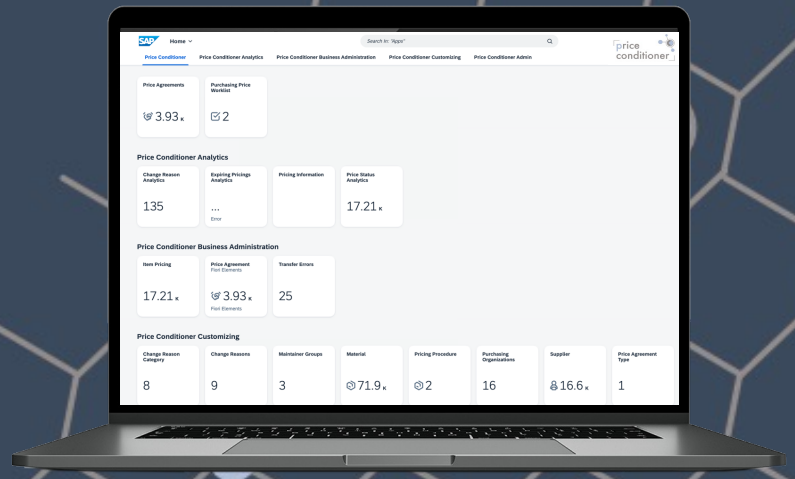
price conditioner

The high value application for price change management

on SAP Business Technology Platform



SAP Silver Partner

https://www.operayo.de/en/price-conditioner

High manual effort

price agreements and conditions must be manually created and maintained individually

High cost of maintenance

~ 20-60k condition set **changes p.m.** in automotive

Loss of information

no evaluable recording of reasons for price changes and their development

Challenges with price condition changes in sales & purchasing with SAP standard

Clutter

no overview of the price agreements, their conditions and validity frameworks

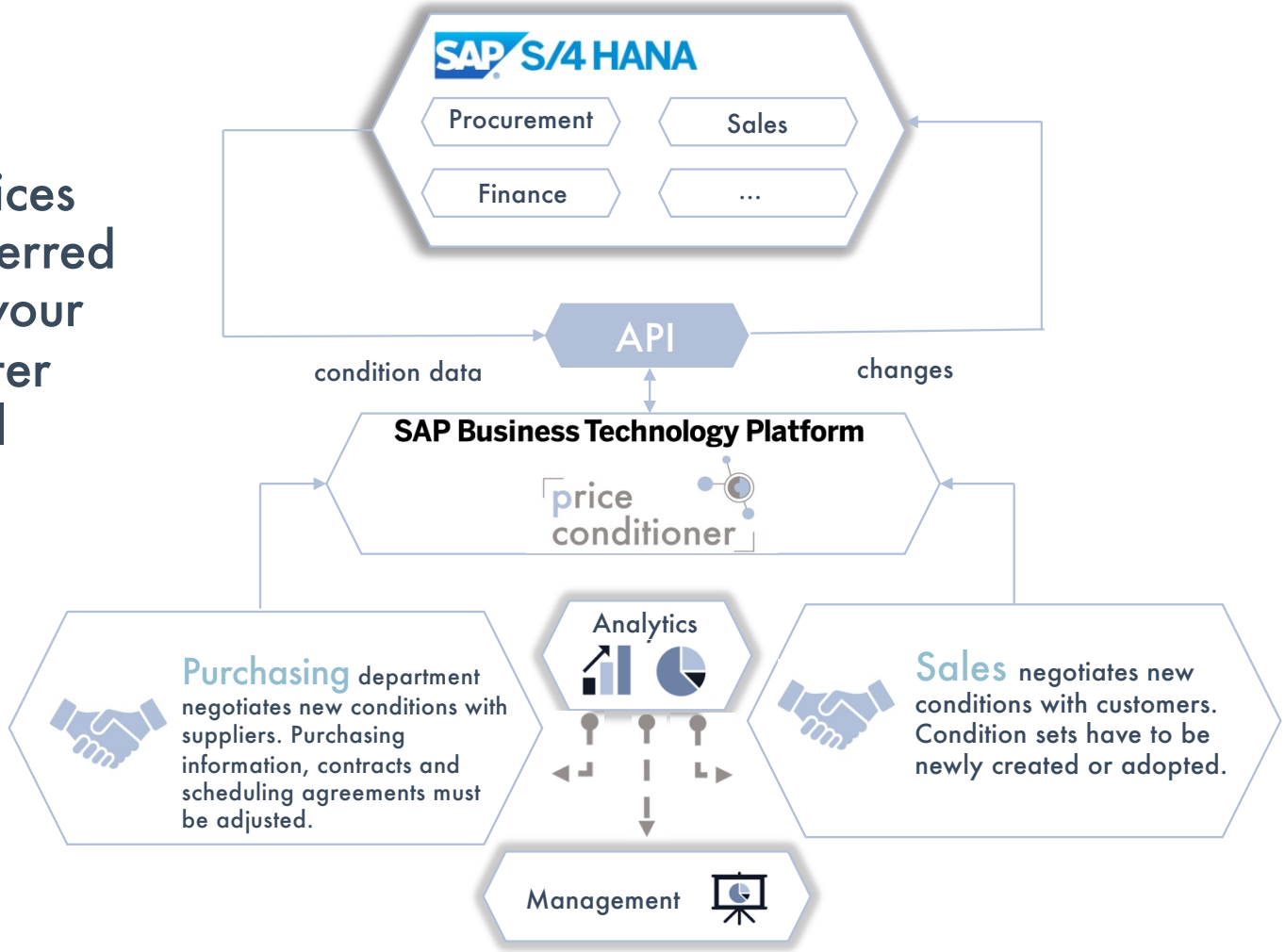
Human error / wrong invoices & orders

Intransparency

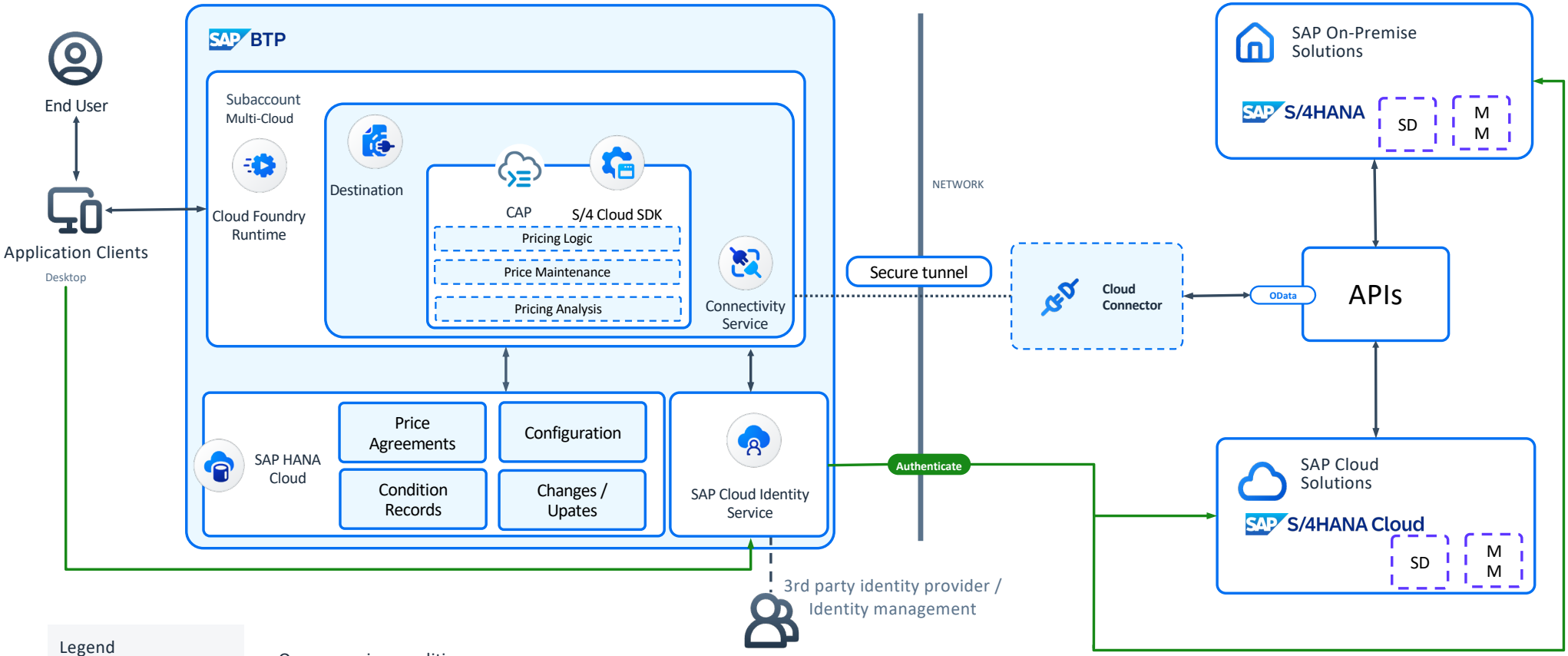
Inefficiency

Our solution: how it works ...

