



IBM DemandTec for Retail V12.4 portfolio provides a complete end-to-end solution for retail companies for price, promotion, assortment, markdown, and deal management to help make better decisions

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At a glance

IBM® DemandTec for Retail V12.4 portfolio contains improvements in workflow and execution tasks as well as expansion of core capabilities. You get:

- Franchise and express pricing management
- Improved promotion planning, optimization, and execution with Openlink data feed integration
- Improvements to deal management workflows for better integration with retail customers' internal systems
- Information about the impact of future advertisements for better markdown optimization decisions

For ordering, contact Your IBM representative. For more information, contact the Americas Call Centers at 800-IBM-CALL (426-2255).

Reference: YE001

Overview

IBM DemandTec for Retail V12.4 provides key enhancements based on your needs across the entire portfolio with an emphasis on franchise and express pricing for more extensive price management, better rules management for improved price optimization, and significant improvements of the handling of product groups and product categories for better assortment optimization.

IBM DemandTec for Retail V12.4 portfolio has made a number of improvements. Highlights include:

- Enhanced franchise pricing capabilities for IBM DemandTec Price Management and IBM DemandTec Price Optimization
- Enhanced express pricing capabilities allowing scenarios to span multiple product categories and divisions
- Automation of Rules Based Price scenarios for DemandTec Price Optimization
- Ability to hide profit measures from retail users in IBM DemandTec Shopper Insights
- Additional product development indices involving flexible segment compare

- Ability to use information for future promotions to help drive IBM DemandTec Markdown Optimization
- Ability to advertise nonpromotional messages using marketing messages
- Imported product and location groups for IBM DemandTec Promotion Planning and IBM DemandTec Promotion Optimization
- Direct entry of products for DemandTec Promotion Planning and DemandTec Promotion Optimization
- Support for User Entered Forecasts and the ability to save a forecast in the Advanced Master Calendar
- Inclusion of new Create Deal API for IBM DemandTec Deal Management
- User configurations for retail fields for DemandTec Deal Management
- Extending the deal workflow by disabling the ability to delete deals (offers) once the deal has been submitted
- Ability to create product groups and create relationships within product categories for IBM DemandTec Assortment Optimization

Key prerequisites

Refer to the [Technical information](#) section.

Planned availability date

November 20, 2012: Electronic software delivery

Description

IBM DemandTec for Retail V12.4 solutions

IBM DemandTec Price Management

Additional capabilities enhance franchise pricing functionality:

- Users can now run price update and react to competitor changes.
- Users can create Franchise Gross Margin percent rules that can be applied to subset of products and stores.
- Users create Price SKU Limits rule to apply solely to transfer price.
- Users can separately configure Franchise Revenue and Franchise Gross Margin percent metrics.

From a reporting perspective, the Rule Relaxation report is enhanced to display transfer price and associated relaxations, and franchise related warnings and errors can be reviewed in the Scenario Warnings and Errors report.

Users can create a single Express® Price run that spans categories and divisions since the user interface and workflow is enhanced. Along with cross category and divisional functionality, users are able to override costs to understand the impact to gross margin within the run. Users can update prices within the user interface or via Excel imports.

Rules Based Price scenarios can now be scheduled via the Task Scheduler so they will automatically be kicked off based on user entered schedules. Once the task is created, the application will look for Rules Based Price scenarios, marked In Production, duplicate the scenario, and submit it for processing.

IBM DemandTec Promotion Execution

Users can create marketing messages and attach master copy and images. Once these are attached to an event, the marketing messages can be swapped out to

create versions. The master copy and images will default to the event and then can be edited as required. The marketing message content is utilized when calculating page versions, included in version reporting, and output in the XML that is used in IBM DemandTec Publishing Manager.

Administrators can create a marketing message hierarchy in which the messages can be stored. Different nodes in this hierarchy can be assigned to specific users to allow them to access the marketing messages in events. This security is also used on the page space via assigning one or more nodes in the hierarchy to the ad position.

IBM DemandTec Promotion Planning

Users can load and update information into IBM DemandTec product groups or location groups that are created and maintained in their systems via a new Openlink data feed.

Users can add products to promotions by typing in the product key rather than going to a search screen and selecting.

A scheduled task is added that deletes all promotions marked as soft deleted from the database, a regular data maintenance process that reduces table sizes and improves performance. The benefit to you is that support and operations overhead is reduced since this was previously a manual process.

Users can manually enter and save a forecast or override it in the Financial UI for selected levels of the product hierarchy and time periods. This user-entered forecast exists alongside any predicted forecasts created by the system.

IBM DemandTec Promotion Optimization

Users can save a predicted forecast in the Financial UI for selected levels of the product hierarchy and time periods. This Saved Forecast will exist alongside future predicted forecasts.

