



HOW TO BUILD BUY-IN THROUGHOUT YOUR PRICEFX IMPLEMENTATION

ABOUT THIS GUIDE

Learn how to generate workforce engagement through all three phases of the implementation process. Then, discover the four prominent benefits of an engaged workforce during a Pricefx implementation.

The Three Phases of a Pricefx Implementation

A recent study found that 92% of employees believe workplace training positively influences job engagement. Training is vital to getting employees interested and well-versed in new solutions like Pricefx. The more informed and skilled employees are in a new digital tool, the more they will use it.

1

PRE SALES PHASE

The beginning of a Pricefx implementation.

Begin to communicate the benefits of Pricefx to your stakeholders. Share how the solution will change their role.

2

TRAINING

Throughout the implementation process.

Roles utilizing Pricefx should attend comprehensive, step-by-step training sessions that are designed to build progressively on your teams' growing familiarity with the system.

3

POST-LAUNCH MAINTENANCE

After your new pricing solution goes live.

In the Post-Launch phase, the focus shifts towards deepening your teams' expertise and maximizing the software's value for your business.

PHASE 1

Pre Sales Phase



To engage your workforce effectively from the [start of a Pricefx implementation](#), it is essential to communicate clearly. Have your workforce engage in educational workshops through [Pricefx's learning center](#) or tailored demonstrations with your SI partner. This early exposure helps set realistic expectations and builds a robust foundation of knowledge.

- **Role Changes:** Explain how the Pricefx solution will alter their daily tasks.
- **Benefits:** Highlight the advantages they will experience as a result of these changes.
- **Workload Reduction:** Discuss potential decreases in administrative duties due to Pricefx's automation features.

Phase 1 is an opportunity for your teams to ask questions and interact directly with the software, giving them a preliminary understanding that will be vital as you move forward.

PHASE 2

Implementation Training



Before beginning user acceptance testing (UAT), your employees must be well-trained in Pricefx's features and functionalities. Otherwise, they will not be able to test the solution thoroughly. Potential issues might slip through the cracks, causing problems after the solution goes live or delaying the project's timeline. Here are various ways to ensure effective engagement throughout the UAT process:

- **Real-World Testing:** Teams test the system in actual scenarios to validate end-to-end business processes.
- **Comprehensive Training:** Before UAT begins, ensure that employees are well-versed in Pricefx's features and functionalities.
- **Thorough Testing:** Adequate preparation allows for rigorous testing of the solution, preventing potential issues from emerging post-launch or causing delays.
- **Feedback Sessions:** Regular meetings where teams can provide feedback and discuss challenges they encounter with the system.
- **Role-Specific Workshops:** Tailored sessions that focus on how Pricefx benefits specific roles within the organization.
- **Simulation Exercises:** Conduct simulations or role-playing scenarios to help teams better understand and navigate the new system.
- **Progress Reviews:** Schedule periodic reviews to assess how well the system integrates into daily workflows and to make necessary adjustments.

[Pricefx pre-package tailored training](#) easily facilitates this comprehensive learning. Training is customized for different roles within your organization to ensure that every team member—from finance to sales—understands how to utilize Pricefx to enhance daily operations.

PHASE 3

Post Launch Skill Maintenance



Your project ROI is largely determined by how much your workforce uses the pricing solution once it goes live. It is vital to encourage ongoing engagement and upskilling even after the solution is in use. Here are a few ways you can ensure that your team is actively engaged in ongoing training:

- **Instructor-Led Training:** Engage in ongoing training sessions led by instructors to equip your staff with the skills for sophisticated data analysis and the use of advanced tools within the platform.
- **Customized Learning Journeys:** Utilize the Pricefx Knowledge Base, which offers customized learning paths tailored to different user types.
- **Managed Services from SI Partner:** Your SI partner provides ongoing managed services to help overcome any technical issues or learning gaps, facilitating continuous learning and adaptation to changes and updates in Pricefx.
- **Internal Communication Channels:** Establish internal communication channels dedicated to Pricefx training, allowing staff to share experiences, challenges, and solutions, thereby fostering a community of collaborative learning.

Continuous engagement significantly enhances proficiency with Pricefx, maintaining enthusiasm and commitment to leveraging the platform to its fullest potential.

