valid From	Valid To
1710	10	HT-1000 Access Point - 300 Mbps	12.50	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1010 Access Point - 450 Mbps	15.50	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1020 Access Point - 1.3 Gbps	9.00	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1030 Indoor Wireless Antenna	9.50	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1040 Outdoor Wireless Antenna	12.50	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1050 Lightning Arrester	12.00	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1060 Antenna Mount Kit	12.50	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1070 Switch - 12 ports	12.50	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1080 Switch - 24 ports	15.50	USD	1	EA	01/01/2022	12/31/2022

Rápidamente cargue información externa como precios de Mercado

Market	Material	Market Price	Curr	Per	UoM	Valid From	Valid To
Central	HT-1000 Access Point - 300 Mbps	407.50	USD	1	EA	1-Jan-22	31-Dec-22
Central	HT-1010 Access Point - 450 Mbps	471.00	USD	1	EA	1-Jan-22	31-Dec-22
Central	HT-1020 Access Point - 1.3 Gbps	734.00	USD	1	EA	1-Jan-22	31-Dec-22
Central	HT-1030 Indoor Wireless Antenna	103.50	USD	1	EA	1-Jan-22	31-Dec-22
Central	HT-1040 Outdoor Wireless Antenna	174.00	USD	1	EA	1-Jan-22	31-Dec-22
Central	HT-1050 Lightning Arrester	124.00	USD	1	EA	1-Jan-22	31-Dec-22
Central	HT-1060 Antenna Mount Kit	96.00	USD	1	EA	1-Jan-22	31-Dec-22
Central	HT-1070 Switch - 12 ports	1100.00	USD	1	EA	1-Jan-22	31-Dec-22
Central	HT-1080 Switch - 24 ports	1990.00	USD	1	EA	1-Jan-22	31-Dec-22

Import rows ✕

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EXECUTE
PREVIEW

Search

- Sales Cost (V~X101~004) ⋮
- Freight (V~X102~304) ⋮
- Upcharge (V~X103~304) ⋮
- Market Price (V~X0MP~709) ⋮
- List Price - Material (V~X10... ⋮
- Customer Specific Price (V~X108... ⋮
- List Price - Customer Group Mate... ⋮
- Discount % - Cust/Prod Hier (V~X... ⋮
- Discount % - Cust Grp/Prod Hier (... ⋮

Market	Material	Market Price	Currency	Per	UoM	Valid From	Valid To
Central	HT-1000 Access Point - 300 Mbps	407.50	USD	1	EA	01/01/2022	12/31/2022
Central	HT-1010 Access Point - 450 Mbps	471.00	USD	1	EA	01/01/2022	12/31/2022
Central	HT-1020 Access Point - 1.3 Gbps	734.00	USD	1	EA	01/01/2022	12/31/2022
Central	HT-1030 Indoor Wireless Antenna	103.50	USD	1	EA	01/01/2022	12/31/2022
Central	HT-1040 Outdoor Wireless Antenna	174.00	USD	1	EA	01/01/2022	12/31/2022
Central	HT-1050 Lightning Arrester	124.00	USD	1	EA	01/01/2022	12/31/2022
Central	HT-1060 Antenna Mount Kit	96.00	USD	1	EA	01/01/2022	12/31/2022
Central	HT-1070 Switch - 12 ports	1,100.00	USD	1	EA	01/01/2022	12/31/2022
Central	HT-1080 Switch - 24 ports	1,990.00	USD	1	EA	01/01/2022	12/31/2022

Use fórmulas simples o complejas para calcular precios y sus parámetros de manera integral

Price Review: 3211

Accept Reject Check Copy Delete

Gross Sales Impact	Net Sales Impact	Margin Impact	Status:	Price Review Generation Status:	Posting Status:	Records Expiring:
Proposed 4,002,885.39 USD	Proposed 3,956,573.07 USD	Proposed 951,919.88 USD	Sales Manager	Generated	Not Yet Posted	0
Current 3,979,241.28 USD	Current 3,933,966.42 USD	Current 929,313.23 USD				
Variance 23,644.11 USD	Variance 22,606.65 USD	Variance 22,606.65 USD				

