

# Retro Renewal Pricing and Rebate Allocation



## North America

### Business Issue

A food packaging and bubble wrap packaging company wanted to implement a pricing system which could amend the existing contract price of their products before the end of the contract date, thereby providing a rebate to their distributor based on the new price.

The pricing software the company was using does not contain any out-of-the-box functionality, and could not accomplish the goal. In addition, the company was using an older version of the pricing software and an update to the new version was not available.

### Solution

As no out-of-the-box solution was available to the pricing team, we developed a custom solution. We made a calling function to update the previous price tier with new pricing, in effect, overriding the system in order to allow price adjustments. The system was integrated with the enterprise resource application (ERP) to include past date price record and renewed agreement to correct price back in ERP system.

### Results

- The client was very happy because this was key functionality for their customer. This change made their pricing process more effective and reduced manual work outside pricing software.
- During the testing phase, Experis discovered that the client had been using the wrong data for their rebate analysis for more than two years, resulting in a 5-10% loss. While this loss was negligible in the complex rebate calculation process, rebate analysis will be accurate going forward.