IBM DemandTec Markdown Optimization

IBM DemandTec Markdown Optimization is enhanced to take into account future advertisements during the markdown period. Users can input the ad information on the application UI and the effect of the ad will be included in the markdown forecast.

IBM DemandTec Deal Management for Retail

Once a deal has been submitted, as long as new locations are not added, the vendor will no longer be allowed to delete deals. If a vendor does not want a deal, they can still cancel the deal. This will flow through to the systems and maintain the integrity of the deal status and details.

This solution has the ability to configure retail-use only fields, retailer-specific fields, rules, and secondary approval process.

IBM DemandTec Shopper Insights for Retail

Visibility control to profit figures are added allowing a retailer to hide all profit measures from their own users. In addition, the Flexible Segment Compare dashboard enables users to compare the purchase dynamics of selected products across different shopper segments. Product Development Indices are also added allowing users to compare the importance of products to different shopper segments (in comparison to other products).

IBM DemandTec Assortment Optimization for Retail

Users can create static Product Groups, which span product types (for example, stocked, market, and new). All Product Group types can then be used in Product Group Actions, which allow the user to designate a specific optimization action for all of the products in a Product Group.

These actions include the ability to mark a Product Group as either In, Out, or Maintain. The behavior is as follows:

- By marking a Product Group as In, all items in the group will be included in the final assortment such that stocked items which are already in the assortment will be protected, and market and new items which are not already in the assortment will then be added to the assortment.
- By marking a Product Group as Out, all items in the group will be excluded from the final assortment such that stocked items will be deleted, and market and new items will be ignored.
- By marking a Product Group as Maintain, all items in the group will maintain their current distribution such that Stocked items will be protected, and market and new items will be ignored.

For certain product categories, retailers may need to enforce specific relationships between items in the category. A collection is one such type of relationship where all of the items in a given collection should either be included or excluded from the assortment. In such cases, the retailer will not carry a partial collection or only some of the items in a collection. The Collections Rule in Assortment Optimization allows the user to enforce these types of relationships where Product Groups can be designated as Collections and will then be evaluated by the optimization as a whole, rather than each individual product being evaluated separately. The Collections Rule is enforced below Product Actions such that if any items in a collection have conflicting actions (for example, one item is designated as In while another item in the collection is designated as Out by the user), then the Collection will not be maintained. The Product Actions within a Collection must not be in conflict in order for the Collection relationship to be maintained.

Two new types of filters are available for users to control which products are included in the optimization Consideration Set. The first is the Stocked All Commodities Volume filter, which provides users more granular control over the minimum All Commodities Volume threshold to be applied to stocked products. This threshold can be set differently for three product types - stocked products with sales, stocked products without sales, and products that have sales but are not on the planogram. The second filter allows users to control which product types from Other Store Clusters are included in the Consideration Set. They can choose to include or exclude stocked products with sales in Other Store Clusters, stocked products without sales in Other Store Clusters, and products that have sales but are not on the planogram in Other Store Clusters.

Accessibility by people with disabilities

A US Section 508 Voluntary Product Accessibility Template (VPAT) containing details on accessibility compliance can be requested at

http://www.ibm.com/able/product_accessibility/index.html

Product positioning

IBM DemandTec portfolio is part of IBM Enterprise Market Management solutions and provides merchandising and sales planners with price, promotion, and product mix optimization solutions that increase customer loyalty and profit.

With the industry's most sophisticated merchandising optimization solutions, IBM DemandTec offerings are uniquely qualified to empower leading retailers across the globe to achieve their goals through strategy simulation and execution, ensuring that they offer the right products at the right price to the right customers. Our solutions are based on the industry's most powerful consumer demand science providing predictive insight that enables retailers to make better price, promotion, and assortment decisions.

Advantages of IBM DemandTec for Retail:

- Integrated suite of analytic offerings spanning price, promotion, assortment, and shopper insights.
- Solutions designed to support the achievement of category goals such as revenue, margin, volume, and competitiveness as well as shopper goals such as customer loyalty.
- Built from the ground up to support the collaborative nature of the retailer-manufacturer relationship across business processes, and provides the tools needed to build win-win plans.

Program number

New products in this release

Program number	VRM	Program name
5725-H33	SaaS	IBM DemandTec for Retail on Cloud
5725-H63	SaaS	IBM DemandTec Managed Cloud Delivery
5725-H64	12.4	IBM DemandTec Price Management
5725-H65	12.4	IBM DemandTec Price Optimization
5725-H66	12.4	IBM DemandTec Promotion Optimization
5725-H67	12.4	IBM DemandTec Promotion Planning
5725-H68	12.4	IBM DemandTec Promotion Execution
5725-H69	12.4	IBM DemandTec Markdown Optimization
5725-H70	12.4	IBM DemandTec Deal Management for Retail
5725-H71	12.4	IBM DemandTec Shopper Insights for Retail
5725-H72	12.4	IBM DemandTec Assortment Optimization for Retail

