



# Energy Media Group

[www.energymx.com](http://www.energymx.com)

## Pricing Sales Management System

The EMG Sales and Marketing Management System is specifically designed to support field sales and marketing professionals. Our solution is a data driven application, designed in .NET technology with embedded report generating capabilities. Our solution requires minimum training with ROI in less than a year.



## OVERVIEW

The Energy Media Group Sales and Marketing Database System (SMDS) is a qualified solution for a pricing database that recognizes individual product families, and SKU. The SMDS system is a simple to use, complete turnkey approach that is real-time responsive, and is programmed over a database-driven architecture, with fields and records modifiable by the client. Database security is addressed by use of individual client user names and password, residing on the company's server, and with permissions limited to the users needs.

The SMDS would permit the client to make changes in an easy-access, easy to maintain program, with the database programmed on existing client architecture and IT/MIS support. The database can be accessible by the users remotely via a username and password, to view, export or print records based on permission level. Our solution would make it easy to have sales personnel access real-time data for exact and immediate information.

Our flexible and robust database system permits administrators to perform daily administration tasks with incredible ease, control user access, group products, line items, update prices, apply specific prices to accounts through pricelists, and generate reports. Our solution maintains comprehensive product information associated to products including: Product Package Info, Contents, Picture, UPC, Unit of Measure, Product Family and Category.

SMDS is a phase implemented, web based enterprise level solution for clients who require sales force, internal marketing, sales team or customer access to rich real-time product information.

## Pricing and Packaging Information Access

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<b>• Product Management</b>	Complete product information system supporting product hierarchies, product categories, brands and product line items. Product details including, shelf life and administration is supported in this module. Product images and bar codes are readily available in pricing and packaging modules.
<b>• Price Management</b>	Robust way of defining prices for particular channels, accounts and territories. The system is flexible to support price administration for particular campaign and promotions. Price lists can be associated to users and clients for access privileges. Through this approach, intelligent decisions could be made about customers.
<b>• Product Packaging</b>	Get complete detail of the product packaging including product case data, inner pack data and packaging information specific to consumer units. The module also provides bar code information and supports packaging variations for channels and territories. The product packaging module is tightly integrated with the pricing module to show comprehensive price and packaging information in a single view. Supports packaging variations through variation code administration.
<b>• Channels &amp; Accounts</b>	To support enterprise level operation, the solution provides channels and territories associations with the accounts.
<b>• Reports</b>	The solution comes with pre-built intelligent reports including operational and business reports.
<b>• Print</b>	The price lists can be printed in PDF formats and data can be exported into Excel format.

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## **Pricing and Packaging Information Access**

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### **Packaging**

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- Packaging information is tightly integrated with the product pricing in a single global view
- The system supports packaging combinations of a single product through variation codes
- Price List supports dynamic combinations of packaging in a single instance

### **Pricing**

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- Data Driven Close Loop of price update automation for particular channels and accounts
- Flexibility of managing independent prices for particular customers and programs
- Price comparison functionality to compare price changes over time and price comparison between channels and accounts
- Price access visibility through association and privileges

