

rightcalc

Universal Price Calculation and Optimisation

'CarWarranty' Calculation - Google Chrome
https://rightcalc.com

rightcalc CarWarranty Last saved 7 minutes ago Up-to-date

Input Lookups Functions Symbols Help

Profile Typical

Term	12
LevelOfCover	Bronze
WebTransactionFee	1.5000
SoftwareLicenceFee	3.7500
CancellationFee	10%
IdCardFee	1.75%
InsuranceFee	4.6%
...	6%

Parameter...

Formulas Workings Profiles Output

- AdminFee = 7.5000
- ClaimsHandlingFee = 10
- OverheadFee = 5
- FixedCosts = 27.7500
- ProductCost = 50
- CancellationCharge = 7.7750
- Costs = 85.5250
- Commission1 = 8.5525
- Commission2 = 17.1050
- Commission3 = 12.8288
- CostsPlusCommissions = 124.0113
- Margin = 31.0028
- CostsPlusCommissionsPlusMargins = 155.0141
- ...

www.rightcalc.com

The Essential Price Calculation Solution

RightCalc is a price calculation and optimisation solution that forms an essential part of the price management process. Our cloud hosted application enables companies with complex and variable product pricing to establish a universal pricing system that allows price setting across multiple channels. RightCalc reduces pricing errors, empowers pricing managers and can deliver a considerable improvement in profits.

The Price is RightCalc

It is well established that unified price management is a clear route to increased profits. Following a full application development cycle, RightCalc has been proven to reduce enterprise-wide pricing errors and administration costs, while providing a robust and flexible framework that can handle complex pricing strategies and identify areas where revenues may be increased.

Empower the Right People

RightCalc has been designed for ease-of-use, enabling pricing managers to simply integrate price models using a comprehensive range of rules, actions and controls. Our solution has been specifically developed for sectors such as the insurance and financial services industry, where variable pricing, price analytics and price forecasting are fundamental to a strategic pricing model.



A Cloud Hosted Solution

RightCalc addresses commonly occurring pricing challenges by offering a centralised, cloud-hosted pricing solution that can be easily implemented and deployed across modern and legacy systems. Our hosted solution means all hardware, infrastructure and maintenance issues are managed centrally by the RightCalc team, ensuring continuous, secure operation for users.

Intelligent Pricing

Effective pricing is key to the success of any business and absolutely essential in the current economic climate in which many organisations are focusing on pricing as one of their main counter-downturn strategies.

By leveraging technology that allows a full breakdown of a variable price — from the components that make up a base price through the loadings that contribute to a final selling price — the possibilities for margin improvements through price optimisation are greatly enhanced.

RightCalc provides an intelligent pricing solution that incorporates all the components of a price, allowing real, tangible costs and opportunities to be extracted and evaluated.



For a majority of companies, the management of pricing is the most time consuming, system intensive task involved in gaining a price advantage.

"The Power of Pricing" — McKinsey Quarterly Report

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Unlock the Power of Centralised Pricing

RightCalc is a feature-rich price calculation solution that has many benefits to organisations with complex pricing structures and multiple sales channels. The solution has been specifically designed for business sectors in which the many components of a variable price, and the ability to simply edit, implement and analyse them, can have a dramatic impact on margins and bottom line.



RightCalc Features



The RightCalc Cloud — Anytime/anywhere access to our secure and scalable SaaS (Software as a Service) platform that maximises the application's performance.



Graphic User Interface — The feature-rich, interactive and easy-to-use browser-based interface allows the entire calculation process to take place within a single window.



Control Panel — Online control panel for the complete management and visualisation of price calculations and sales data.



Price Setting — Product prices configured using inputs, formulas and lookup values, with scope for numerous pricing features, variables and options.



Price Segmentation — Profiles can be defined for different customers and products.



Price Distribution — Prices and price components can be defined as output groups for distribution to different channel partners.



Web Services Integration — Real-time price distribution across multiple channels and systems, delivering prices to legacy and modern systems in a fraction of a second.



Price Forecasting — Analysis tools identify margin improvements and opportunities using current and historical transaction and sales request data.



Remote Price List Management — Price lists created and distributed in document or spreadsheet format can be updated remotely via an internet connection.



Multi-Currency — RightCalc operates using multiple currencies.

The Pricing Challenge

Pricing is an enterprise-wide issue subject to input from disparate areas of a business. Even in large organisations the lack of a unified pricing system often means that different pricing data is used across the various distribution channels, and pricing managers are one step removed from essential calculation and management functions.

