



SAP Ariba 

Feature at a Glance

Pricing Conditions for Volume & Time Breaks in Sourcing & Contracts

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CONFIDENTIAL

 **Run Simple**

Feature at a Glance

Ease of implementation  Low touch / simple
Geographic relevance  Global

Introducing: Pricing Conditions for Volume & Time Breaks in Sourcing & Contracts

Customer challenge

- Inadequate functionalities to capture prices with conditional breaks on quantity and time
- No functionality to capture these conditions to create a PIR (Price info record to export the pricing along with conditions to ERP) or contracts

Meet that challenge with **SAP Ariba**

- SAP Ariba introduces new functionality that allows sourcing users to:
- Conduct sourcing events with pricing conditions with the ability to capture pricing & quantity along with time breaks
 - Create PIR for external ERP
 - Create contracts in-line with pricing conditions

Experience key benefits

- Intuitive UI to enable pricing conditions at the sourcing event level
- Ability to define price breaks and time breaks as desired
- Enhanced supplier UI to capture supplier responses

Solution area

SAP Ariba Strategic Sourcing Suite

Implementation information

This feature is “on” by default. No action is required to utilize this feature.

Prerequisites and Limitations

None

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Detailed feature information

- To capture volume & time breaks enable pricing conditions at the event level or at the template level
- Sourcing users define the breaks for time (validity period) and volume scales at the event level
- Accept pricing on supplier responses and create follow-on documents

The screenshot displays a configuration page for pricing conditions. The 'Allow Pricing Conditions' section is highlighted with a red box and contains the following settings:

- Allow Pricing Conditions: Yes No ⓘ
- Set up default pricing conditions (for new items)
- Validity Period Type: Monthly ⓘ
- Start Date: Aug 2018 ⓘ
- Number of Periods: 5 ⓘ
- Scales: 60 ⓘ
- To 20 ⓘ
- To 40 ⓘ
- To 60 ⓘ

Other settings visible on the page include:

- Enable scoring on participant responses: Yes No ⓘ
- Must participants improve their bids: Yes No ⓘ
- Must participants beat lead bid: No ⓘ
- Create a buffer to protect lead bid: Yes No ⓘ
- Improve bid amount by: Percentage ⓘ
- Can participants submit tie bids: Allow tie bids for all ranks ⓘ
- Allow owner to require improvement on non-competitive terms: Yes No ⓘ

Currency Rules

New functionality to enable pricing conditions

- Ability to get pricing validity periods
- Ability to select time breaks
- Ability to add quantities

Please see the [Invision demo](#) on the Release Readiness page of SAP Connect for a detailed demo of this feature.