

PRICENET DEALER PRICING



Fuel pricing solution for Suppliers of dealer sites - imagine a tool that automates your pricing process, enabling you to enhance dealer loyalty and performance while maximizing your volume / margin goals. You'll get the power of PriceNet process automation and exception-driven pricing

THE SOLUTION – EFFICIENT DEALER PRICING & CONTRACT MANAGEMENT

PriceNet Dealer Pricing is a comprehensive software application designed to support the supplier in all aspects of setting the dealer costs (dealer tank wagon price), streamlining and automating contract management. PriceNet Dealer Pricing manages and recommends dealer tank wagon prices (street back or cost-plus) for all gasoline and diesel grades.

PriceNet Dealer Pricing helps to maximize return on assets by managing dealer tank wagon prices across all channels of trade using one or more of the following:

- **Speed of Response** - calculate new dealer prices within seconds of the relevant data needed to make the day's pricing decision. This could allow for more frequent pricing
- **Automatic Price Distribution** - distribute prices to your customers or dealer by fax, email, SMS or even post prices to a secure intranet site as well as your internal billing system
- **Contract and Rules-based Pricing** - maintain competitive price position, consistently and in line with contractual agreements
- **Data Management** - competition, reporting, performance monitoring

All this takes place within the constraints of your existing pricing strategy and is highly supportive of the pricing process. High levels of data and process automation enable you to manage your dealer network by exception – only focusing attention on the sites that need it.

Whether you operate in a stable or highly volatile market, PriceNet Dealer Pricing can help drive efficiencies and facilitate best practice across your organization, bringing consistency and a rapid response to competition. A web-based architecture also means you can share critical information in real-time between field and head office and keep key personnel informed of progress towards goals.

BENEFITS

- Automatically imports into PriceNet to generate prices for dealer distribution - all within your existing contract pricing policy
- Contract and rules-based price generation – street back (based on retail surveys), cost-plus, volume-based, etc.
- Dealer contract management – start/end dates, key pricing parameters, rebate management, ability to apply more sophisticated contract terms
- Continuously monitor margins, volumes and other key performance indicators
- Provides exception alerts – contract renewal/expiration, rebate thresholds, margin, volume, etc.
- Automated price distribution to dealers
- Full suite of reports and pricing analytics
- Fully integrated with the PriceNet head office pricing system

RAPID IMPLEMENTATION

To ensure the benefits can be realized across your entire business, KSS Fuels is leading the way in delivering a scalable, on-site solution that fits easily with your existing infrastructure, while also having the flexibility of being hosted through an ASP. At the heart is an intuitive, web-based user interface designed around the pricing workflow. Interfacing to legacy or third-party systems, including enterprise suites, is managed using standard components already a part of the PriceNet solution.

BUSINESS IMPACT

PriceNet Dealer Pricing will help you manage your dealer network while PriceNet allows you to manage your company-owned sites. It's one solution with two applications, allowing you to understand price differentials across your dealer network and your company owned sites. Achieve the volume you need at maximum margin while keeping dealer locations competitive.

PriceNet is designed to integrate seamlessly with your existing systems. It requires no additional resources or extensive training.

ABOUT KSS

KSS Fuels is the leading global provider of pricing software, analytics and consulting services to fuel retailers and wholesalers in the oil & gas, convenience store, grocery and retail industries. Providing "Knowledge beyond the numbers," KSS Fuels helps fuel marketers and distributors implement effective pricing solutions and increase profitability through the use of knowledge and numbers. The company's US headquarters are located in Florham Park, New Jersey, and its international headquarters are based in Manchester, United Kingdom. For more information about KSS Fuels, please visit www.kssfuels.com.

CONTACT DETAILS

N AMERICA (973) 549 1850 ▪ ROW +44 161 609 4013

WWW.KSSFUELS.COM

KSSFuels
Knowledge beyond the numbers