

# About Pricing Tool :

Pricing is an integral part of a contract that drives performance and margin. The new online Pricing Tool helps business to arrive at better pricing decisions through hassle-free steps.



## WHAT'S NEW

Completely in-house developed 'Pricing Tool' by UST Business Finance team and Xpanxion is set to launch by October, 2020. The tool captures all the essential functionalities of the Excel - based PIP sheet along with added enhancements.



User Experience



Dashboard



Smooth CheckIn CheckOut

## ? GOT A QUESTION?

### Which is the recommended browser for the Pricing Tool?

The tool is currently compatible only with Google Chrome.

### Will the Pricing Tool completely replace the Excel version of the PIP?

Yes, Excel version will be replaced by Pricing Tool. However, exceptions can be made to this on a case to case basis with the approval of finance POCs. As far as the process is concerned; the user is required to submit the PIP data in the tool. Once submitted, the Pricing Tool will display a link for the user to copy and paste it in the CRM tool while submitting the opportunity. This will be applicable only for new submissions. However, previously submitted excel PIP's need not be migrated into this online tool.

### Is there any change in the approval workflow?

No, there is no change in the approval workflow. The approval workflow is managed by the CRM tool. No approval is required in the Pricing Tool apart from the finance approval.

### How can a submitted PIP be modified?

All PIP sheets once submitted is NON-EDITABLE. If a PIP requires modification after submission, the delivery reviewer or finance POC needs to send it back to the user, so that the PIP sheet turns editable and can be modified by the user.

### How to use the Pricing Tool for pricing simulation (against unidentified opportunities)?

For pricing simulation, the user can select Dummy PIP option to create PIP sheet without entering mandatory fields like Project ID, Project Name etc...



## PIP Guide

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