



2026  
**DYNAMICS**  
CON  
*Vegas*

A large, stylized neon graphic. It features two palm trees in yellow and pink neon. The text '2026 DYNAMICS CON' is written in bold, yellow and pink neon. Below it, 'Vegas' is written in a pink neon script font. The graphic is framed by a large, multi-colored neon outline (pink, blue, yellow) that forms a shape resembling a house or a stylized 'D'. The background is black with colorful stars and a corner border of neon lines.

**Unified Pricing  
Management  
Essentials**

# Unified Pricing Management Essentials



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# Intro

- 10 years of Dynamics 365 experience
- Pre-sales, supply chain, retail, project management
- Appalachian State University Graduate
- High Point, NC resident
- First season soccer coach!



# Agenda



- What is Unified Pricing? Why does it matter?
- When to consider UPM
- Core Components and Configuration Essentials
- Real World Uses Cases
- Getting Started

# Synthesize the best breads of features



## Supply Chain Management

Trade agreement price

Price details

Ship-date pricing

Price inquiry



## Commerce

Price groups

Advanced discounts

Price simulators

API

# Unified Pricing management



## Centrally managed

- Single source to plan, manage, execute and review sales pricing strategy across products, customer and channels
- Provide greater control implementing pricing strategy across the organization



## Real-time omni-channel calculation

- Ensure consistency of price and discount calculation across all channels
- Built on top of the Commerce Runtime and deployed within Supply Chain Management, and Commerce Scale Unit (CSU)
- Provides a rich set of APIs for integration



## Advanced rule-based engine

- Advanced set of pricing and discount capability, to meet complexities in promotion strategy
- Ultimate control and flexibility using configurable price attributes



## End-to-end pricing management solution

- Manage pricing constructs with vendors to feed sales pricing.
- Apply margins, discounts and charges
- Manage rebates

