



PRICING PROPOSAL SYSTEM

User Manual

Overview:

This manual introduces you to the functionalities to initiate the request the proposal of pricing Dealer/Segment/Region/Scheme wise. To take the approval on your proposal to implement in SAP.

Definitions:

- **Submit** - This allows you to route the completed form to the next level.
- **Re-consider** - Through this *Approver* can send the request to user for further clarification.
- **Approve** – This allows *Approver* to approve the request.
- **Recommend** - This allows *Recommender* to recommend the request & send to the next level.
- **Reject** – Approver & recommender can reject the user's request.

Advantages:

1. Online approval of Pricing Proposal.
2. Can Track the pricing proposal that it is implemented or not.
3. Can check the validation of Pricing.

Getting Started

To access the *Pricing Proposal* Module the employee is required to use the below URL

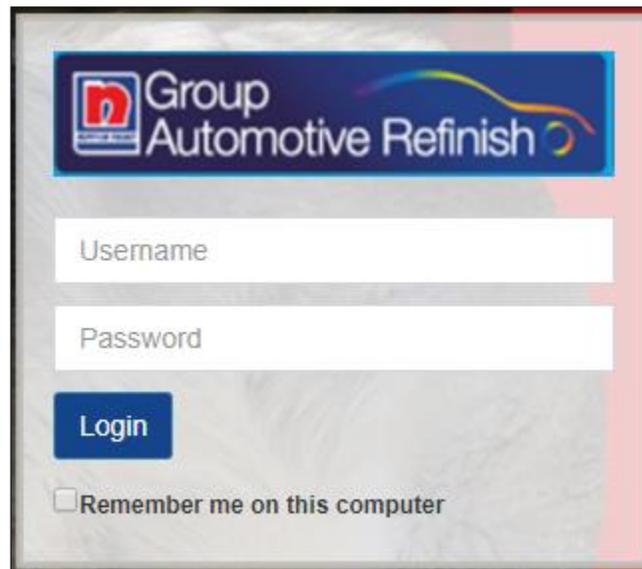
<http://lfg.nipponpaint-groupar.com/login.html>

(Please access the above link with Google Chrome or Mozilla Firefox for seamless functionality)

Login Credentials

- Login ID: *Employee Code*
- Password: **Please mention the password** *(if you are not 1st time user)*
- In case of **First time login**: **Default password** will be
“Your employee code”@123 for eg: if your employee code is NPI0200 then password is NPI0200@123. Change password Screen will come then please mention your own password in “New Password” & “Retype password” tab.”

The Login credentials have to be used in the below screen to access the system.



Change Password:

On the first time login, you will get a prompt to change the password. Without changing the password, you will not be able to access the **LFG Portal**.

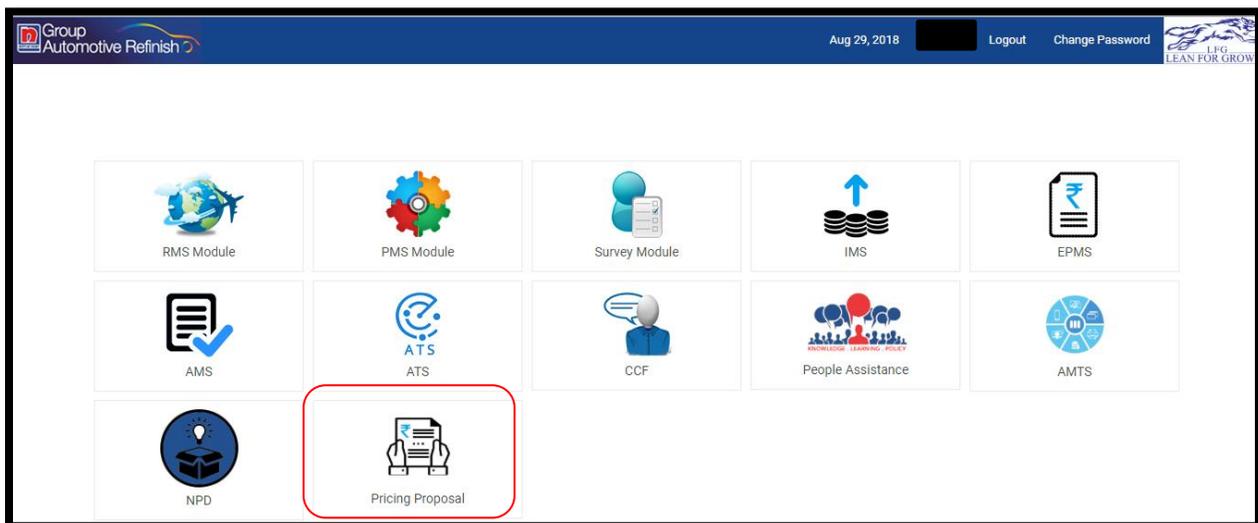


Log Out:

Employee can Log Out by clicking the button on TOP RIGHT HAND SIDE.

