MANAGING PRICING
HOW TO MASS EDIT
PRICES WITH GOOD SIGN

Pricing is one of the key aspects when looking at profitability and churn. Setting a right price for the service requires always a balance of many viewpoints.

One prerequisite for successful pricing is proper capabilities in the systems used for pricing and billing. The ability to flexibly set and modify prices for all or a single customer, customer segment or any other business aspect is needed for success.

In this paper we show how to how to mass edit prices in Good Sign by selecting and altering multiple prices at once. This is useful in many situations, for example when making indexed increases for a new year.

INTRODUCTION

In Good Sign, a price is a record that is connected to a product and to an organization.

Prices can be tied to organizations at different hierarchy levels. This allows you to create base prices, which are then inherited by sub-organizations, and also create customer-specific prices.

So, a single product can have several different prices and even pricing models based on the business needs. There is typically one standard price, but you can have as many prices as you want. This can give pricing flexibility without an overly complex product catalog.

A price has a validity period and several other optional parameters that can be used to define how it behaves. A price determines how much will be charged from a customer when they consume a product at any given point in time.

Different kinds of price groupings are possible, either to product categories under a single organization or into multiple organizations (e.g. Organization per operating country). Price changes can then be applied to the selected price grouping.

Prices can be viewed from Good Sign "Products and Prices" dashboard. In this case "Prices by product" has been selected, reflecting the different kinds of categories that can be created.
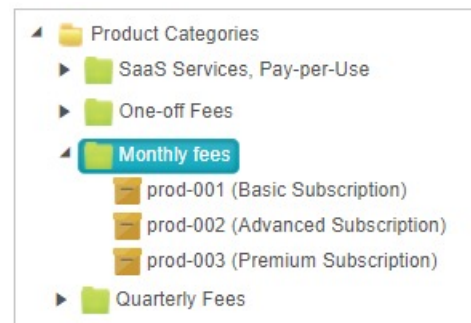
Product categories hierarchy

EDITING PRICES

Validity period for price is one of the most powerful features in Good Sign pricing. It allows you to:

- Schedule price changes in the future beforehand. For example, set an index increase starting in the beginning of following year.

- Set pricing steps to the subscription or contract line. For example, the first three months for free, the next six months for 10€, and after that 20€.

When validity period is combined with price inheritance, it's possible to create customer-specific temporary prices such as "first month for free" or trial periods and the like.

Product Code ↓	Product Description	Product Category Description	Valid From	Valid To	Price	Pricing Unit	VAT	Currency
prod-003	Premium Subscription	Monthly fees	1.12.2022 0.00	1.1.2999 23.59	300,0000	pcs	0	Euro
prod-002	Advanced Subscription	Monthly fees	1.12.2022 0.00	1.1.2999 23.59	200,0000	pcs	0	Euro
prod-001	Basic Subscription	Monthly fees	1.12.2022 0.00	1.1.2999 23.59	100,0000	pcs	0	Euro

Pricing dashboard grids

You can multiselect lines you wish to modify by holding down CTRL-button and clicking the lines, then right click and select "Edit Prices"

+ Add New Price
Copy Prices
Delete Prices
Edit Prices
× Expire Prices
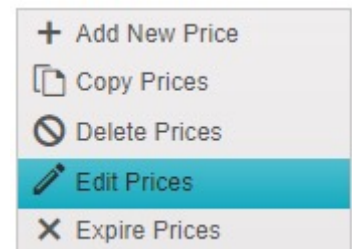
MASS EDITING PRICES

The options for mass editing in the Good Sign user interface are percentage and fixed amount. Old pricing lines will be ended, and new ones created. To schedule changes in the future, you only select the desired "Valid from" date and no further actions are required.

When mass editing prices, automatic repricing happens in the background. This means that any charges that haven't been invoiced will be repriced to reflect the changes - this ensures correct invoicing.

USAGE RATING

Also note that when making the changes to prices, all pay-per-use data will be rated on the selected moment

1. At the moment when it is read in, if there is no timestamp

2. At the moment of time when service was produced, if there is a timestamp on the data

This ensures correct pricing also when rating pay-per-use and there are active price changes.

When pricing is edited, Good Sign stores the change history of the pricing record so that you can see when, what, and by whom it was changed.
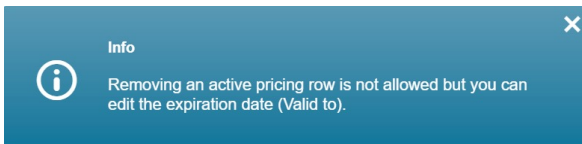
Easily modify multiple prices at once using Good Sign Edit Prices functionality

EXPIRE AND DELETE PRICES

Active pricing rows should be set to expire before they can be deleted. You can set the expiration date to past, present, or future. If you try to delete before expiration, we will notify you:

Note: Main pricing grid will only display active prices. Expired prices can be viewed from a separate "Old prices" –filtered grid view.

EXPORT AND IMPORT

Alternatively, you can manipulate prices, descriptions or many other price parameters by using our Price Import-interface. You can export the pricing data, make necessary changes in a spreadsheet application, and then import the new data.

API

The third option to view and manage pricing is via Good Sign API. View our API documentation to learn more:

https://apidocs.goodsign.fi/#1b3a628f-fcc8-4837-9730-e6fdf9b3d956

HOW TO MASS EDIT PRICES WITH GOOD SIGN

Good Sign Pricing, Billing, and Monetization solution removes pricing and billing problems and enables fast to market with new services.
You are free to use different pricing models.
No more revenue leakage due to errors and unbilled services.
Manual work is reduced. Cash flow is faster. Accounting entries are automatically correct.
Also, the charges between partners can be automated in service ecosystems.

Contact us at goodsign.com to find out more about Good Sign