Optimize Pricing Strategies

Minimize Margin Erosion

Seamless Pricing Across Channels

# Where is UPM Applicable?



Multi-channel sales organizations looking to unify pricing



Organizations with more complex pricing rules

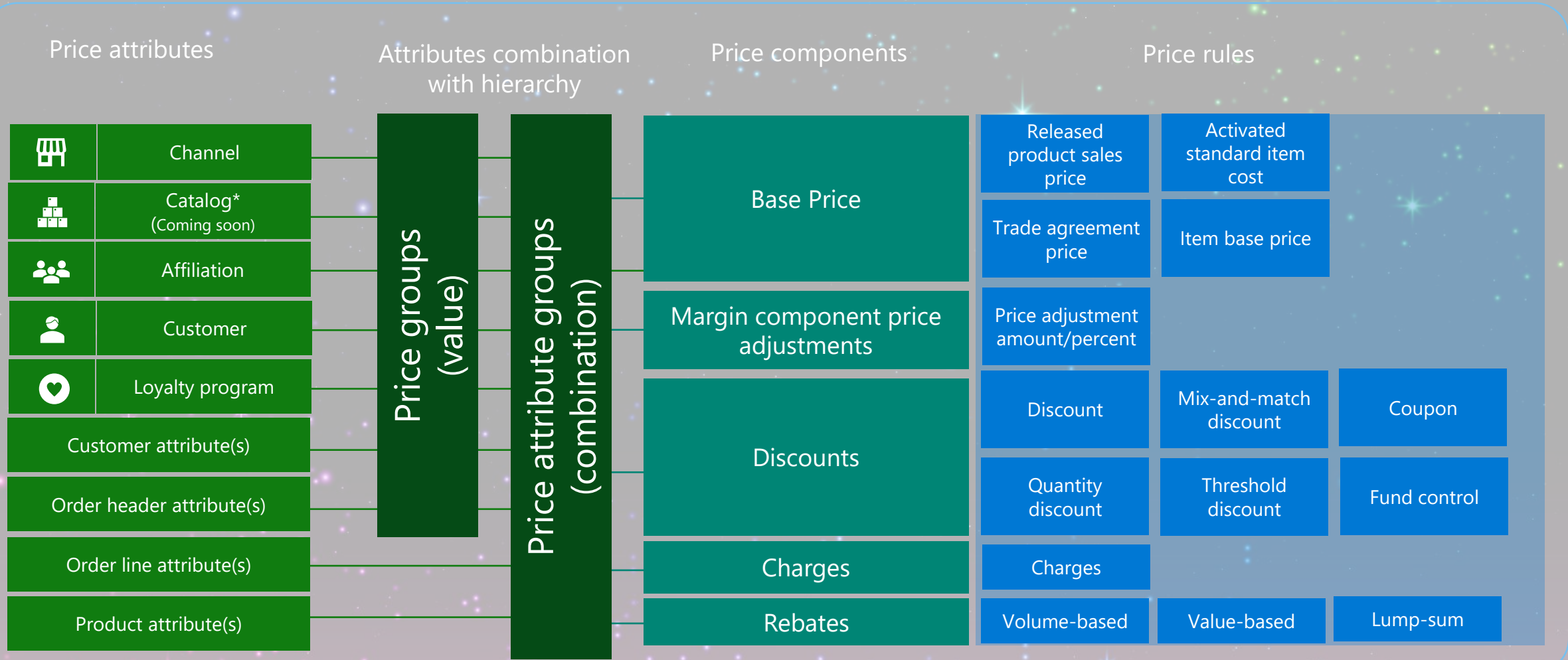


B2B focused organization needing ability to offer competitive discounts



Organization with desire to price based on attributes

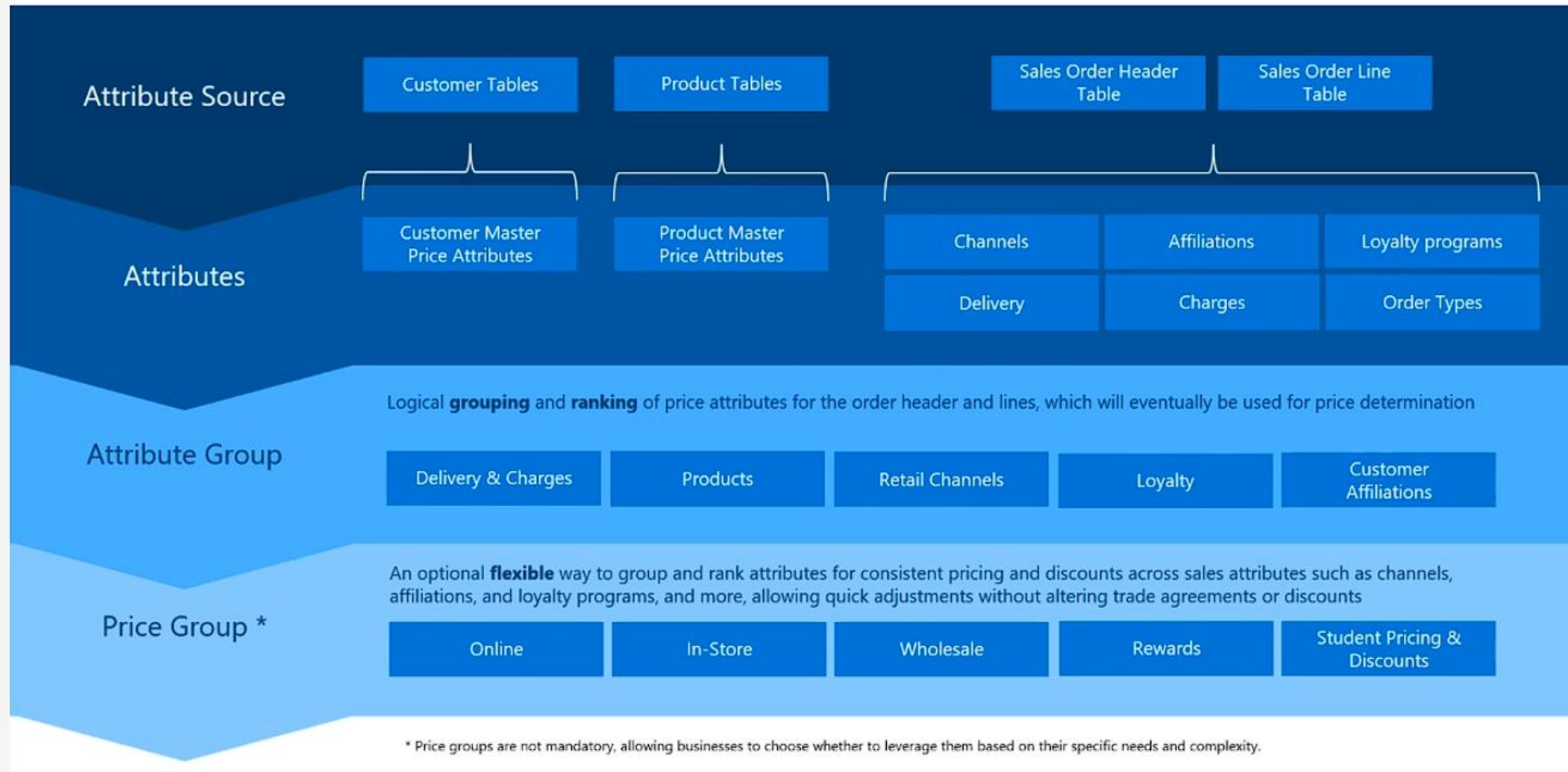
# UPM Structure



# UPM Structure



## Bringing Price Attributes Together with Price Groups



# Core Components - Attributes



### Attributes

Name:  Attribute type:  Attribute modifier:

#### General

Friendly name:  Default value:

Description:

Help text:

**ATTRIBUTE METADATA FOR PRICING MANAGEMENT**  
 Can be used as price attribute

**ATTRIBUTE METADATA FOR COMMERCE CHANNELS**  
Can be refined:  Yes

**ATTRIBUTE METADATA FOR EXTERNAL SEARCH INDEX IMPROVEMENTS**  
Searchable:  Yes  
Retrievable:  Yes  
Can be queried:  No  
Sortable:  No  
Allow multiple values:  No  
Ignore case and format:  Yes  
Complete match:



### Attributes

Name:  Attribute type:  Attribute modifier:

#### General

Friendly name:  Default value:

Description:

Help text:

**ATTRIBUTE METADATA FOR PRICING MANAGEMENT**  
 Can be used as price attribute

**ATTRIBUTE METADATA FOR COMMERCE CHANNELS**  
Can be refined:  No

**ATTRIBUTE METADATA FOR EXTERNAL SEARCH INDEX IMPROVEMENTS**  
Searchable:  Yes  
Retrievable:  Yes  
Can be queried:  No  
Sortable:  No  
Allow multiple values:  No  
Ignore case and format:  Yes

# Core Components - Price Attribute Groups



## Price attribute groups

Price attribute group **Validated**  
Product Attribute Pricing  Yes

### General

Friendly name: Product Attribute Pricing  
Description: \_\_\_\_\_  
Help text: \_\_\_\_\_  
Sales order matching scope: Line

### Attributes

+ Add Remove Move up Move down

Name	Attribute type	Attribute source	Rank
Vendor	Text	Product	4
Brand	Text	Product	3
Item number	Text	Product	2
Category	Reference	Product	1

Definition of attributes to leverage in pricing.

The rank determines which rule applies if multiple pricing rules match for a given sales order.

