



Leading Edge Solutions for ASUG's Business Challenges

About TotalTek

TotalTek is committed to community, people and to delivering top talent that drive extraordinary business results.

Organizations of all types and sizes are in search of new ways to apply talent and technology in order to succeed in today's rapidly changing business environment – and we are here to help.

Our industry-leading IT and engineering solutions are unmatched in their blend of quality and client-customizable talent delivery methods.

Our specialty practice areas include automation, SAP services and support, project management, and more.

Locations

Our work, specialization, and list of clients span across the entire globe.

TotalTek's headquarters are located at:

**221 W. College Ave 2nd Floor
Appleton, WI 54911**

Additional offices include:

- Milwaukee, WI
- New Bedford, MA
- Chicago, IL
- Poland
- India
- Argentina



ASUG Team



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SAP Practice Lead

SAP Services & Solutions

Scott Budke – SAP Practice Lead

What SAP Pricing challenges are you facing?

- What percent of time is spent maintaining pricing?
- Do you have complex pricing models?
- Is it difficult to get a picture of what prices you are charging for the same material?
- Are you changing prices more frequently because of current business environment?
- Have you developed reports to view prices across multiple key combinations?
- Do you use scale pricing?
- Do you need to report against a from and to date or just a single date?



Waupaca's business challenge:

- Betsy to insert text here
- *“They are looking at approximately 10 minutes to make a price change. Based on the new pricing configuration that was just set up, they have to make 6 pricing updates for iron grey, 6 for iron ductile and 5 for energy. The new tool will allow them to do this on **one screen in a matter of minutes.**”*



How does TotalPricing Solve the problem?

- Our proprietary TotalPricing utility makes extracting and reporting prices across multiple condition tables/key combinations easier.
- If you have a pricing condition (like list price) that has multiple key combinations, you'd have to do multiple extracts to see the full pricing report.
- For example, if you have the following key combinations configured...
 - Customer and Material key combination
 - Hierarchy Customer and Material key combination
 - Material key combination
- ...you would have to look up pricing information from 3 different tables and merge it together to get a full report.

Innovation

- ✓ TotalTek's SAP Pricing Utility slashes the time needed for pricing reporting.
- ✓ SAP users that rely on multiple pricing tables to update and reflect changing pricing conditions or to create pricing reports can spend scores of man-hours just running price updates.
- ✓ TotalTek's SAP Pricing Utility streamlines reporting prices across multiple condition tables/key combinations.
- ✓ In practice our utility has reduced the time needed to update pricing reports by as much as 70%.

TotalPricing

Business Advantages



- Standardized process for extracting pricing that does not require changes when configuration is changed
- Ability to see all prices across all customers that are being charged for a single material
- Allow for research and application of mass price changes

Overview



- Additional items from Features section???
- https://totaltekna.sharepoint.com/:w:/s/Solutions/ESGsUxcyEf5KqEQD2IKdz9IB8_Vg9tYnC-OU3Y2y_ZJ6aA?e=ms8CCf
- Developed to be able to report multiple pricing conditions and key sequences in a single report.
 - Dynamic report only show the fields that are part of the key combination.
 - Read SAP configuration to determine fields to show.
 - No changes if you add a new pricing table we will just find and report against it.
 - Report can be customized for headings, search help.

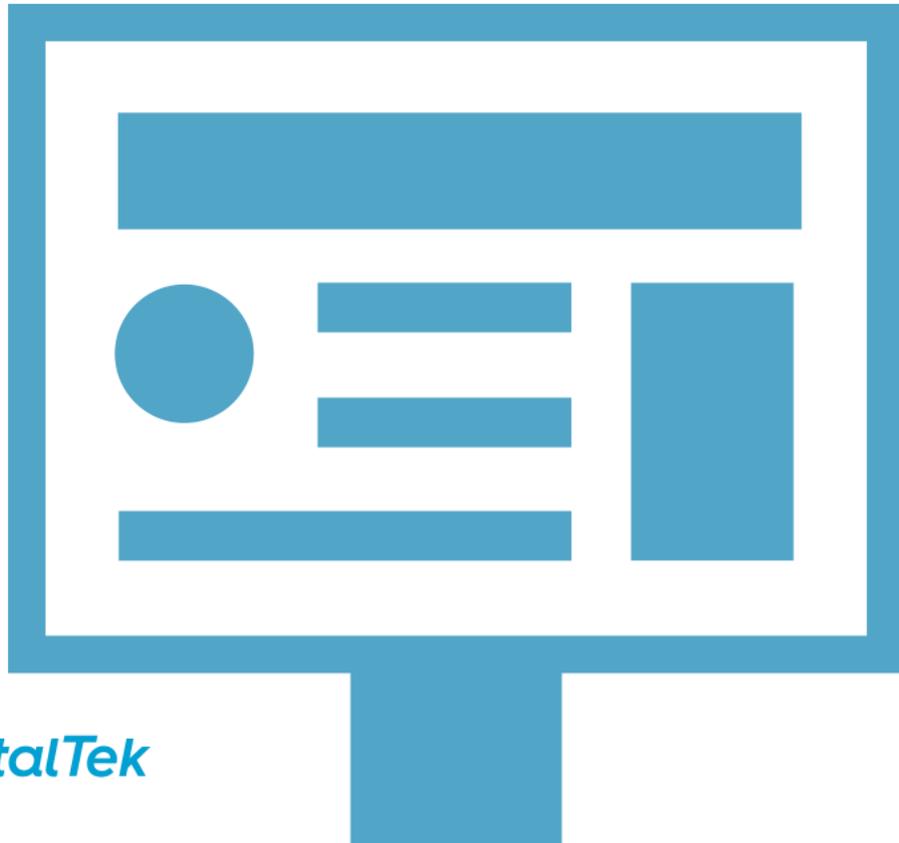
Demo of

@totalPricing

Discussions/Feedback

@totalPricing

SAP Practice Capabilities



SAP Silver Partner

Clients benefit from early access to the latest SAP innovations, best practices, and assurance that TotalTek meets the rigorous requirements demanded of SAP-certified partners

Consulting Services

Clients receive high-quality, customized SAP consulting services without egregious fees and project scope creep which is commonplace when working with big, premium-priced SAP consultants and integrators. We can offer pricing options that utilize near-shore and off-shore resources, fixed priced or time-and-materials, and specialized talent on an as-needed basis.

Integration Services

Enhance productivity through integration, whether that is establishing communication protocols between different systems or integrating an organization's SAP deployment with IoT devices and associated software

TotalTek offers affordable ways for clients to reduce complexity, enhance useability, and more quickly obtain a positive ROI from their large investment in SAP software and services.