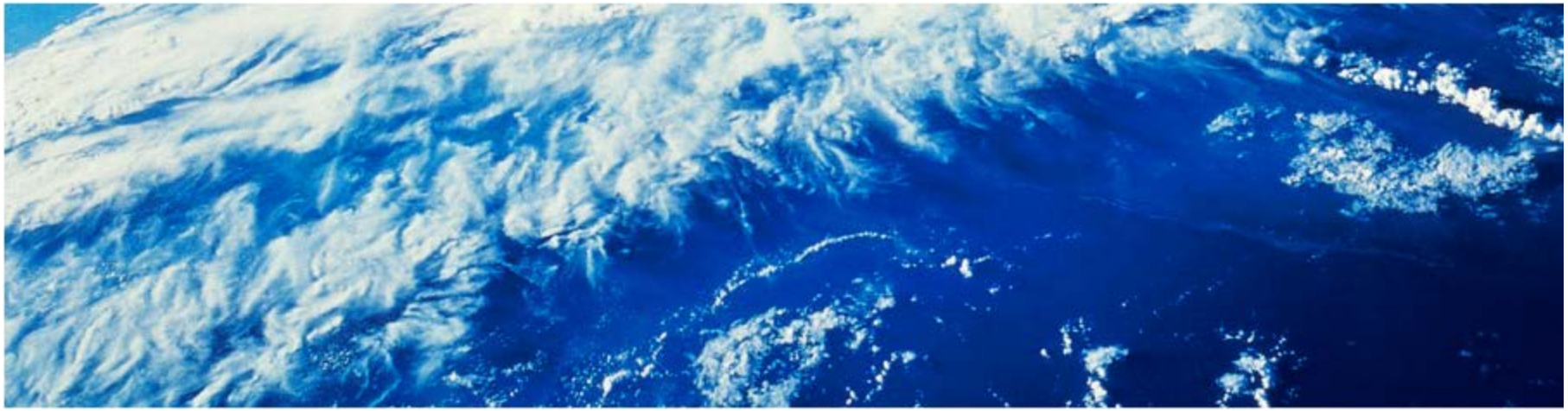
IBM Sterling CPQ Version 9.4

Multiple Price Type Support



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Agenda

- Multiple Price Types - Overview
- Sterling Business Center Enhancements
- Sterling Field Sales Enhancements
- Multiple Price Type support for Visual Modeler & Configurator
- Demo

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Multiple Price Types - Overview

- Item can be associated with more than one price.
    - E.g. Installation Fee, Activation charges, Monthly fee, Cancellation charges etc.
- Price Types can be
    - Recurring or Non Recurring
    - Invoiced at the time of order creation or Invoiced later
- Unit Price remains as is
    - Non Recurring & Invoiced immediately upon ordering the item
- Prices are defined for each price type of an item
    - Alpha Modem ($120) = Unit Price ($100) + Installation Fee ($20)
- Price types are setup for Items or Categories
- Promotions can be targeted for price types or unit price or both
    - Buy Alpha Modem and get 25% off on Installation Fee
    - Buy Alpha Modem and get 10% off on Base Price
    - Buy Alpha Modem and get 20% off on Total Price

