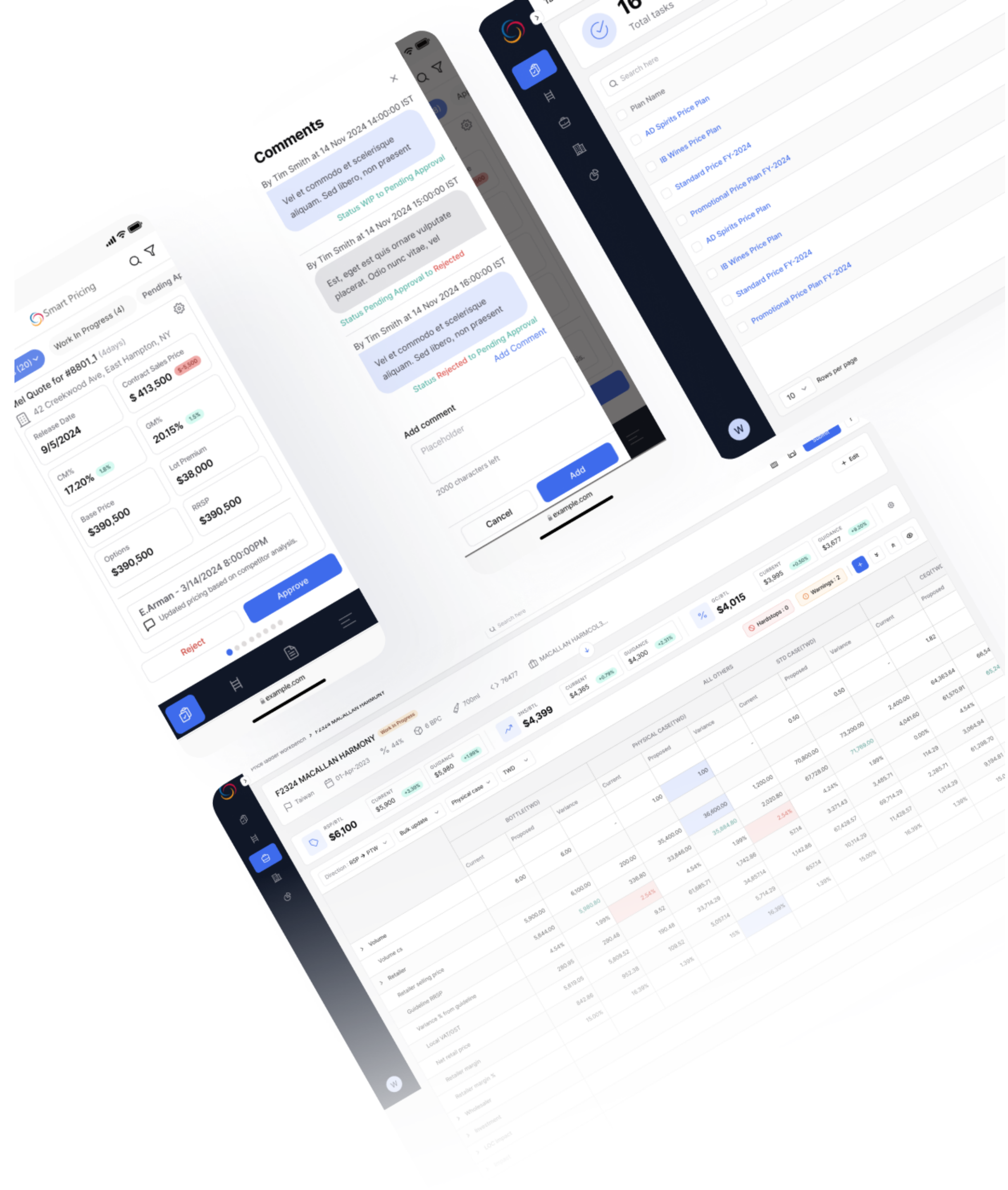


UX Case Study

Pricing Transformation

Jatin Parmar





Pricing Workbench Transformation

Client: EDG Group Limited

Industry: International Spirits

Headquarters: Glasgow, Scotland

Scope: 85 Global Markets

Context & Background

EDG operates in 85 diverse markets worldwide with regional offices, market-specific pricing, and complex global-local governance. The pricing process for both domestic markets and Global Travel Retail (GTR) is currently managed through Excel-based systems, posing challenges for scale, consistency, and control.