Previously announced products now being made available in the People's Republic of China (PRC)

Program number	VRM	Program name
5725-H33	SaaS	IBM DemandTec for Retail on Cloud
5725-H63	SaaS	IBM DemandTec Managed Cloud Delivery
5725-H64	12.3	IBM DemandTec Price Management
5725-H65	12.3	IBM DemandTec Price Optimization
5725-H66	12.3	IBM DemandTec Promotion Optimization
5725-H67	12.3	IBM DemandTec Promotion Planning
5725-H68	12.3	IBM DemandTec Promotion Execution
5725-H69	12.3	IBM DemandTec Markdown Optimization
5725-H70	12.3	IBM DemandTec Deal Management for Retail
5725-H71	12.3	IBM DemandTec Shopper Insights for Retail
5725-H72	12.3	IBM DemandTec Assortment Optimization for Retail

Education support

Many instructor-led, instructor-led online, and self-paced courses are available as of August 1, 2012. The following list is a sampling of courses available for each of the DemandTec solutions.

For a complete list of DemandTec courses, visit the IBM training site at

<http://www.ibm.com/training>

Course code	Course title	Course type
9A01G	IBM DemandTec Advanced Deal Management	ILO
9A02G	IBM DemandTec Assortment Optimization	ILO
9A04G	IBM DemandTec Deal Management Bill Center: Kroger	ILO
9A10G	IBM DemandTec Deal Management Creating Deals Kroger	ILO
9A18G	IBM DemandTec Promotion Optimization:	ILO

	Creating Promotions	
9A19G	IBM DemandTec Customer Trade Planning Basics	ILO
9A23G	IBM DemandTec Promotion Execution: Assign Promotions to Events	ILO
9A24G	IBM DemandTec Promotion Execution: Create and Manage Events	ILO
9A25G	IBM DemandTec Promotion Execution: Manage Images and Copy	ILO
9A36G	IBM DemandTec Markdown Optimization Basics	ILO
9A42G	IBM DemandTec OpenLink: Attributing	ILO
9A43G	IBM DemandTec OpenLink: Category Mapping	ILO
9A45G	IBM DemandTec Promotion Optimization: Predicting Promotions & Reviewing Results	ILO
9A47G	IBM DemandTec Price Optimization Advanced	ILO
9A48G	IBM DemandTec Price Optimization Basics	ILO
9A51G	IBM DemandTec Price Optimization Rules Pricing	ILO
9A53G	IBM DemandTec Price Optimization Update Process	ILO
9A57G	IBM DemandTec Promotion Optimization: Master Calendar	ILO
9A58G	IBM DemandTec Promotion Optimization: Category Plans	ILO
9A86G	IBM DemandTec Shopper Insights Basics	ILO
9A99G	IBM DemandTec Strategic Trade Planning Basics	ILO
9B01G	IBM DemandTec Strategic Marketing Planning Basics	ILO

IBM training provides education to support many IBM offerings. Descriptions of courses for IT professionals and managers are on the IBM training website

<http://www.ibm.com/training>

Call IBM training at 800-IBM-TEACH (426-8322) for catalogs, schedules, and enrollments.

Offering Information

Product information is available via the Offering Information website

<http://www.ibm.com/common/ssi>

Also, visit the Passport Advantage® website

<http://www.ibm.com/software/passportadvantage>

Publications

Product information for IBM DemandTec for Retail V12.4 is included with the service and can be accessed via the user interface.

Technical information

Specified operating environment

Hardware requirements

For details about hardware requirements for IBM DemandTec for Retail V12.4, visit

<http://www.demandtec.com/supportdocs>

Software requirements

IBM DemandTec for Retail V12.4 offers increased data protection, scalability, and performance for all its database intensive operations which, based on IBM DB2® technology, is designed to manage data more effectively and efficiently. Greater availability is delivered through enhancements such as online, automated database reorganization. In addition, the increased scalability and the ability to leverage the latest in server technology helps deliver increased performance of backup and recovery processes.

For details about software requirements for IBM DemandTec for Retail V12.4, visit

<http://www.demandtec.com/supportdocs>

The program's specifications and specified operating environment information may be found in documentation accompanying the program, if available, such as a readme file, or other information published by IBM, such as an announcement letter. Documentation and other program content may be supplied only in the English language.

Limitations

The following are supporting programs licensed with the products:

- IBM InfoSphere® DataStage®
- IBM DB2

For additional information, refer to **Usage restrictions** in the [Terms and conditions](#) section of this announcement, or to the license information document that is available on the IBM Software License Agreement website

<http://www.ibm.com/software/sla/sladb.nsf>

Planning information

Packaging

This product is accessed via the Internet. This program, when downloaded from a website, contains the applicable IBM license agreement and License Information, if appropriate, and will be presented for acceptance at the time of installation of the program. For future reference, the license and License Information will be stored in a directory such as LICENSE.TXT.

