

大华法子定价标准作业流程

[!IMPORTANT]

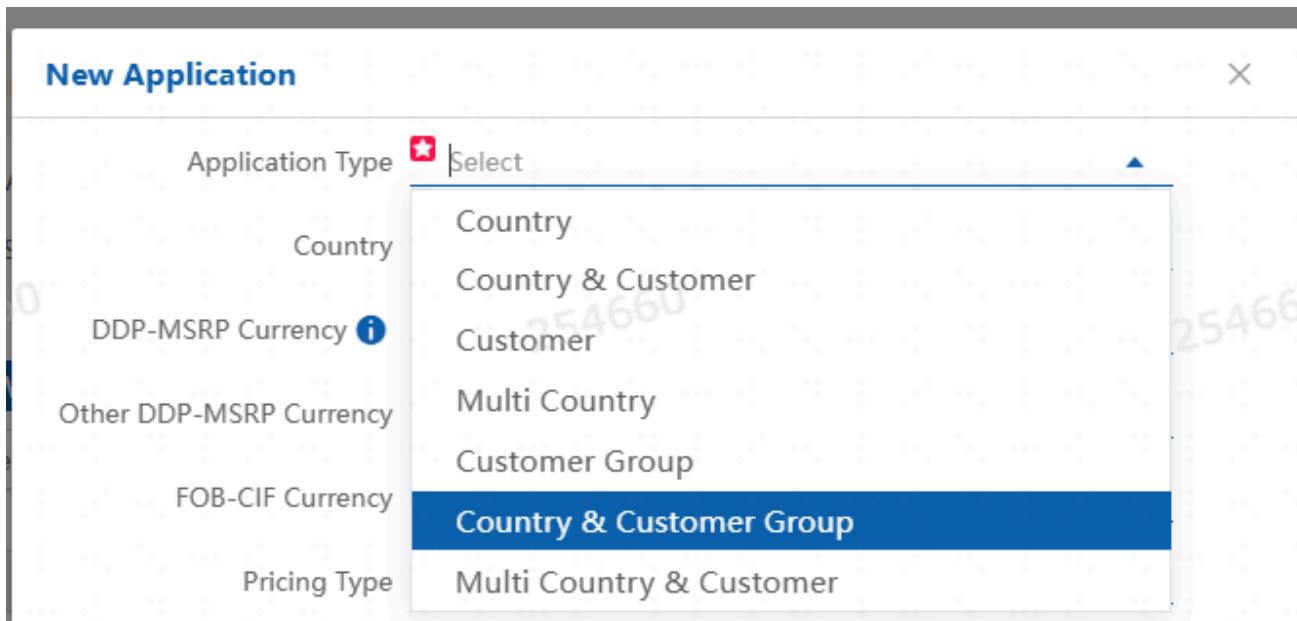
该文档为大华法子定价标准作业流程，适用于大华法国子公司定价相关的工作流程和操作步骤。

如无权限定价请直接找到相关定价人员，切勿擅自定价报价。

对于无法拿准的部分，请及时与区域以及国内定价人员沟通确认。

1. 定价流程概述

定价分为法国国家侧定价和客户侧定价两部分，总共有如下定价层级



对于Partenaires de distribution,其定价与Country侧定价相同，且不区分客户类型。

具体Partenaires de distribution列表可见

<https://www.dahuasecurity.com/fr/partners/DistributionPartner>

- Country侧定价：适用于所有客户的法国国家侧基础定价，并且对Partenaires de distribution直接生效
- Country&Customer侧定价：适用于特定客户的定价，在此层级下定价将同时更新Country侧和Customer侧定价
- Customer侧定价：适用于特定客户的定价，仅对该客户生效，可能存在特殊的涨价系数或者折扣
- Customer Group：适用于特定客户群体的定价，主要针对一些特殊客户群体，如IT Monitor, IT/ProAV Distributor, 仅对该客户群体生效，可能存在特殊的涨价系数或者折扣

- Country & Customer Group侧定价：适用于特定客户群体的定价，在此层级下定价将同时更新Country侧和Customer Group侧定价，**从来不用**
- Multi Country侧定价：适用于多个国家的定价，主要针对跨国客户，**从来不用**

[!NOTE]