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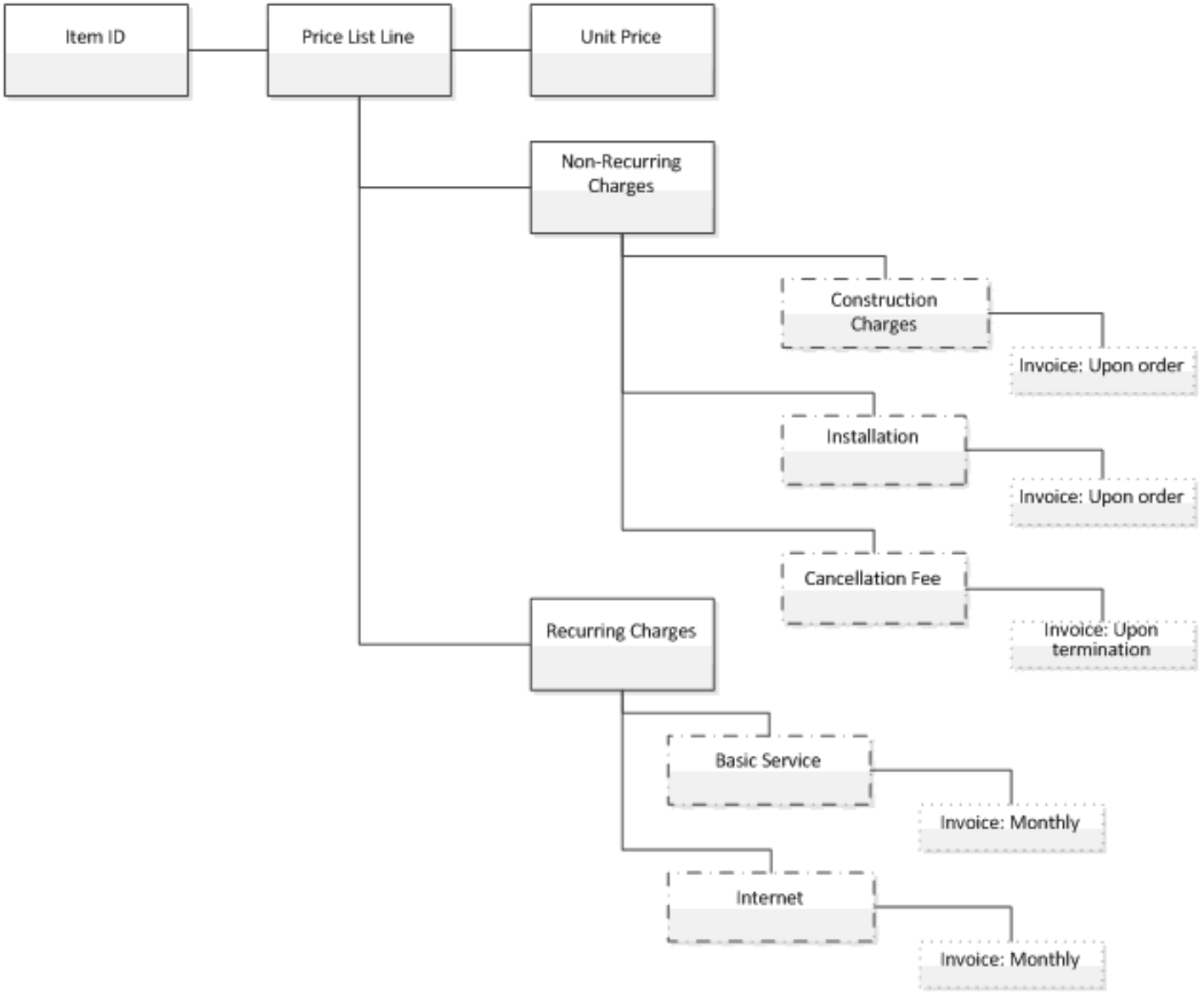
Multiple Price Types - Illustration



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Upfront & Non Upfront Charges

- Upfront Charges
  - Invoiced at the time of ordering (Included in Order total)
  - E.g. Installation Fee, Delivery Charges etc..
- Non Upfront Charges
  - Not invoiced at the time of order creation
  - Mostly recurring charges
  - E.g. Monthly Fee, Annual Maintenance Charges, Cancellation Fee etc..
- Scenario:
  - Alpha Modem : $120
    - Unit Price : $100
    - Installation Fee (Non recurring & Upfront) : $20
    - Data Plan (Recurring & Non Upfront) : $30

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IBM Sterling Business Center Enhancements

- Ability to perform following functionalities:
  - Define and assign price types to Items and Categories.
  - Define prices for each price types assigned for an Item.
  - Define pricing rules for one or more price types.
- Enterprise level configuration to turn on/off the feature