The changes to the prices are automatically transferred to the master data of your S/4HANA system after successful approval



Architecture "price conditioner"



Legend

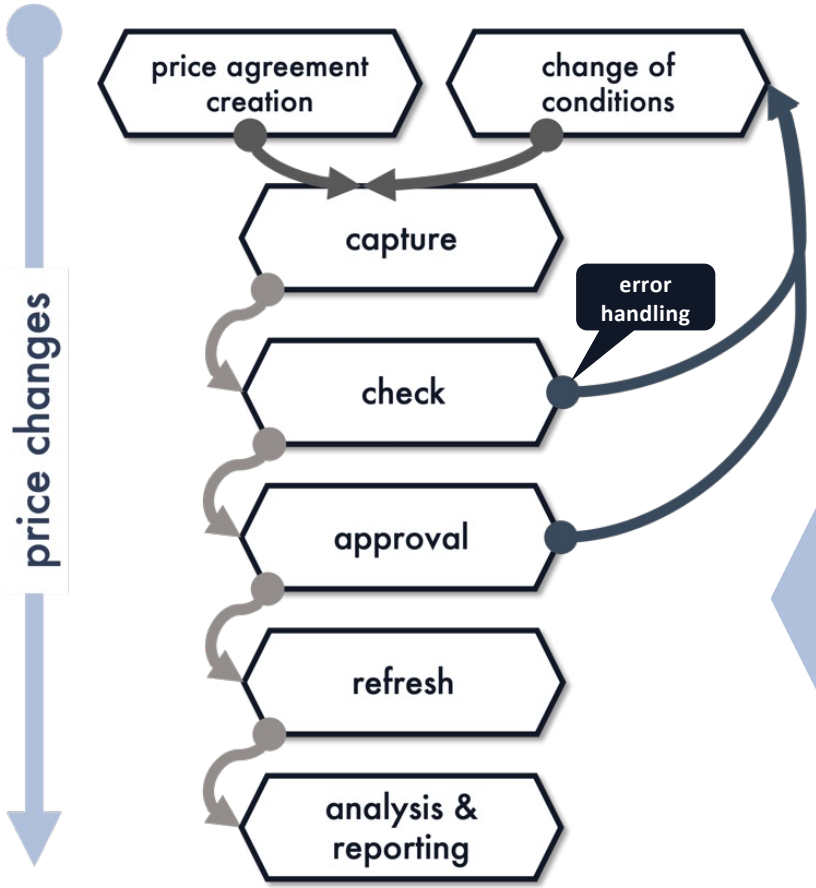
Request
Response

Authenticate

Operayo price conditioner

This BTP Solution Diagram illustrates the architecture of the price conditioner starting from an end user access. This includes crucial linked BTP services and annotates additional components like third-party identity management and connected SAP Solutions.

Consistent, simple Process

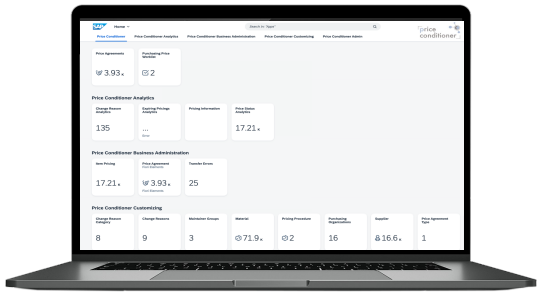


From the creation of the price agreement to the updating of master data in the S/4HANA system

Price Conditioner is THE new quality level for price change management

Price conditioner is the right choice to achieve the **highest process efficiency, data quality and transparency** managing price conditions with SAP solutions using the most advanced technology.

Available on **SAP Store**



Before: Challenges and Opportunities

- **High operational effort for repetitive processes** delivered by internal and external price maintenance teams
- **Time-consuming collection of data** in Excel to prepare price negotiations
- **Manual processes** that lead to human error in price maintenance resulting in too many wrong invoices
- **Missing transparency** about price effect by the change of single conditions (e.g. discounts, surcharges,..)
- NO analysis option of **change reasons and historic development of changes**

Why SAP and operayo (part of Osconomy)

- Expert partner on SAP BTP with most modern **SaaS cloud offering** and **high flexibility** to configure apps
- **Easy connect to SAP S/4HANA and SAP ERP of the customer** thanks to **SAP BTP technology**
- Data management with **HANA Cloud** usable for customers **SAC or DWC analytics**
- Price Conditioner could be deployed on the **customers own BTP account** in a separate subaccount to assure **security control by the customers IT**

After: Value-Driven Results

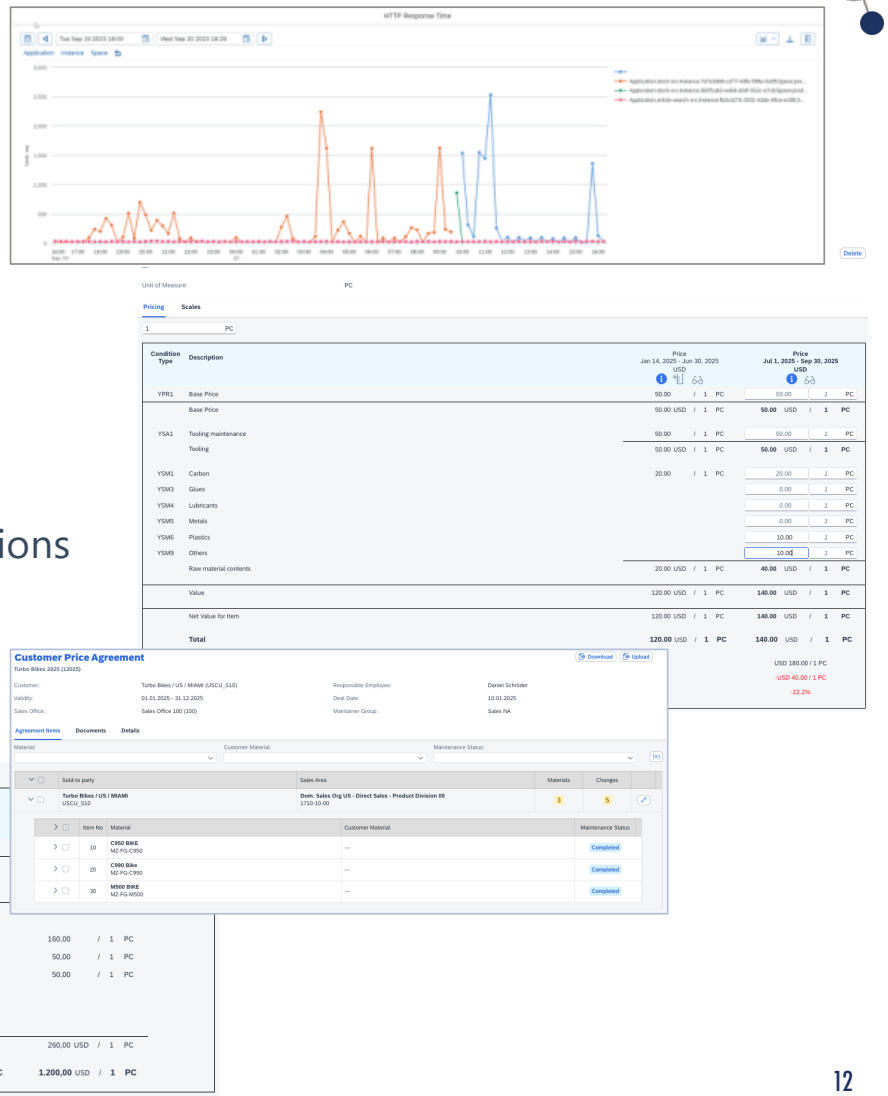
- The ability to configure check rules and release workflows to assure a **high data quality and compliance**
- **Massive reduction of human error** due to the high degree of automation and less invoice correction demand
- High **transparency of price condition effects** while maintaining and **online quality control**
- Analysis option for **price development** and **price change reasons (configurable)**
- **Reduction of time & costs** for price / condition maintenance in **Sales and Purchasing**