### **Reporting**

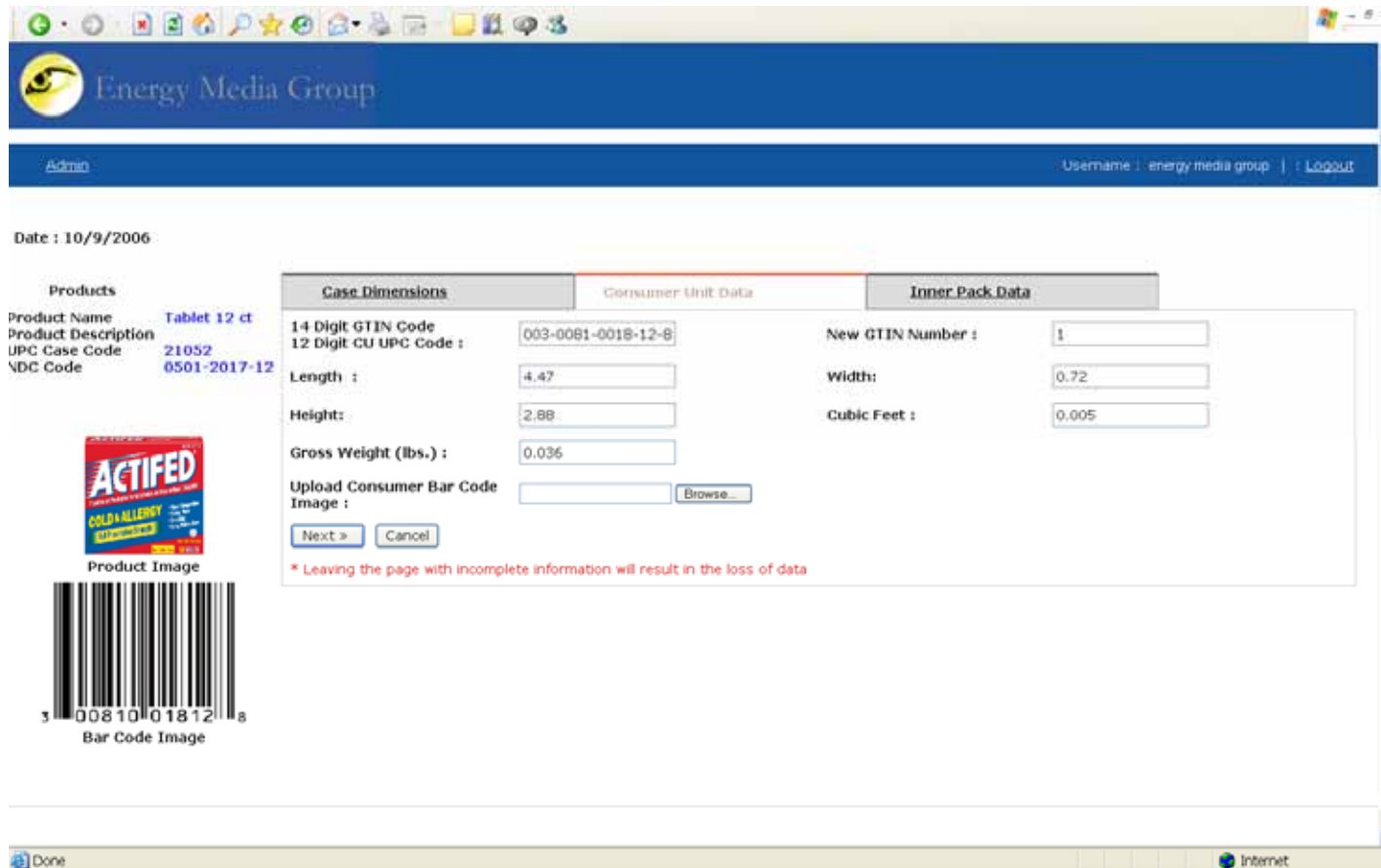
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- State of the art built in reporting mechanism that generates reports automatically on the creation of a pricelist

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### Sample Packaging Module



The screenshot shows a web browser window displaying the Energy Media Group Sample Packaging Module. The interface includes a header with the company logo and name, a navigation bar with 'Admin' and 'Logout' links, and a main content area. The main content area is divided into three sections: 'Products', 'Case Dimensions', and 'Inner Pack Data'. The 'Products' section displays the product name 'Tablet 12 ct', description 'Tablet 12 ct', UPC Case Code '21052', and VDC Code '0501-2017-12'. Below this is a product image of an ACTIFED box and a barcode with the code '3 00810 01812 8'. The 'Case Dimensions' section contains input fields for 14 Digit GTIN Code (003-0081-0018-12-8), Length (4.47), Height (2.88), and Gross Weight (0.036). The 'Inner Pack Data' section contains input fields for New GTIN Number (1), Width (0.72), and Cubic Feet (0.005). There is also a field for Upload Consumer Bar Code with a 'Browse...' button. A warning message at the bottom states: '\* Leaving the page with incomplete information will result in the loss of data'.