Header Pricing Grid Analysis Active Documents Approvals

Sales Org..	Distr. Channel	Material	Sales Cost	Cost	Freight	Upcharge	Currency	Per	UoM	Valid From	Valid To
1710	10	HT-1000 A...	\$257.80	\$230.80	\$14.50	\$12.50	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1010 A...	\$292.07	\$259.82	\$16.75	\$15.50	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1020 A...	\$448.30	\$425.30	\$13.00	\$9.00	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1030 In...	\$78.21	\$56.71	\$11.50	\$10.00	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1040 O...	\$131.30	\$106.30	\$12.50	\$12.50	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1050 Li...	\$99.63	\$71.88	\$11.50	\$16.25	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1060 A...	\$79.01	\$53.01	\$11.50	\$4.00	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1070 S...	\$881.45	\$854.20	\$14.75	\$12.50	USD	1	EA	01/01/2022	12/31/2022
1710	10	HT-1080 S...	\$1,596.90	\$1,570.40	\$11.00	\$15.50	USD	1	EA	01/01/2022	12/31/2022

Formula (fx)
[Cost] + [Freight] + [Upcharge]

Cree y modifique fórmulas de precio sin involucramiento de TI

Determine listas de precios basadas en reglas de optimización

	Material	Market Price	List Price	Currency	Prev. Price	Price Change %	Optimized List	Guidance	Margin	Margin%	Valid From	Valid To
	HT-1000 Access Point - 300 Mbps ▾	\$407.50	405.00	USD ▾	\$384.75	5.26% (\$20.25)	\$406.50	↑ Increase Price by \$1.50 to Optimize Price	147.20	36.35%	01/01/2022	12/31/2022
	HT-1010 Access Point - 450 Mbps ▾	\$471.00	472.00	USD ▾	\$448.40	5.26% (\$23.60)	\$471.50	↓ Decrease Price by \$0.50 to Optimize Price	179.93	38.12%	01/01/2022	12/31/2022
	HT-1020 Access Point - 1.3 Gbps ▾	\$734.00	734.40	USD ▾	\$697.68	5.26% (\$36.72)	\$733.25	↓ Decrease Price by \$1.15 to Optimize Price	286.10	38.96%	01/01/2022	12/31/2022
	HT-1030 Indoor Wireless Antenna ▾	\$103.50	101.50	USD ▾	\$96.43	5.26% (\$5.07)	\$104.63	↑ Increase Price by \$3.13 to Optimize Price	23.29	22.95%	01/01/2022	12/31/2022
	HT-1040 Outdoor Wireless Antenna ▾	\$174.00	171.00	USD ▾	\$162.45	5.26% (\$8.55)	\$172.80	↑ Increase Price by \$1.80 to Optimize Price	39.70	23.22%	01/01/2022	12/31/2022
	HT-1050 Lightning Arrester ▾	\$124.00	115.20	USD ▾	\$109.44	5.26% (\$5.76)	\$126.25	↑ Increase Price by \$11.05 to Optimize Price	15.57	13.52%	01/01/2022	12/31/2022
	HT-1060 Antenna Mount Kit ▾	\$96.00	93.25	USD ▾	\$88.58	5.27% (\$4.67)	\$112.00	↑ Increase Price by \$18.75 to Optimize Price	14.24	15.27%	01/01/2022	12/31/2022
	HT-1070 Switch - 12 ports ▾	\$1,100.00	1,100.00	USD ▾	\$1,045.00	5.26% (\$55.00)	\$1,090.89	↓ Decrease Price by \$9.11 to Optimize Price	218.55	19.87%	01/01/2022	12/31/2022
	HT-1080 Switch - 24 ports ▾	\$1,990.00	1,993.00	USD ▾	\$1,893.35	5.26% (\$99.65)	\$1,994.63	↑ Increase Price by \$1.63 to Optimize Price	396.10	19.87%	01/01/2022	12/31/2022

