

PRODUCT PRICE PLANNING FEATURE

One of your most vital sales tools

Three Tier Pricing Structure

Routeique is more than just a map, or a database, it's a vital sales tool. Your sales force can now have instant access to what products you have available and how many are in stock, resulting in the ability to create a price plan that is customizable to the needs of clients. Having all that information at your fingertips can make all the difference between "We'll think about it" and closing a sale. Reviewing your products and customizing price plans has never been easier.

We understand that you have different types of customers and that some of your customers are better negotiators than others so we want to make sure that you can continue to offer the best customer service and accommodate the unique differences from one customer to another.

We developed a pricing strategy with three tiers...

Tier 1

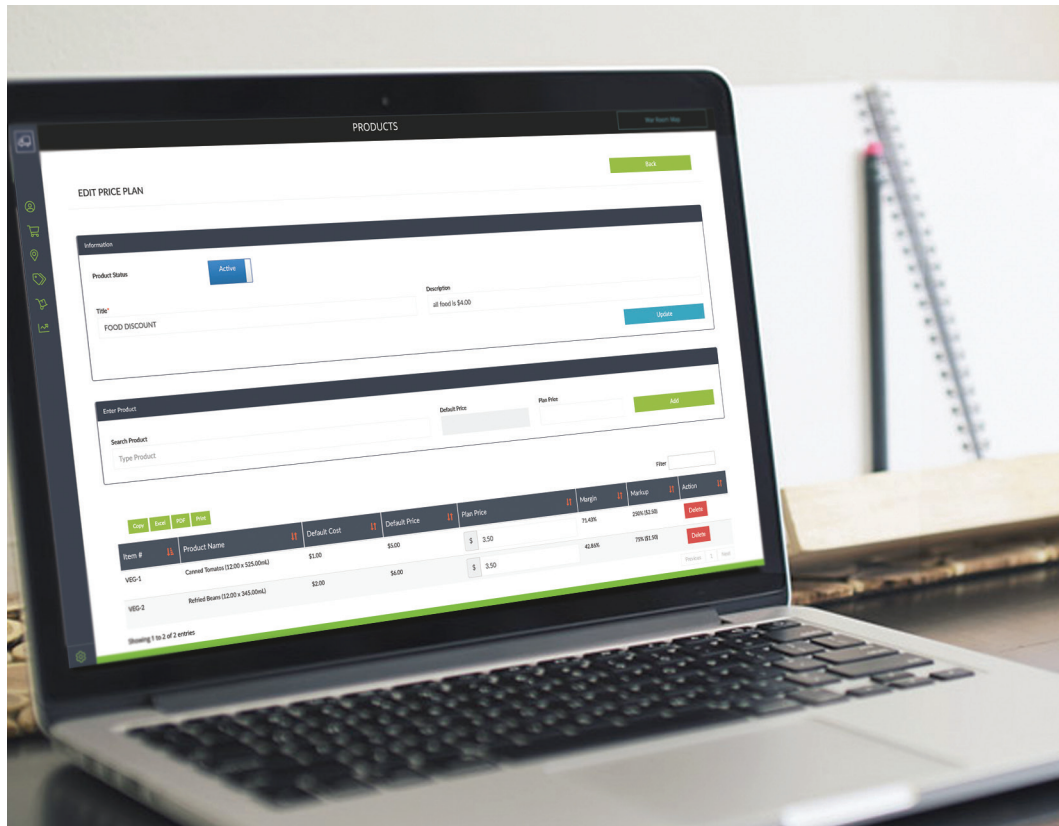
Your base price - the main master list of all your 'Products' and their default prices. Typically this is the most expensive tier because the prices would not include any special pricing or discounts.

Tier 2

Your discounted price - your 'product pricing by product' this feature is going to be beneficial when you are offering product specific sales or discounts. Always Trumps Tier 1. Known as 'Price plan' in the Routeique platform.

Tier 3

Customer specific pricing or "product pricing by customer" - this will allow you to set unique prices specific to a customer or type of customer. If we use the example for 10% cream, this can be a different number for every single customer and always trumps Tier 2.



routeique
Cloud-based Logistics & Delivery Management

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