



Rockton  
Pricing  
Management

The most flexible, powerful,  
multi-platform pricing  
solution you've ever used.

## What Rockton Pricing Management Does



**Automate** even the most complex and obscure pricing scenarios and calculations



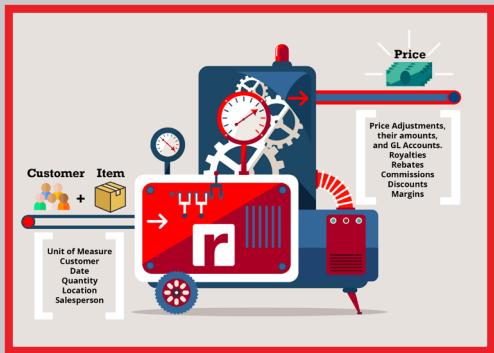
**Create**, organize, filter and search all your price lists in a way that makes sense



**Track** all your price adjustments – rebates, commissions, promotions, and more

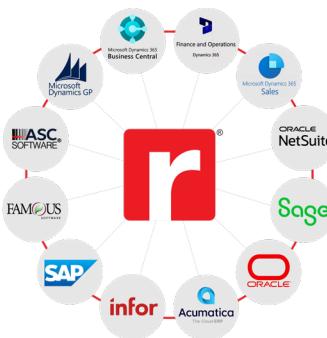


**Data Sync** connection pulls key data in faster and easier than ever, allowing real-time data visibility and accessibility.



## How Rockton Pricing Management Makes Your Work Simpler & Easier®

- » The Sales Team can always get the right pricing, for the right customer, at the right time.
- » Controllers can authorize multiple discounts and adjustments and track those adjustments back to the GL.
- » Accounting can ditch the spreadsheets and manual effort of managing multiple price lists.
- » IT Managers are off the hook because mass updates can be user managed.



Streamlined implementation process.  
All monthly subscriptions include UNLIMITED product support with Rockton Software.  
Implementation services are required for all Rockton Pricing Management subscriptions.

## COMPLEX CALCULATIONS

- » Set Price based on **catch weight** or convert to another unit of measure.
- » Set prices based on **various units of measure**.
- » Offer the first X items at a fixed price, and each additional at an **incremental price**.
- » Digitally keep **track** of fluctuating commodity prices.
- » **BOGO**: Buy one, get one discounted/free.

## REBATES & ROYALTIES

- » **Apply, manage**, and **collect** food or manufacturing rebates.
- » **Document** and collect accrued rebates from your vendors so you don't lose money.
- » **Accrue** rebates you pay to customers based on what and how much they purchase.
- » **Collect** royalties for published digital rights and intellectual property.
- » Accrue **royalties owed** to vendors for selling or using their products.

## PRICING

- » **Track** a single price for all items in a group, category, or class.
- » **Manage** and **layer** upon plateau levels of **pricing** such as landed cost, dealer, distributor.
- » Drive price by **unit of measure**.
- » Manage price lists by **date**.

## COMMISSIONS

- » **Calculate** commissions for multiple salespeople, by item, class, or any custom grouping.
- » **Track** travel **incentives** for your salespeople, based on margin.
- » Calculate **competitive** commissions to reward more assertive salespeople.

## PROMOTIONS & DISCOUNTS

- » Pick the lowest between **promotional** discount vs **ordinary** discount.
- » Calculate complex **multi-layered** discounts.
- » Run a **date-driven** promotion for specific items.
- » Apply **promotional** pricing based on a coupon or **promotional** code.
- » **BOGO**: Buy one, get one discounted/free.

## MARGINS & COST-PLUS

- » **Avoid** margin **loss** by enforcing a minimum sell price based on cost.
- » Sell prices to update **automatically** when costs change.
- » Calculate landed cost based on a **variable percentage** by item.
- » Use the **landed cost** or other plateau price to drive the rest of your pricing.

*"As a company that manufactures new products daily and has unique contracts with different retailers, **Rockton Pricing Management** has been essential. Instead of managing custom pricing across thousands of products and hundreds of customers, we set it up once and forget it. When business needs change, RPM's flexible nature allows us to adapt to any scenario and continue saving our team massive amounts of time and headache."*

Sami D'Amico  
Head of Tech | Mammoth Distribution