**Higher rank will apply**

# Attribute Groups & Hierarchy



### Attribute groups

Name  
FashionCommon

**General**

Friendly name	Description	Help text
Common Fashion Attributes	Common Fashion Attributes	

**Attributes**

+ Add Delete Edit Translate

Name	Attribute type	Display or... ↑
Brand	Brand	0.00
Gender	Gender	0.00
Campaign	Campaign	0.00
OnSale	Onsale	0.00
Rating	Rating	0.00
Warranty	Warranty	0.00

Default value  
Northwind Traders



### Fashion navigation hierarchy | Standard view

- Fashion
  - Services
  - Fashion Accessories
  - Womenswear
    - Sweaters
    - Womens Jeans
    - Tops
    - Dresses**
    - Womens Shoes
    - Coats
    - Skirts
  - Menswear

### Commerce product hierarchy

**General**

Name Dresses	Active <input checked="" type="checkbox"/> Yes	Modified date: 3/8/2017 08:12:39 PM	Friendly name Dresses
Commodity code	Activated date: 3/6/2017 08:12:52 AM	Description Dresses	Search text Dresses
Category Display Order			

**Products**

**Product attribute groups**

Add Remove View attributes

Name	Retail attribute group type	Description
<input checked="" type="checkbox"/> FashionCommon	Default	Common Fashion Attribu
<input type="checkbox"/> Dresses	Default	

Although similar names/concepts, attribute groups leveraged in product setup are **NOT** the same.

# Core Components – Price Component Codes



## Price component codes

Price component code:  Description:

Price component:  Maintenance mode:

Use all in header group:  Yes Use all in line group:  Yes

Price component code group:

### Header price attribute group

+ Add header price attribute group  Delete  Move up  Move down

<input type="radio"/>	<input type="checkbox"/> Price attribute group	Rank ↓
<input checked="" type="radio"/>	Customer Price Group <input type="checkbox"/>	2
<input type="radio"/>	Order Header Attributes	1

### Line price attribute group

+ Add line price attribute group  Delete  Move up  Move down

<input type="radio"/>	<input type="checkbox"/> Price attribute group	Rank ↓
<input checked="" type="radio"/>	Product Attribute Pricing <input type="checkbox"/>	1

## Price attribute group combination

+ New  Delete  Trade agreement journals

<input type="radio"/>	<input type="checkbox"/> Name	Header type	Header price attribute group	Header rank	Line type	Line price attribute group
<input checked="" type="radio"/>	Customer Price Group-Product Attribute Pricing	Group <input type="checkbox"/>	Customer Price Group <input type="checkbox"/>	2	Group <input type="checkbox"/>	Product Attribute Pricing <input type="checkbox"/>
<input type="radio"/>	Order Header Attributes-Product Attribute Pricing	Group	Order Header Attributes	1	Group	Product Attribute Pricing
<input type="radio"/>	Customer Price Group-All	Group	Customer Price Group	2	All	
<input type="radio"/>	Order Header Attributes-All	Group	Order Header Attributes	1	All	
<input type="radio"/>	All-Product Attribute Pricing	All		0	Group	Product Attribute Pricing
<input type="radio"/>	All-All	All		0	All	

# Core Components – Price Tree



Price trees are leveraged to define detailed price breakdown.

Core element of configuration to determine when and how a price component code is applied

Standard view ▾

### Price trees

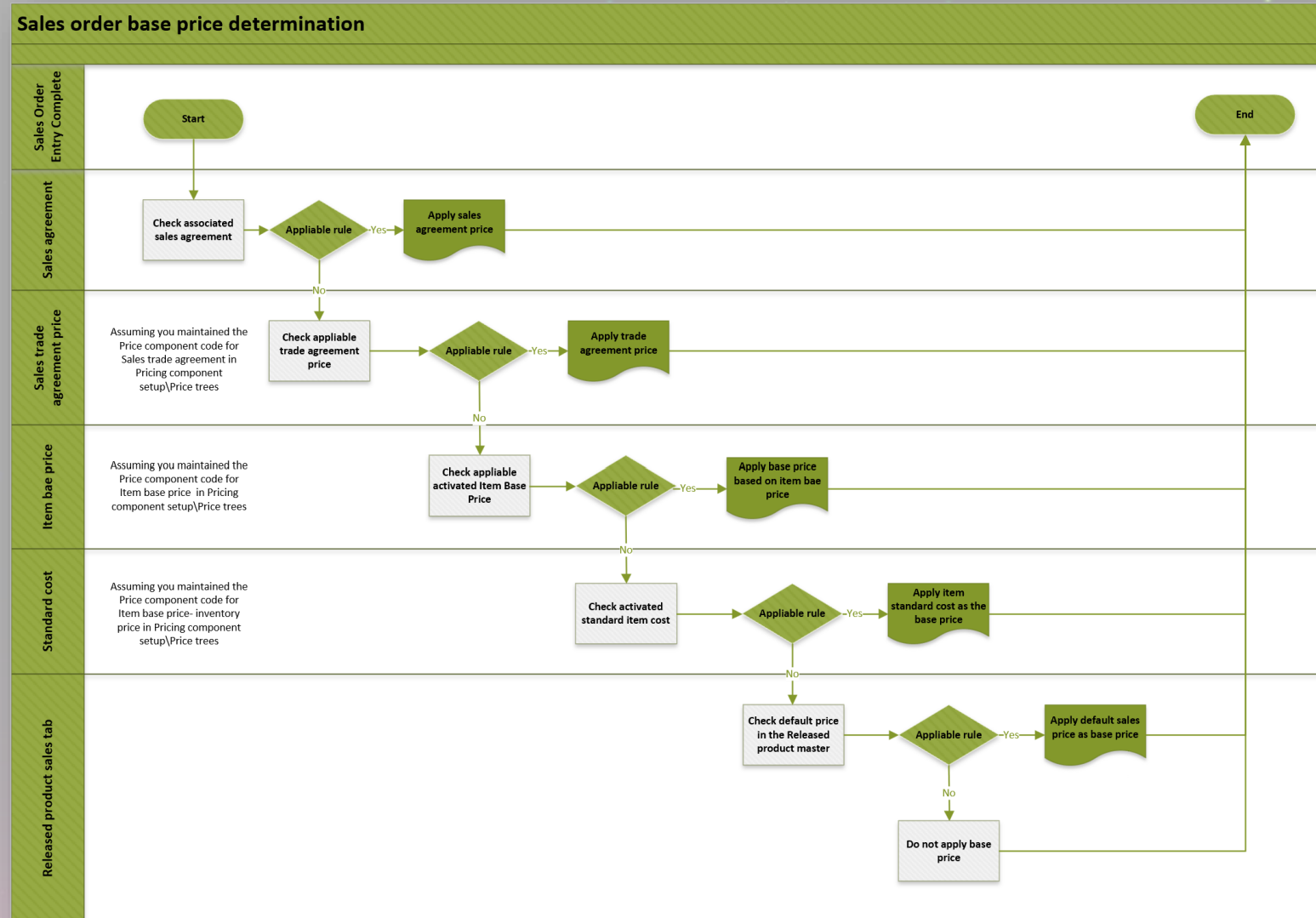
Price tree:  Description:  Status:  Enable mandatory check:  No Apply to multiple price trees:  No