 Excel Sheet

100%

Price Table

Add Category

Table

Insert

Table

Chart

Text

Shape

Media

Comment

Share

Print

Format

Organize

Tools

Font

Arrange

LOC

Price Table

M

Price & Inventory Guide

Table Styles

Table Options

Table Outline

Gridlines

Row & Column Size

F2324 LE1 PRICE LADDER -

10 May 05

		Brand	SKU Code	No. of Bot
		Product Description	SKU Size	Strength
		Local Currency (TWD)		
		Per Bottle	Per Case	Per Bottle
RSP		1,000.00	10,000.00	10,000.00
Local WFF / GST	% 5.80%	290.48	2,904.86	2,904.86
Net Retail Price		1,000.00	10,000.00	10,000.00
Retailer Margin	% 10.00%	900.00	9,000.00	9,000.00
Wholesaler Price		1,000.00	10,000.00	10,000.00
Wholesaler Margin	% 7.84%	980.00	9,800.00	9,800.00
Dry Freight Price		1,000.00	10,000.00	10,000.00
Dry Freight Cost	% 200.00	200.00	2,000.00	2,000.00
Net Sales Price (Net)		1,000.00	10,000.00	10,000.00
Price Support / RSP (%)				
Long Term Price Support (LTC)				
Short Term Price Support (STC)				
Triple Net Sales (TNS)		1,000.00	10,000.00	10,000.00
Logistics (L/Cost)	% 100.00	1,000.00	10,000.00	10,000.00
UK Manufacturing (U/Cost)	% 80.00	800.00	8,000.00	8,000.00
UK Freight Cost (U/Cost)	% 1.84	18.40	184.00	184.00
Gross Contribution		1,000.00	10,000.00	10,000.00
Brand Building A&P (U/Cost)		1,000.00	10,000.00	10,000.00
Brand Contribution		1,000.00	10,000.00	10,000.00
Alliance Overheads	% 10.00%	900.00	9,000.00	9,000.00
Cash Contribution		1,000.00	10,000.00	10,000.00
Transfer Price - PMS (U/Cost)	% 23,456.78	23,456.78	234,567.80	234,567.80
Gross Margin (G/M) including overheads		900.00	9,000.00	9,000.00

90% justification (if applicable):

Please include justification: F 90% / RT: 1 below guideline

90% (U/RT)

100.00

90.00

90.00

Gross Contribution Incl. overheads (GTC)

977.57

9,775.70

9,775.70

TSPM (U/RT) per Guideline

900.00

9,000.00

9,000.00

90% justification (if applicable):

Please include justification: F 90% / RT: 1 below guideline

139%

Zoom

Add Category

Print Table

Insert

Table

Chart

Text

Shape

Media

Comments

Save

Print

Organize

LOC

Price Table

M

Price & Inventory Guide

S

Price & Inventory Guide

<

Financial Year		F2324 LE1	
Valid till		3/31/24	
TAMMAN FX		87.83	
Select Brand		UK Freight Cost (U/Case)	
MACALLAN FAMILY		1.84	
HIGHLAND PARK		1.84	
GLENROTHES		1.84	
THE FAMOUS GROUSE FAMILY		1.84	
NAMES MALT		1.84	
OTHER HD SPIRITS		1.84	
BRUCAL & CO.		1.84	
No 3 London Dry Gin		1.84	
No 3 London Dry Gin		1.84	
Material		10012816 MACALLAN HARMY COL 0.700L 44.2% BOX 237W	
Plant		2101 Edinburgh Great Western Road	
Coasting Variant		1 Variant with Customizing	
Coasting Variant		1 Variant with Customizing	
Lot Size		6,000 BOTTLES	
Cost Base		6 BOTTLES	
Cost Comp. Structure		21 Edinburgh Variant (Main Cost Comp Spd)	
Created By		13.07.2023	
Entered On		13.07.2023	
Cost of Goods Manufactured		Contribution Price Currency	
Gross Structure		6.000 BOTTLES	
Total		6.000 BOTTLES	
In TWD		MACALLAN FAMILY	
Depletions (B.4L 50%)		45,208	
Depletions (B.36 CIG)		46,867	
Net Sales		2,098,944,463	
Turnover (Manual)		(71,411,392)	
Price Support (ST)		(167,462,360)	
Triple Net Sales		1,890,000,713	
Logistics (Brand Owner)		18,517,646	
Total Cost of Goods		(18,517,646)	
Logistics (Brand Owner)		(18,517,646)	
Total Operational Variances		30,061,674	
Total Partner Margin Adjustment - Revenue		1,877,883,140	
Gross Contribution		75,475,863	
Brand Building A&P		(296,105,940)	
Brand Building A&P re-invested (3rd Parties)		(22,067,555)	
Brand Contribution		1,559,779,648	
Overheads		(147,345,350)	
Cash Contribution		1,412,434,298	
Incentive Costs		(1,390,741)	

PRODUCTS & PORTFOLIO		PRODUCT NAME (LINE BUDGET RESPONSE)	
TRAVEL RETAIL (MKT) / UK EXHIBITION (MKT)			
Search Key		MACALLAN FAMILY	
Macallan Harmony Collection 2021		The Macallan Family	
Macallan Harmony Collection 2022		The Macallan Family	
Macallan Harmony Collection 2023		The Macallan Family	
RSP (USD / BTL)		F1518	
F1517		F1518	
F1519		F1520	
F1521		F1522	
F1523		F1524	
F1525		F1526	
F1527		F1528	

Our Process



Discover



Define



Ideate



Design

Personas

- **Super Admin (HQ – Scotland)** : Has overarching control of global price policies
 - Global Pricing Director : Oversees pricing consistency across all markets
 - Regional Pricing Managers: Handle multi-country pricing for a specific region (e.g., APAC, EMEA)
 - Country Pricing Leads: Responsible for applying local duties, taxes, and thresholds
 - Sales Managers: Need visibility into approved pricing plans for customer discussions
 - Finance/Compliance Officers: Monitor guideline adherence, profitability, and tax impact.
-

Super Admin



Liam MacGregor
Super Admin (HQ – Scotland)

About

-  50
-  Scotland
-  MSc in Information Systems
-  Employee

Pain points

- Needs a faster way to push global rule changes to all markets
- Limited insight into how local overrides affect overall pricing health

Description

Liam is responsible for managing global system configurations, access controls, currency settings, and master guidelines across markets.

