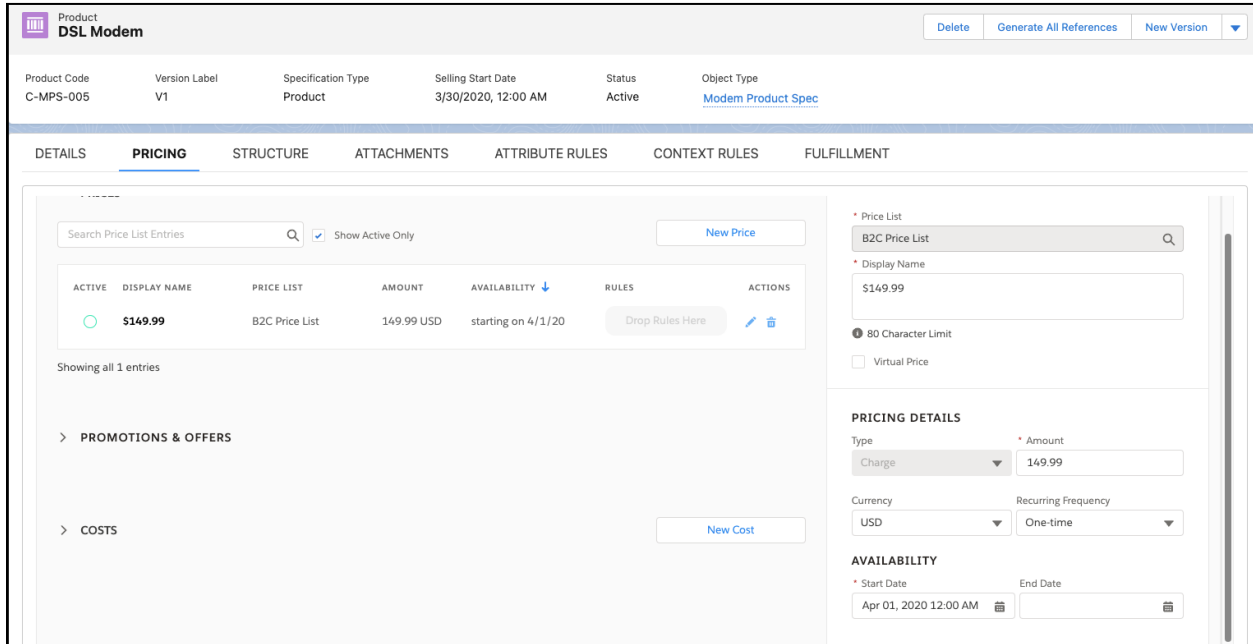


Exercise 4-1: Analyze Prices and Their Settings

In the Vlocity Product Designer, you define pricing information in the PRICING workspace of the product. The pricing components are automatically created and associated with the relevant price list in a price list entry.



The screenshot displays the Vlocity Product Designer interface for a product named "DSL Modem". The interface is divided into several sections:

- Header:** Product Code (C-MPS-005), Version Label (V1), Specification Type (Product), Selling Start Date (3/30/2020, 12:00 AM), Status (Active), and Object Type (Modem Product Spec). Action buttons include Delete, Generate All References, and New Version.
- Navigation:** Tabs for DETAILS, PRICING (selected), STRUCTURE, ATTACHMENTS, ATTRIBUTE RULES, CONTEXT RULES, and FULFILLMENT.
- Price List Entries Table:**

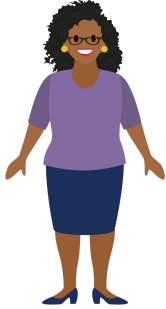
ACTIVE	DISPLAY NAME	PRICE LIST	AMOUNT	AVAILABILITY	RULES	ACTIONS
<input checked="" type="checkbox"/>	\$149.99	B2C Price List	149.99 USD	starting on 4/1/20	Drop Rules Here	
- Price List Details Panel:**
 - Price List: B2C Price List
 - Display Name: \$149.99
 - 80 Character Limit
 - Virtual Price:
 - PRICING DETAILS:**
 - Type: Charge
 - Amount: 149.99
 - Currency: USD
 - Recurring Frequency: One-time
 - AVAILABILITY:**
 - Start Date: Apr 01, 2020 12:00 AM
 - End Date: [empty]

Notice the key features of the price, including:

- Whether the price is a price instead of a cost to the company
- The price list with which the price is associated
- What pricing information is displayed to the user
- Whether the price is a charge or an adjustment to an existing charge
- The actual amount of the price and its currency
- The frequency of the pricing for the product
- The start and end dates of the price

One product can have multiple prices. For example, there could be a price from the business price list, and another from the consumer price list. Also, there could be different prices for different time periods.