Date : 10/9/2006

Admin Username : energy media group | Logout

Products

Product Name: Tablet 12 ct  
Product Description: Tablet 12 ct  
UPC Case Code: 21052  
VDC Code: 0501-2017-12

Product Image

Bar Code Image

Case Dimensions	Consumer Unit Data	Inner Pack Data
14 Digit GTIN Code	003-0081-0018-12-8	New GTIN Number : 1
12 Digit CU UPC Code :		
Length :	4.47	Width: 0.72
Height:	2.88	Cubic Feet : 0.005
Gross Weight (lbs.) :	0.036	
Upload Consumer Bar Code Image :	<input type="text"/> Browse...	

Next > Cancel

\* Leaving the page with incomplete information will result in the loss of data



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### Sample Pricing Module

**PRICELIST >>**

Name: Master Price List - August 6      StartDate: 8/6/2006      Price Schedule: Standard

Channel: New Business and Drug Wholesale      End Date: 9/30/2006      Account: D&K

**PRODUCT LIST** PRODUCTS = 477

BRAND NAME										
B) ACTIFED										
E) ACTIFED COLD & ALLERGY										
VariationCode	UPC Case Code	Edit	Description	Base Bracket CasePrice	Base Bracket UnitPrice	Base Bracket I CasePrice	Base Bracket I UnitPrice	Base Bracket II CasePrice	Base Bracket II UnitPrice	DissAssociate
0	21082	<a href="#">Caplet 20 ct</a>		255.60	3.55	250.56	3.48	249.12	3.46	
0	21053	<a href="#">Tablet 12 ct - New Formula</a>		173.52	2.41	169.92	2.36	168.48	2.34	
0	21060	<a href="#">Tablet 24 ct - New Formula</a>		310.32	4.31	303.84	4.22	302.40	4.20	
E) BENADRYL										



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### Integrated View of Packaging and Pricing Info