Customer Name	Industry	Products and Services	Employees	Revenue	Featured Solutions
Mahle International GmbH Stuttgart, Germany	Automotive	Driving Excellence with Electrification, Thermal management & sustainable combustion engines	> 70.000	12,8 billion € (2023)	SAP Business Technology Platform

THE BEST RUN SAP

Overview Use-cases

1. Analysis of pricing data quality (upfront & ongoing)
2. Creation of a new price agreement
3. Amendment of an existing agreement
4. Mass updates
5. Analysis of price history development and reasons for change
6. Analyzing price conditions as preparation for negotiations
7. Ensuring maintenance quality through sets of rules & notifications
8. Compliance through release workflow
9. Supplier Pricing Collaboration



Use Case | Creation of a new price agreement

PERSONA

- Sales rep. / Account manager
- Purchaser
- Optional: maintainer team

SUMMARY

- Create a price agreement as a collection of prices for various materials following price negotiations with supplier or customer
- Documents and notes related to price negotiations and the following maintenance can be uploaded/added
- Assignment to responsible person
- Price maintenance is performed or can be assigned to maintainer

Values

- Digital twin of contract (new object price agreement)
- Structured overview of pricing elements
- Traceability of price changes and reasons for them
- Easy navigation across different prices
- Build data foundation for future AI scenarios
- All data in one place – including attached contracts, notes, …

STEPS

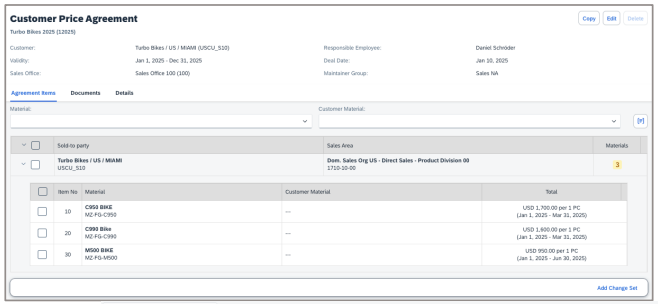
Agreement Frame

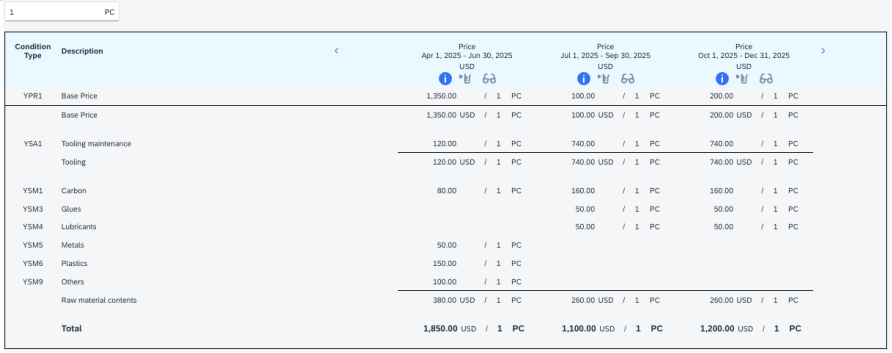
- Creation of agreement data (Validity, customer/supplier/other org. elements)
- Specify scope of agreement
  - Materials and other access-sequence relevant information
- Setting of pricing target values for maintenance
- Optional document upload and notes

Price Contents

- Browse price history for pricing elements inside agreements
- Price maintenance in initial change set (by agreement creator or different maintainer)
  - Maintain change reasons
  - See impact of individual conditions on calculation

PICTURES





Condition Type	Description	Price Apr 1, 2025 - Jun 30, 2025 USD	Price Jul 1, 2025 - Sep 30, 2025 USD	Price Oct 1, 2025 - Dec 31, 2025 USD
YPR1	Base Price	1,350.00 / 1 PC	100.00 / 1 PC	200.00 / 1 PC
	Base Price	1,350.00 USD / 1 PC	100.00 USD / 1 PC	200.00 USD / 1 PC
YSA1	Tooling maintenance	120.00 / 1 PC	740.00 / 1 PC	740.00 / 1 PC
	Tooling	120.00 USD / 1 PC	740.00 USD / 1 PC	740.00 USD / 1 PC
YSM1	Carbon	80.00 / 1 PC	160.00 / 1 PC	160.00 / 1 PC
YSM3	Glues		50.00 / 1 PC	50.00 / 1 PC
YSM4	Lubricants		50.00 / 1 PC	50.00 / 1 PC
YSM5	Metals	50.00 / 1 PC		
YSM6	Plastics	150.00 / 1 PC		
YSM9	Others	100.00 / 1 PC		
	Raw material contents	380.00 USD / 1 PC	260.00 USD / 1 PC	260.00 USD / 1 PC
	Total	**1,850.00** USD / **1 PC**	**1,100.00** USD / **1 PC**	**1,200.00** USD / **1 PC**

Use Case | Amendment of an existing agreement

PERSONA

- Sales/Purchasing rep.
- Service employee
- Approver (sales/purchasing rep. or lead)

SUMMARY

- Creation of new change set for existing agreement (or a part of it)
- Add new documents or notes to agreement
- Price maintenance for new price validities
- Addition of change reasons to new conditions

Values

- Easy maintenance of new price conditions for various condition types
- Comparability to previous price (used for placeholder values)
- Maintenance of change reasons
- Impact on total price can be reviewed in real-time
- Execution of configurable plausibility and compliance checks

STEPS

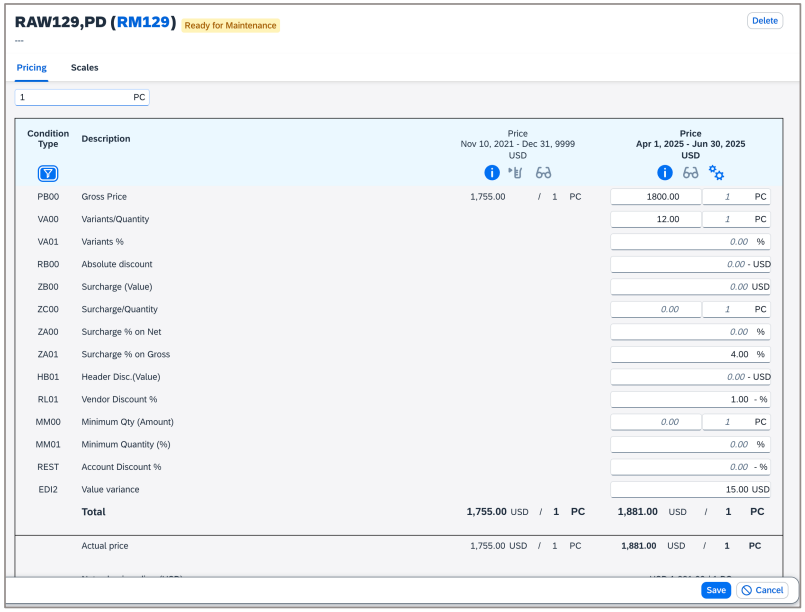
Creation of change set

- Creation for a selection of items from an existing price agreement
- Selection of new price validity
- Selection of maintainer and approver
- Creation of price validities and target values

Price maintenance

- Maintenance of price condition values and scales – for all condition types at once
- Maintenance of scales
- Selection of change reasons based on difference values to previous price
- Full pricing procedure is executed on value inputs

PICTURES



New condition setup / maintenance Screen-Example

1. Complete Support of the Pricing calculation of S/4HANA
2. Prices of previous period are taken over as Standard-Values
3. Maintained Target Value must be reached