对于部分小客户，比如PROTECPEO这些不在客户列表中的，需要咨询对应的销售和市场经历，很有可能也是与country侧定价相同

2. 定价操作步骤

进入 GSP 系统

<https://gsp.dahuasecurity.com/cpqMicro/#/>

在收到销售或者市场的定价定价需求后，首先确认需求，常见两类为

1. 产品释放需求

该产品可能已有定价价格，但是销售侧不可见，正确释放后可见，如果不是样机下单需求，那么全部按照official release进行释放操作

具体操作步骤为：

GSP -> Product -> Product Management -> Search Product -> 点击勾选对应产品 -> Release
同时产品 Sale State为Delisting状态，那么**在产品右滑动侧 -> Edit 为Delisting Warning状态，然后修改其Delisting Time为下单日期之后**，确保正确下单，然后将操作告知销售，流程到此结束

2. 产品定价需求

该产品目前无定价，需要新增定价，或者该产品已有定价，但是需要修改定价价格，正确操作后销售侧可见，

首先应当查看Product -> Product Category中搜索该产品，在country视图或者customer视图中查看该产品是否已有定价，已有定价则去质问销售，流程到此结束

如果没有定价或者需要修改定价价格，那么按照以下步骤进行操作：

具体操作步骤为：

GSP -> Pricing -> Price List Application -> New Application -> Search Product -> 点击勾选对应产品

The screenshot shows a software interface for managing price lists. At the top, there are tabs for 'Price List Products', 'Approval Workflow', and 'Attachments'. Below the tabs, there are several buttons: 'Add Product' (highlighted with a red box), 'Delete', 'Calculate', 'Import Products', 'Export Excel', 'Competition', 'Reason Import', 'Consistency Check', 'Process Check', 'Competition Import', 'Competition Export', 'Show All', 'Price Comparison', 'Coefficient Export', 'Cost Application', and 'Appearance Mapping'. A search bar with the placeholder '(Total:1 Declining:0 Rising:0)' is also present. The main content area displays a table titled 'Security Inspection Equipment' with columns for External Model, Internal Model, Part Number, Sales Type, Description, Export, FOB-L, FOB-N, FOB-S, and Operation. A specific row for 'DHI-ISC-M6040' is selected, with its details shown in the table.

只有产品在之前的步骤中被释放后，该页面下才可以进行定价
然后根据该产品对应的sales Type进行定价

- SMB/Distribution -> FOB L 价格作为基础价格进行计算
- Project -> FOB N 价格作为基础价格进行计算

计算细节如下

定价层级	计算方式	备注
IPC / DDP A	FOB EURO*(1+10%)(1+0.8%) (1+2%)*(1+0.000198)	
HAC / DDP A	FOB EURO*(1+10%)(1+0.8%) (1+2%)*(1+0.000198)	
PTZ / DDP A	FOB EURO*(1+10%)(1+0.8%) (1+2%)*(1+0.000198)	
Thermal / DDP A	FOB EURO*(1+10%)(1+0.8%) (1+2%)*(1+0.000198)	
NVR / DDP A	FOB EURO*(1+10%)(1+5.2%) (1+2%)*(1+0.000198)	
IVSS / DDP A	FOB EURO*(1+10%)(1+5.2%) (1+2%)*(1+0.000198)	
EVS / DDP A	FOB EURO*(1+10%)(1+5.2%) (1+2%)*(1+0.000198)	
XVR / DDP A	FOB EURO*(1+10%)(1+5.2%) (1+2%)*(1+0.000198)	
Transmission / DDP A	FOB EURO*(1+10%)(1+0%)(1+2%)* (1+0.000198)	
IT交换机 路由器 / DDP A	FOB EURO*(1+10%)(1+0%)(1+2%)* (1+0.000198)	

定价层级	计算方式	备注
VDP 可视对讲 / DDP A	FOB EURO*(1+10%)(1+0%)(1+2%)* (1+0.000198)	
Alarm / DDP A	FOB EURO*(1+5%)(1+0%)(1+2%)* (1+0.000198)	
Access Control / DDP A	FOB EURO*(1+10%)(1+2.1%) (1+2%)*(1+0.000198)	
Accessory / DDP A	FOB EURO*(1+10%)(1+1.1%) (1+2%)*(1+0.000198)	
Accessory 线缆 / DDP A	FOB EURO*(1+10%)(1+3.7%) (1+2%)*(1+0.000198)	
监视器 / DDP A	FOB EURO*(1+10%)(1+0%)(1+2%)* (1+0.000198)	
IT监视器 / DDP A	FOB EURO*(1+10%)(1+0%)(1+2%)* (1+0.000198)	
商显/TV-WALL / DDP A	FOB EURO*(1+10%)(1+14%)(1+2%)* (1+0.000198)	
键盘/解码器 / DDP A	FOB EURO*(1+10%)(1+3.4%) (1+2%)*(1+0.000198)	
交通 / DDP A	FOB EURO*(1+10%)(1+0.8%) (1+2%)*(1+0.000198)	
车载前端 / DDP A	FOB EURO*(1+10%)(1+0.8%) (1+2%)*(1+0.000198)	
车载后端 / DDP A	FOB EURO*(1+10%)(1+5.2%) (1+2%)*(1+0.000198)	
硬盘/存储介质 / DDP A	FOB EURO*(1+10%)(1+0%)(1+2%)* (1+0.000198)	
视频会议 / DDP A	FOB EURO*(1+10%)(1+3.4%) (1+2%)*(1+0.000198)	
电子防盗门 EAS / DDP A	FOB EURO*(1+10%)(1+0%)(1+2%)* (1+0.000198)	