4 Benefits of End-to-End Training

Comprehensive training requires effort on the part of your employees. However, the tangible benefits of end-to-end training mitigate the initial costs and effort required. The value you can derive from Pricefx is proportional to your workforce's ability to leverage the solution's capabilities.

1

INCREASED INTERNAL ADOPTION

Enhancing user engagement is pivotal to boosting your organization's adoption rates of new technologies.

2

FASTER ROI & PROFITABILITY

The connection between well-trained employees and faster ROI lies in the heightened efficiency and capability that training instills.

3

DECREASED BUDGET/SCOPE CREEP

A well-trained team can significantly decrease the chances of project failure, and make the most of your investment.

4

IMPROVED CHANGE MANAGEMENT

Companies committed to their employees' growth often cultivate a culture of trust and loyalty.

Increased Adoption



By focusing on what makes users comfortable and understanding how they interact with the system, you can significantly reduce the time it takes them to become proficient.

Hands-on involvement doesn't just iron out kinks; it actively drives excitement and ownership among the user base. They start seeing tangible benefits like performance improvements and reduced errors, which are direct outcomes of effective digital transformation. The automation and efficiency gains become quickly evident, fostering a sense of achievement and satisfaction.

As users master the system, they transform into champions of the technology, taking on the role of trainers themselves. This peer-to-peer training further accelerates the adoption across your organization, shortening the time to see a return on investment. With more users proficient in the system, you can begin exploring advanced modules and deeper analytics, unlocking additional value and seeing the financial impacts materialize from these enhancements.

Faster ROI



Organizations with [structured training programs see a 218% increase in income per employee](#) over those lacking formalized training, and businesses offering employee training also enjoy a 24% higher profit margin.

Employees who undergo comprehensive training are better equipped to handle their roles, leading to more rapid completion of tasks and higher quality of work. This increase in productivity reduces the time it takes for [your investment in Pricefx to pay off](#). Moreover, well-trained employees are typically more engaged and committed, further enhancing their productivity and reducing turnover costs, which can significantly impact your organization's financial health.

Real Example: A global technology company and Canidium Client with an annual revenue of \$1 billion decides to implement Pricefx software to optimize its pricing strategy. It yielded a margin expansion of 3%.

Decreased Budget



Engaging your employees early in the training process ensures they thoroughly understand how to use the software's capabilities to address their needs. This early and clear comprehension helps set accurate expectations. It reduces the likelihood of unnecessary changes or additions later on, which are often [the primary contributors to scope creep](#).

Without adequate training, users might not fully understand or utilize the software effectively. This knowledge gap leads to dissatisfaction and the need for costly reworks and extensions that can derail budget and timeline

You can minimize surprises by ensuring that your end-users, company executives, and everyone in between are engaged and educated about the project's goals and progress, creating a collaborative effort towards a shared vision. This collective approach protects the project's budget. It aligns the implementation timeline with strategic business objectives, thereby preventing the chaotic, last-minute fixes.

Improved Change Management



An overwhelming 94% of employees indicate that they would be inclined to stay longer at a company that invests in their career development. Training programs that focus on career development help employees adapt to changes within the company. Employees are better prepared to take on new challenges and responsibilities by continuously enhancing their skills, contributing to a more agile and adaptable workforce.

This adaptability is crucial for organizations in fast-evolving industries, where the ability to pivot quickly and embrace change can often be the difference between success and failure.

This investment in human capital pays dividends through enhanced job satisfaction and morale, which are critical components of an effective internal change management strategy.



FOSTERING ENGAGEMENT THROUGH END-TO-END TRAINING

There is a direct correlation between training and organizational profitability. Employees who are well-versed in the tools and processes of their trade execute their responsibilities more competently and contribute to a culture of continuous improvement and innovation. This is because well-trained employees are more engaged in the use of the solution and, thus, more in tune with your company's implementation goals.

Your SI partner will be an invaluable resource during all phases of the training and implementation process. Their in-depth knowledge and experience with Pricefx give your workforce a wealth of knowledge.

Read on to learn more ways to [strategically leverage your SI partner to their maximum potential.](#)