Software Services

IBM Software Services has the breadth, depth, and reach to manage your services needs. You can leverage the deep technical skills of our lab-based, software services team and the business consulting, project management, and infrastructure expertise of our IBM Global Services team. Also, we extend our IBM Software Services reach through IBM Business Partners to provide an extensive portfolio of capabilities. Together, we provide the global reach, intellectual capital, industry insight, and technology leadership to support a wide range of critical business needs.

To learn more about IBM Software Services or to contact a Software Services sales specialist, visit

<http://www.ibm.com/software/sw-services/>

Ordering information

This product is only available via Passport Advantage . It is not available as shrinkwrap.

Product group: IBM DemandTec

Product Identifier Description (PID)

IBM DemandTec for Retail on Cloud (5725-H33)

IBM DemandTec Managed Cloud Delivery (5725-H63)

IBM DemandTec Price Management (5725-H64)

IBM DemandTec Price Optimization (5725-H65)

IBM DemandTec Promotion Optimization (5725-H66)

IBM DemandTec Promotion Planning (5725-H67)

IBM DemandTec Promotion Execution (5725-H68)

IBM DemandTec Markdown Optimization (5725-H69)

IBM DemandTec Deal Management for Retail (5725-H70)

IBM DemandTec Shopper Insights for Retail (5725-H71)

IBM DemandTec Assortment Optimization for Retail (5725-H72)

Product category: IBM DemandTec for Retail

Charge metric

Program name	PID number	Charge metric
IBM DemandTec for Retail on Cloud	5725-H33	Million Revenue Conversion Units, Engagement
IBM DemandTec Managed Cloud Delivery	5725-H63	Application
IBM DemandTec Price Management	5725-H64	Currency Value Unit
IBM DemandTec Price Optimization	5725-H65	Currency Value Unit
IBM DemandTec Promotion Optimization	5725-H66	Currency Value Unit
IBM DemandTec Promotion Planning	5725-H67	Currency Value Unit
IBM DemandTec Promotion Execution	5725-H68	Currency Value Unit
IBM DemandTec Markdown Optimization	5725-H69	Currency Value Unit
IBM DemandTec Deal Management for Retail	5725-H70	Currency Value Unit
IBM DemandTec Shopper Insights for Retail	5725-H71	Currency Value Unit
IBM DemandTec Assortment Optimization for Retail	5725-H72	Currency Value Unit

Application

Application is a unit of measure by which the program can be licensed. An Application is a uniquely named software program that is separately installable on a computing device. Licensee must obtain sufficient Application entitlements to cover all Applications that incorporate any portion of, connect to, or are managed by the program.

Currency Value Unit (CVU)

CVU is a unit of measure by which the program can be licensed. A Conversion Unit (CU) is a currency-independent measure of monetary amounts relevant to the licensing of the Program. Currency-specific monetary amounts must be converted into CUs in accordance with the table located at

http://www.ibm.com/software/licensing/conversion_unit_table

Licensee must obtain sufficient entitlements for the number of CVUs required to cover the Relevant Monetary Amounts, as measured in CUs, as specified in the table below. CVU entitlements are specific to the Program and may not be exchanged, interchanged, or aggregated with CVU entitlements of another program.

Engagement

Engagement is a unit of measure by which the services can be obtained. An Engagement consists of professional and/or training services including but not limited to a training event, business analysis, or a deliverable-based services event. Sufficient entitlements must be obtained to cover each Engagement.

Million Revenue Conversion Units

Million Revenue Conversion Units (MRCUs) are a unit of measure by which the IBM SaaS can be obtained. A Revenue Conversion Unit is a currency-independent measure of a revenue amount relevant to the licensing of the IBM SaaS. Currency-specific revenue amounts must be converted into MRCUs in accordance with the table located at

http://www.ibm.com/software/licensing/conversion_unit_table

Sufficient entitlements must be obtained for the number of MRCUs required to cover the Revenue processed or managed by the IBM SaaS during the measurement period specified in Customer's Proof of Entitlement (PoE) or Transaction Document.

The following products are licensed using the Currency Value Unit (CVU) charge metric:

- IBM DemandTec Price Management
- IBM DemandTec Price Optimization
- IBM DemandTec Shopper Insights for Retail
- IBM DemandTec Assortment Optimization for Retail
- IBM DemandTec Deal Management for Retail

For the purpose of CVU licensing, the Monetary Amount is the maximum cumulative amount of Total Sales of the Originating Customer at the Originating Site processed or managed by the program in any twelve consecutive months. Total Sales are sales from products sold to end consumers through all channels. The Designated Measure is one hundred million CUs.