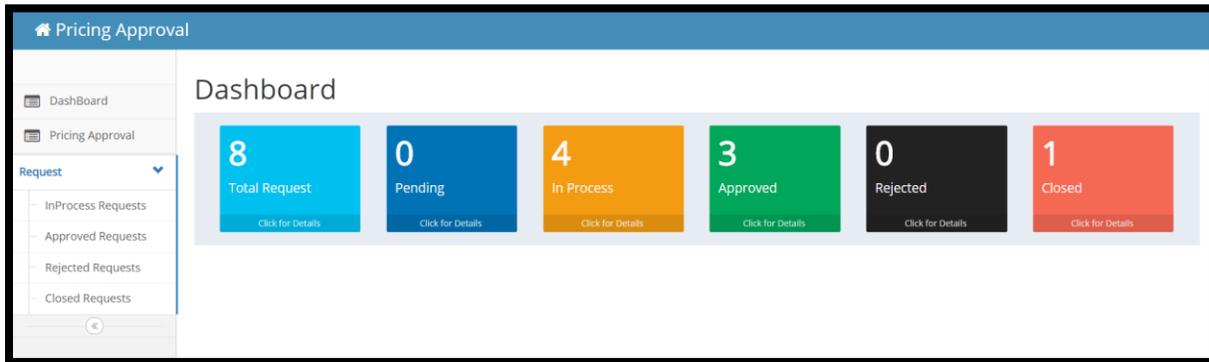
HOME PAGE

After login, the employee will be directed to the Home page:



DASHBOARD

The employee has to click on Pricing Proposal , after clicking on this module, Dashboard will appear that comprises of the Request Details.



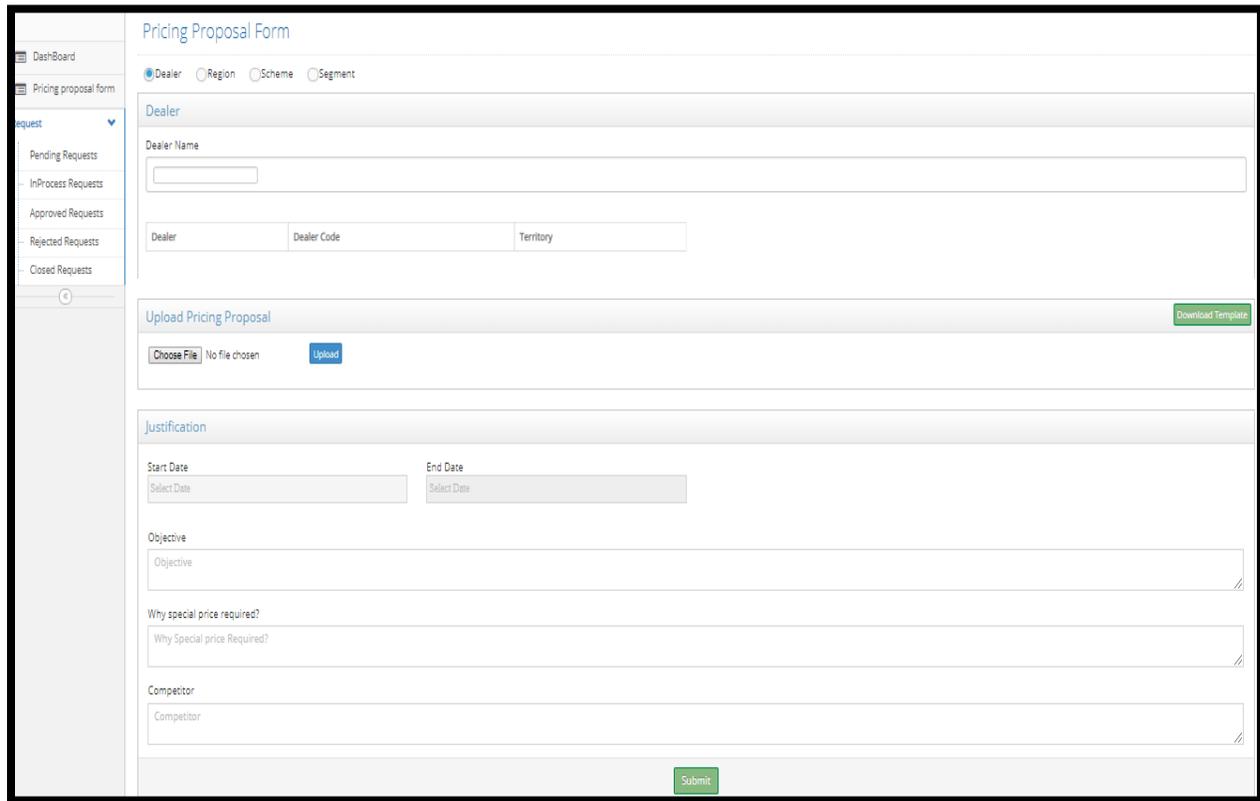
In Left Hand Side, Menu option will come.

