

# → Pricing Compliance Manager™



Leveraging InfoNow's industry-leading Channel*Insight*™ solution, Pricing Compliance Manager draws upon validated and enriched POS data, combined with your pricing rules, to deliver claimless automated special pricing and discount program management across your global markets.

Special channel pricing and discounts help companies drive increased revenues, achieve sales goals, and contribute to the building of stronger channel partner relationships. But too often poorly defined manual or fragmented pricing compliance processes lead to calculation inaccuracies, slow payments, program abuses, and partner frustration. Without the ability to manage special pricing and discounts in a timely, auditable manner, program success is often overshadowed by lost opportunities and expensive reconciliation efforts.

## Pricing Compliance Manager

InfoNow's Pricing Compliance Manager solves the problems of poor special pricing processes, inaccurate discount data, and lengthy manual reconciliation efforts with a simple on-demand solution that delivers timely, accurate and complete commission-grade program information. Whether you call such programs "special pricing", a "bid", "dealer price authorization", "discount", "claims" or something else, Pricing Compliance Manager automates the collection, validation, and processing of all of your product-discount POS transaction data, ensuring rapid claimless credits/ payments with clear audit trails for every channel participant.

The secret to this tight control is Pricing Compliance Manager's proprietary rules engine. You apply your own criteria to establish customized business rules and constraints for each program. InfoNow's intuitive self-service interface makes it easy to specify a program time frame, which product(s) qualify, the maximum number of units that may be sold at the price or

discount, end customer and much more. Once the rules are set, Pricing Compliance Manager searches POS transaction data for sales that qualify for approved programs. Special pricing and discount requests are automatically reconciled by comparing the transaction against your program criteria to either validate, suggest candidate programs or reject individual program transactions.

To prevent revenue leakage, Pricing Compliance Manager tracks and matches each program's transactions to update a running tally of total special pricing program unit sales. When, the program limit is reached, further transactions/claims are rejected.

## Calculate accurate net product prices and credits claimlessly

Pricing Compliance Manager reconciles and accounts for every relevant transaction. As a result, you can accurately calculate your product prices and program credits without waiting for resellers and distributors to file claims.

As a result, you pay sales commissions and issue credits immediately upon program completion based on exact prices rather than "best guess" net prices which can result in

inaccurate payments and excess commission expense. In addition, Pricing Compliance Manager supports full auditing of program transactions for complete compliance validation.

Accurate net prices also help your finance department deliver financial channel performance statements, highlighting margin optimization opportunities and partner/product profitability, as well as promoting channel program compliance.

## Leverage automation to dramatically improve productivity and accuracy

With special pricing and discount activities affecting 50 to 80 percent of many companies' total transactions, the use of labor-intensive manual tracking with email and spreadsheets creates a serious bottleneck.

Multiplying the time it takes to log, track, and create reports for thousands of pricing compliance transactions



racks up considerable administrative labor hours, as well as contributing to increased error rates.

Regardless of the format of your source data (EDI, flat files, spreadsheets, emails), Pricing Compliance Manager combines transactions and automates special pricing and discount program data collection processes. As a result, the data is shareable, searchable, and reportable, dramatically reducing the time to manage the discount programs while improving data accuracy.

### Sidestep potential disputes

Sometimes channel partners fail to provide adequate special pricing and discount POS transaction data. For these “lost” cases, Pricing Compliance Manager “sniffs” transactions to determine if they may qualify for an approved pricing program. It then flags them for review by the appropriate employees. By proactively addressing such transactions, you eliminate time-consuming disputes with partners, and provide a clear audit trail in support of reconciliation decisions.

### Driving Results to the Bottom Line

Companies that have solved the pricing compliance management riddle, point to growing market share, increased partner loyalty, and significantly reduced costs.

With the ability to react quickly and effectively to take advantage of special pricing and discount opportunities, these companies have learned to leverage pricing best practices to achieve competitive advantage. Benefits most often reported include:

- » **Elimination of price-related revenue leakage** by tracking and validating all discounted unit sales
- » **Calculation of timely and accurate commissions and credits** by implementing claimless processes,

calculating correct net product prices, and ensuring compliance with program rules

- » **Dramatically increased employee productivity** through pricing compliance management automation

Most importantly, linking pricing compliance management with the rest of your channel processes provides the foundation and tools for optimizing channel performance across finance, sales, and marketing activities.

### About Channel*Insight*

Channel*Insight* is InfoNow's on-demand Channel Performance Optimization solution. It augments existing ERP, CRM, PRM and compensation systems to provide channel best practices and results to finance, operations, sales, and marketing departments. Leveraging automation and proprietary technologies to gather and process accurate and timely manufacturer channel sales and inventory data, it optimizes this information to provide actionable insights for use across your entire enterprise.

### About InfoNow

InfoNow's on-demand Channel Performance Optimization solutions provide global technology manufacturers with visibility into every channel relationship and interaction in real-time, allowing them to gain the insight necessary to find the best mix of channel actions that grow revenue and reduce cost in order to achieve sustainable competitive advantage. Combining industry best practices with patented technologies, InfoNow's services are SAS Type II compliant to ensure timely, accurate, and complete channel insights to optimize business processes. Our global Fortune 1000 high-technology clients trust us to process over 120 million POS and inventory transactions per year delivering channel visibility, agility, and control.

For more information about our solutions, contact us at **866.868.INOW** or visit [www.infonow.com](http://www.infonow.com).

### Channel*Insight* CPO Portfolio

