

KEY FEATURES

- Easy to configure pricing solution with built-in industry standard pricing templates
- Leverage industry standard pricing methodologies
- Centralised management of price lists, product pricing and discount rules
- Easily configurable price lists
- User selected pricing configuration
- Configuration at multiple levels, retaining pricing control at the appropriate level
- Integrates with a number of CRM systems

KEY BENEFITS

- Delivers consistent, reliable and efficient pricing and quotation generation across the Sales organisation
- Places power in the hands of Sales leads to drive and define pricing configuration rules across your organisation
- Increase pricing agility with easily configurable pricing rules, and rates enabling rapid respond to changing market conditions
- Empower Sales reps through rules-driven guided pricing configuration ensuring accurate and compatible product/service selection
- Enhanced transparency of your pricing strategy
- Flexible, extensible & cost-effective solution design

Configurable Pricing Solution

Monad Solutions' Configurable Pricing Solution delivers pricing and quotation generation, implemented using the industry-leading Oracle Policy Automation (OPA) platform. This pre-built pricing solution enables you to efficiently and cost-effectively manage your organisation's pricing rules by configuring and automating rules and rates using Microsoft Word and Excel.

Developed as an OPA Rulebase Accelerator, the built-in, easy to configure price lists and customisable quotation templates empower your Sales team to create consistent, accurate and professional quotations time after time.

Drives Pricing Agility

The solution provides you with the flexibility to customise your pricing rules and rates to vary on a product-, customer-, time bound-and even one-off or ongoing basis.

Embedding pricing agility within a systematic pricing rules solution ensures more consistent and efficient processes within your Sales organisation. The solution's built-in configurability promotes dexterity to efficiently respond to changes in product/service offerings or market conditions.

Streamlines Pricing Processes

Monad Solutions' Configurable Pricing Solution creates customer-ready quotation documents that reduce the sales cycle lead time from RFP to confirmed sale. Sales Reps simply manage the product selection and configuration using rules-driven pricing options, taking the initial quote through negotiation, finalisation, and culminating in customer quotation, deal closing, and downstream order processing.

Customise pricing at multiple levels. The diagram below shows how pricing rules have been implemented at multiple levels to provide a flexible solution for the user, while applying consistent pricing rules across the organization as a whole.



Organisation Level Configuration The solution applies a number of pricing rules at the organisation level, so that businesses can maintain a consistent approach to pricing. The catalogue of products and services is maintained at this level, as well as more general settings such as what currencies are available, whether discounts can be applied at line item level or overall discounts are allowed, whether a loyalty programme is in place, what discounts are permissible based on the user status, and what templates, style and format quotes are to be produced in.

User Level Selection While producing a quote, the user can select from a number of options as they build the quote – choosing what products or services are to be added to the quote and what discounts to apply. They can add custom text to certain sections of the quote document as well as choosing which sections and how much detail appears in the final quote.

Pricing Accelerator Customisations The solution can be further extended by using OPA to define customer specific and ever more complex pricing rules. Examples here include applying product configuration rules (e.g. if product X is selected then Product Y should also be selected), potential upsell opportunities or validating product combinations. Integrating the solution with an existing CRM provides the opportunity to add richer data to the pricing rules, so that, for example, more complex discounting rules can apply based on customer history, or product combinations are validated based on external factors.

Contact us

Monad Solutions are the experts in Policy Automation. For more information, success stories, and OPA product insights, please visit our website at www.monadsolutions.com or contact us on info@monadsolutions.com