C950 BIKE (MZ-FG-C950) Ready for Maintenance

Delete

Unit of Measure: PC

Pricing | Scales

1 PC

Condition Type	Description	Price Jan 1, 2026 - Jun 30, 2026 USD	Price Jul 1, 2026 - Dec 31, 2026 USD
YPR1	Base Price	1,750.00 / 1 PC	1,750.00 / 1
	Base Price	1,750.00 USD / 1 PC	**1,750.00** USD / **1**
YSA1	Tooling maintenance	55.00 / 1 PC	55.00 / 1
	Tooling	55.00 USD / 1 PC	**55.00** USD / **1**
YSM1	Carbon	90.00 / 1 PC	90.00 / 1
YSM3	Glues		0.00 / 1
YSM4	Lubricants		0.00 / 1
YSM5	Metals		0.00 / 1
YSM6	Plastics	30.00 / 1 PC	30.00 / 1
YSM9	Others	125.00 / 1 PC	125.00 / 1
	Raw material contents	245.00 USD / 1 PC	**245.00** USD / **1**
	Value	2,050.00 USD / 1 PC	**2,050.00** USD / **1**
	Net Value for Item	2,050.00 USD / 1 PC	**2,050.00** USD / **1**
	Total	**2,050.00** USD / **1** **PC**	**2,050.00** USD / **1**
	Initial Total Value		USD 2,370.00 / 1 PC
	Value Difference		-USD 320.00 / 1 PC
	Percentage Difference		-13.5%

Save

Additional feature to SAP Standard "price conditioner only"

Use Case | Mass updates

PERSONA

- Sales/Purchasing rep.
- Service employee
- Approver (sales/purchasing rep. or lead)

SUMMARY

- Change sets can be downloaded as a template to maintain many price changes at once
- On re-upload of the filled excel file, all checks to the new conditions still apply
- An in-app wizard to maintain mass changes is currently in development

Values

- User-friendly mass maintenance for conditions and change reasons based on arbitrary filters
- Integration in structured workflow including plausibility/compliance checks and price approval process
- Assurance of defined compliance standards also for mass changes even as Excel upload

STEPS

Creation of change set scope for mass update

- Based on all possible filters for agreement and agreement item data
- For a specified validity

Mass maintenance

- Maintenance of:
  - Target value
  - Price conditions
  - Change reasons
- In a familiar medium (MS excel) or directly in price conditioner
- Afterwards request for approval

PICTURES

	A	B	C	F	H	I	J	K	L	N	O	P	Q
1	Changeset	Q2 2025											
2	Validity	2025-04-01 - 2025-06-30											
3	Maintainer									Condition Type			
4										PB00	Gross Price		
5										Value			Ch
6	P. Org.	Supplier Name	Supplier No.	Condition Source ID	Plant	Material Short Text	Material No.	Valid From	Valid To	Amount	Unit	per	Unit	Re
7	1710	Domestic US Supplier 1	17300001	5500000020	1710	RAW129, PD	RM129	01.04.25	30.06.25	1800	USD	1	PC	
8	1710	Domestic US Supplier 1	17300001	5500000015	1710	RAW129, PD	RM129	01.04.25	30.06.25	10	USD	1	PC	
9	1710	Domestic US Supplier 1	17300001	5500000018	1710	RAW129, PD	RM129	01.04.25	30.06.25	1755	USD	1	PC	
10													
11													
12													
13													
14													

Use Case | Analysis of price history development & reasons for change

PERSONA

- Controller
- Sales/Purchasing Lead

SUMMARY

- The price history can be reviewed for changes within an agreement
- Header data of a price agreement (new object) could be analyzed like comments, responsibilities, dates, attachments
- Review price change reasons (new customizable object)
- Navigate through different agreement validities and items
- Analysis of condition type usage for contractual discounts etc.

Values

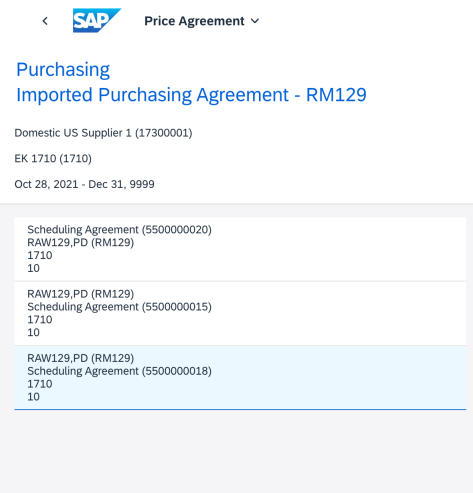
- Structured overview of agreement contents, price history and context of price changes
- Analysis of valid condition types across organizations per selected keys
- Purchasing: usage of conditions across different objects (info records, contracts, scheduling agreements
- Comparison to ERP-Standard → No such overview

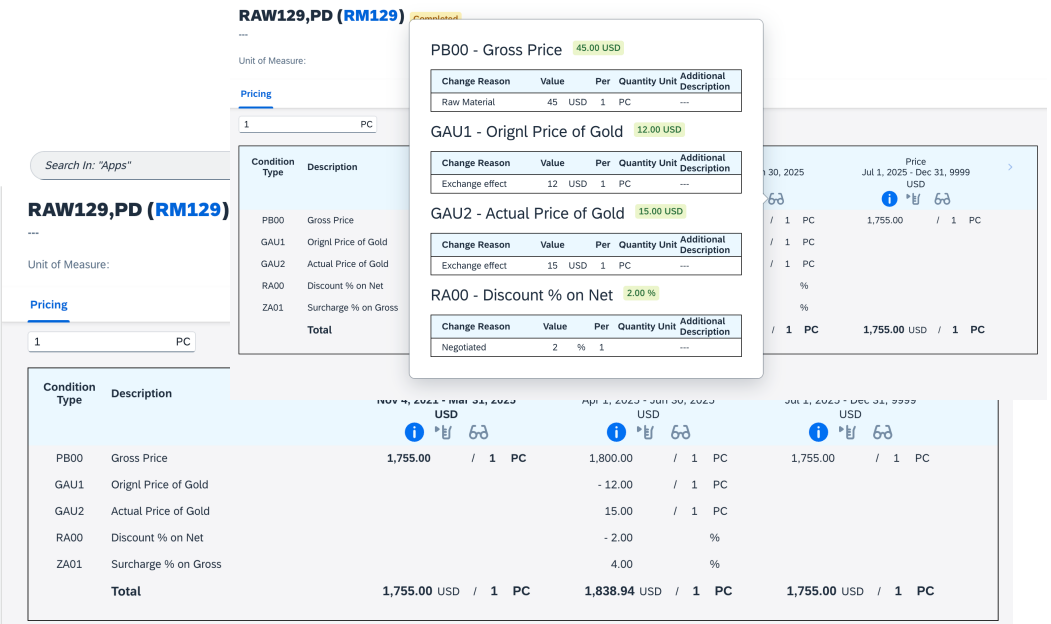
STEPS

Analysis

- Selection of price agreements by various filters depending on analysis target:
  - Product related
  - Business partner related
  - Price history
  - Change reasons
  - Condition types
  - Usage of conditions in different organizations or objects
- Analysis of selected data
- Comments to price agreements