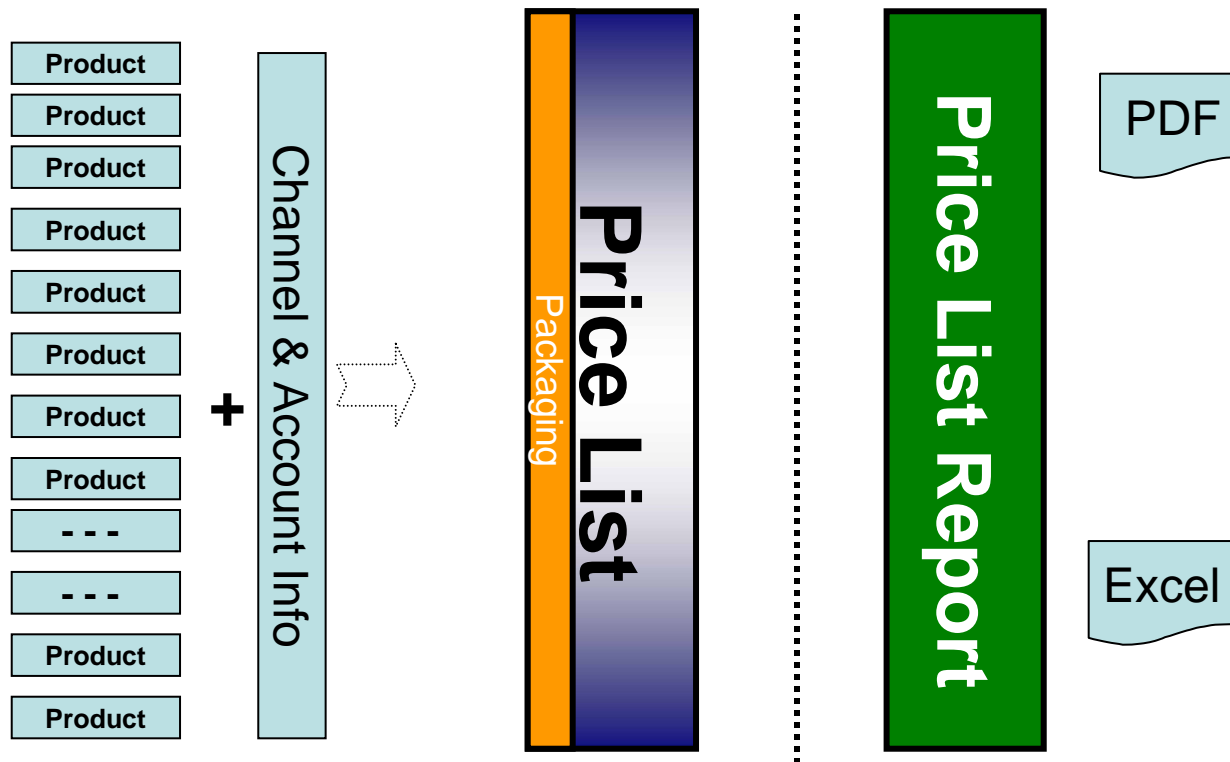
The screenshot shows a web application interface for Energy Media Group. At the top, there is a navigation bar with the company logo and name. Below this, a user menu shows 'Admin' and 'Logout'. The main content area displays the date '10/9/2006' and a breadcrumb trail 'PRICELIST >> MASTER PRICE LIST - AUGUST 6'. The primary data section contains fields for 'Name: Master Price List - August 6', 'Start Date: 8/6/2006', 'Price Schedule: Standard', 'Channel: New Business and Drug Wholesale', 'End Date: 9/30/2006', and 'Account: D&K'. A central table is divided into four columns: 'Main', 'Case Dimensions', 'Consumer Unit Data', and 'Inner Pack Data'. The 'Main' column lists 'Base Bracket Case Price', 'Bracket I (500-19,999 lbs.) : Case Price', and 'Bracket II 20,000 lbs. & Over : Case Price'. The 'Case Dimensions' column contains input fields with values 173.52, 169.92, and 168.48. The 'Consumer Unit Data' column lists 'Base Bracket Unit Price', 'Bracket I (500-19,999 lbs.) : Unit Price', and 'Bracket II 20,000 lbs. & Over : Unit Price'. The 'Inner Pack Data' column contains input fields with values 2.41, 2.36, and 2.34. There are also fields for 'Reason for change' and 'Description'. A 'Save' button is present. Below the table, a red warning message states: '\* Leaving the page with incomplete information will result in the loss of data \* Please do the Association with Druitem on the Consumer Unit tab. Thank You.' On the left side, there is a 'Products' section with a 'Product Image' of an 'ACTIFED GOLD+ALLEY' box and a barcode with the number '5 00810401812 8'. The bottom of the page shows a 'Done' button and an 'Internet' icon.

Main	Case Dimensions	Consumer Unit Data	Inner Pack Data
Base Bracket Case Price :	<input type="text" value="173.52"/>	Base Bracket Unit Price :	<input type="text" value="2.41"/>
Bracket I (500-19,999 lbs.) : Case Price :	<input type="text" value="169.92"/>	Bracket I (500-19,999 lbs.) : Unit Price :	<input type="text" value="2.36"/>
Bracket II 20,000 lbs. & Over : Case Price :	<input type="text" value="168.48"/>	Bracket II 20,000 lbs. & Over : Unit Price :	<input type="text" value="2.34"/>
Reason for change :	<input type="text"/>	Description :	<input type="text"/>