Currency Value Unit conversion table:

From 1 to 2 CUs, 1.00 CVUs per CU
From 3 to 5 CUs, 2 CVUs plus 0.90 CVUs per CU above 2
From 6 to 10 CUs, 4.7 CVUs plus 0.80 CVUs per CU above 5
From 11 to 20 CUs, 8.7 CVUs plus 0.70 CVUs per CU above 10
From 21 to 35 CUs, 15.7 CVUs plus 0.60 CVUs per CU above 20

From 36 to 50 CUs, 24.7 CVUs plus 0.45 CVUs per CU above 35
For more than 50 CUs, 31.45 CVUs plus 0.30 CVUs per CU above 50

The following products are also licensed using the CVU charge metric:

- IBM DemandTec Promotion Optimization
- IBM DemandTec Promotion Execution
- IBM DemandTec Promotion Planning

For the purpose of CVU licensing, the Monetary Amount is the maximum cumulative amount of Total Sales of the Customer of the Originating Customer at the Originating Site generated by sales of Promoted Items processed or managed by the program in any twelve consecutive months. Total Sales are sales from all products sold to end consumers through all channels. Promoted Items are products that are temporarily featured or discounted or sold on any form of promotion, including without limitation, a temporary price reduction (TPR), mention in an advertisement or circular, display in a secondary location of a physical store or on the main page of a website and coupons. The Designated Measure is ten million CUs.

Currency Value Unit conversion table:

From 1 to 2 CUs, 1.00 CVUs per CU
From 3 to 5 CUs, 2 CVUs plus 0.90 CVUs per CU above 2
From 6 to 10 CUs, 4.7 CVUs plus 0.80 CVUs per CU above 5
From 11 to 20 CUs, 8.7 CVUs plus 0.70 CVUs per CU above 10
From 21 to 35 CUs, 15.7 CVUs plus 0.60 CVUs per CU above 20
From 36 to 50 CUs, 24.7 CVUs plus 0.45 CVUs per CU above 35
For more than 50 CUs, 31.45 CVUs plus 0.30 CVUs per CU above 50

IBM DemandTec Markdown Optimization is licensed using the CVU charge metric.

For the purpose of CVU licensing, the Monetary Amount is the maximum cumulative amount of Total Sales of the Originating Customer at the Originating Site generated by sales of Markdown Items processed or managed by the program in any twelve consecutive months. Total Sales are sales from products sold to end consumers through all channels. Markdown Items are products sold on a permanent price reduction, generally aimed at clearing out excess supply, which includes clearance sales. The Designated Measure is 1 million CUs.

Currency Value Unit conversion table:

From 1 to 2 CUs, 1.00 CVUs per CU
From 3 to 5 CUs, 2 CVUs plus 0.90 CVUs per CU above 2
From 6 to 10 CUs, 4.7 CVUs plus 0.80 CVUs per CU above 5
From 11 to 20 CUs, 8.7 CVUs plus 0.70 CVUs per CU above 10
From 21 to 35 CUs, 15.7 CVUs plus 0.60 CVUs per CU above 20
From 36 to 50 CUs, 24.7 CVUs plus 0.45 CVUs per CU above 35
For more than 50 CUs, 31.45 CVUs plus 0.30 CVUs per CU above 50

Passport Advantage

New products being announced in this release

IBM DemandTec for Retail on Cloud (5725-H33)

Program name and Description	Part number
IBM DEMANDTEC® FOR RETAIL FOR ADD APP SET UP	D0W9BLL

IBM DemandTec Managed Cloud Delivery (5725-H63)

Program name and Description	Part number
IBM DEMANDTEC MANAGED CLOUD DELIVERY FOR ADD APP SET UP	D0W9ALL

Previously announced products now being made available in the People's Republic of China (PRC)

IBM DemandTec for Retail on Cloud (5725-H33)