For example, prices on a public-facing website may be stored and updated independently to those used in a telephone sales operation. Not only does this mean that global revisions must be input at different sources, it also means that a lack of pricing centralisation limits the opportunities to increase profits.

RightCalc has been designed to address these issues; enabling instantaneous, enterprise-wide price setting and price revisions.

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The RightCalc Price Calculation Engine



The screenshot displays the RightCalc Price Calculation Engine interface. It features a top navigation bar with tabs: Input, Lookups, Functions, Symbols, and Help. The main window is divided into two panes. The left pane, titled 'CostPrice(Product)', contains a table with columns 'Product' and 'Value'. The table lists: TV (£120.00), Laptop (£350.00), Microwave Oven (£30.00), and a row for 'NoSale' with a value of '<Error>'. Below the table is an 'Add Row...' button. The right pane, titled 'Formulas', shows a list of calculated values: 'CostPrice' (30), 'NetPrice' (36), 'Vat' (7.2000), and 'Price' (43.2000). The formulas are: CostPrice(Product), CostPrice * (1+Markup(Product)), NetPrice * UkStandardVatRate(Now()), and NetPrice + Vat.

The RightCalc engine has been designed for ease-of-operation by users, enabling the entire calculation process to take place within a single window that displays both the input and output values.

The User Interface

The RightCalc Control Panel is a rich, interactive GUI application written using modern web technologies, including HTML5, CSS3, extensive JavaScript and JQuery. It provides the user with an interface comparable to a desktop application for managing price calculations and visualising sales data. The user interface allows administrators to configure product prices based on user inputs, standard formulas and lookup values.

High Performance

RightCalc's primary responsibility is providing accurate, real-time prices. The system has been designed with performance as one of the highest priorities and is capable of processing tens of thousands of calculations every second; delivering prices to multiple legacy and modern systems in a fraction of a second. The system architecture is flexible and scalable to maximise performance regardless of operating conditions.

Reliability

24/7 operation with 99.99% uptime for critical system services. Automatic failover systems and system component redundancy ensures continuous operation in the event of hardware failure, protecting you from service outages. All data is backed-up to multiple data centres for business continuity in the event of disaster.

Data Security

All communication with RightCalc takes place over a cryptographically secure link to ensure data privacy.

Interoperability

RightCalc can integrate with any language, operating system or platform via its standards-based SOAP and RESTful interfaces.

