

RecVue Advanced Pricing

Exponentially increased solution offerings for today's complex pricing requirements

Nowhere is RecVue's Billing & Invoicing capability to fulfill today's high expectations for adaptability, accuracy, user-friendly configurability and corporate growth more evident than pricing.

Through our advanced pricing functionality, RecVue offers solutions to complex pricing requirements which are easily configurable. The platform allows for customer-specific rules to be set up with support for tiered pricing as well as standard pricing, and the application of custom formulas.



Delivers billing and payment capabilities based on every flavor of customer-specific, rule-based pricing

Under the Umbrella of Advanced Pricing

Attribute-Based Pricing

More organizations today are built on attribute-based pricing models – different pricing based on a variety of attributes such as location, time of day, service levels performed, payment method and more. RecVue's attribute-based pricing module is specifically designed to handle such complexity, complete with functionality to incorporate items such as thresholds and minimums for billing.

Attributes – which drive how customers are billed or revenue is shared with partners – can be configured according to business needs and specific use cases. Using different methods including fixed, tiered, formula-based and others, list prices can be calculated with adjustments applied on top. RecVue allows the user to define the rules which take these attributes into account to determine price.

To help illustrate, let's use the example of the price of gas for your vehicle. If you are driving from California to Nevada, attributes including the location of the gas station, type of gas and method of payment will play into an expected variation in the price you pay each time you fill up your vehicle.

Multidimensional Pricing

Now, when you continue to add attributes – extra dimensions such as a volume discount or an additional commission – you have that much more flexibility in how you determine your pricing. RecVue multidimensional pricing provides a tiered support of up to three dimensions to derive pricing, sourced from delivery/usage, order line or a custom formula. These capabilities afford the flexibility necessary for complex pricing derivation.

In addition, RecVue offers the ability to generate supplemental charges on top of usage lines, priced and billed along with the associated parent usage. These rules can be defined at the product and product grouping level, based on application configurability.

Functionality Offerings:

- ▶ **Support for standard** (weekly, monthly, quarterly, semi-annually, annually) **billing frequencies** as well as custom frequencies per customer needs (every two weeks, specific days of the month, etc.)
- ▶ **Billing and payment capabilities based on usages** with different flavors with fixed price, different price per usage, pricing using CPI (escalations), tier-based, attribute-based, calculated by formula and more
- ▶ **Touchless, automated end-to-end processing** from contract creation to invoice generation for both billing and payments
- ▶ **Performance improvements** in the invoice generation process from weeks to hours, along with added precision and accuracy
- ▶ **Ability to generate supplemental charges** including admin fees, credit card processing fees, service fees, surcharges and discounts by defining supplemental rule type
- ▶ **Apply min/max capabilities**, in which a price cannot go lower than a specified minimum or beyond a determined maximum, through a referencing rule
- ▶ **Additional rule-based capabilities** provided through compensation management in which 'include' and 'exclude' conditions can be defined with specific criteria

Under the Hood: How RecVue Advanced Pricing Works

- Attributes, depending on customer requirements, are defined based on precedence. This process is helpful in setting defaults when multiple rules are satisfied.
- Applying those attributes, the pricing rule is defined at product or product group level and attached to an advance price list. This applies the rule to orders.
- Along with the rule, the selected pricing method (from the aforementioned choices) is associated. Once price is determined, any additional adjustment(s) can be added to the rule. The advance pricing setup is now considered complete and ready to price transactions at delivery level.
- Usage lines are imported on orders with the same advance price list and associated pricing rule. Usage attributes help evaluate the rule to be applied. Important note: The same pricing attributes must be present on rules and usage lines in order to be mapped properly.
- Once conditions are met through the rule and pricing method is applied, price is determined and applied to the usage line for billing.

Customer Proof Point



Airport Terminal Services (ATS), a full service aviation company providing support for more than 150 airline and airport customers in 50+ locations throughout the U.S. and Canada, sought a more modern alternative to an old, inefficient and slow billing process. Given the size and sophistication of its customers, ATS also required a solution nimble enough to handle each customer differently and the functionality to support the more than 100 new pricing rules monthly for new sales agreements.

RecVue's ability to handle thousands of pricing rules was a key differentiator in its selection as the user-friendly solution to integrate with an existing Oracle Cloud Financial ERP system. The platform's microservices design allows for ease of different pricing for any number of attributes such as aircraft type, delays, etc. through configuration in combination with its rules engine. RecVue provides condition mapping, which figures out the best mapping and scoring for each individual transaction.

The solution has trimmed two days off the ATS A/R closing cycle and chopped the number of records required by 70%. In addition, revenue analysis has been simplified with improved communication between individual stations and corporate finance for more rapid handling of billing issues. And, ATS has been able to handle continued growth without additional finance headcount or time thanks to productivity gains achieved through RecVue.

To learn more about RecVue's Advanced Pricing, visit recvue.com or call 1-844-984-0300