

SD/Logistics

Pricing with Winshuttle

Transaction & Query

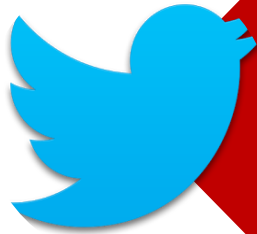
Sigrid Kok | Winshuttle



Introduction



App – Winshuttle



#WUG2014 – Twitter



SSID – Winshuttle
Password – wug2014



What about pricing?

Many companies must add/change prices often

- New products
- Sales
- Market fluctuations
 - Whether based on commodities you're using or selling
 - Competition
- Customer-specific pricing
 - Ex: Wal-Mart must always have the BEST price
- Changing associated costs, like shipping

How about your reasons for updating prices?

One of the most common Winshuttle use cases for SD



Pricing Topics



Approaches to creating prices

- Create/Update prices
- Create prices with scales
- Create/Update prices for multiple key combo's
 - Create Prices for multiple condition types, key combo's
 - Round trip for multiple key combinations

Approaches to updating prices with workflow

- Read
- Update



Pricing Topics



Approaches to maintaining prices

- Create prices

- Create prices with conditions
- Create/Update prices
 - Create/Update prices with conditions, key combo's
 - Round prices

Takeaways:

- Pick a condition type and key combo
- Set price, currency and effectivity dates

Approaches to updating prices with workflow

- Query
- Update



Pricing Topics



Approaches to maintaining prices

- Create/Update prices
 - **Create prices with scales**
 - Create/Update prices with scales
 - Create prices with scales
 - Round prices
- Takeaways:**

 - Same as previous
 - Enter scales highest to lowest

Approaches to updating prices with workflow

- Query
- Update



Pricing Topics



Approaches to maintaining prices

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Approaches to updating prices with workflow

- Query
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Let's improve the user interface in Excel



Problem: Too many combinations in the same file

Solution: Formatting in Excel driving rules

MILL CREEK
123 Main Street, Mill Creek, WA, USA 98012

Create and Change

Action	Condition Type	Key Combo	combo	Sales Org	Dist. Channel	Division	Customer	Price List	Currency	Material	Amount	unit	Per	UOM	Calc. type	Valid From	Valid To	SAP	
Create	C	PR00	01 - Customer/Material	01	C-PR00-01	1000	10	11500		800-700	12	USD	1	EA	C	10/25/2014	12/31/9999	Condition records saved	
Create	C	PR00	02 - Price List/Curr/Material	02	C-PR00-02	1000	10		01	USD	800-620	10	USD	1	EA	C	10/25/2014	12/31/9999	Condition records saved
Create	C	PR00	03 - Material	03	C-PR00-03	1000	10			800-621	20	USD	1	EA	C	10/25/2014	12/31/9999	Condition records saved	
Create	C	ZPR0	03 - Material	03	C-ZPR0-03	1000	10			800-630	55	usd	1	ea	C	10/25/2014	12/31/9999	Condition records saved	
Create	C	K007	04 - Division/Customer	04	C-K007-04	1000	10	00	103644		3	%			A	10/25/2014	12/31/9999	Condition records saved	
Modify	M	PR00	01 - Customer/Material	01	M-PR00-01	1000	10			800-700	15					10/25/2014	12/31/9999	Condition records saved	
Modify	M	PR00	02 - Price List/Curr/Material	02	M-PR00-02	1000	10		01	USD	800-620	12				10/25/2014	12/31/9999	Condition records saved	
Modify	M	PR00	03 - Material	03	M-PR00-03	1000	10			800-621	20					10/25/2014	12/31/9999	Condition records saved	

- Improve usability
- Better user experience
- “Error Proofing” spreadsheet aka “Poka Yoke”



Smart round trip

Round trip concept:



Smart round trip



Improve Excel experience:

- Single fields for mass common changes:

MILL CREEK 123 Main Street, Mill Creek, WA, USA 98012		Valid Key Combinations		Price Increase 3,0%	New Valid From 15/09/2014	New Valid To 31/12/9999
PR00 Only	01 Customer/Material					
	02 Price List/Currency/Material					
	03 Material					

- Increase usability and user experience with formatting

MILL CREEK 123 Main Street, Mill Creek, WA, USA 98012		Valid Key Combinations		Price Increase 3,0%		New Valid From		New Valid To					
Condition Type	Key combo	Sales Org.	Dist. Chan.	Customer	Price List	Curr.	Material Number	Current Amount	New Amount	Unit	Per	UoM	Ca
PR00	01	1000	10	000002			800-601	10.61	10.93	USD	1	EA	C
PR00	01	1000	10	000001150			800-700	15.00	15.45	USD	1	EA	C
PR00	02	1000			01	USD	800-800	212.18	218.55	USD	1	EA	C
PR00	02	1000	10		01	EUR	800-620	16.97	17.48	EUR	1	EA	C



Pricing Topics

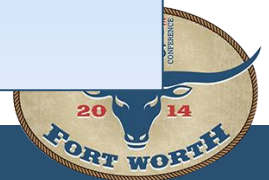


Approaches to maintaining prices

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Takeaways:

- Link scripts for different key combinations and/or condition types
- Round trip – Query & Transaction
- Leverage the power of Excel to make it easy for Runners
- “Error proofing” – Poka Yoke!



Pricing Topics



Approaches to maintaining prices

- Create
- Create
- Create
- Create
- Round trip for multiple key combinations

Takeaways:

- Query to Extract current prices
- Leverage power of Excel to set/ check values
- Can leverage workflow for approvals before posting

Approaches to updating prices with workflow

- Query
- Update



Pricing Topics - Review



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Additional resources



Best Practice Links:

- Populate Excel lists from SharePoint

<http://winshuttle-help.s3.amazonaws.com/best-practices/winshuttle-best-practices-using-sharepoint-populate-excel-lists.htm>

- Bulk condition records management

<http://winshuttle-help.s3.amazonaws.com/best-practices/winshuttle-best-practices-bulk-condition-records-management.htm>

- Support Knowledgebase

Email Support@winshuttle.com

Knowledgebase <http://Support.winshuttle.com>



Summary



When you can quickly, accurately and easily create or update your prices, Drew Carey would tell you...



Questions?





WINSHUTTLE™