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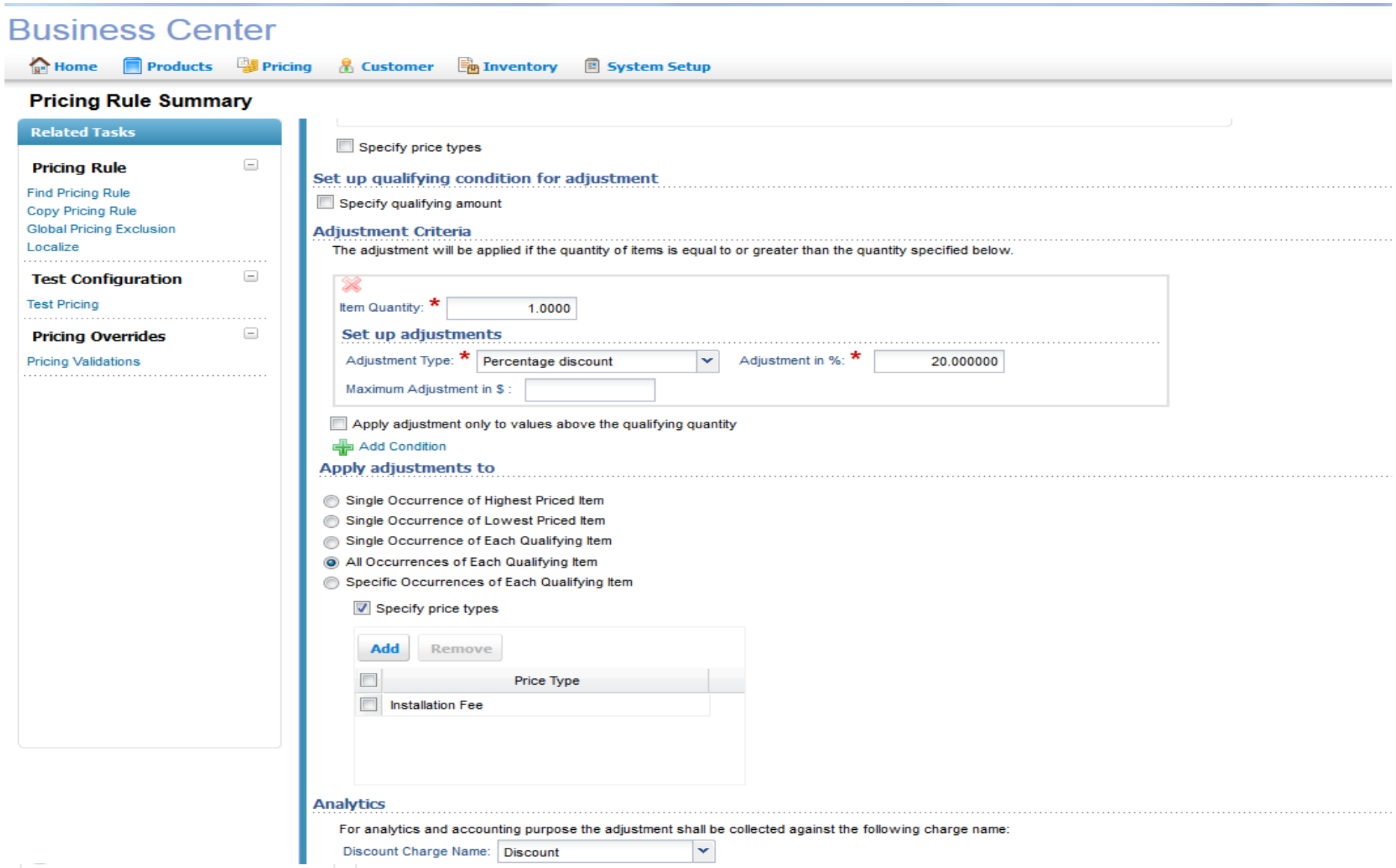
IBM Sterling Business Center Enhancements



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Multi Price type support in Sterling Field Sales

- Sales representative can perform the following in SFS
  - View the price breakup in the product detail screen
  - View the additional charges in quote summary screen
  - View the breakup of upfront and non upfront charges for a quote line
  - Apply price type promotion
  - View the total upfront charges for a quote in the pricing summary
  - Generate a quote proposal with additional charges included

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IBM Sterling Field Sales Enhancements