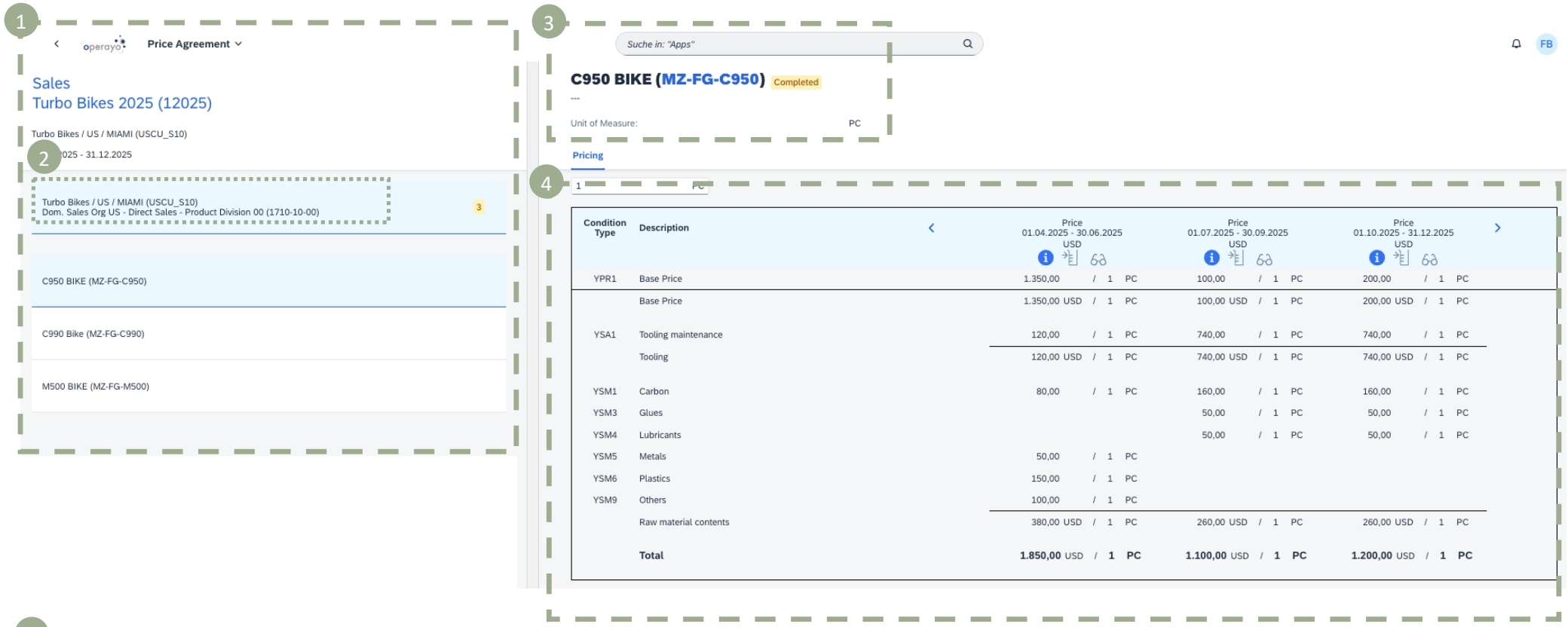
PICTURES





Material price overview Screen-Example

1. Detail and navigation in the price agreement
2. Org. elements (areas) Sales / Purchasing
3. Header data for Material
4. Cross period Price overview

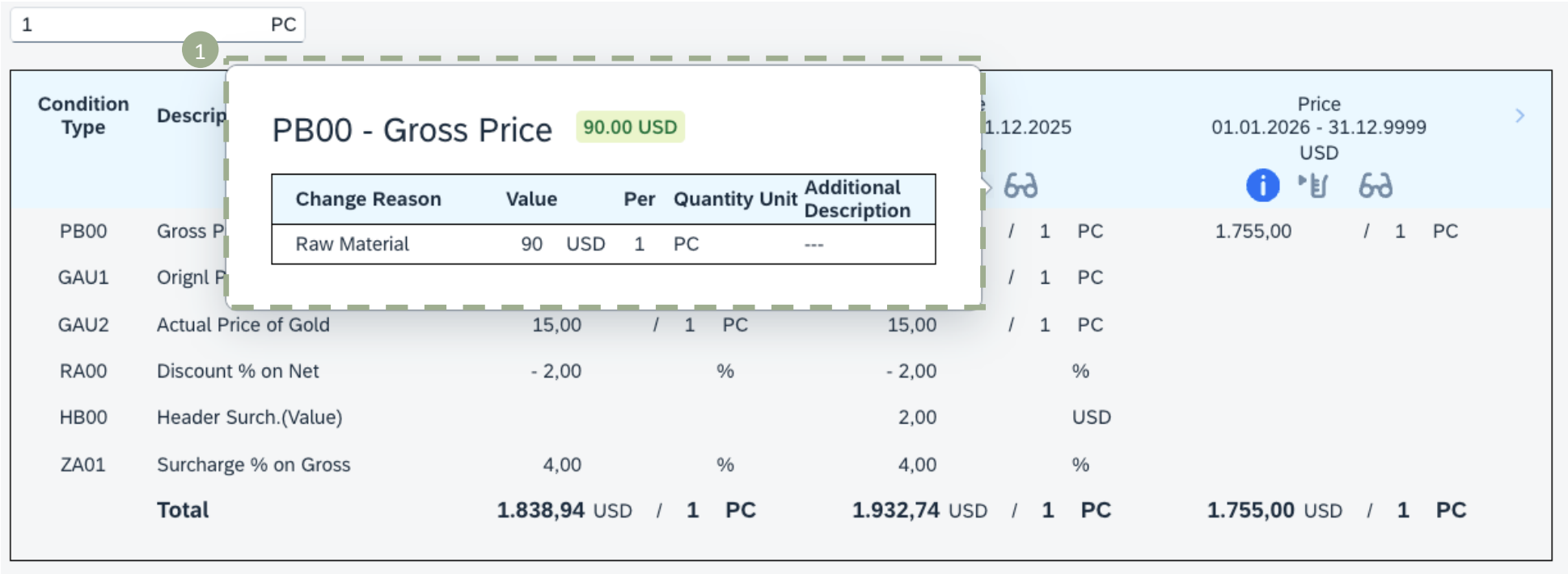


Condition Type	Description	Price 01.04.2025 - 30.06.2025 USD	Price 01.07.2025 - 30.09.2025 USD	Price 01.10.2025 - 31.12.2025 USD
YPR1	Base Price	1.350,00 / 1 PC	100,00 / 1 PC	200,00 / 1 PC
	Base Price	1.350,00 USD / 1 PC	100,00 USD / 1 PC	200,00 USD / 1 PC
YSA1	Tooling maintenance	120,00 / 1 PC	740,00 / 1 PC	740,00 / 1 PC
	Tooling	120,00 USD / 1 PC	740,00 USD / 1 PC	740,00 USD / 1 PC
YSM1	Carbon	80,00 / 1 PC	160,00 / 1 PC	160,00 / 1 PC
YSM3	Glues		50,00 / 1 PC	50,00 / 1 PC
YSM4	Lubricants		50,00 / 1 PC	50,00 / 1 PC
YSM5	Metals	50,00 / 1 PC		
YSM6	Plastics	150,00 / 1 PC		
YSM9	Others	100,00 / 1 PC		
	Raw material contents	380,00 USD / 1 PC	260,00 USD / 1 PC	260,00 USD / 1 PC
	Total	**1.850,00** USD / **1 PC**	**1.100,00** USD / **1 PC**	**1.200,00** USD / **1 PC**

Additional feature to SAP Standard
"price conditioner only"

Material Price overview – Change Reasons Screen-Example

1 Change Reasons of the last pricing period



Additional feature to SAP Standard
"price conditioner only"

Use Case | Analyzing price conditions as preparation for negotiations

PERSONA

- Controller
- Sales/Purchasing Lead

SUMMARY

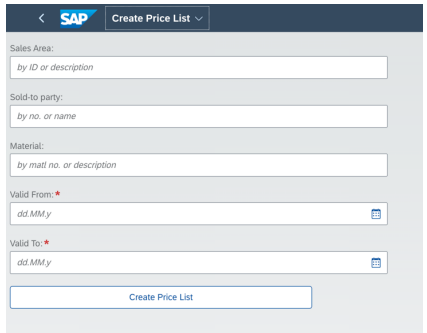
- More comprehensive overview of price conditions for a variable selection of items (access sequences)
- Export of excel sheet containing pricings for selection, including change reasons
- Option to combine analysis with Quexl data out of transactions
- Further possibilities: Usage of price conditioner data in your preferred BI/Analytics solution

Values

- Insights into price changes and the reasons for such
- Basis for well-informed price negotiations with suppliers