A day in their life

Liam ensures global formulas, FX rates, and master data are up-to-date. He supports regional teams on system issues and oversees platform-level governance.

Global Pricing Director



Emma Fraser
Global Pricing Director

About

- 48
- United Kingdom
- MBA in International Business
- Employee

Pain points

- Struggles with inconsistent pricing data across countries and formats
- Limited visibility into regional changes and exception pricing decisions

Description

Emma oversees global pricing alignment and strategy for Edrington. She ensures that pricing structures reflect brand value while maintaining profitability across regions.

A day in their life

Emma starts by reviewing pricing reports from all regions. She joins executive calls, discusses global margin strategies, and audits high-level variances. She reviews policy compliance and escalates structural issues to C-suite leaders.

Regional Pricing Manager



Kenji Watanabe
Regional Pricing Manager (APAC)

About

- 42
- Singapore
- Bachelor's in Finance
- Employee

Pain points

- Difficulty consolidating multi-country plans into one coherent view
- Time lost coordinating approvals across various time zones

Description

Kenji manages pricing for all APAC markets. He acts as a bridge between HQ and country teams, ensuring policies are implemented while accounting for regional needs.

A day in their life

Kenji manages pricing for all APAC markets. He acts as a bridge between HQ and country teams, ensuring policies are implemented while accounting for regional needs.

! Problem Statement

EDG currently manages pricing using complex Excel-based sheets for:

EDG currently manages both domestic and travel retail pricing using complex Excel-based sheets, which serve as the core tool for:

- **Domestic Pricing (PRL – Price Ladder Plan)**
- **Travel Retail Pricing (GTR – Global Travel Retail)**

While functional, this legacy system poses serious challenges across scalability, accuracy, and usability:

✗ Key Issues & Challenges

- **SKU Volume Complexity**
Maintaining and updating hundreds of SKUs manually in spreadsheets is inefficient and error-prone.
- **Multi-Currency Handling**
Currency conversions between global (USD), HQ (GBP), regional, and local currencies are done manually, leading to inconsistencies and delays.
- **Tax Formula Management**
Local tax changes (e.g., bottle tax, duties, etc.) must be manually adjusted in each country's version—time-consuming and risky.
- **Lack of Centralized Control**
No single source of truth or role-based access: every market manages their own version of the Excel, creating silos and misalignment.
- **Repetitive File Management**
Each year, new Excel files are created for each market from scratch—adding administrative overhead and version confusion.
- **Bulk Update Limitations**
Excel lacks robust tools for bulk SKU-level edits, increasing workload and the likelihood of errors in repetitive tasks.
- **Workflow & Approval Gaps**
Approval processes are informal and manually tracked. There's no structured approval workflow (submit → review → approve → publish), risking oversight and inconsistencies.
- **Lack of Real-time Interactions**
Users can't collaborate simultaneously or receive instant feedback/warnings. Interaction is slow and not scalable.



User Needs

→ **Approval Managers need to compare pricing**

Approvers require the ability to review current vs. proposed prices, compare across SKUs or plans, and assess margin impact before approval.

→ **Pricing Users need reference points**

Users want access to historical data such as last year's price, similar customer pricing, or comparable product pricing to make informed decisions.

→ **Bulk Edit Functionality**

Users need the ability to update multiple SKUs or fields at once to save time and reduce manual errors.