<input type="radio"/> Group by	Price component code	Description	Price component	Pricing sequence	Compo :
<input type="checkbox"/> ▾ Base price - inventory price (1) [Price compone...	Base Inventory Price	Base Inventory Price	Base price - inventory price	10	
<input type="checkbox"/> ▾ Sales trade agreement (1) [Price component]	Sales Agreements	Sales Agreements	Sales trade agreement	20	
<input type="checkbox"/> ▾ Margin component (1) [Price component]	Margin Adjustment	Margin Adjustment	Margin component	30	
<input type="checkbox"/> ▾ Rebate management (1) [Price component]	Rebates	Rebates	Rebate management	40	
<input type="checkbox"/> ▾ Auto charges (1) [Price component]	Automatic Charges	Automatic Charges	Auto charges	50	
<input type="checkbox"/> ▾ Discounts (2) [Price component]	Discounts	Discounts	Discounts	60	
	Seasonal Discounts	Seasonal Discounts	Discounts	70	

# Base Price Determination



With multiple layers of pricing, a starting point must be defined. Multiple options (trade agreements, base price, standard cost) are available.



# Price Definition - Trade Agreements



[←](#) [Save](#) [+ New](#) [Delete](#) [Post](#) [Validate](#) [Adjustment](#) [Options](#)

UPM : Unified Pricing Management | Standard view

## Journal lines, trade agreement

Overview

Filter

[Select](#) [Edit price attributes](#) [Copy and revise](#) [Copy line](#) [Clear journal](#) [Inventory](#) [Select all agreements to be deleted](#)

		C...	Relation	Price group	Header price attribute group	Price attribute detail	Line price attribute group
			Price (sales)	Cent	Customer Price Group	Price group; Customer account; ;	Product Attribute Pricing
			Price (sales)	Cent	Customer Price Group	Price group; Customer account; ;	Product Attribute Pricing
<input checked="" type="checkbox"/>			Price (sales)	Cent	Customer Price Group	Price group: Central: Customer account; ;	Product Attribute Pricing

Details

From date: 10/1/2025  
 To date: 12/31/2025  
 Price charges: 0.00  
 Price unit: 1.00  
 Lead time: 0  
 Working days: No  
 Disregard lead time: Yes

Error log

Log

## Edit price attributes

Select the price attributes and fill in the criterial to set the condition on.

Header price attribute group

Scope of price attributes: Header  
 Group type: Group  
 Price attribute group: Customer Price Gro...

		Name	Condition
<input checked="" type="checkbox"/>		Price group	
		Customer account	

Enable multiple selections: No

[Preview matching results](#)

Line price attribute group

Price attribute group combination: Customer Price Group-Produ...  
 Scope of price attributes: Line  
 Group type: Group  
 Price attribute group: Product Attribute Pricing

		Name	Condition
<input checked="" type="checkbox"/>		Designer	
		Vendor	
		Brand	
		Item number	81220,81221,81223

# Price Definition - Trade Agreements



## Journal lines, trade agreement

### Overview

Filter

Select Edit price attributes Copy and revise Copy line Clear journal Inventory Select all agreements to be deleted

	Relation	Price group	Header price attribute group	Price attribute detail	Line price attribute group	Price attribute detail	From	To	Unit	Amount in cur...	Co
<input type="radio"/>	Price (sales)	Cent			Product Attribute Pricing	Designer: ; Vendor: ; Brand: ; Item number: 81220,81221,81223; Category: ;	1.00	5.00	ea	150.00	
<input type="radio"/>	Price (sales)	Cent			Product Attribute Pricing	Designer: ; Vendor: ; Brand: ; Item number: 81220,81221,81223; Category: ;	6.00	10.00	ea	125.00	
<input type="radio"/>	Price (sales)	Cent			Product Attribute Pricing	Designer: ; Vendor: ; Brand: ; Item number: 81220,81221,81223; Category: ;	11.00		ea	115.00	

### Details

From date

10/1/2025

To date

12/31/2025

Price charges

0.00

Price unit

1.00

Lead time

0

Working days

No

Disregard lead time

Yes

# Price Definition - Trade Agreements



## Price simulator

Name  Header price attribute detail

Description

Leverage Price Simulator for testing all price updates

### General

Channel ID <input type="text" value="Houston"/>	Include disabled discounts <input checked="" type="checkbox"/> Yes	Site <input type="text" value="WEST"/>	Loyalty tiers <input type="text"/>	Sales agreement ID <input type="text"/>
Currency <input type="text" value="USD"/>	Catalogs <input type="text"/>	Warehouse <input type="text" value="DC-WEST"/>	Coupon codes <input type="text"/>	
Channel Date and Time <input type="text" value="10/6/2025 09:21:35 PM"/>	Customer account <input type="text" value="004003"/>	Affiliations <input type="text"/>	Enable diagnostics <input checked="" type="checkbox"/> Yes	