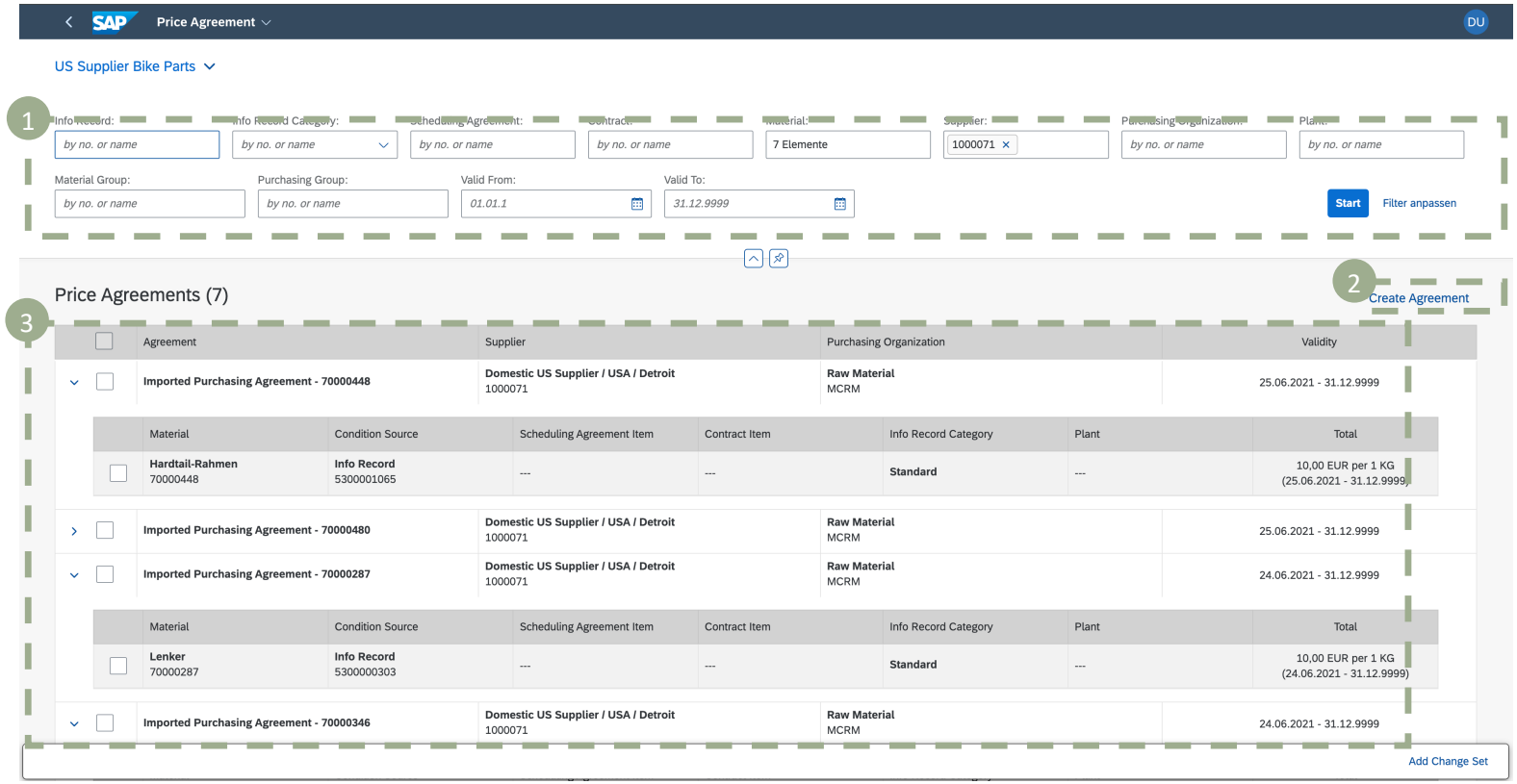
PICTURES

	A	B	C	D	E	F	G	H	I	J	K	L	M	P	Q	R	S	T	U	V	W
1	Sales Price List																				
2	Validity	2023-01-01 - 2027-12-31																			
3														Condition Type				Condition Type			
4														YPR1	Base Price			YSA1	Tooling maintenance		
5														Value				Value			
6	Sales Area	Customer name	Customer	Maintainer Group	Material Short Text	Material No.	Customer Material	Valid From	Valid To	Total Value	Currency	Total Value Quantity	Unit	Amount	Unit	per	Unit	Amount	Unit	per	Unit
7	1710-10-00	Performance Bikes	USCU_S01	Sales NA	Y240 Bike	MZ-TG-Y240		01.01.25	31.01.25	14000	USD	10	PC	13300	USD	10	PC	590	USD	10	PC
8	1710-10-00	Performance Bikes	USCU_S01	Sales NA	Y240 Bike	MZ-TG-Y240		01.02.25	31.12.26	25710	USD	10	PC	12800	USD	10	PC	12800	USD	10	PC
9	1710-10-00	Velocity Cycles	USCU_S08	Sales NA	C950 BIKE	MZ-FG-C950		14.01.25	30.06.25	120	USD	1	PC	50	USD	1	PC	50	USD	1	PC
10	1710-10-00	Velocity Cycles	USCU_S08	Sales NA	C950 BIKE	MZ-FG-C950		01.07.25	31.12.25	1900	USD	1	PC	1600	USD	1	PC	55	USD	1	PC
11	1710-10-00	Velocity Cycles	USCU_S08	Sales NA	C950 BIKE	MZ-FG-C950		01.01.26	30.06.26	2050	USD	1	PC	1750	USD	1	PC	55	USD	1	PC
12	1710-10-00	Velocity Cycles	USCU_S08	Sales NA	C950 BIKE	MZ-FG-C950		01.07.26	31.12.26	120	USD	1	PC	50	USD	1	PC	50	USD	1	PC
13	1710-10-00	Velocity Cycles	USCU_S08	Sales NA	M500 BIKE	MZ-FG-M500		14.01.25	30.06.25	1910	USD	1	PC	800	USD	1	PC	800	USD	1	PC
14	1710-10-00	Velocity Cycles	USCU_S08	Sales NA	M500 BIKE	MZ-FG-M500		01.07.25	31.12.25	1850	USD	1	PC	740	USD	1	PC	800	USD	1	PC
15	1710-10-00	Velocity Cycles	USCU_S08	Sales NA	M500 BIKE	MZ-FG-M500		01.01.26	30.06.26	1800	USD	1	PC	690	USD	1	PC	800	USD	1	PC
16	1710-10-00	Velocity Cycles	USCU_S08	Sales NA	M500 BIKE	MZ-FG-M500		01.07.26	31.12.26	1910	USD	1	PC	800	USD	1	PC	800	USD	1	PC
17	1710-10-00	Velocity Cycles	USCU_S08	Sales NA	M525 BIKE	MZ-FG-M525		14.01.25	30.06.25	2430	USD	1	PC	1110	USD	1	PC	1110	USD	1	PC
18	1710-10-00	Velocity Cycles	USCU_S08	Sales NA	M525 BIKE	MZ-FG-M525		01.07.25	31.12.25	1910,5	USD	1	PC	1500	USD	1	PC	120,5	USD	1	PC
19	1710-10-00	Velocity Cycles	USCU_S08	Sales NA	M525 BIKE	MZ-FG-M525		01.01.26	31.12.26	2430	USD	1	PC	1110	USD	1	PC	1110	USD	1	PC
20	1710-10-00	Velocity Cycles	USCU_S08	Sales NA	R200 Bike	MZ-FG-R200		14.01.25	30.06.25	2000	USD	1	PC	1000	USD	1	PC	1000	USD	1	PC
21	1710-10-00	Velocity Cycles	USCU_S08	Sales NA	R200 Bike	MZ-FG-R200		01.07.25	31.12.25	2100	USD	1	PC	1100	USD	1	PC	1000	USD	1	PC
22	1710-10-00	Velocity Cycles	USCU_S08	Sales NA	R200 Bike	MZ-FG-R200		01.01.26	31.12.26	2000	USD	1	PC	1000	USD	1	PC	1000	USD	1	PC
23	1710-10-00	Greenhigh Bikes	USCU_S09	Sales NA	C950 BIKE	MZ-FG-C950		14.01.25	31.12.26	1714	USD	1	PC	740	USD	1	PC	900	USD	1	PC
24	1710-10-00	Greenhigh Bikes	USCU_S09	Sales NA	C990 Bike	MZ-FG-C990		14.01.25	31.12.26	2834	USD	1	PC	880	USD	1	PC	1800	USD	1	PC
25	1710-10-00	Greenhigh Bikes	USCU_S09	Sales NA	M500 BIKE	MZ-FG-M500		14.01.25	31.12.26	2200	USD	1	PC	1040	USD	1	PC	1100	USD	1	PC
26	1710-10-00	Greenhigh Bikes	USCU_S09	Sales NA	Y120 Bike	MZ-TG-Y120		14.01.25	31.12.26	1100	USD	1	PC	500	USD	1	PC	500	USD	1	PC
27	1710-10-00	Turbo Bikes	USCU_S10	Sales NA	C950 BIKE	MZ-FG-C950		01.01.25	31.03.25	1700	USD	1	PC	1200	USD	1	PC	120	USD	1	PC
28	1710-10-00	Turbo Bikes	USCU_S10	Sales NA	C950 BIKE	MZ-FG-C950		01.04.25	30.06.25	1850	USD	1	PC	1350	USD	1	PC	120	USD	1	PC
29	1710-10-00	Turbo Bikes	USCU_S10	Sales NA	C950 BIKE	MZ-FG-C950		01.07.25	30.09.25	1100	USD	1	PC	100	USD	1	PC	740	USD	1	PC
30	1710-10-00	Turbo Bikes	USCU_S10	Sales NA	C950 BIKE	MZ-FG-C950		01.10.25	31.12.25	1200	USD	1	PC	200	USD	1	PC	740	USD	1	PC
31	1710-10-00	Turbo Bikes	USCU_S10	Sales NA	C950 BIKE	MZ-FG-C950		01.01.26	31.12.26	1100	USD	1	PC	100	USD	1	PC	740	USD	1	PC
32	1710-10-00	Turbo Bikes	USCU_S10	Sales NA	C990 Bike	MZ-FG-C990		01.01.25	31.03.25	1600	USD	1	PC	1030	USD	1	PC	90	USD	1	PC
33	1710-10-00	Turbo Bikes	USCU_S10	Sales NA	C990 Bike	MZ-FG-C990		01.04.25	30.06.25	1720	USD	1	PC	1150	USD	1	PC	90	USD	1	PC
34	1710-10-00	Turbo Bikes	USCU_S10	Sales NA	C990 Bike	MZ-FG-C990		01.07.25	30.09.25	1180	USD	1	PC	30	USD	1	PC	880	USD	1	PC
35	1710-10-00	Turbo Bikes	USCU_S10	Sales NA	C990 Bike	MZ-FG-C990		01.10.25	31.12.25	1280	USD	1	PC	130	USD	1	PC	880	USD	1	PC
36	1710-10-00	Turbo Bikes	USCU_S10	Sales NA	C990 Bike	MZ-FG-C990		01.01.26	31.12.26	1180	USD	1	PC	30	USD	1	PC	880	USD	1	PC
37	1710-10-00	Turbo Bikes	USCU_S10	Sales NA	M500 BIKE	MZ-FG-M500		01.01.25	30.06.25	950	USD	1	PC	650	USD	1	PC	80	USD	1	PC
38	1710-10-00	Turbo Bikes	USCU_S10	Sales NA	M500 BIKE	MZ-FG-M500		01.07.25	30.09.25	1340	USD	1	PC	200	USD	1	PC	1040	USD	1	PC
39	1710-10-00	Turbo Bikes	USCU_S10	Sales NA	M500 BIKE	MZ-FG-M500		01.10.25	31.12.25	1440	USD	1	PC	300	USD	1	PC	1040	USD	1	PC
40	1710-10-00	Turbo Bikes	USCU_S10	Sales NA	M500 BIKE	MZ-FG-M500		01.01.26	31.12.26	1340	USD	1	PC	200	USD	1	PC	1040	USD	1	PC
41																					
42																					