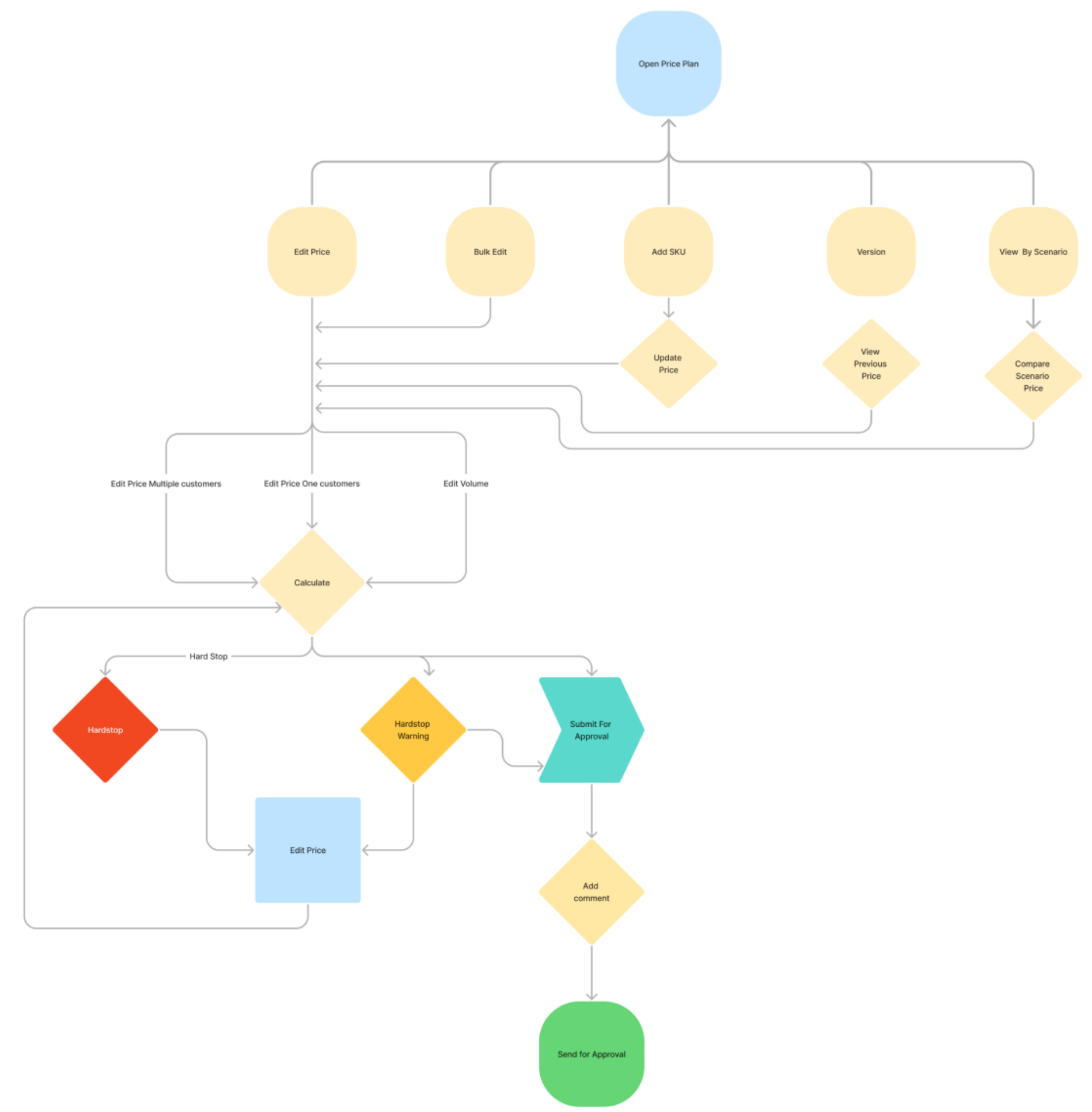
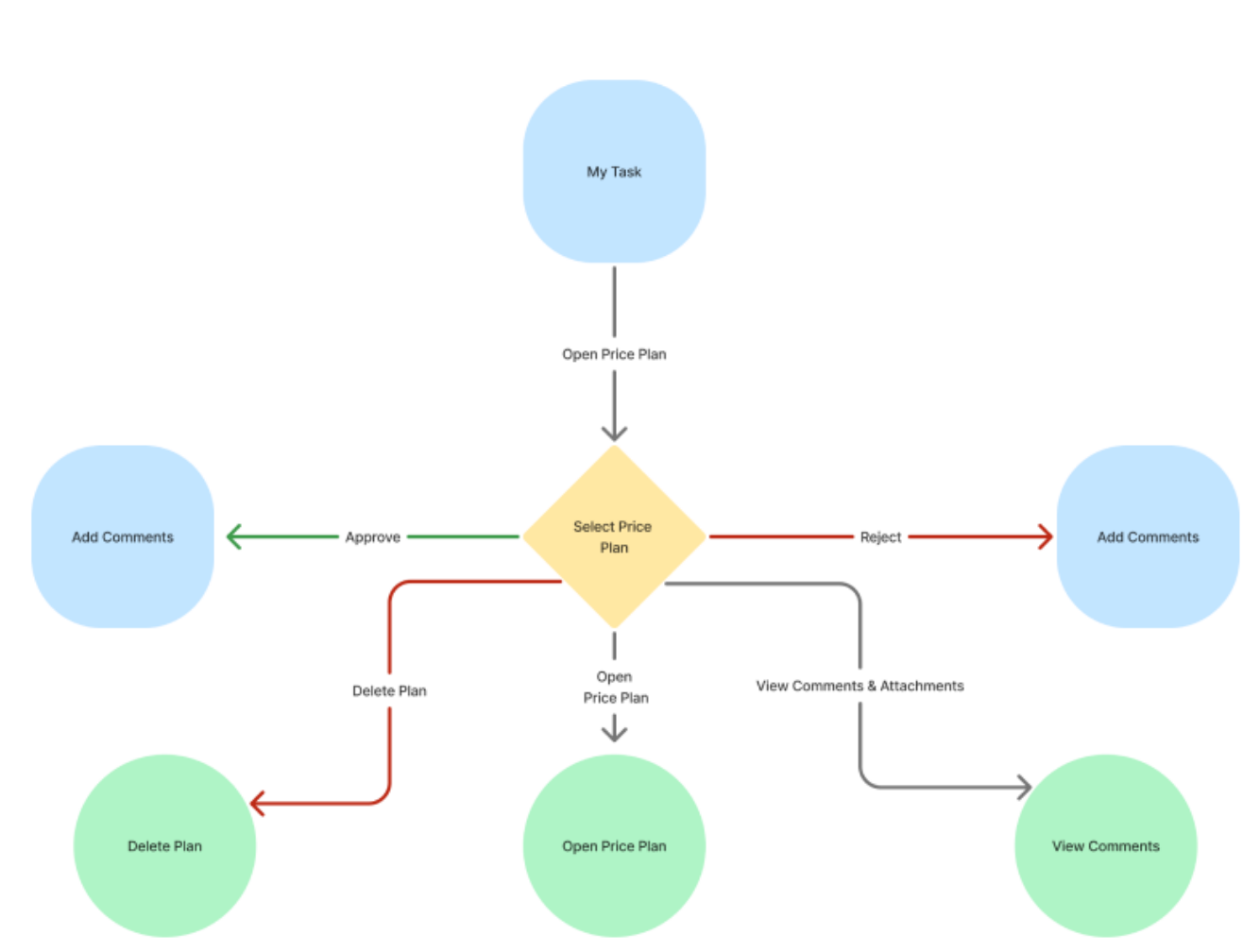
→ **Easy Currency Conversion**