Defina precios para cliente considerando las políticas de la empresa

Customer	Material	Segment ...	Customer Price	Margin	Margin %	Valid From	Valid To	Floor	Target	Ceiling	Guidance
262 Avnet	HT-1000 Access Point - 300 Mbps	Tier 1	398.03	140.23	35.23%	01/01/2022	12/31/2022	\$301.22	\$361.38	\$395.12	↓ Lower Price by \$2.91 to get to Ceiling (\$395.12)
262 Avnet	HT-1010 Access Point - 450 Mbps	Tier 1	446.63	154.56	34.61%	01/01/2022	12/31/2022	\$349.38	\$419.16	\$458.30	Price is within Guidance
262 Avnet	HT-1020 Access Point - 1.3 Gbps	Tier 1	712.68	264.38	37.10%	01/01/2022	12/31/2022	\$543.34	\$651.86	\$712.72	Price is within Guidance
262 Avnet	HT-1030 Indoor Wireless Antenna	Tier 1	101.39	23.18	22.86%	01/01/2022	12/31/2022	\$77.53	\$93.02	\$101.70	Price is within Guidance
262 Avnet	HT-1040 Outdoor Wireless Antenna	Tier 1	167.16	35.86	21.45%	01/01/2022	12/31/2022	\$128.04	\$153.62	\$167.96	Price is within Guidance
262 Avnet	HT-1050 Lightning Arrester	Tier 1	120.95	21.32	17.63%	01/01/2022	12/31/2022	\$93.55	\$112.24	\$122.72	Price is within Guidance
262 Avnet	HT-1060 Antenna Mount Kit	Tier 1	81.50	2.49	3.06%	01/01/2022	12/31/2022	\$82.99	\$99.57	\$108.86	↑ Raise Price by \$1.49 to get to Floor (\$82.99)
262 Avnet	HT-1070 Switch - 12 ports	Tier 1	1,042.99	161.54	15.49%	01/01/2022	12/31/2022	\$808.35	\$969.80	\$1,060.35	Price is within Guidance
262 Avnet	HT-1080 Switch - 24 ports	Tier 1	1,910.89	313.99	16.43%	01/01/2022	12/31/2022	\$1,478.02	\$1,773.23	\$1,938.78	Price is within Guidance

⚡ Procedures ✕

—Accept Guidance— ▶ ▾

—Set to Target— ▶ ▾

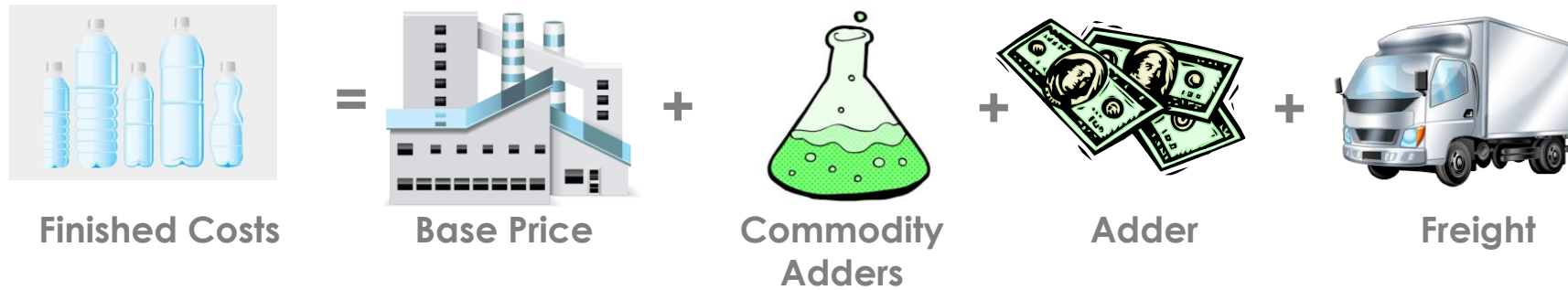
Customer	Material	Segment ...	Customer Price	Margin	Margin %	Floor	Target	Ceiling	Guidance
262 Avnet	HT-1000 Access Point - 300 Mbps	Tier 1	395.12	137.32	34.75%	\$301.22	\$361.38	\$395.12	Price is within Guidance
262 Avnet	HT-1010 Access Point - 450 Mbps	Tier 1	446.63	154.56	34.61%	\$349.38	\$419.16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