### Transaction summary

### Sales line

+ Add line Remove Display dimensions

	Item number	Product variant	Name	Unit	Site	Warehouse	Unit quantity	Original price	Sales price	Offer co :
	81220	VN-002648	Brown Button Up Coat	ea	WEST	DC-West	3.00	450.00	450.00	

# Price Definition – Discounts



## Price simulator

Name: UPM

Header price attribute detail: Order type: ; Campaign ID: ; Site: WEST; Delivery charges groups: ; Header mo...

Description:

Leverage Price Simulator for testing all discount configurations

### General

Channel ID: Houston	Include disabled discounts: <input checked="" type="checkbox"/> Yes	Site: WEST	Loyalty tiers:	Sales agreement ID:
Currency: USD	Catalogs:	Warehouse: DC-WEST	Coupon codes:	
Channel Date and Time: 10/6/2025 09:21:35 PM	Customer account: 004003	Affiliations:	Enable diagnostics: <input checked="" type="checkbox"/> Yes	

### Transaction summary

### Sales line

+ Add line   - Remove   Display dimensions

Item number	Product variant	Name	Unit	Site	Warehouse	Unit quantity	Original price	Sales price	Offer code	Discount amo...
81220	VN-002648	Brown Button Up Coat	ea	WEST	DC-West	3.00	450.00	408.33	Spend \$500, get \$50 Off	41.67
81203	VN-002549	Floral print dress	ea	WEST	DC-West	1.00	90.00	81.67	Spend \$500, get \$50 Off	8.33

# Use Case 1 – Base Price + Margin + Discount



Products designed by our famous designer will have a 80% markup on base price (60% if womenswear)

If transaction was placed during tradeshow and purchased more than \$1,000, 5% discount offered

Margin component price adjustments

Margin component adjustment: USRT-000001 | Name: Mode Margin Adjustments | Publish status: Draft | Validation status: Validated

Standard view

**General**

**Details**

**Calculation**

**Validation period**

**Lines**

+ Add Edit line price attribute

Line group type | Line price attribute group

Group | Product Attribute Pricing

**Threshold discounts**

Discount: ST100327 | Name: Tradeshow Discount | Discount type: Threshold discount | Publish status: Published | Validation status: Validated

**Details**

**Price/discount**

**Threshold discount tiers**

+ Add Remove

Amount	Calculation type	Discount value
1,000.00	Percentage off	5.00

Header price attribute detail

Tradeshow: Clothing Expo;  
Commission group: ; Loyalty programs: ; Customer account: ;  
Price group: ; Sales order pool: ;  
Customer group: ;

**Calculation**

**Validation period**

**Lines**

+ Add Edit line price attribute Preview customers and products Remove Copy lines Dimensions display

Line group type	Line price attribute group	Price attribute detail	Combination r...	Mandatory	Required line a...	Site	Warehouse
Group	Product Attribute Pricing	Designer: Edna Mode;	Vendor: ; Brand: ; Item number: ; Category: ;	1001	0.00		



# Use Case 1 – Base Price + Margin + Discount



Price simulator

Name: Mode Pricing | Header price attribute detail: Order type: ; Camp

Description:

General

Transaction summary

Sales line

+ Add line | Remove | Display options

Item number	Product variant	Name	Unit	Site	Warehouse	Unit quantity	Original price	Sales price	Offer code	Discount amount
81201	VN-002535	V-Neck Dress	ea	WEST	DC-West	9.00	1,728.00	1,641.60	Tradeshaw Discount	86.40
81203	VN-002548	Floral print dress	ea	WEST	DC-West	1.00	64.00	60.80	Tradeshaw Discount	3.20

Applied margin component price adjustments

USRT-000001 | Mode Margin Adjustments | Price adjustment

Is applied	Discount	Name	Discount concurrency mode	Discount type	Percentage	Calculation type	Sales line unit price adjustment
<input checked="" type="checkbox"/>	USRT-000001	Mode Margin Adjustments	Price attribute combination rank	Price adjustment	60.00	Percentage	24.00

Applicable price groups

Applied periodic discounts

ST100327 | Tradeshaw Discount | Threshold discount

Is applied	Discount	Name	Discount concurrency mode	Discount type	Sales line unit ...	Sales line price...	Header price attribute group	Price att
<input checked="" type="checkbox"/>	ST100327	Tradeshaw Discount	Compounded	Threshold discount	3.20	3.20	Order Header Attributes	Tradeshaw

Base = \$40  
 + 60% markup  
 - 5% Discount  
 - 60.80 per unit

Price components applied in order of priority defined

# Use Case 2 – Big Summer Blowout



**Mix and match discounts**

Discount: ST100329 | Name: Big Summer Blowout | Discount type: Mix and match discount | Publish status: Draft | Validation status: Validated

General: Enabled | Compounded

Details

Price/discount

Calculation

Validation period

Lines

Line group type	Line price attribute group	Price attribute detail	Number of products n...	Discount value	Combination r...	Mandatory	Site
Group	Product Attribute Pricing	Season: Summer; Designer: ; Vendor: ; Brand: ; Item number: ; Category: Casual Shirts;	10	75.00	1		
Group	Product Attribute Pricing	Season: Summer; Designer: ; Vendor: ; Brand: ; Item number: ; Category: Dress Shirts;	5	0.00	1		

Purchase of 10 Casual shirts with season “Summer” are 75% off with purchase of 5 Dress shirts

\*Compounds with other discounts

**Auto charges**

PRICE COMPONENT CODE: Automatic Charges | HEADER PRICE ATTRIBUTES: Header price attribute group | LINE PRICE ATTRIBUTES: All

General

Charge description: Delivery Charges | Header price attribute detail: Header mode of delivery: 10; Tr...