Users expect automated and overrideable currency conversion to reflect accurate local and global prices.

→ **Guidance and Threshold Validation**

Users need real-time validation for RSP, GM%, and 3NS guidelines, along with warnings or hard stops for violations.

 User Flow



Wireframes



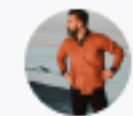
Welcome back, Girish

Here's an overview of your task for today.



☐ Plan Name	Status	Date (From - To)	Received date	Task age	Actions
☐ AD Spirits Price Plan	IN PROGRESS	13/07/2023 - 15/07/2049	13/07/2023	45 mins	<button>Submit</button>
☐ IB Wines Price Plan	APPROVED	13/07/2023 - 15/07/2049	13/07/2023	2+ hours	<button>Publish</button>
☐ Standard Price FY-2024	PENDING APPROVAL	13/07/2023 - 15/07/2049	13/07/2023	16+ hours	<button>Approve</button>
☐ Promotional Price Plan FY-2024	IN PROGRESS	13/07/2023 - 15/07/2049	13/07/2023	2+ months	<button>Submit</button>
☐ AD Spirits Price Plan	APPROVED	13/07/2023 - 15/07/2049	13/07/2023	6+ months	<button>Publish</button>
☐ IB Wines Price Plan	PENDING APPROVAL	13/07/2023 - 15/07/2049	13/07/2023	1+ years	<button>Approve</button>
☐ Standard Price FY-2024	APPROVED	13/07/2023 - 15/07/2049	13/07/2023	5+ years	<button>Publish</button>
☐ Promotional Price Plan FY-2024	IN PROGRESS	13/07/2023 - 15/07/2049	13/07/2023	10+ years	<button>Submit</button>





Welcome back, Girish

Here's an overview of your task for today.



☐ Plan Name	☐ Status	☐ Date (From - To)	☐ Received date	☐ Task age	☐ Actions ⓘ
☐ AD Spirits Price Plan	IN PROGRESS	13/07/2023 - 15/07/2049	13/07/2023	45 mins	<button>Submit</button>
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☐ AD Spirits Price Plan	APPROVED	13/07/2023 - 15/07/2049	13/07/2023	6+ months	<button>Publish</button>
☐ IB Wines Price Plan	PENDING APPROVAL	13/07/2023 - 15/07/2049	13/07/2023	1+ years	<button>Approve</button>
☐ Standard Price FY-2024	APPROVED	13/07/2023 - 15/07/2049	13/07/2023	5+ years	<button>Publish</button>
☐ Promotional Price Plan FY-2024	IN PROGRESS	13/07/2023 - 15/07/2049	13/07/2023	10+ years	<button>Submit</button>

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Reject request

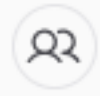
Delete



STEP 1
Basic Information



STEP 2
Requested (Optional)



STEP 3
Select Customers



STEP 4
Select Products

BASIC INFORMATION

Plan name *

Plan type *

Bespoke plan

Standard

Promotion

Customer type *

Wholesaler

Retailer

Sub channel *

Distributor

Cash and Carry

Other On-Trade

Delivered Wholesale

Start date *

 Date

—

End date (Expiry) *

 Date

Project name



Reset

Previous

Next

STEP 1
Basic Information

STEP 2
Requested (Optional)

STEP 3
Select Customers

STEP 4
Select Products

SELECT CUSTOMERS TO ADD *

Q Search



☐	ID	Customer	Customer type	Sub channel	Customer level
☐	7868	AD Spirits Ltd	Wholesale	Cash & Carry	Customer
☐	7869	BF Spirits Ltd	Wholesale	Cash & Carry	Customer
☒	7870	AD Spirits Ltd	Wholesale	Cash & Carry	Customer
☐	7871	BF Spirits Ltd	Wholesale	Cash & Carry	Customer
☐	7672	AD Spirits Ltd	Wholesale	Cash & Carry	Customer
☐	7873	BF Spirits Ltd	Wholesale	Cash & Carry	Customer
☐	7674	BF Spirits Ltd	Wholesale	Cash & Carry	Customer
☐	7675	BF Spirits Ltd	Wholesale	Cash & Carry	Customer
☐	7676	BF Spirits Ltd	Wholesale	Cash & Carry	Customer