- Quote Details Screen
  - New column ‘Additional Charges’ added in the Quote details screen.
    - The total upfront charges excluding unit price displayed
    - An Icon to list all non upfront charges added
- Product Details Screen
  - Total billable amount which is the sum of unit price and additional upfront charges will be displayed
  - Unit price is displayed
  - A new tab is added under the product detail page to display the multiple price types that are associated to an item
    - Additional charges will be displayed under this tab
- Generate Proposal
  - The OutputXML for generate proposal will have a details on the AdditionalLinePrices under the OrderLine element

```
<AdditionalPrices>
   <PriceType Name=" " value=" " Billable=" "  Reccuring=" "/>
</AdditionalPrices>
```


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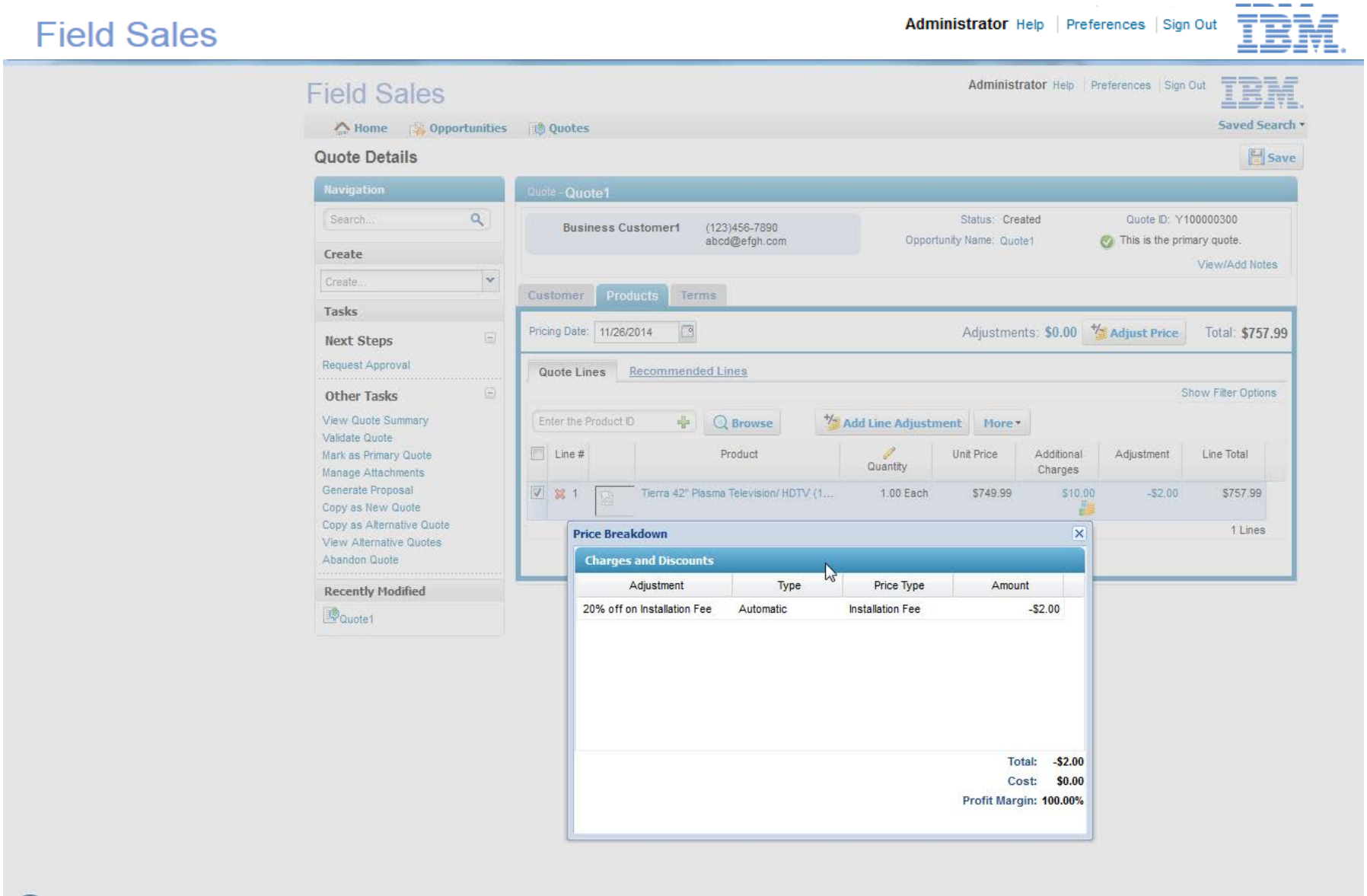
IBM Sterling Field Sales UI Enhancements