Analice el impacto de cambiar precios a nivel detalle o global

	Proposed	Current	Variance
LY Qty	0 EA	0 EA	0 EA
Proposed Qty	10,000 EA	10,000 EA	0 EA
Gross Sales	\$5,700,603.70	\$5,684,630.40	\$15,973.30
Rebates	\$29,042.49	\$27,651.32	\$1,391.17
Cash Discount (Total)	\$0.00	\$0.00	\$0.00
Billbacks	\$0.00	\$0.00	\$0.00
Net Sales	\$5,671,561.21	\$5,656,979.08	\$14,582.13
Sales Cost	\$4,292,361.70	\$4,292,361.70	\$0.00
Margin	\$1,379,199.51	\$1,364,617.38	\$14,582.13
Margin %	24.32%	24.12%	0.20%
# of Policy Violated	8 EA	1 EA	7 EA
# of Cust/Mat Combos	27 EA	27 EA	0 EA

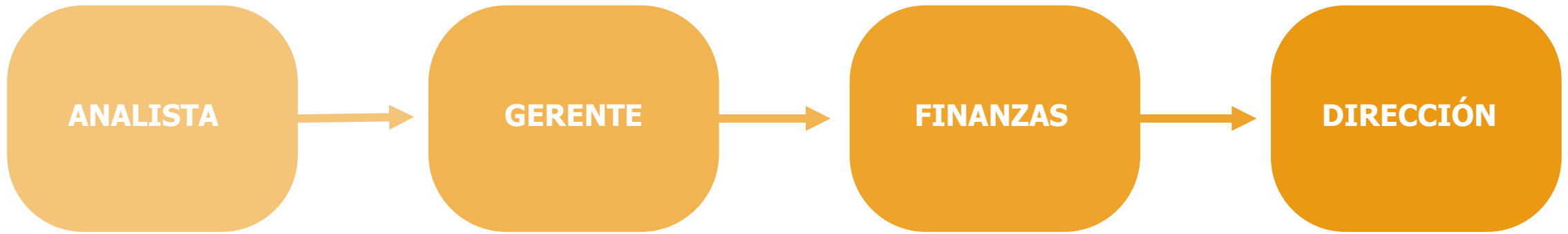
		Proposed												
		List Price	Cust Price	Prev Cust Price	Invoice Price	Net Price	Floor	Target	Ceiling	Net Sales	Margin	Margin %	Rebates	
<input type="checkbox"/>	Access Point - 300 Mbps	Avnet	\$405.00	\$421.00	\$398.03	\$421.00	\$414.69	\$301.22	\$361.38	\$395.12	\$153,433.45	\$58,047.45	37.83%	\$2,336.55
<input type="checkbox"/>	Access Point - 450 Mbps	Avnet	\$472.00	\$467.07	\$446.63	\$467.07	\$460.06	\$349.38	\$419.16	\$458.30	\$170,223.66	\$62,157.76	36.52%	\$2,592.24
<input type="checkbox"/>	Access Point - 1.3 Gbps	Avnet	\$734.40	\$751.95	\$712.68	\$751.95	\$740.67	\$543.34	\$651.86	\$712.72	\$274,048.18	\$108,177.18	39.47%	\$4,173.32
<input type="checkbox"/>	Indoor Wireless Antenna	Avnet	\$101.50	\$104.98	\$101.39	\$104.98	\$103.41	\$77.53	\$93.02	\$101.70	\$38,259.96	\$9,322.26	24.37%	\$582.64
<input type="checkbox"/>	Outdoor Wireless Antenna	Avnet	\$171.00	\$173.73	\$167.16	\$173.73	\$171.12	\$128.04	\$153.62	\$167.96	\$63,315.90	\$14,734.90	23.27%	\$964.20
<input type="checkbox"/>	Lightning Arrester	Avnet	\$115.20	\$127.00	\$120.95	\$127.00	\$125.10	\$93.55	\$112.24	\$122.72	\$46,285.15	\$9,422.05	20.36%	\$704.85
<input type="checkbox"/>	Antenna Mount Kit	Avnet	\$93.25	\$85.58	\$81.50	\$85.58	\$84.30	\$82.99	\$99.57	\$108.86	\$31,189.63	\$1,955.93	6.27%	\$474.97
<input type="checkbox"/>	Switch - 12 ports	Avnet	\$1,100.00	\$1,095.14	\$1,042.99	\$1,095.14	\$1,078.71	\$808.35	\$969.80	\$1,060.35	\$399,123.77	\$72,987.27	18.29%	\$6,078.03
<input type="checkbox"/>	Switch - 24 ports	Avnet	\$1,993.00	\$2,006.43	\$1,910.89	\$2,006.43	\$1,976.33	\$1,478.02	\$1,773.23	\$1,938.78	\$731,243.41	\$140,390.41	19.20%	\$11,135.69