Lines

Charges value	Charges currency code	From amount	To amount	From date	To date	Sales tax group	Keep	Site	Warehouse
200.00	USD	1.00	999,999.00	10/1/2025	12/31/2025				

Charges of \$200 added if Truck is mode of delivery on order.

# Use Case 2 – Big Summer Blowout



014678 : Mara Gentry

Open order

Lines Header

Summary by Copilot

Sales order header

Sales order lines

+ Add line + Add lines Add products Remove Transaction matrix Deferrals Sales order line Financials Inventory Product and supply Update line Warehouse Retail Engineering change Add revenue split child item

	A...	Ty...	Variant number	Item number	Product name	Quantity	Unit	Unit price	Discount	Net amount	Sales category	CW quantity	CW unit
<input type="radio"/>			VN-002134	81123	Cotton Polo / Cotton Polo	10.00	ea	125.98	97.64	283.45			
<input type="radio"/>			VN-002041	81115	Slim Fit Dress Shirt / Slim Fit Dress Shirt	5.00	ea	125.98	12.60	566.91			

Maintain charges | 014678 : Mara Gentry

Standard view

Filter

	Position	Sequence	Compound	Charges code	Description	Category	Deferred	Keep	Charges value	Currency	Broker contrac...	Sales tax group	Item sales tax group
<input type="radio"/>	1	0	<input type="checkbox"/>	FREIGHT	Freight	Fixed	<input type="checkbox"/>	<input type="checkbox"/>	200.00	USD	<input type="checkbox"/>	OR	

Applied periodic discounts

ST100329 | Big Summer Blowout | Mix and match discount

	Is applied	Discount	Name	Discount concurrency mode	Discount type	Sales line unit ...	Sales line price...	Status	Header price attribu
<input type="radio"/>	<input checked="" type="checkbox"/>	ST100329	Big Summer Blowout	Compounded	Mix and match discount	94.49	944.85	Enabled	
<input type="radio"/>	<input checked="" type="checkbox"/>	ST100332	10% Off Regional Stores	Compounded	Simple discount	3.15	31.50	Enabled	



# Use Case 3 – Free Item



**Free item setup**

Criteria type: Amount  
Calculation type: Normal  
Repeatable:  
 No  
 Repeatable by header  
 Repeatable by line

+ Add - Remove

Required header quantity/...	Supplementar...	
100.00	1.00	



Each purchase of \$100 (up to \$500) allows customer to receive free branded Gusteau's t-shirt

**Lines**

+ Add Edit line price attribute Preview customers and products - Remove Copy lines Dimensions display

Line group type	Line price attribute group	Price attribute detail
All		

Additional item requirements could be specified for inclusion/exclusion

**Free item lines**

+ Add - Remove

Free item group	Product	Product variant	Unit	Factor	Site	Warehouse
10	81122		ea	1		

# Use Case 3 – Free Item



## Price simulator

Name:  Header price attribute detail:

Description Name:  Description:

### Transaction summary

Line item count	Subtotal	Total discount amount	Total margin percent
2.00	216.00	143.98	-353.70

### Discounts ST100332 | 10% Off Regional Stores | Simple discount

<input type="radio"/>	Is applied	Discount	Name	Status	Discount concurrency mode	Discount type	Header price attribute group	Price attribute detail
<input checked="" type="radio"/>	✓	ST100332	10% Off Regional Stores	Enabled	Compounded	Simple discount		
<input checked="" type="radio"/>	✓	USRT-000005	Free Gusteau's T-Shirt	Enabled	Compounded	Free item		

Line item count	Subtotal	Total discount amount	Total margin percent
<input type="text" value="2.00"/>	<input type="text" value="216.00"/>	<input type="text" value="143.98"/>	<input type="text" value="-353.70"/>

### Sales line

+ Add line  Remove  Display dimensions

<input type="radio"/>	<input type="checkbox"/>	Item number	Product variant	Name	Unit	Site	Warehouse	Unit quantity	Original price	Sales price	Offer code
<input checked="" type="radio"/>	<input type="checkbox"/>	81220	VN-002648	Brown Button Up Coat	ea	CENTRAL	HOUSTON	1.00	240.00	216.00	10% Off Regional Stores
<input type="radio"/>	<input type="checkbox"/>	81122		Gusteau's Branded T-Shirt	ea			2.00	119.98	0.00	

# Use Case 4 – Competing Discounts



Wandering Oaken's offers seasonal discounts on out of season items.

“Royalty” members obtain highly discounted items to wear throughout the kingdom.

Ensure proper pricing is applied to not compound discounts between price codes.

Price groups Validation logs Copy Header price attribute group Discount exclusion list Fund list Options

Standard view

### All discounts

Discount: ST100334 Name: Royalty Discount Discount type: Simple discount Publish status: Draft Validation status: Validated

**General**

**Details**

**Price/discount**

Percentage off: 70.00 Quantity Limit: 0

**Calculation**

**Validation period**

Date validation type:  Standard  Advanced Effective date: 1/1/2025 Expiration date: 10/8/2026

**Price groups**

Price group: Roy Name: Royalty Pricing priority: 60

Price attribute group: Customer Price Group

Name Value

Customer account

Price group: Royalty

**VALIDATION PERIOD**

Discount period number: Description: Start date: End date:

**Lines**

+ Add Edit line price attribute Preview customers and products Remove Copy lines Dimensions display

Line group type	Line price attribute group	Price attribute detail	Combination r...	Site	Warehouse	Name
<input checked="" type="radio"/>	All			0		

# Use Case 4 - Competing Discounts



## Price simulator

Name: Royalty Discount  
Header price attribute detail: Order type: ; Campaign ID: ; Site: ; Delivery charges groups: ; Header mode of...