Program name and Description	Part number
IBM DEMANDTEC PROMOTION OPTIMIZATION ON CLOUD RCU PER ANNUM	D0SXQLL
IBM DEMANDTEC PROMOTION OPTIMIZATION ON CLOUD RCU DAILY FEE PARTIAL MONTH	D0SXRLl
IBM DEMANDTEC PROMOTION OPTIMIZATION - PES LVL 1 ENG DAILY FEE PARTIAL MONTH	D0XSLL
IBM DEMANDTEC PROMOTION OPTIMIZATION - PES LVL 1 ENG PER ANNUM	D0SXTLl
IBM DEMANDTEC PROMOTION OPTIMIZATION - PES LVL 2 ENG DAILY FEE PARTIAL MONTH	D0SXULL
IBM DEMANDTEC PROMOTION OPTIMIZATION - PES LVL 2 ENG PER ANNUM	D0SXVLL
IBM DEMANDTEC PROMOTION OPTIMIZATION - PES LVL 3 ENG PER ANNUM	D0SXWLL
IBM DEMANDTEC PROMOTION OPTIMIZATION - PES LVL 3 ENG DAILY FEE PARTIAL MONTH	D0SXLL
IBM DEMANDTEC PROMOTION OPTIMIZATION - PES LVL 4 ENG DAILY FEE PARTIAL MONTH	D0SXYLL
IBM DEMANDTEC PROMOTION OPTIMIZATION - PES LVL 4 ENG PER ANNUM	D0SXZLL
IBM DEMANDTEC PROMOTION PLANNING ON CLOUD RCU DAILY FEE PARTIAL MONTH	D0SY0LL
IBM DEMANDTEC PROMOTION PLANNING ON CLOUD RCU PER ANNUM	D0SY1LL
IBM DEMANDTEC PROMOTION PLANNING - PES LVL 1 ENG DAILY FEE PARTIAL MONTH	D0SY2LL
IBM DEMANDTEC PROMOTION PLANNING - PES LVL 1 ENG PER ANNUM	D0SY3LL
IBM DEMANDTEC PROMOTION PLANNING - PES LVL 2 ENG PER ANNUM	D0SY4LL
IBM DEMANDTEC PROMOTION PLANNING - PES LVL 2 ENG DAILY FEE PARTIAL MONTH	D0SY5LL
IBM DEMANDTEC PROMOTION PLANNING - PES LVL 3 ENG PER ANNUM	D0SY6LL
IBM DEMANDTEC PROMOTION PLANNING - PES LVL 3 ENG DAILY FEE PARTIAL MONTH	D0SY7LL
IBM DEMANDTEC PROMOTION PLANNING - PES LVL 4 ENG DAILY FEE PARTIAL MONTH	D0SY8LL
IBM DEMANDTEC PROMOTION PLANNING - PES LVL 4 ENG PER ANNUM	D0SY9LL
IBM DEMANDTEC PROMOTION EXECUTION ON CLOUD RCU DAILY FEE PARTIAL MONTH	D0SYALL
IBM DEMANDTEC PROMOTION EXECUTION ON CLOUD RCU PER ANNUM	D0SYBLL
IBM DEMANDTEC PRICE MANAGEMENT ON CLOUD RCU PER ANNUM	D0SUHLL
IBM DEMANDTEC PRICE MANAGEMENT ON CLOUD RCU DAILY FEE PARTIAL MONTH	D0SUIll
IBM DEMANDTEC PRICE MANAGEMENT - PES LVL 1 ENG DAILY FEE PARTIAL MONTH	D0SULLL
IBM DEMANDTEC PRICE MANAGEMENT - PES LVL 1 ENG PER ANNUM	D0SUMLL
IBM DEMANDTEC PRICE MANAGEMENT - PES LVL 2 ENG DAILY FEE PARTIAL MONTH	D0SUNLL
IBM DEMANDTEC PRICE MANAGEMENT - PES LVL 2 ENG PER ANNUM	D0SUPLL
IBM DEMANDTEC PRICE MANAGEMENT - PES LVL 3 ENG PER ANNUM	D0SUULL
IBM DEMANDTEC PRICE MANAGEMENT - PES LVL 3	D0SUVLL