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Reset

Previous

Add customer

Price Plan

+ Create new plan

⋮

Q Type to search

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☐ ID	⌵ Status ⌵	Date (From - To) ⌵	Price info (Type, Level) ⌵	Customer type ⌵	Project name ⌵	Fiscal Year ⌵	Created by ⌵	Actions ⓘ
☐ AD Spirits Price Plan	Badge	13/07/2023 - 15/07/2049	Type: Bespoke price Level: Customer	Wholesale	Financial project	2024	W	💬 📎 ➔
☐ IB Wines Price Plan	Badge	13/07/2023 - 15/07/2049	Type: Bespoke price Level: Customer	Retailer	Promote project	2025	W	💬 📎 ➔
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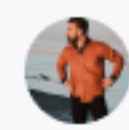
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Home > Price plan

Price Plan

Q Type to search

☐ ID	▼ Status	▼ Date (From - To)	▼ Price info (Type, Level)
☐ AD Spirits Price Plan	Badge	13/07/2023 - 15/07/2049	Type: Bespoke price Level: Customer
☐ IB Wines Price Plan	Badge	13/07/2023 - 15/07/2049	Type: Bespoke price Level: Customer
☐ Standard Price FY-2024	Badge	13/07/2023 - 15/07/2049	Type: Bespoke price Level: Customer
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☐ AD Spirits Price Plan	Badge	13/07/2023 - 15/07/2049	Type: Bespoke price Level: Customer

Rows per page 10 ▾

Comments

×

Comment

New comment|

2000 characters left

Cancel

Add comment

Date and Time	▼ Comment	▼ Type	▼ User
27 Aug,2023 03:15 PM	"Submitting this plan"	User	W
28 Aug,2023 09:59 AM	"Building this plan for felix products. You can add more"	User	G
28 Aug,2023 09:59 AM	"Starting this plan"	User	T
28 Aug,2023 09:59 AM	"Building this plan for felix products. You can add more to ..."	User	S

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Home > Price plan

Price Plan

Q Type to search

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+ Create new plan

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☐ ID ^	🔼 Status 🔽	Date ^ (From - To) 🔽	Price info ^ (Type, Level) 🔽	Customer type ^ 🔽	Project name ^ 🔽	Fiscal Year 🔽	Created by 🔽	Actions ⓘ
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Filters panel

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ID

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Status

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Date

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Price info

+

Customer type

+

Created by

+

Fiscal year

+

Project name

+

Actions

—

Comments

🔴

🔵

Attachments

🔴

🔵

Clear all

Apply



Submit



Expiry date

[See all details](#)

type

Customer type

VOLUME 9L

\$134.87

+4.5%

GROSS SALES

\$125.87

+4.5%

NET SALES

\$125.87

+4.5%

GROSS PROFIT

\$125.87

+4.5%

GROSS PROFIT %

\$125.87

+4.5%

MANAGE METRICS



Direction : Consumer price → Invoice price ▾

[illegible]



AD Spirits Price Plan

Calculate

Save

Submit



Plan details

Effective Date

Expiry date

See all details

Type

Customer type

VOLUME 9L

\$134.87

+4.5%

GROSS SALES

\$125.87

+4.5%

NET SALES

\$125.87

+4.5%

GROSS PROFIT

\$125.87

+4.5%

GROSS PROFIT %

\$125.87

+4.5%

Direction : Consumer price → Invoice price



☒ Consumer price → Invoice price

☐ Invoice price → Consumer price

☐ Consumer price ↔ Invoice price

> ☐ AD Spirits Price Plan

> ☐ IB Wines Price Plan

☐ Standard Price FY-2024

☐ Promotional Price Plan FY-2024

> ☐ AD Spirits Price Plan

> ☐ IB Wines Price Plan

☐ Standard Price FY-2024

CONSUMER PRICE

☐ Per serving

☒ Per bottle

INVOICE PRICE

☒ Under bond

☐ Duty paid

WHOLESALE PRICE

☐ Wholesale price

☒ Wholesale margin %

VOLUME 9Ls

VOLUME btl

RRSP/btl

RRSP/25ml

RM/cs

RM/cs

Inv DP/cs

Inv DP/cs



New



New



New



New



New



New



New



New



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>

AD Spirits Price Plan

Calculate

Save

Submit

Plan details

Effective Date

Expiry date

See all details

Customer type

VOLUME 9L

\$134.87

+4.5%

GROSS SALES

\$125.87

+4.5%

NET SALES

\$125.87

+4.5%

GROSS PROFIT

\$125.87

+4.5%

GROSS PROFIT %

\$125.87

+4.5%

MANAGE METRICS

Direction : Consumer price → Invoice price

PRODUCT	VOLUME Cs		VOLUME 9Ls	VOLUME btl	RRSP/btl	RRSP/25ml	RM/cs	RM/cs	Inv DP/cs	Inv DP/cs
☐ Name	Actual	New	New	New	New	New	New	New	New	New
> ☐ AD Spirits Price Plan	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
> ☐ IB Wines Price Plan	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
☐ Standard Price FY-2024	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
☐ Promotional Price Plan FY-2024	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
> ☐ AD Spirits Price Plan	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
> ☐ IB Wines Price Plan	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