**Pricing and Packaging Information Access**  
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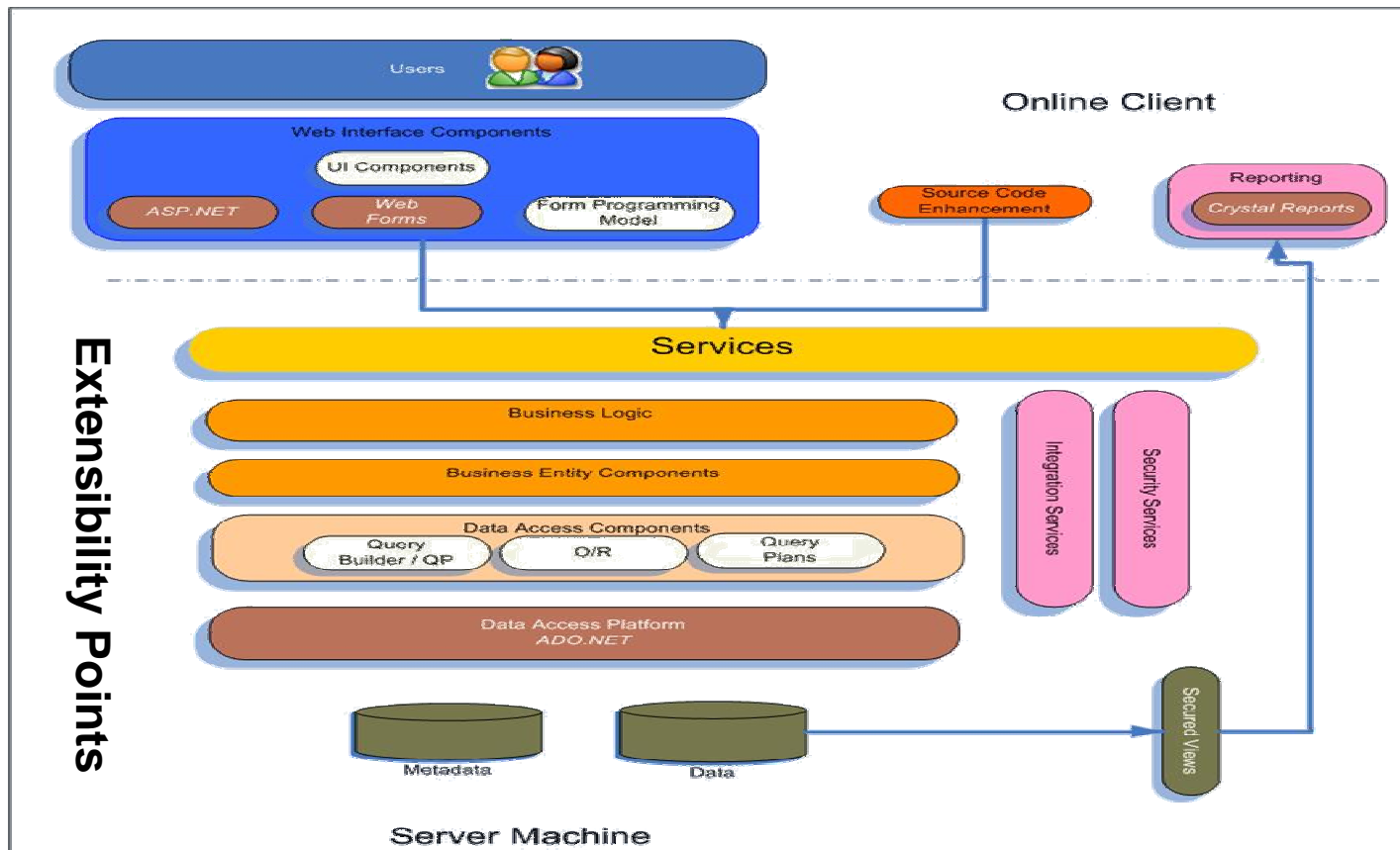
**Price List Mechanism**

Select Products > + Channel & Account info >> Builds a Price List - >> Generates a Report with PDF