定价层级	计算方式	备注
安检机 / DDP A	FOB EURO*(1+15%)(1+0%)(1+2%)* (1+0.000198)	
电子白板 / DDP A	FOB EURO*(1+15%)(1+3.4%) (1+2%)*(1+0.000198)	取消DDP A价格， 仅对欧供库存开放
烟感 / DDP A	FOB EURO*(1+10%)(1+2%)(1+2%)* (1+0.000198)	仅fob ddp
充电桩 / DDP A	FOB EURO*(1+10%)(1+2%)(1+2%)* (1+0.000198)	仅fob ddp
Alarm / DDP A	FOB EURO*(1+5%)(1+0%)(1+2%)* (1+0.000198)	
WIFI相机 / DDP A	FOB EURO*(1+5%)(1+0%)(1+2%)* (1+0.000198)	
Doorbell / DDP A	FOB EURO*(1+5%)(1+0%)(1+2%)* (1+0.000198)	

在计算完成ddp价格后，按照以下步骤进行各层级定价操作：

产品线	系列	Reseller	Gold	Silver (SI)	Ivory (Installer)	MSRP
IPC	PSDW	DDP A / (1-12%)	DDP A / (1- 22%)	DDP A / (1- 30%)	DDP A / (1- 35%)	Installer / (1- 50%)
IPC	针孔	DDP A / (1-12%)	DDP A / (1- 25%)	DDP A / (1- 30%)	DDP A / (1- 35%)	Installer / (1- 60%)
IPC	IPC5	DDP A / (1-12%)	DDP A / (1- 27%)	DDP A / (1- 30%)	DDP A / (1- 35%)	Installer / (1- 60%)

产品线	系列	Reseller	Gold	Silver (SI)	Ivory (Installer)	MSRP
IPC	IPC5/7/Multi-sensor / special	DDP A / (1-12%)	DDP A / (1-22%)	DDP A / (1-30%)	DDP A / (1-35%)	Installer / (1-60%)
IPC	IPC3-S2	DDP A / (1-12%)	DDP A / (1-22%)	DDP A / (1-30%)	DDP A / (1-35%)	Installer / (1-60%)
IPC	ipc2-pro	DDP A / (1-12%)	DDP A / (1-25%)	DDP A / (1-30%)	DDP A / (1-35%)	Installer / (1-60%)
IPC	IPC2	DDP A / (1-12%)	DDP A / (1-20%)	DDP A / (1-30%)	DDP A / (1-35%)	Installer / (1-60%)
IPC	IPC1	DDP A / (1-12%)	DDP A / (1-20%)	DDP A / (1-25%)	DDP A / (1-30%)	Installer / (1-60%)
HAC	HAC	DDP A / (1-12%)	DDP A / (1-17%)	DDP A / (1-20%)	DDP A / (1-25%)	Installer / (1-60%)
PTZ	PTZ/SDT/Explosion proof / SD10/8 / 7	DDP A / (1-12%)	DDP A / (1-22%)	DDP A / (1-30%)	DDP A / (1-35%)	Installer / (1-50%)
PTZ	SD6/5/4/3/2/1	DDP A / (1-12%)	DDP A / (1-22%)	DDP A / (1-30%)	DDP A / (1-35%)	Installer / (1-60%)