ENG DAILY FEE PARTIAL MONTH	
IBM DEMANDTEC PRICE MANAGEMENT - PES LEL 4	D0SV2LL
ENG PER ANNUM	
IBM DEMANDTEC PRICE MANAGEMENT - PES LEL 4	D0SV3LL
ENG DAILY FEE PARTIAL MONTH	
IBM IBM DEMANDTEC RETAIL ONE-TIME SET UP	D0SP8LL
IBM DEMANDTEC PRICE OPTIMIZATION ON CLOUD	D0SQ5LL
RCU PER ANNUM	
IBM DEMANDTEC PRICE OPTIMIZATION ON CLOUD	D0SQ6LL
RCU DAILY FEE PARTIAL MONTH	
IBM DEMANDTEC PRICE OPTIMIZATION - PES LVL 1	D0SQSLL
ENG DAILY FEE PARTIAL MONTH	
IBM DEMANDTEC PRICE OPTIMIZATION - PES LVL 1	D0SQTLL
ENG PER ANNUM	
IBM DEMANDTEC PRICE OPTIMIZATION - PES LVL 2	D0SRELL
ENG PER ANNUM	
IBM DEMANDTEC PRICE OPTIMIZATION - PES LVL 2	D0SRFLL
ENG DAILY FEE PARTIAL MONTH	
IBM DEMANDTEC PRICE OPTIMIZATION - PES LVL 3	D0SS1LL
ENG DAILY FEE PARTIAL MONTH	
IBM DEMANDTEC PRICE OPTIMIZATION - PES LVL 3	D0SS2LL
ENG PER ANNUM	
IBM DEMANDTEC PRICE OPTIMIZATION - PES LVL 4	D0SSNLL
ENG DAILY FEE PARTIAL MONTH	
IBM DEMANDTEC PRICE OPTIMIZATION - PES LVL 4	D0SSPLL
ENG PER ANNUM	
IBM DEMANDTEC PRICE & PROMOTION OPTIM- PES	D0SUBLL
LVL 1ENG PER ANNUM	
IBM DEMANDTEC PRICE & PROMOTION OPTIM- PES	D0SUCLL
LVL 1ENG DAILY FEE PARTIAL MONTH	
IBM DEMANDTEC PRICE & PROMOTION OPTIM- PES	D0SUDLL
LVL 2ENG DAILY FEE PARTIAL MONTH	
IBM DEMANDTEC PRICE & PROMOTION OPTIM- PES	D0SUELL
LVL 2ENGPER ANNUM	
IBM DEMANDTEC PRICE & PROMOTION OPTIM- PES	D0SUFLL
LVL 3ENG DAILY FEE PARTIAL MONTH	
IBM DEMANDTEC PRICE & PROMOTION OPTIM- PES	D0SUGLL
LVL 3ENG PER ANNUM	
IBM DEMANDTEC PRICE & PROMOTION OPTIM- PES	D0SUJLL
LVL 4ENG PER ANNUM	
IBM DEMANDTEC PRICE & PROMOTION OPTIM- PES	D0SUKLL
LVL 4ENG DAILY FEE PARTIAL MONTH	
IBM DEMANDTEC MARKDOWN OPTIMIZATION ON	D0SUQLL
CLOUD RCU PER ANNUM	
IBM DEMANDTEC MARKDOWN OPTIMIZATION ON	D0SURLL
CLOUD RCU DAILY FEE PARTIAL MONTH	
IBM DEMANDTEC DEAL MGMT FOR RETAIL CLOUD	D0SUSLL
RCU PER ANNUM	
IBM DEMANDTEC DEAL MGMT FOR RETAIL CLOUD	D0SUTLL
RCU DAILY FEE PARTIAL MONTH	
IBM DEMANDTEC SHOPPER INSIGHTS RETAIL CLOUD	D0SUWLL
RCU PER ANNUM	
IBM DEMANDTEC SHOPPER INSIGHTS RETAIL CLOUD	D0SUXLL
RCU DAILY FEE PARTIAL MONTH	
IBM DEMANDTEC ASSORTMENT OPT RETAIL ON	D0SUYLL
CLOUD RCU PER ANNUM	
IBM DEMANDTEC ASSORTMENT OPT RETAIL ON	D0SUZLL
CLOUD RCU DAILY FEE PARTIAL MONTH	

IBM DemandTec Managed Cloud Delivery (5725-H63)

Program name and Description	Part number
IBM DEMANDTEC ADV ANALY MAN CLD DEL LVL	D0SMLLL
THREE APP HOSTED PER ANNUM	
IBM DEMANDTEC ADV ANALY MAN CLD DEL LVL	D0SMMLL
THREE APP HOST DAILY FEE PARTL MO	
IBM DEMANDTEC ADV ANALY MAN CLD DEL LVL	D0SMNLL
FOUR APP HOST DAILY FEE PARTL MO	
IBM DEMANDTEC ADV ANALY MAN CLD DEL LVL	D0SMPLL
FOUR APP HOSTED PER ANNUM	
IBM DEMANDTEC MANAGED CLOUD DELIVERY LVL	D0SMQLL

ONE APP HOSTED PER ANNUM	
IBM DEMANDTEC MANAGED CLOUD DELIVERY LVL	D0SMRLL
ONE APP HOST DAILY FEE PARTL MO	
IBM DEMANDTEC MANAGED CLOUD DELIVERY LVL	D0SMSLL
TWO APP HOST DAILY FEE PARTL MO	
IBM DEMANDTEC MANAGED CLOUD DELIVERY LVL	D0SMTLL
TWO APP HOSTED PER ANNUM	
IBM DEMANDTEC MANAGED CLOUD DELIVERY LVL	D0SMULL
THREE APP HOST DAILY FEE PARTL MO	
IBM DEMANDTEC MANAGED CLOUD DELIVERY LVL	D0SMVLL
THREE APP HOSTED PER ANNUM	
IBM DEMANDTEC MANAGED CLOUD DELIVERY LVL	D0SMWLL
FOUR APP HOSTED PER ANNUM	
IBM DEMANDTEC MANAGED CLOUD DELIVERY LVL	D0SMXLL
FOUR APP HOST DAILY FEE PARTL MO	
IBM DEMANDTEC MANAGED CLOUD DELIVERY	D0SMYLL
HOSTED ONE-TIME SETUP	
IBM DEMANDTEC ADV ANALY MAN CLD DEL LVL	D0SMZLL
ONE APP HOSTED PER ANNUM	
IBM DEMANDTEC ADV ANALY MAN CLD DEL LVL	D0SN0LL
ONE APP HOST DAILY FEE PARTL MO	
IBM DEMANDTEC ADV ANALY MAN CLD DEL LVL	D0SN1LL
TWO APP HOST DAILY FEE PARTL MO	
IBM DEMANDTEC ADV ANALY MAN CLD DEL LVL	D0SN2LL
TWO APP HOSTED PER ANNUM	