1. Dashboard
2. Pricing Approval Form
3. IN Process Requests
4. Approved Requests
5. Rejected Requests
6. Closed Requests

In the right hand side, Details will come as per selection in the options of Menu.

PRICING PROPOSAL FORM

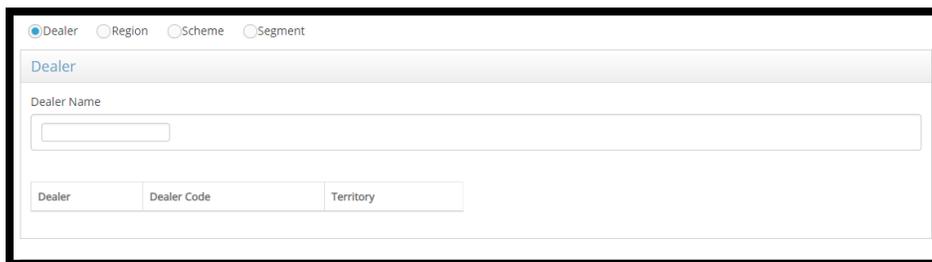
After clicking on pricing proposal form, form will appear.



The screenshot shows the 'Pricing Proposal Form' interface. On the left is a navigation menu with options like 'Dashboard', 'Pricing proposal form', and 'request' (with sub-options: Pending Requests, InProcess Requests, Approved Requests, Rejected Requests, Closed Requests). The main form area has a title 'Pricing Proposal Form' and four radio buttons: Dealer, Region, Scheme, and Segment. Below this is a 'Dealer' section with a 'Dealer Name' text box and a table with columns 'Dealer', 'Dealer Code', and 'Territory'. The next section is 'Upload Pricing Proposal' with a 'Choose File' button (showing 'No file chosen'), an 'Upload' button, and a 'Download Template' button. The 'Justification' section includes 'Start Date' and 'End Date' (both 'Select Date' buttons), an 'Objective' text area, a 'Why special price required?' text area, and a 'Competitor' text area. A 'Submit' button is at the bottom right.

In the form, you can raise the request to select one of the four radio buttons which are come at the top:

1. **Dealer:** Through this, you can propose the price Dealer Wise.



This close-up screenshot highlights the top part of the form where the radio buttons are located. The Dealer button is selected, while the other options (Region, Scheme, Segment) are unselected.

2. **Region:** Through this, you can propose the price Region Wise. In the region, you have to select one or multiple segments with one or multiple dealers.

Dealer
 Region
 Scheme
 Segment

Region

Region Name
 Segment Name
 Dealer Name

3. **Scheme:** Scheme wise you can propose the price. In the region, you have to select one or multiple segments & region with one or multiple dealers.

Dealer
 Region
 Scheme
 Segment

Scheme

Scheme Name
 Segment Name
 Region Name

Dealer Name

4. **Segment:** Segment wise you can propose the price. In the region, you have to select one or multiple region with one or multiple dealers.

Dealer
 Region
 Scheme
 Segment

Segment

Segment Name
 Region Name
 Dealer Name

After selection the above, you have to upload the pricing proposal.

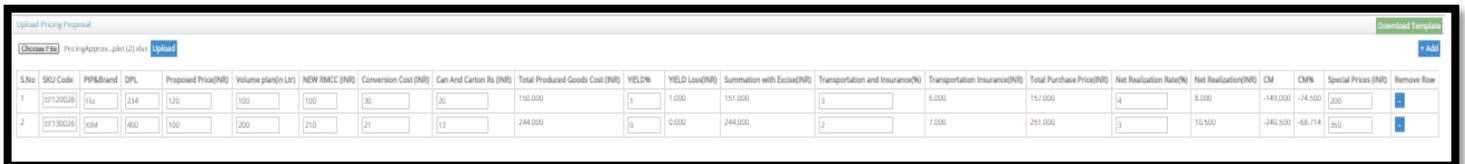
To upload the pricing proposal, you can download the format by clicking on **“Download template”** in **“Upload Pricing Proposal Section”**.