Calcule automáticamente escenarios complejos como precio de producto basado en costo variable de commodities



Sales Cost	Cond. currency	Base Price	Freight	Com A Adder	Com B Adder	Commodity Adder	Adder \$	Total Adder	Pricing Unit	Unit of Measure	Valid From	Valid To
10.18	USD	7.99	0.00	2.01	0.18	2.19000	0.00	0.00000	1	CSE	01/01/2022	12/31/2022
9.14	USD	9.14	0.00	0.00	0.15	0.15000	0.00	0.00000	1	CSE	01/01/2022	12/31/2022
13.56	USD	13.56	1.52	2.53	0.00	2.53000	1.52	1.52000	1	CSE	01/01/2022	12/31/2022
15.41	USD	15.41	2.10	2.10	0.12	2.22000	2.10	2.10000	1	CSE	01/01/2022	12/31/2022

Proceso de aprobación flexible, definido por el negocio



APRUBE

programas en email o dispositivo móvil



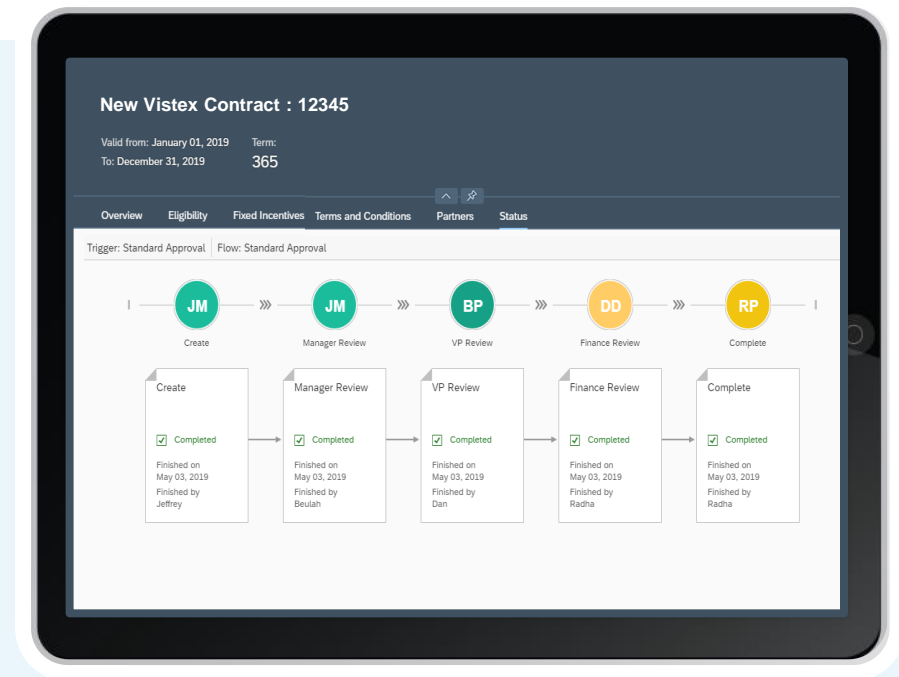