Scenario



Meet Ada Wilson, Infiwave's Pricing Manager. Ada is keen to learn how Industries CPQ can help her price Infiwave's products to improve sales. She's asked you to give her a quick overview of product prices in the cart, and their settings behind the scenes so she can start to understand how Industries CPQ pricing works.

Goals

- Compare how pricing in the cart changes based on the pricing settings
- Explain how Industries CPQ addresses common pricing challenges

Tasks

1. Review a product's price for B2C customers
2. Review a product's price for B2B customers
3. Review a product's price in a product bundle
4. Analyze the settings of product prices

Time: 10 mins


Task 1: Review a product's price for B2C customers

Ada's not seen Industries CPQ in action yet, so you begin by showing her how an order is created and how pricing is applied for a B2C customer.

Instructions

1. Create a new order for Carole White, a B2C customer.
 - a. Using the **App Launcher**, locate and open **Industries CPQ**.
 - b. From the Industries CPQ navigation menu, open the **Orders** list view.
 - c. From the Orders list view header, click **New** to create a new order.
 - d. Enter the following information.

Field	Value
Order Name	Carole White - B2C Order
Account Name	White, Carole
Order Start Date	[today's date]
Price List	B2C Price List

- e. Click **Save** to save the order record.
2. Search for the product **DSL Service** and add it to the Cart.
 - a. In the **Cart** workspace of the order, click **+ Add Products** to open the Catalog Preview.
 - b. In the Catalog Preview pane, in the **Search** box, type `dsl`.
 - c. From the smart search results, select **In Products - dsl**. All products containing `dsl` in their name or description will be displayed in the **All Products** results.
 - d. On the **DSL Service** product, note the price is a recurring price of \$44.99.
 - e. Click **Add to Cart** to add the DSL Service product to the cart.
 - f. Next to the DSL Service line item, select the  icon, and click **Configure**.
 - g. For **Download Speed**, select **20 Mbps**.
 - h. Click **X** to close the modal window.

- i. What is the price of the DSL Service in Carole's order? Are there any promotions or discounts applied?


Task 2: Review a product's price for B2B customers

Ada is impressed at how quickly the new Industries CPQ application locates and prices products, but she wants to see how she can use different price lists to implement different pricing based on customer context. You show her an order for the same product for a B2B customer.

Instructions


1. Create a new order for Acme, a B2B customer.
 - a. From the Industries CPQ navigation menu, open the **Orders** list view.
 - b. From the Orders list view header, click **New** to create a new order.
 - c. Enter the following information.


Field	Value
Order Name	Acme - B2B Order
Account Name	Acme
Order Start Date	[today's date]
Price List	B2B Price List

- d. Click **Save** to save the order record.
2. Search for the product **DSL Service** and add it to the Cart.
 - a. In the **Cart** workspace of the order, click **+ Add Products** to open the Catalog Preview.
 - b. In the Catalog Preview pane, in the **search** box, type `dsl`.
 - c. From the smart search results, select **In Products - dsl**. Notice that although Carole had a few products containing DSL in their name or description displayed in the search results, for Acme there is only one. This is because Acme is using a different price list.
 - d. Click **Add to Cart** to add the DSL Service product to the cart.
 - e. Next to the DSL Service line item, select the  icon, and click **Configure**.
 - f. For **Download Speed**, select **20 Mbps**.


- g. Click **X** to close the modal window.
- h. What is the price of the DSL Service in Acme's order?

Task 3: Review a product's price in a product bundle

1. Add a bundle containing the product **DSL Service** to Carole White's order cart.
 - a. Click the Industries CPQ tab where you have the Carole's B2C Order open in the cart.
 - b. In the Catalog Preview pane, locate the **Home Internet Solution**. Notice the pricing on the product tile: \$250 and up. This is because the pricing changes depending on how the offer is configured.
 - c. Click **Add to Cart** to add the bundle to the cart.
 - d. Next to the Home Internet Solution line item, select the  icon, and click **Configure**.
 - e. Expand the **Home Internet Solution**. For the **DSL Service Download Speed** select **20 Mbps**, and for the **Home Hub Modem Grade** select **Best**.
 - f. Notice the price of the DSL Service when it is part of the Home Internet Solution bundle is \$35.99.

▼ **Home Internet Solution** Quantity: One Time Total: \$174.98 Recurring Total: \$35.99 


Surfing the web on all your devices from the comfort of your couch. What could be better?

DSL Service Quantity: One Time Charge: \$0.00 Recurring Charge: \$35.99 

If it's DSL you need, we've got you covered--in copper wire!