Price Agreements overview

1. Search for various criteria
2. Direct creation of new agreements
3. Overview of all existing agreements

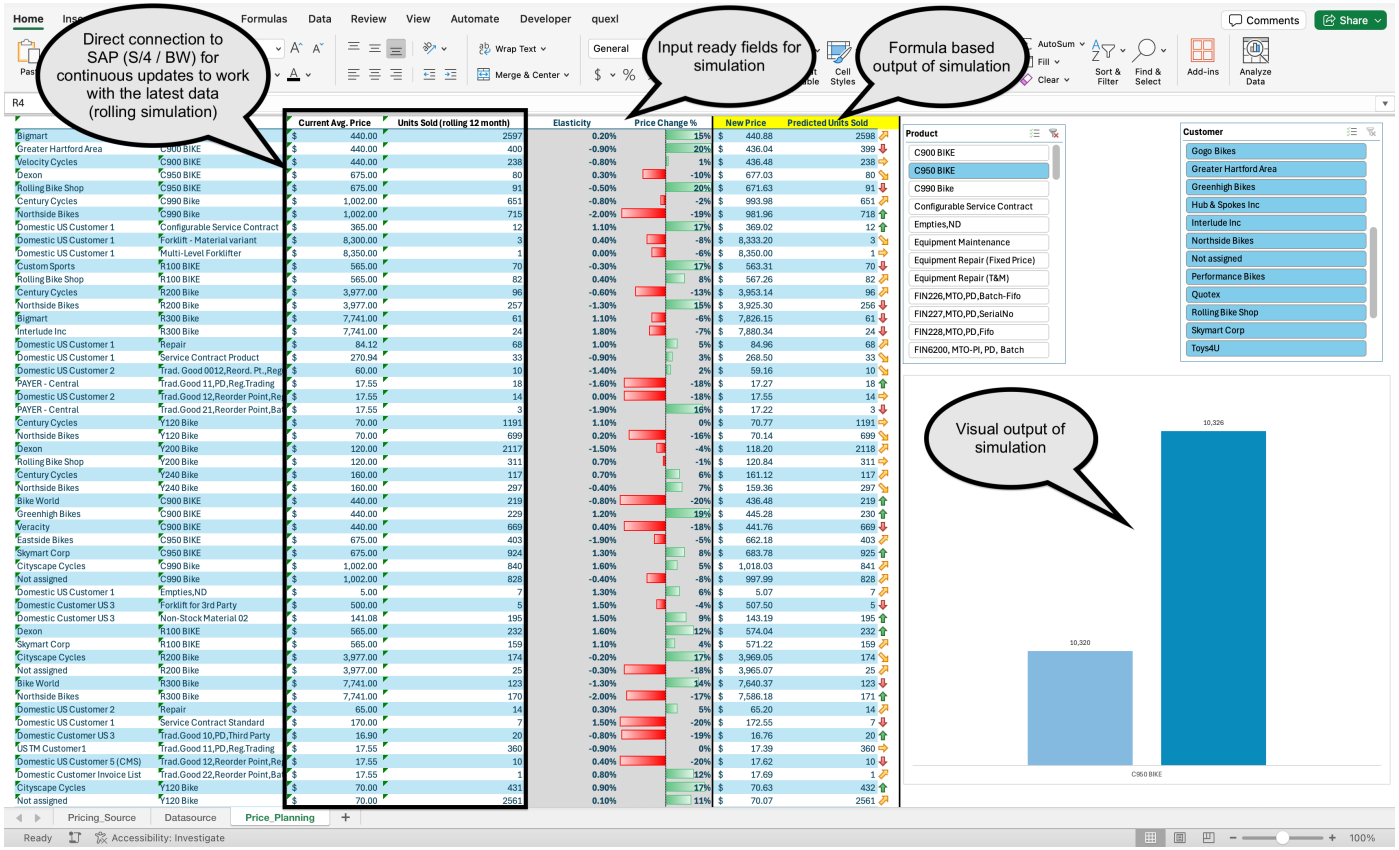


Additional feature to SAP Standard
"price conditioner only"

Price list analysis and planning with quexl

Direct Connection with SAP

- Simple creation of a rolling manual simulation of Pricing and its sales effect
- Easy updates (push of a button) with latest sales data from SAP to manipulate with all Excel functionalities such as formulas, What-if-Analysis, etc.
- Use quexl as a quick real time reporting solution with SAP data on top
- Please see provided Excel Templates “Dashboard SalesOrders” and “Price_Simulation”



Use Case | Ensuring maintenance quality through sets of rules (customizing)

PERSONA

- Sales/Purchasing lead
- Controller
- Maintainer

SUMMARY

- Customizing of value difference threshholds
- Target value check against total value
- Extensibility for your compliance needs
- Checks can be configured to either show a warning or an error
- Notifications could be send to users per sales area in case of expiring pricings

Values

- Reduction of maintenance errors through target value for maintenance
- Eliminates efforts for extension of checks in S/4
- Better overview and altering for expiring prices
- Allow target KPI value management with the use of statistical conditions

STEPS

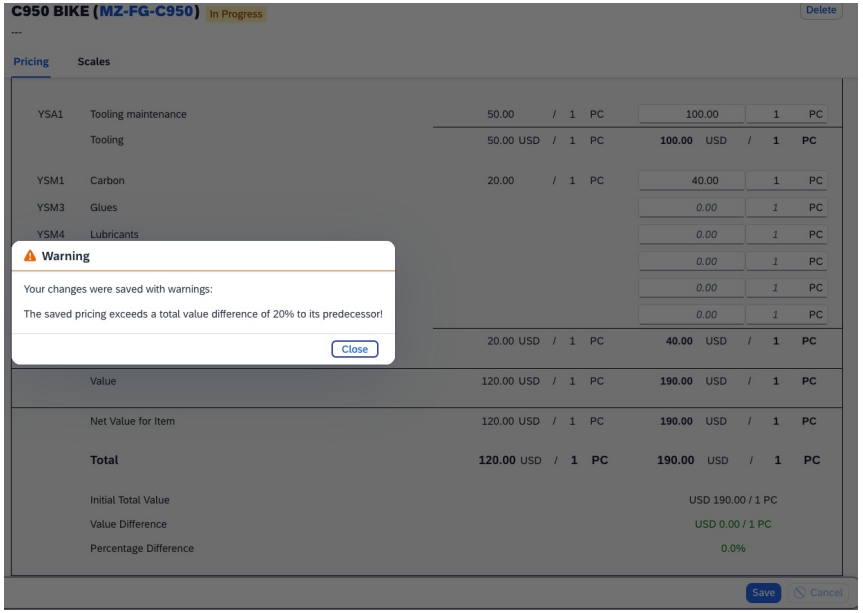
Customizing

- Fiori app for easy customizing of rules
- Specification of check type, value and severity (warning/error)