AUDITE

aprobaciones y cambios



ADJUNTE

detalles importantes



Publique catálogos de precio con facilidad

Vistex

Now it all
adds up™

Price Catalog

Page 1 of 1

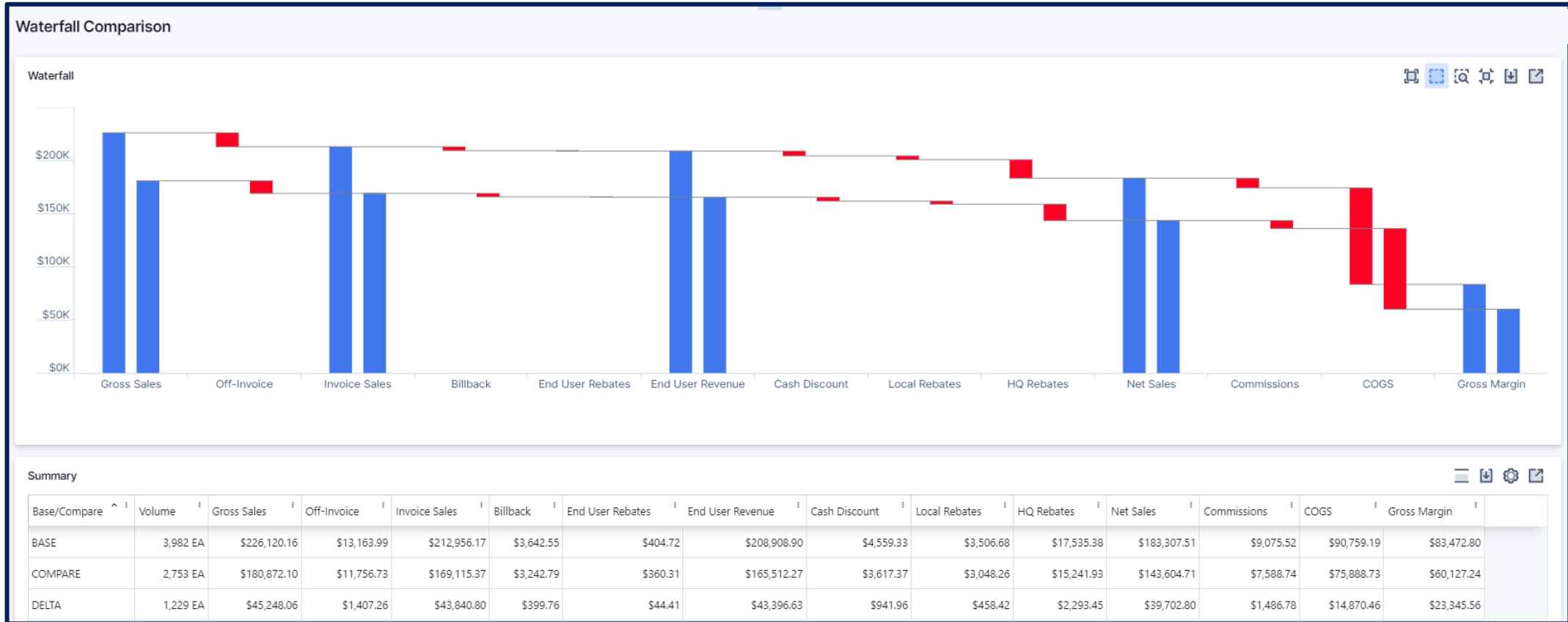
Prices Effective: 04/14/2022

Avnet

3901 Lakefront Dr
CHICAGO IL 60140
USA

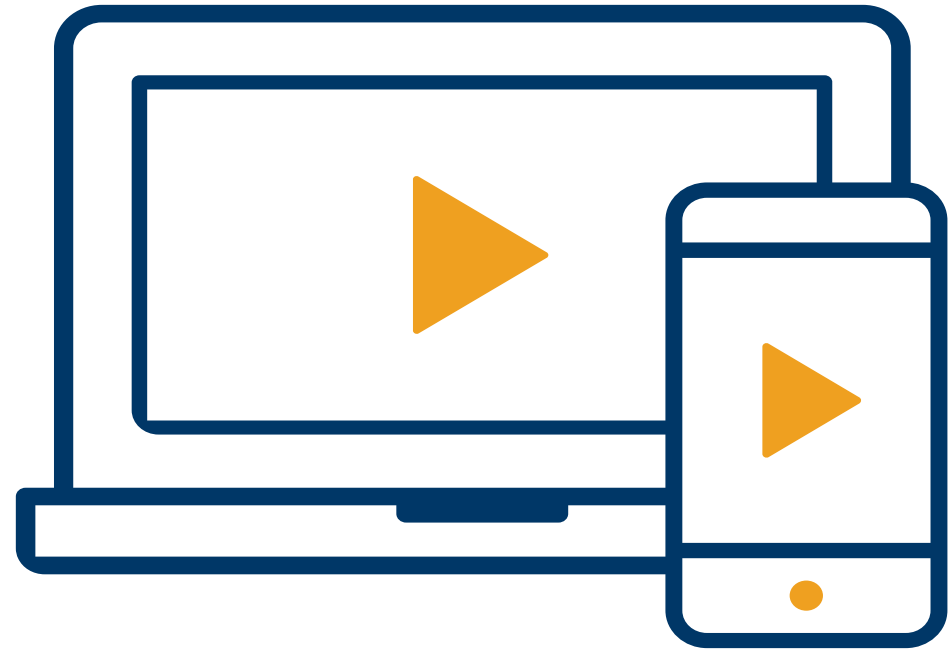
EAN/UPC	Material	Description	Net Price	Currency	Unit	Min Ord Qty	Gross Weight	Net Weight	UoM	Dimension
02527273070	HT-1000	Access Point - 300 Mbps	398.03	USD	EA	100.00	2.35	1.75	LB	6 X 4 X 2
02527241567	HT-1010	Access Point - 450 Mbps	446.63	USD	EA	175.00	2.50	1.75	LB	5 X 5 X 1.5
00252726589	HT-1030	Indoor Wireless Antenna	101.39	USD	EA	200.00	6.75	5.35	LB	3.5 X 4 X 3.25
02527232485	HT-1040	Outdoor Wireless Antenna	167.16	USD	EA	200.00	2.50	1.85	LB	4 X 3.5 X 6
00252724763	HT-1050	Lightning Arrester	120.95	USD	EA	150.00	7.10	6.75	LB	2.5 X 6 X 1
00252725432	HT-1060	Antenna Mount Kit	81.50	USD	EA	125.00	5.35	4.75	LB	1.75 X 5.65 X 7
02527267865	HT-1070	Switch - 12 ports	1,042.99	USD	EA	125.00	6.50	6.00	LB	4.25 X 3.45 X 6.5
00252725445	HT-1080	Switch - 24 ports	1,910.89	USD	EA	100.00	6.00	5.00	LB	6.5 X 1.6 X 5
02527241569	HT-1020	Access Point - 1.3 Gbps	712.68	USD	EA	0.00	5.75	4.25	LB	5 X 5 X 2.5

Compare el margen de los precios antes y después de modificarlos



Demostración **Gestión de Precios**

- Price Review
- Analíticos
- Optimización de Lista de Precios



¿Preguntas?



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