Internet Services

* Download Speed: * Upload Speed: Connection Type:


Installation Quantity: One Time Charge: \$99.99 Recurring Charge: \$0.00 

Standard residential or commercial internet installation services

Services

Installation Type: Installation Type:

g. Click **X** to close the modal window.



If you don't see your configured products in the cart, click your browser refresh.

2. What is the price displayed for the Home Internet Solution bundle?
3. What are the One Time Total and Recurring Total for the order?
4. Expand the bundle. What is the price of the DSL Service within the bundle? How can you tell that the price has changed?

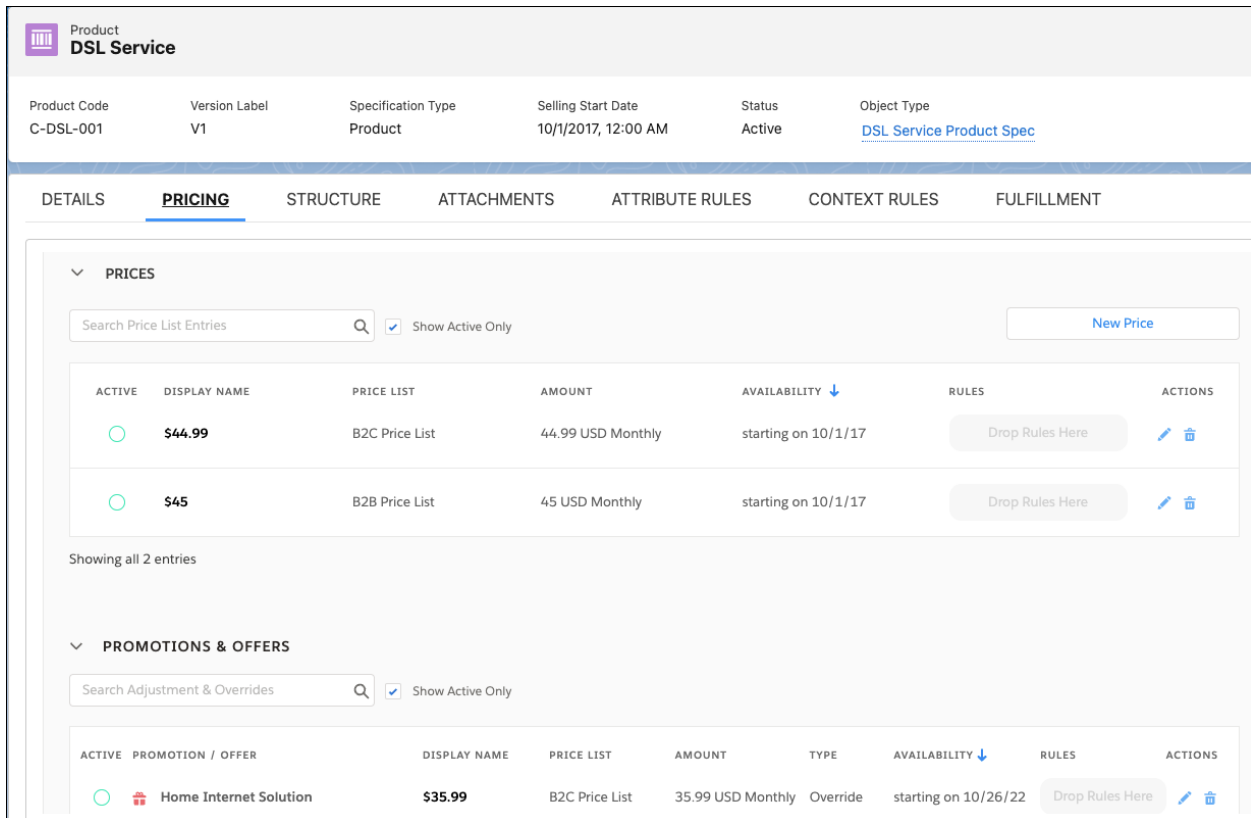
Task 4: Analyze the settings of product prices

Ada's impressed! - but she wants to know how the pricing is implemented. You show her the pricing on the products using the Product Designer.

Instructions

1. Review the base prices for DSL Service by opening the product.
 - a. If you don't already have the Product Designer open, duplicate the current browser tab, and use the **App Launcher** to locate and launch the **Vlocity Product Designer**.
 - b. From the Product Designer navigation menu, select **Products** to view the Products list.
 - c. Check you're in the **All Products** list view, then in the **Search this list...** box type `dsl` and press **Enter**.
 - d. Select the product **DSL Service**. Notice this opens a **DSL Service** tab in the Product Designer.