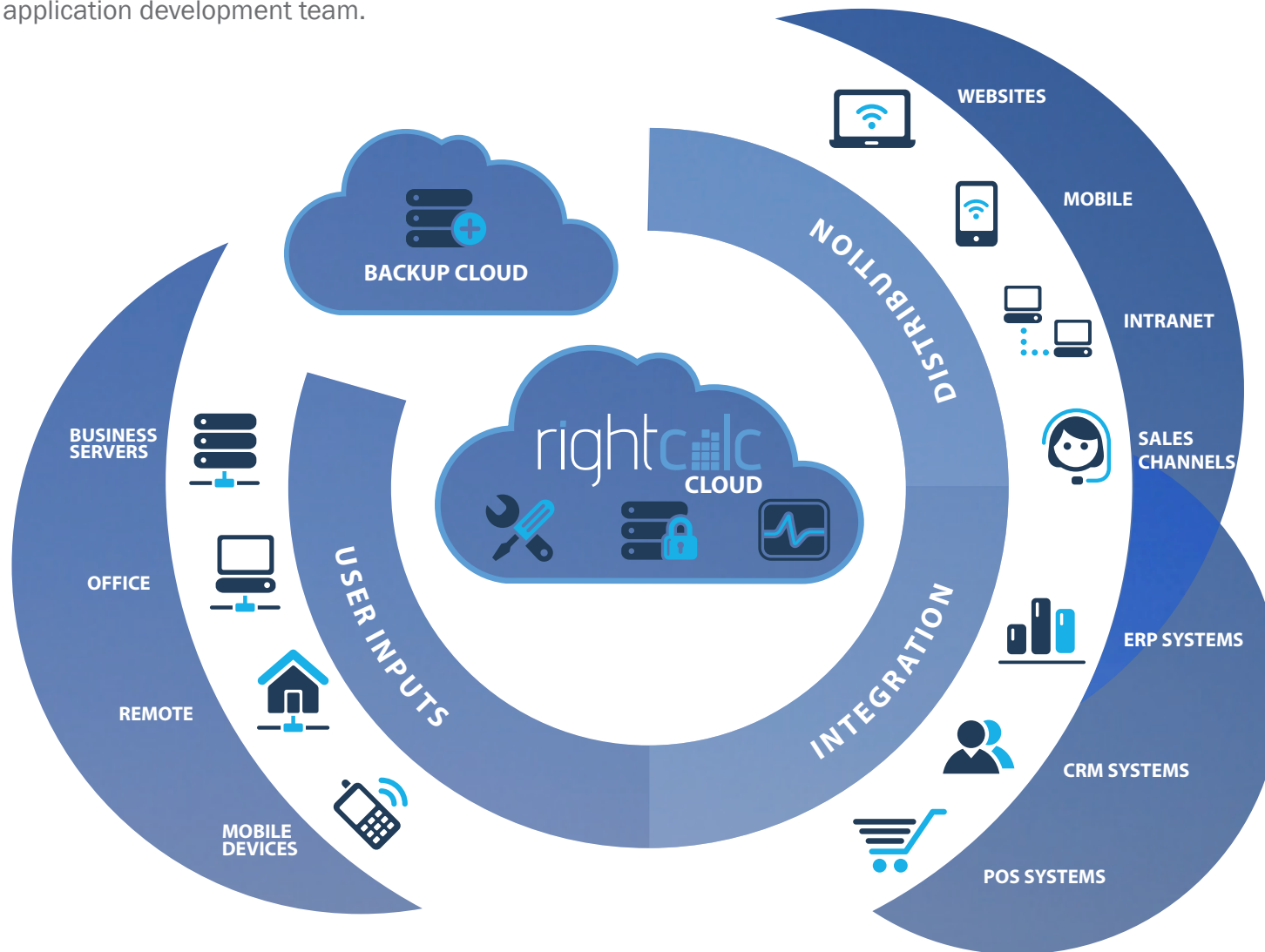
Diagnostic Capability

We record the full details of each step of every price calculation along with details of the input parameters and returned outputs. This provides unprecedented levels of diagnostic capability.

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A Cloud-Hosted Solution

RightCalc is a subscription-based, cloud-hosted SaaS (Software as a Service), offering high performance, secure price calculation and optimisation. The solution has been designed by an experienced web application development team.



Web Services Integration

RightCalc has been designed to integrate with variable capability legacy and modern systems with minimal effort.

A number of different technologies are available to facilitate this. For Windows users, the simplest method is to download a custom-built, dynamically generated DLL that can be plugged in to most environments.

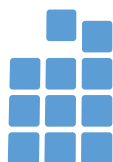
RightCalc also provides web service support for SOAP and REST architectural style.

RightCalc could also be offered as a bespoke software package that is hosted at a customer's own data centre. Our support service for this option includes remote performance enhancements and day-to-day maintenance tasks to ensure the smooth running of the system.

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The Price Management Requirement

Price management can be defined as the end-to-end process of price analysis, determination, delivery and execution. RightCalc was designed to meet the price management demands of an entire organisation, satisfying the executive requirement to improve margins whilst providing pricing decision makers, sales teams and IT personnel with a comprehensive price calculation and optimisation tool.



Price management initiatives can increase a company's margins by two to seven percent in 12 months, yielding a return on investment of between 200 and 350 percent.

AMR Research Survey of Price Management Projects



Is it RightCalc for You?

RightCalc offers the opportunity to reduce the time and resource intensive nature of many current price management operations, effectively leveraging transaction and pricing data to maximise both tactical and strategic pricing practices.

The solution's optimisation tools increase profit visibility through the analysis of historical and live transaction data at aggregate levels, uncovering significant margin and trend information.

When considering your current pricing solution, would your company benefit from:

- ☒ Improved price implementation times.
- ☒ Consistent pricing across internal and external admin and sales channels.
- ☒ A repository of pricing data for auditing and analytical purposes.
- ☒ A reduction in maverick pricing and selling.
- ☒ A tool to analyse historical pricing data and view margin and trend data.
- ☒ A tool to better identify and analyse customer behaviour.

If the answer to any of these questions is YES, RightCalc could prove a fantastic asset to your business. Contact a RightCalc advisor today to find out more.

The RightCalc Team

RightCalc has been designed by a vastly experienced web application team that has been developing administration systems for insurance and financial services companies since 1997. Our approach stems from a thorough understanding of pricing processes and solutions and the knowledge that an enterprise-wide pricing system can dramatically reduce inconsistencies and have a significant impact on profits.

Following a full development cycle, RightCalc has been trialled, tested and implemented by Motorway Direct PLC, the fastest growing warranty company in the UK. To find out how our solution could boost your profitability, please get in touch.

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