



# Vendor selection - based on your needs and strategy

We help you find and implement the best-fit OTP solution

## Our approach

- **Sophisticated scoring-based evaluation** model with simulation possibility ensures there is always a clear winner.
- **Stakeholder workshops** to gather insights, define key requirements and priorities.
- **Present demos, findings, and secure decision** through comprehensive comparison paper.

## What does it mean for you?

- **Clear prioritization** of business-critical functionalities to ensure the solution focuses on what truly matters and delivers measurable value
- **Find your perfect fit** and move forward with certainty
- **Reduce risk** and costs

Leveraging our deep expertise across leading OTP solutions, we will conduct a thorough evaluation of all options, scoring each against your unique requirements



### 1 Functionality coverage

Comparison of capabilities between the various options

### 2 IT strategy fit

Assessment of how each option integrates with your IT strategy and existing/future infrastructure

### 3 Cost effectiveness

Analysis of total cost of ownership and business benefits

### 4 Vendor assessment

Evaluation of support and proven experience of the provider

### 5 Others

Review of user experience, and readiness for future growth and adaptability

## ➔ Scoring based evaluation process

Functionality	Weight	Importance Score (1 - high)	Weighted Importance	Option	
				Option 1	Option 2
Automated extraction of data from SAP S/4H for ex. master data, transactional data including WBS elements	25%	5	1.25	4	1.00
Automated Extraction POC to capture program sales and cost of goods sold (COGS), categorized by transfer		5	1.25	4	1.00
Ability to capture customer CPEs from other clients (include distributional sales distribution file)		4	1.00	4	1.00
Reports and dashboards for intercompany mapping and year-to-date margin monitoring showing deviation over		4	1.00	4	1.00
Automation of reports to facilitate analysis and decision-making processes for final trading		4	1.00	4	1.00
Automation of forecasting to visualize and ensure compliance with year-end financial targets		4	1.00	4	1.00
Automation of forecasting to visualize and ensure compliance with half-year and third-quarter (31.12) financial		4	1.00	4	1.00
Automation of forecasting for SG&A (Selling, General & Administrative expenses) and OPEX accounts		4	1.00	4	1.00
Prospective Price adjustments to set intercompany sales prices to align with targeted profit levels		5	1.25	4	1.00
Price adjustments based on fixed margins / factors including		5	1.25	4	1.00
Direct entry of transfer prices		3	0.75	4	1.00
Automatic creation of transfer price adjustments into SAP		4	1.00	4	1.00
Approval workflows for price adjustments, including an audit trail for each change		2	0.50	4	1.00
Prospective Price setting considering the impact of FX fluctuations on transfer prices		4	1.00	4	1.00
Prospective Price setting considering the valuation and level of inventory on hand of the distributor		4	1.00	4	1.00
OTF Tool access to include the trade to order (CDSO) / trade business (price setting at transactional level + automatic calculation of free-cost)		4	1.00	4	1.00
Supplier monitoring and price setting workflow in both FRS and local statutory accounting rules (including potentially a tax filter)		4	1.00	4	1.00
Ability to calculate intercompany prices as per PBR - 1 requirements, including balance sheet representation		3	0.75	4	1.00
Existing infrastructure: SAP add-ons preferred over non-SAP. Minimal satellite system approach	25%	5	1.25	3.4	4.0
Solution preference for buy over build considering self build is difficult to maintain and scale		4	1.00	4	1.00
Cloud security		5	1.25	4	1.00
System performance		5	1.25	4	1.00
Discount rates handling capabilities		5	1.25	4	1.00
Business rules self-possible to implement rules automation consist		5	1.25	4	1.00
Solution known-how already within the client (1 - low, 5 - high)		3	0.75	4	1.00
High integration needed. Bi-directional interface preferably (depending on use the case)		3	0.75	4	1.00
License cost effectiveness (1 - low, 5 - high)	20%	5	1.00	4.8	3.0
Implementation cost effectiveness (1 - low, 5 - high)		5	1.25	4	1.00
Total cost of ownership (TCO), cost to run and maintain the solution (1 - low, 5 - high)		5	1.25	4.3	4.3
Reliability of Vendor	1%	5	0.05	4	1.00
Support model / scaling system		5	1.25	4	1.00
Ability to implement by other team vendor		5	1.25	4	1.00
Usability - ease of use	1%	5	0.05	3.5	3.5
Flexibility - adjust customer		5	1.25	4	1.00
Scalability - future development, innovation potential		5	1.25	4	1.00
Additional user covers coverage		3	0.75	4	1.00
Linguistic capabilities (number of English)		3	0.75	4	1.00
Level of administrative control (user Mgmt/Controls)		3	0.75	4	1.00
Covered Rating	100%	1	1.00	100%	3.4, 3.6

This is an example of the deliverable – Evaluation Matrix for OTP solutions

## ➔ The results will enable you to make an informed decision on the best fit solution

\*These visuals are for illustrative purposes only and do not represent actual results.



# OTP system implementation done right

Many year of expertise + agile delivery = Implementation success

## Our approach

- **Agile execution** follows an iterative process with sprints that provide incremental value throughout the project, allowing early detection of issues and timely corrective measures.
- **Human centric approach**, guided by principles that prioritize user needs and experiences.
- **Solution design with broad influence** crafted to support wider transfer pricing function, i.e. TP compliance.
- **Multidisciplinary** international team combining TP and technology expertise.

## What does it mean for you?

- **Reduced risk** with early detection of surprises thanks to our proven agile delivery approach.
- **Assured implementation success** through expert PwC guidance and clear objectives ensuring confident, strategic implementation.
- **A digitalized transfer pricing function** that has, TP operations aligned with business objectives and is enabled with more time for strategic decision-making.

