

Note

Hallo Wilfried, hallo Wolfgang, ich dachte das interessiert euch.
Es gibt in USA z.Zt Fragen, wie weit unsere Sales Organisation aktiv
Trilogy propagiert (was nun wohl nicht mehr sein sollte...)

Gruss
Bernhard

----- End of note -----

Mayur:

(I updated this a bit late Friday.)

Trilogy released SC Pricer at ASUG in April '97. They created a lot
of buzz at the show and leveraged this via press releases

While I did attend the show, I was unable to view the presentations due
to the large crowds at their booth. Trilogy attributes the enthusiastic
crowds to their product announcement. The fact that they raffled off
BMW's, Exotic Vacations and other prizes to attendees that sat through
their demos might have contributed to the excitement.

Trilogy
Pricing App for SAP wows at ASUG

Trilogy's >
Pricing App For SAP Wows ASUG Conference

SC Pricer was developed by Deloitte-Touche, Trilogy, and Norand and
from what I can tell, they followed SAP's condition techniques fairly
closely. It also offers remote pricing from a laptop which SAP won't
offer until Q2 '98. (currently under development in Walldorf, NO
announcement @ Sapphire).

Note Trilogy's announcement: "Trilogy's SC Pricer will link with
Norand's newly implemented back-office system, SAP's R/3 enterprise
resource planning (ERP) solution,"

Norand
Chooses Trilogy's SC Pricer

VERSATA EXHIBIT

PX 70

C.A. No.2:07-CV-00153-CE

VERSATA EXHIBIT 2081

SAP v. VERSATA

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SC Surgical. (Sales Cycle) Already selected Trilogy. D'Ne pushing solution of calling SC Pricer from Sales Order Entry via user exits because of perceived Performance problems

Baxter Healthcare: (Implementation) Elected to go with Trilogy for pricing during implementation. Spoke with Richard Lynch who stated that decision was based on Trilogy's ability to manage complex buying groups.

Norand: (Live) Had existing relationship with Trilogy. Chose SC Pricer for remote pricing capabilities.

Overall, most product engineers and consultants in the I spoke with in the NE haven't encountered Trilogy at all. The major issue clients have with R/3's pricing functionality is Performance. Other issues that surface include Maintenance and perhaps ability to price Commissions and Promotions, (and of course R/3's current inability to run standalone).

However, most customers are very pleased with R/3's pricing capabilities, and we have many high-volume clients running complex pricing w/o issue, (Boston Scientific, Osram-Sylvania. ...)

Here's some more detail on some potential trouble-spots:

Performance:

Some customers with complex pricing rules and large order volumes encounter significant performance issues. (Stream, Bristol-Myers Squibb, Medline). Unfortunately even after significant database and application tuning some problems remain. Usually the customer is told to reduce their pricing procedure's complexity to improve performance.

I don't believe there are any significant pricing performance gains coming in 4.0, though I'm still awaiting some replies from PRP.

Maintenance:

Pricing Promotions:

Apparently one pricing scenario that R/3 doesn't handle well is promotions:

- A. Buy 2 Prod-X ---> Get 1 Prod-Z Free
- B. Buy 3 Prod-X & 2 Prod-Y ---> Get 1 Prod-Z free
- C. Buy 2 Prod-X ---> 10% off Prod-Z
- D. Buy 3 Prod-X, 2 Prod-Y ---> 10% off Prod-Z

Standalone Pricing

As I mentioned, Trilogy announced with much fanfare their SC Pricer at ASUG. It was developed with Norand to enable Norand's sales force to Configure and Price both Orders & Quotes from the field.

At Norand ALL pricing and other data originates from and is maintained in R/3. SC Pricer gets periodic data transfers via the "Bridge". Therefore it is unlikely that Trilogy has added much pricing functionality over and above SAP's.

(It's important to note that with Sales Builder, SC Config and SC Pricer, Norand's sales force never logs on to R/3.)

SAP is developing a Standalone Pricing Engine, (SPE), to complement the Standalone Configurator Engine, (SCE). The development is ongoing in Walldorf and has made progress. Again we will not be announcing the SPE at Sapphire, though if you watch closely, you may see it within some SCE demos.

The SPE is expected to be released in conjunction with the SCE. (General availability Q1/Q2 '98). I do not know anything about planned functionality. But due to interfacing and compatibility issues, I would imagine it will be equivalent to, or a subset of, existing R/3 pricing functionality.

Let me know what else you need in this regard. We can follow up with a more detailed analysis after Sapphire if required. However I get the impression that CPG would be a lot closer to the situation as their clients seem to have the most complicated, (convoluted), pricing.

Richard