The Excel template will be as per below where you have to mention the input SKU wise.

SKU Code	PIP	DPL	Proposed Price	Volume Plan (in Ltr)	NEW RMCC	Conversion Cost (Currency/Ltr)	Can & Carton Cost	Special Prices	YIELD (%)	Transportation + Insurance (%)	Net Realization Rate (%)

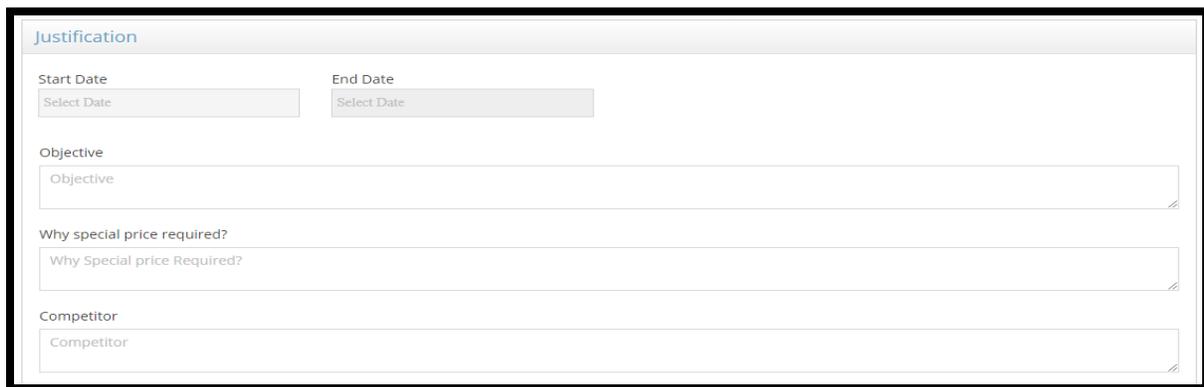
After uploading the format, Proposal details will be come like below:



S.No	SKU Code	PIP/Brand	DPL	Proposed Price(NR)	Volume plan(In Ltr)	NEW RMCC (NR)	Conversion Cost (NR)	Can And Carton Rs (NR)	Total Produced Goods Cost (NR)	YIELD%	YIELD Loss(NR)	Summation with Excl(NR)	Transportation and Insurance(NR)	Transportation Insurance(NR)	Total Purchase Price(NR)	Net Realization Rate(NR)	Net Realization(NR)	CM	CM%	Special Prices (NR)	Remove Row
1	02120020	Flu	234	120	100	10	20	150.000	1	1.000	151.000	5	6.000	157.000	4	8.000	-149.000	-14.500	200		
2	02130020	NM	400	100	200	210	21	244.000	0	0.000	244.000	2	7.000	251.000	3	10.500	-240.500	-68.714	350		

This table will show the Contribution Margin as per given inputs by you. In table, you can edit the details and also you can add or remove the row.

For this pricing proposal, you have to give the justification:



In Justification, four fields are mandatory

1. You have to mention the dates for price setting. From which date to which date, you are proposing the price but **max. duration is one year.**
2. Objective: Purpose of the proposal
3. Why special price required?
4. Competitor

After mentioning all the inputs in the form, please click on submit. It will go to next level.

Pricing Approval Flow:

Proposer (*Product Manager / HO Team*) -> **Recommender** (*Segment Head*) -> **Approver** (*Marketing Head if CM more than 20% / President if CM less than 20%*) -> **Controller** (*Commercial Manager*) -> **Implementer** (*IT*)

Proposer: Role as User, who can raise the request of Pricing Proposal.

Recommender: Who can recommend the proposal for approval.

Approver: can be Marketing head or President, depends on Contribution Margin.

Controller: who will be responsible to implement the price in SAP & track this. He will also responsible to reset the price in SAP if Proposal Tenure is over.

Implementer: who will implement/reset the price in SAP after Controller's approval.

After Implement the price, Request will be closed.

After Submitting, you can see your requests in below categories as per status:

1. In Process: After submitting the request, request will come “In Process”.
2. Approved: If request approves then request will show here.
3. Rejected: If request rejects then request will show here.
4. Closed: If request closed then request will show here.

Pending Request: In case of any request is pending at your end for action, then request will show here also.