API changes for Multiple Price Types

- New APIs
  - managePriceType
    - new API to create/modify/delete PriceTypes
  - managePriceTypeAssociation
    - new API to associate pricetype to categories/items
  - getPriceTypeDetails
    - new entity API used to retrieve details about a specific Price Type
  - getPriceTypeList
    - new entity API used to retrieve price types list
  - getItemPriceTypeList
    - new API used to retrieve supported price types list for an Item.

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API changes for Multiple Price Types

- Updated APIs
  - Following new elements are added under OrderLine:

```
<AdditionalLinePrices>
    <AdditionalLinePrice LinePriceID="Order passes LinePriceKey if already exists" PriceTypeName=""
  IsPriceLocked="" RecurringType="" IsPriceTypeForInformationOnly="" Price="" >
  <ManualRuleAdjustments>
      <ManualRuleAdjustment Adjustment="" PricingRuleKey="" PricingRuleName=""/>
  </ManualRuleAdjustments>
  <ManualAdjustments>
      <ManualAdjustment AdjustmentID="" AdjustmentPerLine="" AdjustmentPerUnit="" ChargeCategory=""
  ChargeName="" Reference=""/>
  </ManualAdjustments>
    </AdditionalLinePrice>
</AdditionalLinePrices>
```

  - createOrder/changeOrder
    - The <AdditionalLinePrices> element can be passed under OrderLine in the API input
    - The <AdditionalLinePrices> element will be added under orderline for additional line price output

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API changes for Multiple Price Types

- Updated APIs
  - getItemListForOrdering
    - The AdditionalLinePriceTotal attribute on the ComputedPrice element will represent the sum of the AdditionalLinePrice Prices for the Item as well as any adjustments that apply to them getPriceTypeDetails
  - getOrderPrice
    - API accepts additional line prices in addition to unit price
    - Output will contain details on Additional line prices
  - validateItemForOrdering
    - Output will contain details on Additional line prices

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Multi price type support in Visual Modeler & Item Configurator

- With multiple price types enabled
  - The modeler can use the multi price types for an item in their configuration models to define price based rules
  - The modeler can price lock a particular price type value based on certain rules.
  - Shopper/business user to view the price break up in the configuration summary page once configuration of a model is complete
- No UI changes in Visual Modeler to support Multiple Price Types
- Use Visual Modeler properties to refer the price type of an item & the price lock of a price type
- Multi price type property names defined in the format *MPT: <Price Type Name>*
- Multi price type price lock property names defined in the format *CONFIG: MPT_PRICE LOCKED_<Price Type Name>*

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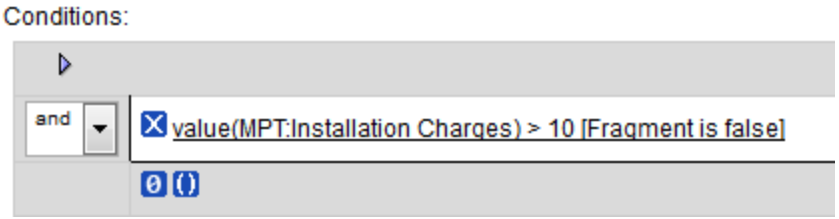
Multi price type support in Item Configurator

- Modeler defines the multi price type properties in Visual Modeler and attach to the item where price type manipulation/rule is required
- Scenario: Modeler wants to set a property if the installation charges for an item is greater than $10 *(Assumption: A Price type named 'Installation Charges' exist and items are associated to it.)*

  --Using Visual Modeler, the modeler performs the following:
  - Edits the model and defines a new property ***MPT: Installation Charges*** with a default value
  - Attach this property to the item where the check need to be performed
  - Creates a rule using the property name ***MPT: Installation Charges*** for the desired result
  - Save and compile the model



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Price lock multi price type prices

- Configurator allows price locking of a multi price type price value for an item