Execution

- Automatic execution of various checks during different steps of the price maintenance workflow
- Checks are applied to all forms of maintenance:
  - Single price maintenance in UI
  - Excel mass update
  - Mass update wizard

PICTURES



Use Case | Compliance through release workflow

PERSONA

- Maintainer (Sales/Purchasing rep or shared service)
- Approver

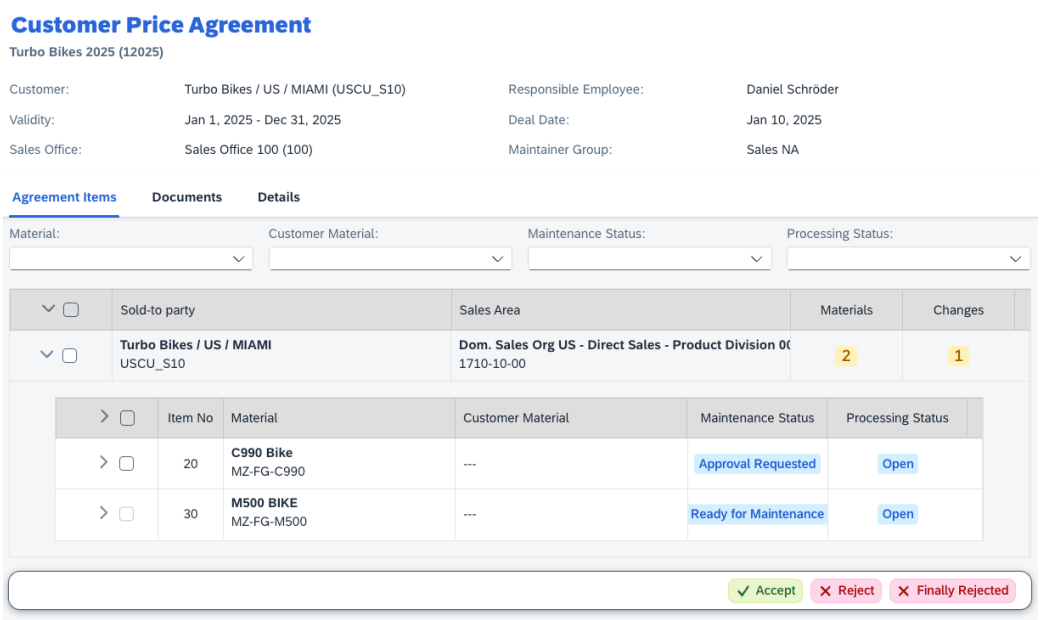
SUMMARY

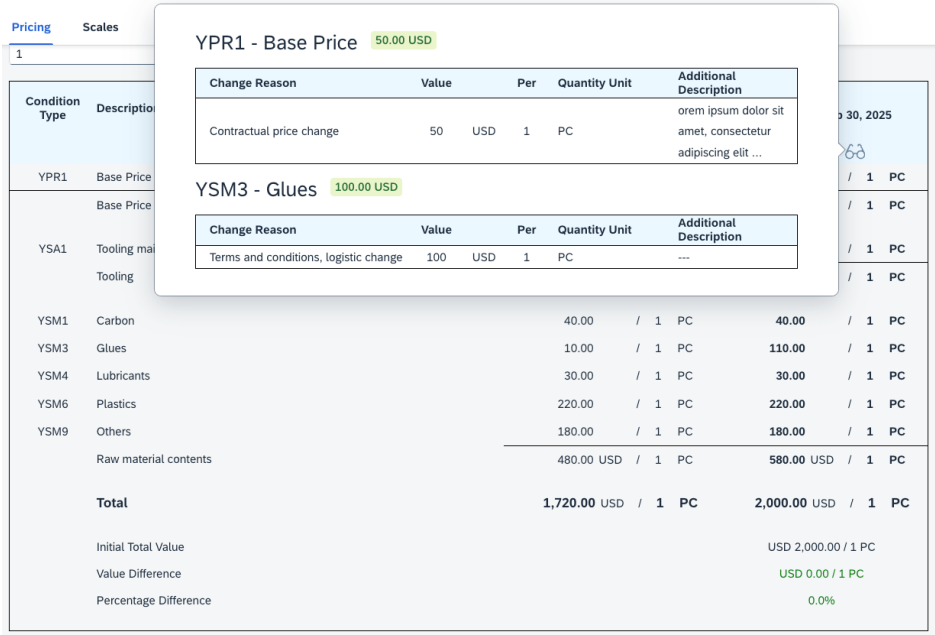
- Four-eyes principle workflow to ensure the correct maintenance of price conditions and plausible assignment of change reasons
- Approver gets read-only view of a change set
- Approval process in ERP is also supported

Values

- Compliance improvement by defined release rules
- Consistent and complete data quality of conditions, agreements and change reasons
- Reduction of errors in price maintenance
  - Fewer credit notes, corrections

PICTURES





Cloud Computing Pricing model

Easy scaling

Fair pricing:
Pay-per-use-Modell

Set-up project for fast and smooth implementation

Passion for Digital Innovations

SAP Silver Partner

Advantages

- ✓ No large upfront investment with Fast implementation times
- ✓ No long-term contractual obligations
- ✓ Usage based per sales/purchasing organisation
- ✓ Ready to use & easy to implement

Potential to optimize with price conditioner

FOR MANAGEMENT

- Provides **efficiency gains and potential savings**, e.g. due to optimized personnel deployment when inputting changes to conditions (mass maintenance).
- Ensures **transparency and control** of prices and conditions in global purchasing and sales environments.
- Guarantees stringent implementation of **price strategies and margin targets** across all organizations.
- Optimizes **outlay for migration** when switching to S/4HANA and uniform master data maintenance.
- Ensures transparency and adherence to **compliance guidelines**; enhances fraud protection.
- Delivers **fast ROI (<12 months)** thanks to simple implementation and flexible SaaS pricing model.

FOR PURCHASING DEPARTMENTS

- Providing a comprehensive **history of changes to prices and conditions** along with reasons and associated documents, puts Purchasing into pole position for **price negotiations**.
- Enables **simulations of price changes** and their effects.
- Maintains price agreements as **separate objects**.
- Offers at-a-glance **evaluation of KPIs.**

FOR SALES DEPARTMENTS

- Ensures **standardized calculation schemes** on a global level.
- Uses authorization structure to set defined **approval workflows** for discounts and conditions.
- Provides a comprehensive **history of changes to prices and conditions** along with reasons and associated documents.
- Avoids credit notes and cancelled invoices thanks to **improved data quality**.
- Maintains price agreements as **separate objects**.
- Allows at-a-glance **monitoring of specified target margins** in sales.

FOR IT DEPARTMENTS

- Enables **full use of existing RISE licenses.**
- Represents an **easy-to-use application** for optimizing business processes - especially during transition to S/4.
- Functions as a showcase for **smart innovation using BTP platform** in the context of organizations digitization strategies.
- Allows for **decoupling of systems** (cloud service for maintaining price and conditions data).

Follow up „QUICK CHECK“

“Joint Target” – Quick first evaluation

How does Price Conditioner support optimization of Your price management in the concrete use case?

”Our Service” – Free of charge expert meeting

Remote or onsite

“The Content” – to be discussed:

- Status S/4 HANA Strategy
  - Project / Rollouts / Production?
- Status SAP system landscape and configuation
  - Overview system landscape and roadmap
  - Company structure overview
  - Strategy pricing structure in the group
  - Structure of price calculation and condition types in SAP Pricing
  - Current process of maintaining condition sets and potential improvement demands
  - Scenarios of usage of Price Conditioner
- Implementation and deployment options
- Next steps

Thank you for your attention!

Passion for Digital Innovations