IBM DemandTec Price Management (5725-H64)

Program name and Description	Part number
IBM DEMANDTEC PRICE MANAGEMENT CVU ANNUAL SW S&S RNWL	E0EE0LL
IBM DEMANDTEC PRICE MANAGEMENT CVU LIC + SW S&S 12 MO	D0SN3LL
IBM DEMANDTEC PRICE MANAGEMENT CVU SW S&S REINSTATE 12 MO	D0SN4LL

IBM DemandTec Price Optimization (5725-H65)

Program name and Description	Part number
IBM DEMANDTEC PRICE OPTIMIZATION CVU ANNUAL SW S&S RNWL	E0EE2LL
IBM DEMANDTEC PRICE OPTIMIZATION CVU SW S&S REINSTATE 12 MO	D0SN7LL
IBM DEMANDTEC PRICE OPTIMIZATION CVU LIC + SW S&S 12 MO	D0SN8LL

IBM DemandTec Promotion Optimization (5725-H66)

Program name and Description	Part number
IBM DEMANDTEC PROMOTION OPTIMIZATION CVU ANNUAL SW S&S RNWL	E0EE4LL
IBM DEMANDTEC PROMOTION OPTIMIZATION CVU SW S&S REINSTATE 12 MO	D0SNBLL
IBM DEMANDTEC PROMOTION OPTIMIZATION CVU LIC + SW S&S 12 MO	D0SNCLL

IBM DemandTec Promotion Planning (5725-H67)

Program name and Description	Part number
IBM DEMANDTEC PROMOTION PLANNING CVU ANNUAL SW S&S RNWL	E0EE6LL
IBM DEMANDTEC PROMOTION PLANNING CVU LIC + SW S&S 12 MO	D0SNFLL
IBM DEMANDTEC PROMOTION PLANNING CVU SW S&S REINSTATE 12 MO	D0SNGLL

IBM DemandTec Promotion Execution (5725-H68)

Program name and Description	Part number
IBM DEMANDTEC PROMOTION EXECUTION CVU ANNUAL SW S&S RNWL	E0EE8LL
IBM DEMANDTEC PROMOTION EXECUTION CVU LIC + SW S&S 12 MO	D0SNJLL
IBM DEMANDTEC PROMOTION EXECUTION CVU SW S&S REINSTATE 12 MO	D0SNKLL

IBM DemandTec Markdown Optimization (5725-H69)

Program name and Description	Part number
IBM DEMANDTEC MARKDOWN OPTIMIZATION CVU SW S&S REINSTATE 12 MO	D0SNLL
IBM DEMANDTEC MARKDOWN OPTIMIZATION CVU LIC + SW S&S 12 MO	D0SNPLL
IBM DEMANDTEC MARKDOWN OPTIMIZATION CVU ANNUAL SW S&S RNWL	E0EEALL

IBM DemandTec Deal Management for Retail (5725-H70)

Program name and Description	Part number
IBM DEMANDTEC DEAL MANAGEMENT FOR RETAIL CVU ANNUAL SW S&S RNWL	E0EECLL
IBM DEMANDTEC DEAL MANAGEMENT FOR RETAIL CVU SW S&S REINSTATE 12 MO	D0SNSLL
IBM DEMANDTEC DEAL MANAGEMENT FOR RETAIL CVU LIC + SW S&S 12 MO	D0SNTLL

IBM DemandTec Shopper Insights for Retail (5725-H71)

Program name and Description	Part number
IBM DEMANDTEC SHOPPER INSIGHTS FOR RETAIL CVU ANNUAL SW S&S RNWL	E0EEELL
IBM DEMANDTEC SHOPPER INSIGHTS FOR RETAIL CVU SW S&S REINSTATE 12 MO	D0SNWLL
IBM DEMANDTEC SHOPPER INSIGHTS FOR RETAIL CVU LIC + SW S&S 12 MO	D0SNXLL

IBM DemandTec Assortment Optimization for Retail (5725-H72)

Program name and Description	Part number
IBM DEMANDTEC ASSORTMENT OPTIMIZATION CVU ANNUAL SW S&S RNWL	E0EEGLL
IBM DEMANDTEC ASSORTMENT OPTIMIZATION CVU SW S&S REINSTATE 12 MO	D0SPOLL
IBM DEMANDTEC ASSORTMENT OPTIMIZATION CVU LIC + SW S&S 12 MO	D0SP1LL

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