Description: [Empty text box]

### General

Channel ID: Houston	Include disabled discounts: <input checked="" type="checkbox"/> Yes	Site: [Empty]	Loyalty tiers: [Empty]	Sales agreement ID: [Empty]
Currency: USD	Catalogs: [Empty]	Warehouse: [Empty]	Coupon codes: [Empty]	
Channel Date and Time: 10/22/2025 07:42:20 AM	Customer account: 004347	Affiliations: Royalty	Enable diagnostics: <input checked="" type="checkbox"/> Yes	

### Transaction summary

Line item count: 1.00	Subtotal: 32.39	Total discount amount: 75.59	Total margin percent: -23.49
-----------------------	-----------------	------------------------------	------------------------------

### Sales line

+ Add line | Remove | Display dimensions

Item number	Product variant	Name	Unit	Site	Warehouse	Unit quantity	Original price	Sales price	Offer code	Dis:
81119	VN-002094	Slim Fit Plaid Shirt	ea			1.00	107.98	32.39	Royalty Discount	



# Tips



## Price simulator

Name  Header price attribute detail

Description

Leverage Price Simulator for testing all price updates

### General

Channel ID <input type="text" value="Houston"/>	Include disabled discounts <input checked="" type="checkbox"/> Yes	Site <input type="text" value="WEST"/>	Loyalty tiers <input type="text"/>	Sales agreement ID <input type="text"/>
Currency <input type="text" value="USD"/>	Catalogs <input type="text"/>	Warehouse <input type="text" value="DC-WEST"/>	Coupon codes <input type="text"/>	
Channel Date and Time <input type="text" value="10/6/2025 09:21:35 PM"/>	Customer account <input type="text" value="004003"/>	Affiliations <input type="text"/>	Enable diagnostics <input checked="" type="checkbox"/> Yes	

### Transaction summary

### Sales line

+ Add line  Remove  Display dimensions

	Item number	Product variant	Name	Unit	Site	Warehouse	Unit quantity	Original price	Sales price	Offer co...
<input type="radio"/>	81220	VN-002648	Brown Button Up Coat	ea	WEST	DC-West	3.00	450.00	450.00	

NEW

# What's New in 10.0.48



## Demo 1

Mass-update & Mass-expiration of Attribute-based Trade Agreements



## Demo 2

Use Non-Attribute Rebate Management in Unified Pricing Management

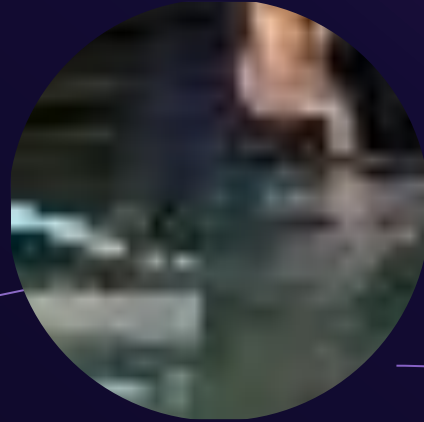


## Smart Rounding

Enable smart rounding in Trade Agreements — automatically apply pricing-friendly rounding rules (e.g., .99, .95) to calculated prices for a polished, market-ready result.

## **Unified Pricing Management Roadmap designed to deliver:**

- Accelerated and assured pricing decisions
- Strong margin protection and enhanced revenue growth
- A robust foundation for AI-driven and agent-based pricing automation



### **Enable Mass Update & Agentic Pricing Operations**

- Bulk price updates at scale
- Agent-driven detect → recommend → execute flow
- Built-in simulation, approval, and rollback



### **Margin Guardrails & Price Protection**

- Margin thresholds & tolerance bands
- Real-time margin validation
- Exception handling & approval workflow

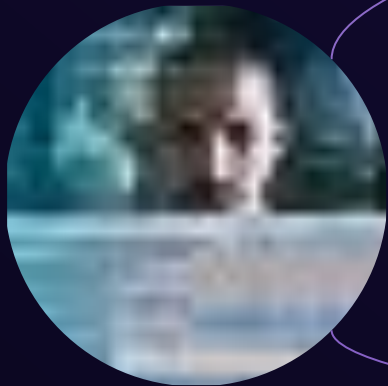


### **Link Pricing Decisions to Demand Signals**

- Demand planning integration
- Promotion & price change impact simulation
- Sales performance-aware pricing decisions

### **Converged SCM & Commerce Pricing**

- Migration to a single UPM pricing engine
- Elimination of SCM vs. Commerce pricing silos
- Reusable pricing rules & attributes
- CSU / headless pricing API alignment



# UPM Roadmap Vision

## Converged SCM & Commerce Pricing

- Migration to a single UPM pricing engine
- Elimination of SCM vs. Commerce pricing silos
- Reusable pricing rules & attributes
- CSU / headless pricing API alignment

## Mass Update & Agentic Pricing

- Bulk price updates at scale
- Agent-driven detect → recommend → execute flow
- Built-in simulation, approval & rollback