- To price lock multi price type price values:

  Special config level property need to be defined and attached to an item

  CONFIG:MPT_PRICE LOCKED_<Price Type Name>

  E.g.: CONFIG:MPT_PRICE LOCKED_Activation Fee

- Configurator price locks the multi price type value by making the property available in the Configurator BOM

  Following is a sample BOM snippet that contains the price type properties.

```
<LineItem SKU="TPC1" Name="TPC1" Description="DTH Connection"
      Quantity="1" CommerceItemKey="" lockprice="true"
Price="500.0000"
      leadTime="0.0" ItemID="2" ItemKey="600509" Visible="true"
      RulePicked="false">

      <AdditionalLinePrices>
            <AdditionalLinePrice PriceTypeName="Activation
Charges" IsPriceLocked="true" Price="10.00" />
            <AdditionalLinePrice PriceTypeName="Installation
Charges" IsPriceLocked="true" Price="40.00" />
      </AdditionalLinePrices>
</LineItem>
```


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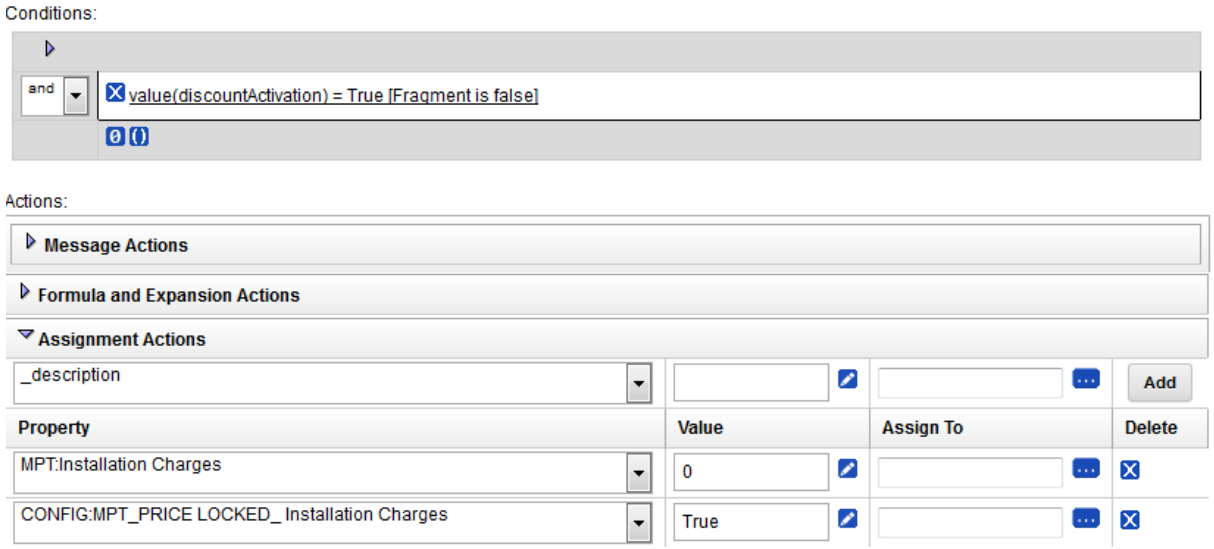
Sample Item configurator scenario

- Modeler wants to discount the installation charges for an item and price lock it if a specific property is set in the model. *(Assumption: A Price type named 'Installation Charges' exist and items are associated to it.)*



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Configurator XAPI changes

Following are the APIs which considers/uses the multi price type properties in either input or output XML

- processConfigurationPicks
- punchIntoSubModel
- instantiateSubModel
- returnFromSubModel
- generateConfigurationBOM
- validateConfiguration BOM

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Business Use Case

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Security company using MPT for selling bundle offers with activation fee and monthly service.