产品线	系列	Reseller	Gold	Silver (SI)	Ivory (Installer)	MSRP
Thermal	TPC	DDP A / (1-12%)	DDP A / (1-20%)	DDP A / (1-25%)	DDP A / (1-30%)	Installer / (1-20%)
Thermal	TPC4 TPC5	DDP A / (1-12%)	DDP A / (1-25%)	DDP A / (1-30%)	DDP A / (1-35%)	Installer / (1-20%)
NVR	IVSS / NVR6 / NVR5- I/L	DDP A / (1-12%)	DDP A / (1-22%)	DDP A / (1-30%)	DDP A / (1-35%)	Installer / (1-50%)
NVR	NVR5- EI/ NVR4 / NVR 2	DDP A / (1-12%)	DDP A / (1-22%)	DDP A / (1-30%)	DDP A / (1-35%)	Installer / (1-50%)
EVS			DDP A / (1-25%)	DDP A / (1-30%)	DDP A / (1-35%)	Installer / (1-40%)
XVR	XVR	DDP A / (1-12%)	DDP A / (1-17%)	DDP A / (1-20%)	DDP A / (1-25%)	Installer / (1-60%)
VDP		DDP A / (1-12%)	DDP A / (1-22%)	DDP A / (1-29%)	DDP A / (1-35%)	Installer / (1-50%)
Access Control		DDP A / (1-12%)	DDP A / (1-22%)	DDP A / (1-35%)	DDP A / (1-40%)	Installer / (1-60%)

产品线	系列	Reseller	Gold	Silver (SI)	Ivory (Installer)	MSRP
Alarm		DDP A / (1-30%)	DDP A / (1-30%)	DDP A / (1-30%)	DDP A / (1-35%)	Installer / (1-60%)
Transmission		DDP A / (1-12%)	DDP A / (1-20%)	DDP A / (1-23%)	DDP A / (1-25%)	Installer / (1-60%)
Transmission L3		DDP A / (1-12%)	DDP A / (1-20%)	DDP A / (1-23%)	DDP A / (1-25%)	Installer / (1-40%)
	无线网桥	DDP A / (1-12%)	DDP A / (1-16%)	DDP A / (1-21%)	DDP A / (1-26%)	Installer / (1-40%)
Accessory	Accessory	DDP A / (1-12%)	DDP A / (1-22%)	DDP A / (1-30%)	DDP A / (1-35%)	Installer / (1-60%)
Accessory	Accessory 线缆	DDP A / (1-12%)	DDP A / (1-22%)	DDP A / (1-25%)	DDP A / (1-30%)	Installer / (1-60%)
监视器 / 商显 / LCD		DDP A / (1-12%)	DDP A / (1-15%)	DDP A / (1-20%)	DDP A / (1-25%)	Installer / (1-40%)
监视器 / 商显 / LCD	CCTV监视器	DDP A / (1-12%)	DDP A / (1-20%)	DDP A / (1-22%)	DDP A / (1-25%)	Installer / (1-40%)

产品线	系列	Reseller	Gold	Silver (SI)	Ivory (Installer)	MSRP
监视器 / 商显 / LCD	IT监视器	DDP A / (1-12%)	DDP A / (1-15%)	DDP A / (1-15%)	DDP A / (1-15%)	Installer / (1-20%)
键盘/解码器		DDP A / (1-15%)	DDP A / (1-25%)	DDP A / (1-30%)	DDP A / (1-35%)	Installer / (1-40%)
交通 / 停车场		DDP A / (1-15%)	DDP A / (1-25%)	DDP A / (1-30%)	DDP A / (1-35%)	Installer / (1-40%)
车载		DDP A / (1-15%)	DDP A / (1-25%)	DDP A / (1-30%)	DDP A / (1-35%)	Installer / (1-40%)
软件		DDP A / (1-15%)	DDP A / (1-25%)	DDP A / (1-30%)	DDP A / (1-35%)	Installer / (1-60%)
硬盘/ 存储介质		DDP A / (1-10%)	DDP A / (1-10%)	DDP A / (1-15%)	DDP A / (1-20%)	Installer / (1-20%)
视频会议		DDP A / (1-15%)	DDP A / (1-25%)	DDP A / (1-30%)	DDP A / (1-35%)	Installer / (1-40%)
电子白板		DDP A / (1-10%)	DDP A / (1-15%)	DDP A / (1-15%)	DDP A / (1-15%)	Installer / (1-20%)

产品线	系列	Reseller	Gold	Silver (SI)	Ivory (Installer)	MSRP
安检机		DDP A / (1-15%)	DDP A / (1-30%)	DDP A / (1-35%)	DDP A / (1-40%)	Installer / (1-40%)
电子防盗门 EAS		DDP A / (1-12%)	DDP A / (1-15%)	DDP A / (1-20%)	DDP A / (1-25%)	Installer / (1-40%)
ESL		DDP A / (1-5%)	DDP A / (1-5%)	DDP A / (1-10%)	DDP A / (1-15%)	Installer / (1-40%)
充电桩		DDP A / (1-10%)	DDP A / (1-15%)	DDP A / (1-15%)	DDP A / (1-15%)	Installer / (1-20%)
Alarm		DDP A / (1-30%)	DDP A / (1-30%)	DDP A / (1-30%)	DDP A / (1-35%)	Installer / (1-60%)
WIFI相机		DDP A / (1-12%)	DDP A / (1-20%)	DDP A / (1-20%)	DDP A / (1-20%)	Installer / (1-20%)
Doorbell		DDP A / (1-12%)	DDP A / (1-20%)	DDP A / (1-20%)	DDP A / (1-20%)	Installer / (1-20%)

