

Developed Price List and Commission Add-on for Construction Equipment Trader Company



Price List and Commission Addon

The Summary

Client has approached AG Technologies to develop an add on for

- To calculate the price of products on Sales Quotation row levels based on pre-define formulation.
- To calculate dealer commission on Sales Order row levels based on pre-define formulation.

The Client

Our Client deals in Spare Parts of Earthmoving, Mining & Construction Machinery; such as Excavators Bulldozers, Rock Breakers, Wheel Loaders, Backhoe, Loaders, Motor Graders, vibratory Rollers, Asphalt Pavers, Transit Mixers, Concrete Pumps, and so on. They have experience of more than 6 decades in aftermarket Spares, one of the largest inventories in India, wide range of products from the best of manufacturers, and most importantly, thousands of satisfied customers spread across the country. Today they are a dynamic organization, which focuses on Quality.

The Challenge

Currently major challenge faced by client was that there was no consistency in the price that was quoted to the customer. Also there was dependency and time consuming while giving the quote to the customers as many factors were involved for deriving the price.

Business Requirement

Client approached AG Technologies to develop an add-on for calculation of price and commission based on various factors. To meet changing demands of market due to dynamic customer requirements, it became necessary to client to improve their service, provide innovative solutions and build new business model.

The Solution

The Add-on would be prepared to calculate Price and dealer Commission on Sales Quotation Using SDK. Following configuration and mapping would be used to calculate the same

1. Type of Customer - Distributor, Trader and End User

Project Summary

Industry: Trading

Client Profile:

Client is one of the largest inventories in India, wide range of products from the best of manufacturers, and most importantly, thousands of satisfied customers spread across the country – they are today a dynamic organization, which focuses on Quality.

Solution:

To develop an add-on for auto calculation of price and commission.

Solution Benefit:

- Consistency in price
- Less efforts in arriving at the cost price
- Dependency reduced
- Less time consuming.
- Price list at any given time.

2. Customer in Distributor territory and non-distributor territory
3. Landed Cost Factor (LCF)
4. Customer Grading Factor – A/B/C or SO On
5. Geographical Correction Factor
6. Price List Master
7. Replenishment Cost (RC):
8. Stock Status:
9. Stock Movement
10. Starting Point (STP)
11. Factors at Sales Quotation Row Level
 - Final correction Factor HO – FCF_HO
 - Final Correction Factor Distributor– FCF_DIST
 - Final Correction Factor Identification – FCF_I (% or Amount)
 - Place to write reasoning for Final correction factor
 - Base Rate (BR)
 - Commission to Distributor (CD)
 - Gross Profit HO (GP_HO)
 - Average Cost (AVGCOST)

SAP Modules and Version:

SAP Version : SAP Business 8.81

The Solution Benefit

- System would calculate runtime product price on sales quotation row level considering factors and pre- defined formulae.
- System would store the all information which will is considered for calculating price on sales quotation row wise as history for future reference.
- System would calculate the dealer commission on Sales Quotation row level. Also store all information which will is considered for calculation commission.
- Query based report would be created to show how the unit price was arrived.
- The consistency, dependency and uniformity will be arrived due to this add-on.