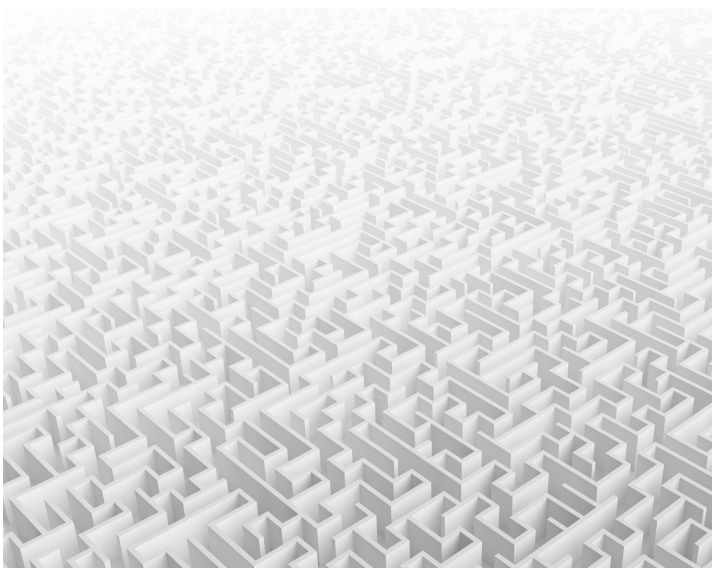
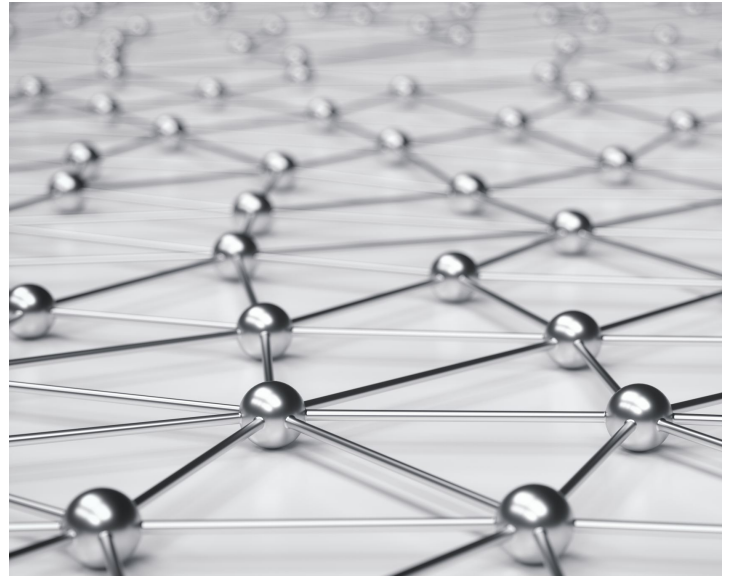


Stamford Pricing System



Efficient B2B pricing and agreement management

Ensure your customers always have the right prices in their agreements, giving you the desired profit. Simulate changes based on historic sales.

Get early warning on price changes in your supplier chain and quickly define what action to take in your customer agreements with decision support based on historic sales.

Efficiently update all affected agreements when change is needed.

STAMFORD
ADDNODE GROUP

Product description

General

Stamford Pricing System (SPS) is an expert tool for creating and managing customer agreements in a complex B2B world. It enables you to efficiently define agreements that include the right products and prices.

SPS will assist you in keeping your customer agreements up to date as their or your business changes while ensuring your desired profit margin is maintained.

SPS is an add on tool to your existing ERP and will display and let you edit your information in an intuitive user interface before sending back any changes you have made to your ERP.

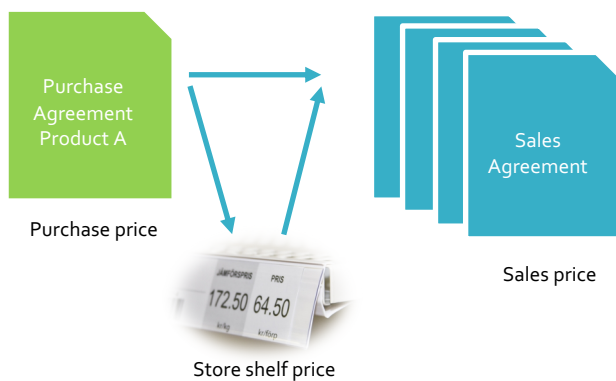
Agreement management

SPS lets you create and edit customer agreements based on a standardized or customized pricelist in combination with complex discounts structures. Any new, edited or deleted agreements will be updated in your ERP automatically.