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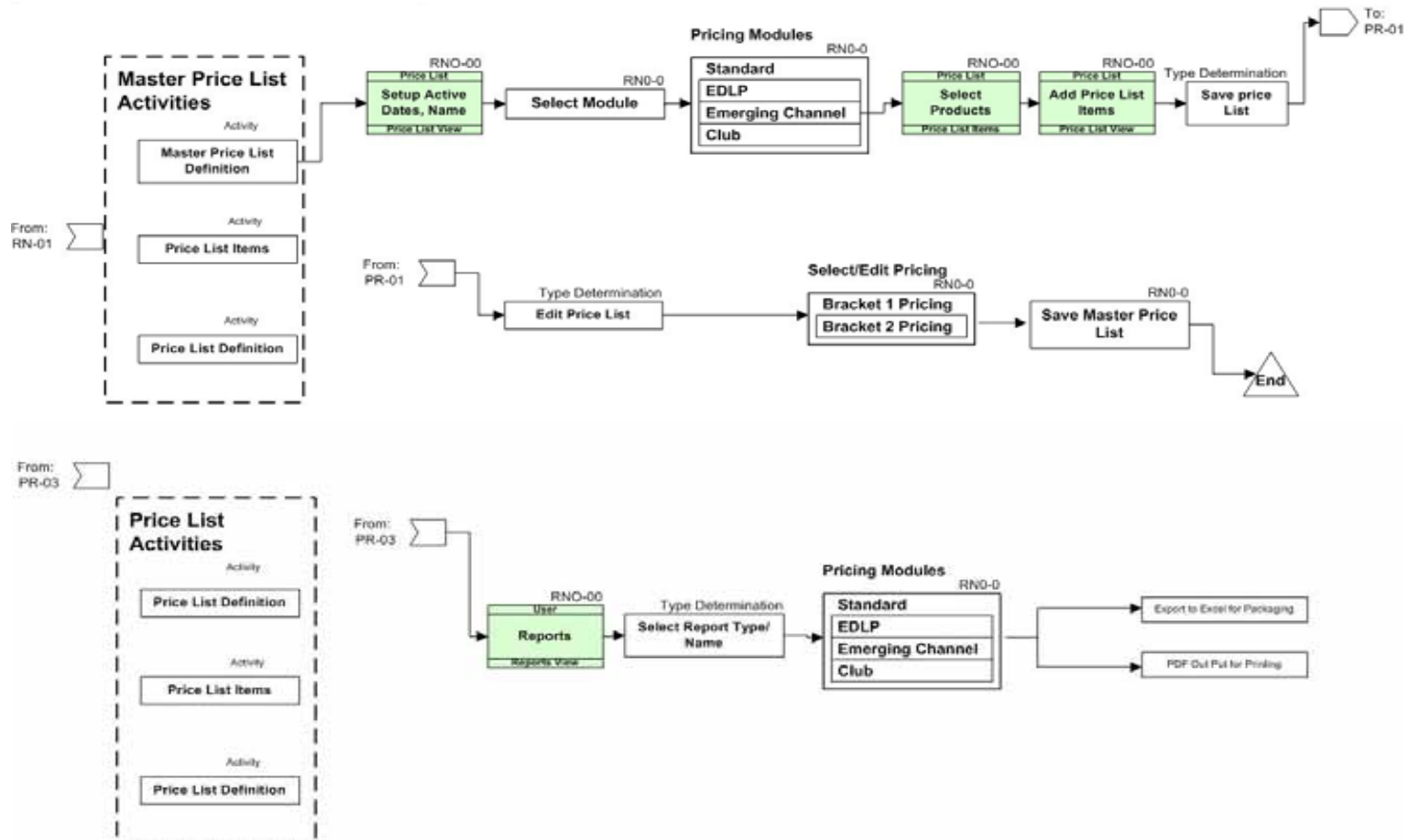
Outline View



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### Module View



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### Product and Packaging Setup