Hardstops 9

Warnings 9

Error message • Product name

Resolve

Error message • Product name

Resolve

Error message • Product name

Resolve



AD Sprits Price Plan

Calculate

Save

Submit



Plan details

Edit

Effective Date

12/07/2023

Expiry date

12/07/2049

Price type

Bespoke Price

Customer type

Wholesale

Customer code

12/07/2023

Customer name

AD Spirits Ltd

Project name

AD Spirits Ltd

Approval level

Auto

Graph

Metric 1

Metric 2

\$1,512,951

Current

\$700,125

New

+48%

Profit



Graph

Metric 1

Metric 2



Hide details

VOLUME 9L

\$134.87

+4.5%

GROSS SALES

\$125.87

+4.5%

NET SALES

\$125.87

+4.5%

GROSS PROFIT

\$125.87

+4.5%

GROSS PROFIT %

\$125.87

+4.5%

MANAGE METRICS



Direction : Consumer price → Invoice price



PRODUCT

VOLUME Cs

VOLUME 9Ls

VOLUME btl

RRSP/btl

RRSP/25ml

RM/cs

RM/cs

Inv DP/cs

Inv DP/cs

☐ Name

Actual



New



New



New



New



New



New



New



New



New



New



☐ AD Spirits Price Plan

0.00

0.00

0.00

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☐ IB Wines Price Plan

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☐ Standard Price FY-2024

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☐ Promotional Price Plan FY-2024

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☐ AD Spirits Price Plan

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☐ IB Wines Price Plan

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☐ Promotional Price Plan FY-2024

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☐ Standard Price FY-2024

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☐ IB Wines Price Plan

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Rows per page

10



1

2

...

40



UI Design

Create Price Plan



1 STEP 1
Basic Information

2 STEP 2
Requested (Optional)

3 STEP 3
Select Customers

4 STEP 4
Select Products

BASIC INFORMATION

Plan name

Enter plan name

Plan type *

Promotional price

Bespoke price

Standard price

Customer type *

Wholesaler

Retailer

Sub-channel *

Distributor

Cash and Carry

Other On-Trade

Delivered wholesale

Start date *

 Select date

End date *

 Select date

Initiative name

Enter plan name

Reset

Previous

Next

Create Price Plan



- ✓

STEP 1
Basic Information
- ✓

STEP 2
Requested (Optional)
- 3

STEP 3
Select Customers
- 4

STEP 4
Select Products

SELECT CUSTOMERS

Q Search here



☐	ID	Customer	☐	Customer type	☐	Sub channel	☐	Customer level	☐
☐	7868	AD Spirits Ltd		Wholesale		Cash & Carry		Customer	
☐	7869	BF Spirits Ltd		Wholesale		Cash & Carry		Customer	
☐	7870	AD Spirits Ltd		Wholesale		Cash & Carry		Customer	
☐	7871	BF Spirits Ltd		Wholesale		Cash & Carry		Customer	
☐	7672	AD Spirits Ltd		Wholesale		Cash & Carry		Customer	
☐	7873	BF Spirits Ltd		Wholesale		Cash & Carry		Customer	
☐	7674	BF Spirits Ltd		Wholesale		Cash & Carry		Customer	
☐	7675	BF Spirits Ltd		Wholesale		Cash & Carry		Customer	
☐	7676	BF Spirits Ltd		Wholesale		Cash & Carry		Customer	
10 Rows per page << < 1 2 ... > >>									

Reset

Previous

Add customer

Create Price Plan



✓ STEP 1
Basic Information

✓ STEP 2
Requested (Optional)

✓ STEP 3
Select Customers

4 STEP 4
Select Products

SELECT PRODUCTS



No products selected!

Once you select products it will appear here

Select products

[Reset](#)

[Previous](#)

[Next](#)

Create Price Plan



✓ STEP 1
Basic Information

✓ STEP 2
Requested (Optional)

✓ STEP 3
Select Customers

4 STEP 4
Select Products

SELECT PRODUCTS

Q Search here



☐ PG Code	Name	Brand	Unit size	ABV %	Size (Lt)	BPC	Action
☐ PG_94	ALEJANDRO 18 PRMNT 56.85% 3X70CL	ALEJANDRO	700 ML	56.85%	0.7	9	✗
☐ PG_94	ARCHER SB BANANA 38% 6X 70CL	ARCHER	500 ML	45.37%	1.0	8	✗
☐ PG_94	ALEXIS CENTURIA 30Y 40% 6X70CL	ALEXIS	750 ML	55.00%	0.05	15	✗
☐ PG_94	ARCHER SB BANANA 38% 6X 70CL	ARCHER	750 ML	55.00%	0.05	15	✗
☐ PG_94	ARCHER SB BANANA 38% 6X 70CL	ALEXIS	750 ML	55.00%	0.05	15	✗
☐ PG_94	ARCHER SB BANANA 38% 6X 70CL	ARCHER	750 ML	55.00%	0.05	15	✗
☐ PG_94	ARCHER SB BANANA 38% 6X 70CL	ALEXIS	750 ML	55.00%	0.05	15	✗
☐ PG_86	ARCHER SB BANANA 38% 6X 70CL	ARCHER	750 ML	55.00%	0.05	15	✗
☐ PG_94	ARCHER SB BANANA 38% 6X 70CL	ALEXIS	750 ML	55.00%	0.05	15	✗

Reset

Previous

ⓘ System error ocurred Try again ✗



Q Search here



...



