

Customer is an American worldwide manufacturing services company.

Challenge

- JABIL had a highly complex price management process for the core components across various divisions. Due to complexities of the manual processes, there was limited view on the price trends and market outlook. The prices are managed in Microsoft Excel leading to issues related to data integrity, visibility and longer cycles.

Cherrywork® Intelligent Price Management

Solution

- ✓ An integrated price management application on SAP Cloud Platform designed to manage the company's global and divisional commodity prices with detailed price trend and analytics and provide end-to-end visibility of the pricing process.

Outcome

- Large number of commodity and customer managers working around the globe now rely on the integrated global solution to manage commodity prices. Personnel gained E2E visibility into price management operations through a single portal to manage commodity prices effectively with best-of-breed user interface.



Business Impact

100%

Expected manual processes eliminated

100%

Price trend visibility

3X

Potential Productivity Improvement

Cherrywork® Intelligent Price Management

PRICE SETTING

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3COM TELECOM

Customer Manager: Poli Reddy
Quote Cycle: Annually
Last Updated On

3M_MEDICAL DEVICE

Customer Manager: Shruthi Srinivas
Quote Cycle: Quarterly
Last Updated On

3M_PHARMACEUTICAL

Customer Manager: Artur Zmorzynski
Quote Cycle: Quarterly
Last Updated On

A TLC

jk In Progress
Customer Manager: Artur Zmorzynski
Quote Cycle: Quarterly
Last Updated On: 03/30/2020

AAVA

ASDFGHJKL
Customer Manager: Poli Reddy
Quote Cycle: Quarterly
Last Updated On

ABAXIS

Customer Manager: Poli Reddy
Quote Cycle: Quarterly
Last Updated On

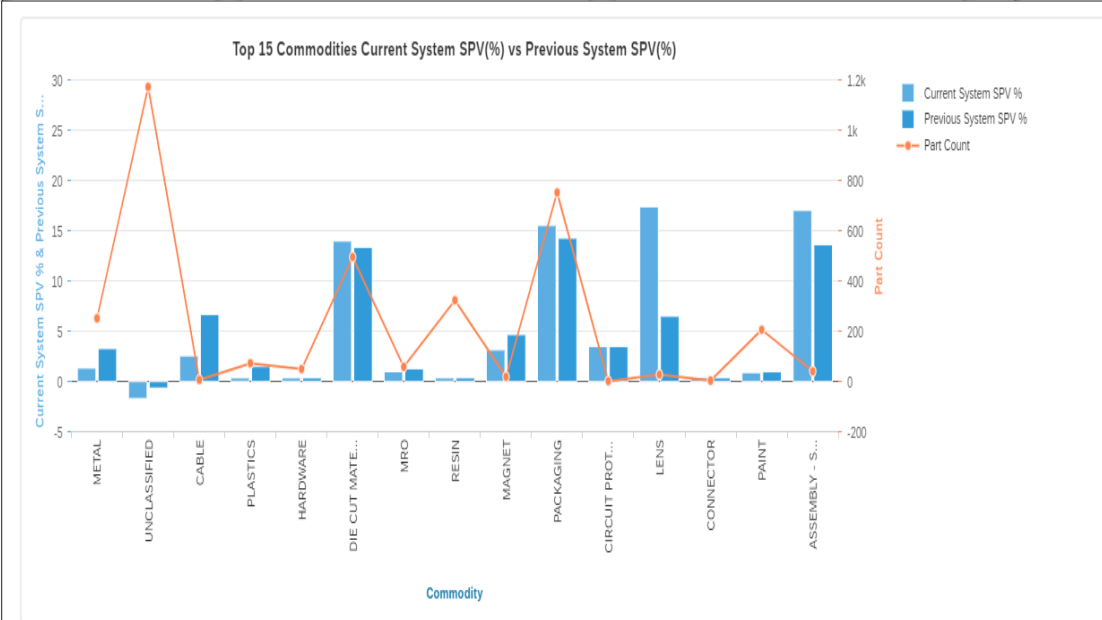
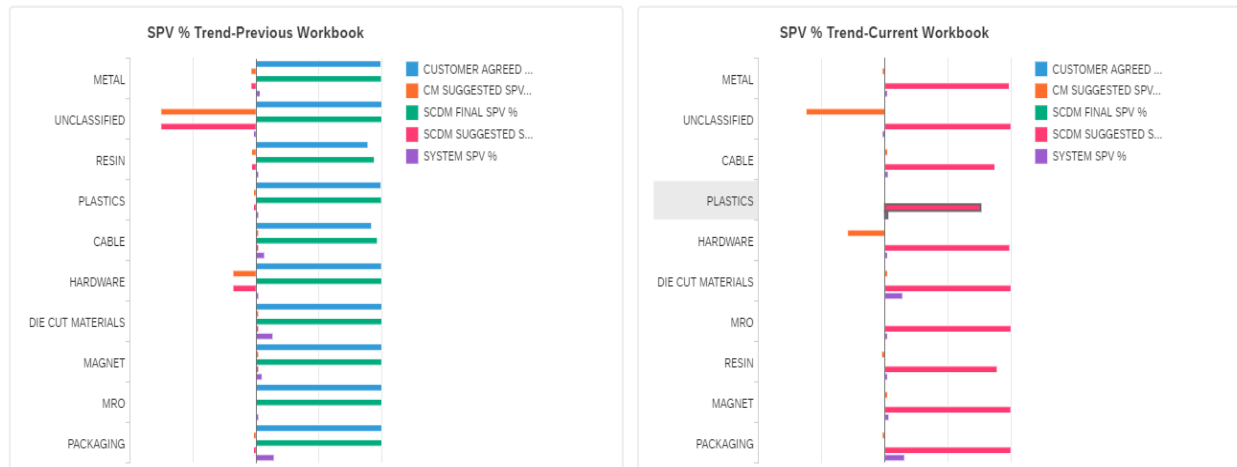
PRICE SETTING WORKBOOK

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Summary JPN Price list

■ Current Workbook ■ Previous Workbook

Total JPN's	Positive Margin JPN's	Flat/Negative Margin JPN's	Projected Spend(\$)	System SPV(%)	CM Suggested SPV(%)	SCDM Proposed SPV(%)	Final SPV(%)	Customer Agreed SPV(%)
3,520	0	0	29,236,723.21	0.74	-17.27	99.81		
3,520	3,338	127	47,709,213.15	2.19	-23.29	-23.3	99.99	99.9



About Incture

We are a digital systems company and a community of passionate, purpose-led individuals seeking to enhance people's lives with technology. We deliver digital solutions including Cherrywork® digital applications and intelligent platforms and technologies with speed and at scale to address our customers' complex business challenges. We are one of the largest providers of Digital Applications and Technology Solutions on SAP Cloud Platform and SAP On-Premise Platform.

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