

# Pricing Request

## BID MANAGEMENT SERVICES

- PRICING REQUESTS SUBMITTED IN A STANDARD AND CONSISTENT FORMAT
- PRICING REQUESTS MEET MINIMUM QUANTITY OR MINIMUM SALES VALUES
- SALES BACKGROUND SUPPLIED INCLUDING PARTNER END USER CONTACT DATA
- ALL NECESSARY TECHNICAL INFORMATION SUPPLIED
- LIASING WITH PARTNER TO COLLECT MISSING INFORMATION
- APPLYING AGREED TRACKING CRITERIA TO EACH PRICING REQUEST
- PRIORITISING URGENT PRICING REQUESTS
- SUBMITTING VALIDATED REQUEST TO VENDOR'S PRICING TEAM
- ADVISE ACCOUNT MANAGERS / PRODUCT MANAGERS OF PRICING REQUEST
- ADVISE SENIOR MANAGEMENT IN THE CASE OF HIGH VALUE OPPORTUNITIES
- MONITOR PROGRESS OF PRICING REQUEST INCLUDING CHASE-UPS
- UPDATE PARTNER IN REGARD TO DELAYS PROVIDING ESTIMATED TIME TO COMPLETE
- LOGGING AND CHECKING OF RETURNED PRICING REQUEST
- FORWARDING PRICING DETAILS WITH STANDARD CORPORATE COVERING COMMUNICATION
- FORWARDING ANY ADDITIONAL TECHNICAL SPECIFICATIONS
- ADVISE ACCOUNT MANAGERS / PRODUCT MANAGERS OF PRICING SUBMISSION
- ADVISE SENIOR MANAGEMENT OF HIGH VALUE PRICING SUBMISSIONS
- LOGGING AND ADMINISTRATING QUESTIONS/UPDATES RELATING TO PRICING
- CONTACTING PARTNER IN AGREED TIME PERIOD REQUESTING SALES STATUS UPDATE
- REGULAR REPORTS COVERING CURRENT PRICING ACTIVITIES
- AUDIT TRAIL OF PRICING ACTIVITIES.

*LoyaltyNet*  
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Bid Desk**