Q Search here

10 Rows per page

« < 1 2 3 ... 10 > »

Work In Progress

+ Edit

MACALLAN HARMCOL3...



\$6,100

\$5.900

+3.39%

\$5.980

+1.99%



\$4,399

\$4.365

+0.79%

\$4,300

+2.31%



\$4,015

\$3.995

+0.50%

\$3.677

+9.20%

TWD

Warnings : 2

[illegible]

Work In Progress

 MACALLAN HARMCOL3...

\$6,100

\$5.900

+3.39%

\$5.980

+1.99%



\$4,399

\$4.365

+0.79%

\$4,300

+2.31%



\$4,015

\$3.995

+0.50%

TWD 

Hardstops : 0

⚠ Warnings : 2

[illegible]

Work

 Taiwan

01-Apr-2023

% 44%

RSP/BTL

\$6,100

CURRENT

\$5.900

+3.39%

Direction : RSP → PTW 

Bulk update 

> Volume

Volume cs

- Retailer

Retailer selling price

Guideline RRSP

Variance % from guideline

Local VAT/GST

Net retail price

Waterfall chart

All customer

TWD

Case

☐ Current value



Groups & Mapping



Valid Combination

This is gonna be some description about this module

[Explore customer group](#)



Pricing Group Mapping

This is gonna be some description about this module

[Explore customer group mapping](#)



Pricing Group

This is gonna be some description about this module

[Explore pricing group](#)



Pricing Group GTR

This is gonna be some description about this module

[Explore pricing group mapping](#)

Guideline Maintenance



Guidelines

This is gonna be some description about this module

[Explore VAT](#)



Guideline Thresholds

This is gonna be some description about this module

[Explore excise duty](#)



Valid Combination

This is gonna be some description about this module

[Explore customer group](#)

Local Taxes and costs



Excise Duty

This is gonna be some description about this module

[Explore customer group](#)



Local Taxes & Costs %

This is gonna be some description about this module

[Explore customer group mapping](#)



Local Taxes & Costs % Per Unit

This is gonna be some description about this module

[Explore pricing group](#)



This is gonna be some description about this module

Overhead Costs

[Explore pricing group mapping](#)

Mobile UI Design

9:41

Rebates (20) ▾

Work In Progress (4)

Pending Ap

Mel Quote for #8801_1 (4days)

42 Creekwood Ave, East Hampton, NY

Release Date

9/5/2024

Contract Sales Price

\$ 413,500

\$-5,500

CM%

17.20%

1.8%

GM%

20.15%

1.5%

Base Price

\$390,500

Lot Premium

\$38,000

Options

\$390,500

RRSP

\$390,500

E.Arman - 3/14/2024 8:00:00PM

Updated pricing based on competitor analysis.

Reject

Approve

example.com

Filter

Assigned To

My Task

Workflow Status

Work In Progress

Pending Approval

Approved

Process Definition Types

Lot

Model

Cancel

Apply

example.com

Setting

View

Release Date

Contract Sales Price

CM%

GM%

Base Price

Lot Price

Options

RRSP

Retailer Margin %

Net Sales Price

Standard Cost

Gross Contribution

Extended GC

Only eight metric can be view.

Cancel

Apply

example.com

Comments

By Tim Smith at 14 Nov 2024 14:00:00 IST

Vel et commodo et scelerisque aliquam. Sed libero, non praesent

Status WIP to Pending Approval

By Tim Smith at 14 Nov 2024 15:00:00 IST

Est, eget est quis ornare vulputate placerat. Odio nunc vitae, vel

Status Pending Approval to Rejected

By Tim Smith at 14 Nov 2024 16:00:00 IST

Vel et commodo et scelerisque aliquam. Sed libero, non praesent

Status Rejected to Pending Approval

Add Comment

Add comment

Placeholder

2000 characters left

Cancel

Add

example.com

Common Components

Link > Link

Q Search here

+ + +

Link > Link

Q Search here

+ Button + Button + Button

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W

VISTAAR

ENVISION THE POSSIBILITIES

Tasklist

Price ladder

Price plan

Intercompany

Reports

Control finder

W

Wesley Johns

National Account Manager

Grid & Work area layout

VISTAAR

ENVISION THE POSSIBILITIES

Task List

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Reports

Control finder

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Control finder

VISTAAR

ENVISION THE POSSIBILITIES

Task List

Price plan

Reports

Control finder

Pagination final

10 Rows per page

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Thank You