Agreements can on product level be defined based on

- surcharge on purchase price
- discount on store shelf price
- desired contribution margin
- desired contribution margin ratio

Base agreements can be created for a group of customers that can be further adapted in dedicated customer agreements.

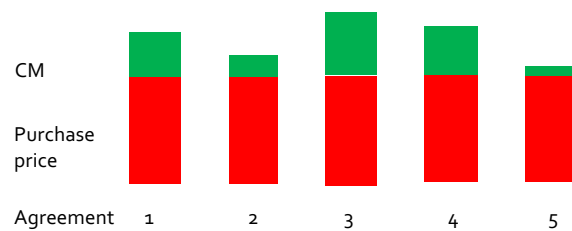


Alerts and notifications

SPS will alert you on upcoming changes on purchase prices giving you the chance to react before potentially reducing your profit margin. The person responsible for the agreements will be notified and can see the number of pending changes that need to be addressed.

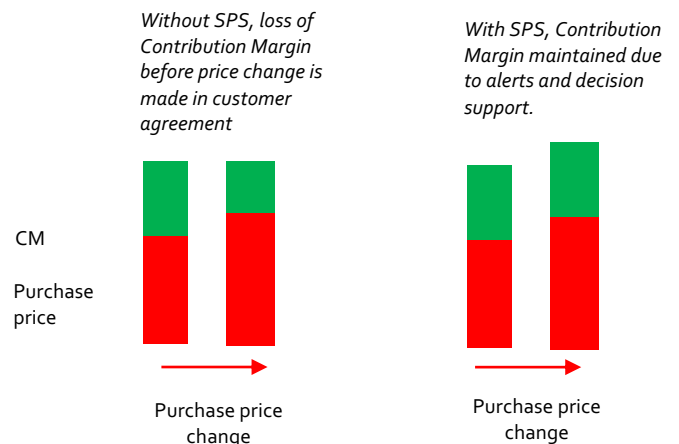
Simulation and decision support

SPS will give you decision support in selecting the right agreement for each customer by simulating the financial effect per agreement based on historic sales data for the customer.



Contribution Margin analysis for different customer agreements

SPS will also support you in your business decision when a purchase price changes. SPS will simulate the effect on your business of any or no price change based on historic sales.



Kostpris			Avtalspris		TB kr		TG %	
Gammalt	Nytt	Kost frändatum	Gammalt	Nytt	Gammalt	Nytt	Gammalt	Nytt
162,00	167,18	2021-07-16	221,24	228,33	59,2	61,15	26,78	26,8
Justera TB kr ± 0		kr	Justera TG % ± 0		%	Justera pris ± 0		

Role based access

SPS allows you to define different roles and access levels defining who in your organization can make certain changes or only view certain data.

Customization

SPS has language support allowing you to use the tool in local language throughout your global organization.

Technology and integration

Technology

SPS is provided as a Software as a Service and runs on any device with an internet connected web browser. Data is transferred and stored securely within the EU fulfilling the GDPR requirements.

Integration

SPS integrates with your ERP via simple .CSV text files over e.g. SFPT and typically via a batch process.



The basic data shared between your ERP and SPS is shown in the following table.

From ERP	To ERP
Customers and customer categories	Agreements
Suppliers	Customer/ Agreement connection
Sites/Stores	
Product information - Basic information - Purchase price - Shelf price	
Sales data	
Product categories and subcategories	

Contact

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Stamford and Addnode Group

Stamford AB

For over 30 years Stamford has provided business critical systems and services to customers with demanding requirements on operational reliability. Among our long-term customers are some of Sweden's largest retail companies.

We have around 70 employees based in our offices in Stockholm, Karlstad, Gothenburg, Malmö, Umeå (Sweden) and in Pune (India).

Addnode Group

Addnode Group is an international information technology company with 1,500 employees in 17 countries. In close collaboration with our customers, we create digital solutions that make use of software and services to build a more sustainable society. Our customers use our digital solutions to design, build and manage products, properties and infrastructure.

For more than 25 years Addnode Group has actively contributed to more sustainable societies in which people, companies, authorities and organizations interact with the technology that surrounds us.

Addnode Group acquired Stamford in 2016.

Addnode Group's shares are listed on Nasdaq Stockholm.