在根据上述公式完成定价后填入系统中或按照特定格式的Excel表格进行批量上传，其定价字段为

- Country 批量导入字段对应价格层级

xlsx字段	对应的价格层级和真实字段
Part No.	PN
FOB C	FOB C
DDP A	DDP A
Reseller S	Reseller
SI-S	Gold
SI-A	Silver
MSTP	Ivory
MSRP	MSRP

- Customer 批量导入字段对应价格层级

xlsx字段	对应的价格层级和真实字段
Part No.	PN
FOB C	FOB C
DDP A	DDP A
Reseller S	Reseller
SI-S	Diamond
SI-A	Gold
MSTP	Ivory
MSRP	MSRP

[!IMPORTANT]

Diamond 和 Gold 定价等价

当价格全部录入后，点击提交 -> Save and Submit

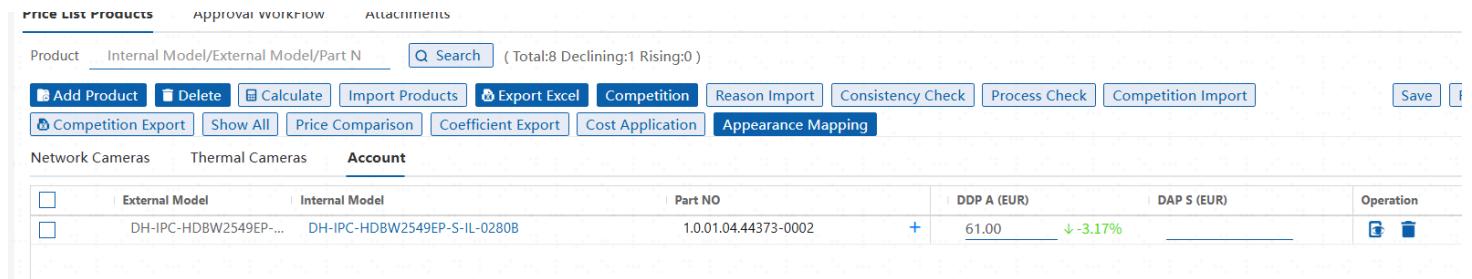
进入Approval Workflow，然后写清理由后Submit进入审核流程

完成后告知销售侧，流程到此结束，等待全部通过之后，价格会自动生效，销售侧可见

3. 注意事项

价格边上箭头作用

当填写或者导入完成价格后，当出现上下箭头标或者0%时，说明该产品已有定价，销售仍然反应无法查看时应该检查是否已经正确释放



The screenshot shows a software interface for managing product prices. At the top, there are tabs for 'PRICE LIST PRODUCTS', 'Approval WORKFLOW', and 'Attachments'. Below the tabs, there are search and filter options, including 'Product' dropdowns for 'Internal Model/External Model/Part N', a 'Search' button, and status filters '(Total:8 Declining:1 Rising:0)'. A toolbar below the search bar contains buttons for 'Add Product', 'Delete', 'Calculate', 'Import Products', 'Export Excel', 'Competition', 'Reason Import', 'Consistency Check', 'Process Check', 'Competition Import', 'Competition Export', 'Show All', 'Price Comparison', 'Coefficient Export', 'Cost Application', and 'Appearance Mapping'. The main area displays a table with columns: External Model, Internal Model, Part NO, DDP A (EUR), DAP S (EUR), and Operation. One row is visible, showing 'DH-IPC-HDBW2549EP-S-IL-0280B' with a price of '61.00' and a change of '-3.17%'.

Danger状态的产品

一些产品状态为danger的时候，其实该产品的价格已经存在了，只是设置了生效时间，还未生效。所以可以先在Price List Application 系统里检查

缺失系统价格

极少数情况下部分产品底价会有缺失，比如1.0.01.19.10066-0007，那么此时可以参考其基础料号1.0.01.19.10066 底价进行定价计算

黑色型号定价

部分产品黑色型号为其白色型号的特殊定制款，Internal Model 含 'Black'，请核对是否存在对应白色型号(White)，如存在，极有可能其定价是基于白色定价基础上+2欧元