## Pricing ↔ Demand Signal Integration

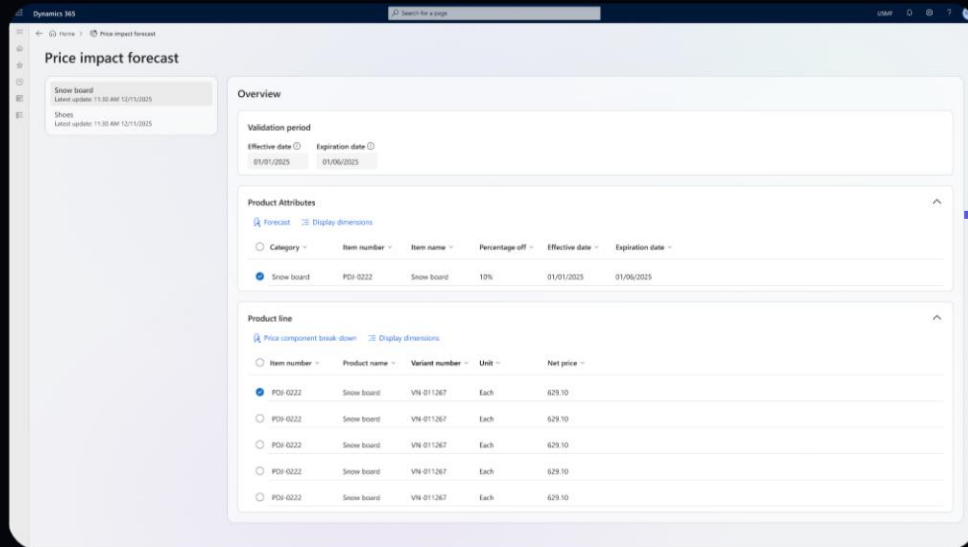
- Demand planning integration
- Promotion & price change impact simulation
- Sales performance-aware pricing decisions

## Margin Guardrails & Price Protection

- Margin thresholds & tolerance bands
- Real-time margin validation at execution
- Exception handling & approval workflows

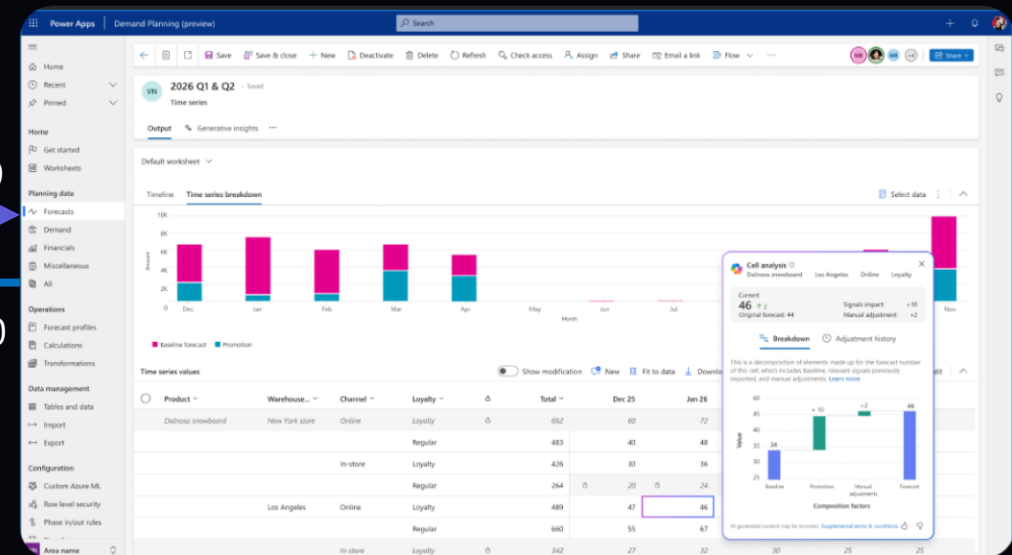
# Link Pricing Decision with Demand Planning

## Unified Pricing Management



Planned promotion  
Price history  
Planned net price changes

## Demand Planning



Seasonality  
Trends  
Signal Correlation

100.49

100.50

10.0.50+

# Change Tracking & Delta Price Reports

## The Pain Point


A company manages 20,000 SKUs, but only 1,000 SKUs are affected by a pricing change. Today, users must manually identify which products were impacted — a tedious, error-prone process that delays price reporting and downstream actions.

## Change Tracking

Automatically track every pricing rule modification. The system knows exactly which SKUs are impacted — no manual identification needed.

## Delta Price Reports

Generate price reports scoped to only the delta-changed products. Out of 20,000 SKUs, the report runs for only the 1,000 that were impacted — saving time and eliminating guesswork.

 **Looking ahead:** This capability paves the way for more efficient product price printing — enabling businesses to regenerate price sheets and catalogs for only the products with updated pricing.



Important Information

# Commerce Pricing Engine Migration to Unified Pricing Management

## Target Timeline

### 2027 Wave 1

Commerce Pricing engine will be migrated to the Unified Pricing Management platform.

## Call to Action

### Start testing now — tools available since 10.0.46

We strongly encourage customers and partners to begin testing the migration tools shipped since 10.0.46 to ensure a smooth transition.

**Why now?** Early testing gives you time to identify and resolve any migration-specific issues before the production rollout. Don't wait — validate your pricing configurations today.

# Getting Started



Define  
Pricing  
Elements

# Suggested Resources

Microsoft Learn - <https://learn.microsoft.com/en-us/dynamics365/supply-chain/unified-pricing-management/upm-pricing-management-overview>

Engage Unified Pricing Management Group -

<https://engage.cloud.microsoft/main/org/microsoft.com/groups/eyJfdHlwZSI6Ikdyb3VwIiwiaWQiOiIyMzc4MTEyNjE0NDAifQ/new>

UPM Overview Fast Track video -

<https://www.youtube.com/watch?v=QqjEwPK7ZDU>

UPM Overview -

<https://www.youtube.com/watch?v=rosxdZVci78>

Sherry Zhang Blog Post - [Unified Pricing](#)

[Management: Enhancing Omnichannel Success](#)

[through Pricing Segmentation and Consistent Pricing Structures](#)



**Thank You!**



**Let's Connect!**



**Cameron Caudill**

I help organizations envision, transform and thrive with Microsoft's ecosystem | Dynamic...