2. Review the pricing.
 - a. Click the **PRICING** workspace of the DSL Service.



Product Code: C-DSL-001, Version Label: V1, Specification Type: Product, Selling Start Date: 10/1/2017, 12:00 AM, Status: Active, Object Type: DSL Service Product Spec

DETAILS **PRICING** STRUCTURE ATTACHMENTS ATTRIBUTE RULES CONTEXT RULES FULFILLMENT

PRICES

Search Price List Entries Show Active Only [New Price](#)

ACTIVE	DISPLAY NAME	PRICE LIST	AMOUNT	AVAILABILITY ↓	RULES	ACTIONS
<input type="checkbox"/>	\$44.99	B2C Price List	44.99 USD Monthly	starting on 10/1/17	Drop Rules Here	Edit Delete
<input type="checkbox"/>	\$45	B2B Price List	45 USD Monthly	starting on 10/1/17	Drop Rules Here	Edit Delete

Showing all 2 entries




PROMOTIONS & OFFERS

Search Adjustment & Overrides Show Active Only

ACTIVE	PROMOTION / OFFER	DISPLAY NAME	PRICE LIST	AMOUNT	TYPE	AVAILABILITY ↓	RULES	ACTIONS
<input type="checkbox"/>	Home Internet Solution	\$35.99	B2C Price List	35.99 USD Monthly	Override	starting on 10/26/22	Drop Rules Here	Edit Delete

- b. Look at the **PRICES** section. There are two price list entries: one from the B2B Price List and one from the B2C Price List. By using two price lists, the same product has different prices for different types of customers.
 - c. Scroll down to the **PROMOTIONS & OFFERS** section. The **Home Internet Solution** offer has an override for the DSL Service, where the monthly price is set to \$35.99. You learned how to create overrides as part of product and bundle creation in the Shared Catalog course, but notice you can also edit the pricing overrides directly from the child product.
3. Take a closer look at the price entry for the B2C Price List.
 - a. Scroll back up to the **PRICES** section of the PRICING workspace and click the **edit** icon at the end of the B2C Price List entry.
 - b. Review the price details in the **EDIT PRICE** pane, which opens on the right of the workspace, displaying details of the price list entry. How would you change this charge from a monthly charge to a daily charge?

4. You've reviewed the price list entry, now let's take a look at the B2C Price List.
 - a. Using the **App Launcher**, locate the **Vlocity Pricing Designer** and open the link in a new tab. The Pricing Designer is used when you want to do more detailed work on pricing such as setting up time plans and policies, promotions, and discounts. You'll learn more about these in the **Promotions and Discounts** module of this course. For now, we're going to use it to see what is contained in the B2C Price List.
 - b. From the Vlocity Pricing Designer navigation menu, select **PriceList**, then change the **LIST VIEW** to **All**. You'll see that the training playground has three price lists: **B2B Price List**, **B2C Price List**, and **Web Channel Price List**.
 - c. Select the **B2C Price List** to review its contents. Notice that in the Pricing Designer you can see the versions allocated to price list entries, which you can't do when you allocate a price in the Product Designer. To learn more about versioning, refer to the detailed explanation in the [Salesforce Help](#).
 - d. Notice each price list entry has a **STATUS** indicator, which relates to its lifecycle status. Green circles indicate the price list entry is active, whereas red circles indicate the price list entry is inactive.
 - e. Select one of the entries from the price list. Notice the **EDIT CHARGE** pane contains the same information as you would enter for a new charge in the PRICING workspace of the Product Designer. Let's try deactivating the price list entry and checking the impact.
 - f. Click the **Active** slider to the right of the EDIT CHARGE so that it's off (gray). Scroll down to the bottom of the EDIT CHARGE pane and click **Done** to save your changes.
 - g. Uncheck the **Show Active Only** checkbox next to the search box. Notice your price list entry appears on the price list with a red circle in the status, indicating that it's inactive. This means the associated product will not be available to customers using this price list.

CHARGES	COSTS	PRICING ELEMENTS	CONTEXT RULES
<input type="checkbox"/> Show Active Only		<input type="text" value="Search"/>	
STATUS	NAME	PRODUCT	
	\$99.99	Installation	
	\$999 OT + \$49.98	Infiwave Phone 10 Intro Bundle	
	\$35.99	DSL Service	

- h. You'd better switch the price list entry back on again before you move onto the next exercise. Select the inactive price list entry and in the EDIT CHARGE pane, click the **Active** slider on. The slider will turn blue and show a checkmark.
- i. Scroll to the bottom of the pane and click **Done** to save your changes.
- j. Check your price list shows the price list entry as active before continuing to the next exercise.



Yay! All done!