- Consider a Security Company “Alpha Security Systems” selling security packages
- Company has a security package “Alpha Basic Security Package”

Package modeled with MPT:

1.Base Price(Unit Price) = $100

2.Activation Fee(Upfront Price Type) = $99

3.Monthly Service Package(Non-Upfront Price Type)= $42.95 per month

Total Price=$100+$99=$199

$42.95 sent to downstream application for recurring billing

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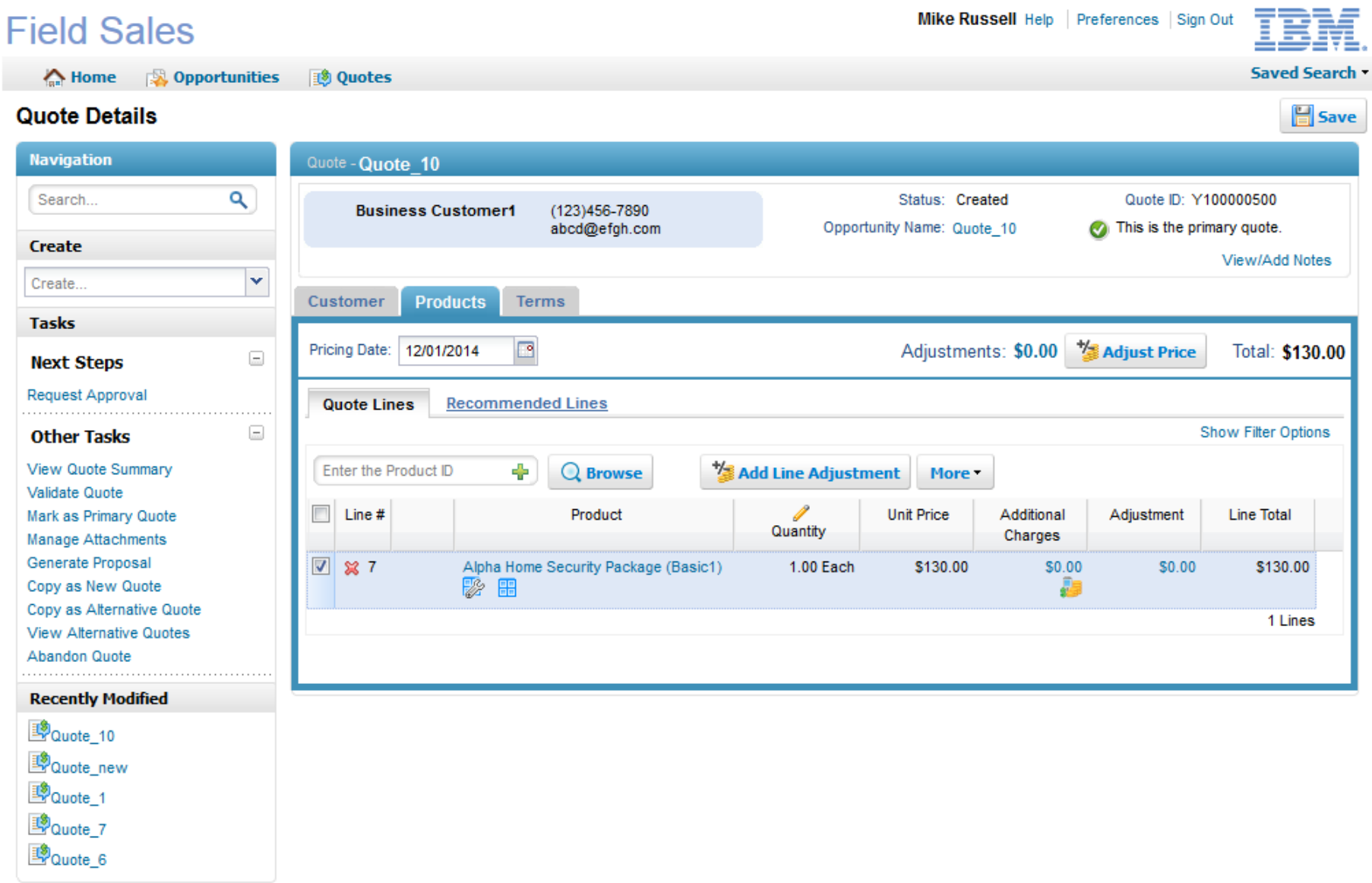

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Demo

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Knowledge Centre Links for CPQ 9.4

http://www-01.ibm.com/support/knowledgecenter/SS4QMC_9.4.0/com.ibm.help.cpq.newfeatures.doc/c_functional.html

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