

Rapid Delivery of a Custom Pricing Management Tool





Calibo designed, developed, and deployed a **new Pricing Management Tool (PMT)** for a leading manufacturer in just six weeks, replacing a low-adoption legacy system with a secure, modular, and performance-optimized platform. The engagement delivered a production-ready MVP ahead of schedule and the transition to full production was completed seamlessly, leveraging Calibo's proven delivery framework to ensure rapid deployment with zero operational risk, followed by improved functionality and user experience.

1. Business Context and Challenges

The client's previous pricing application had significant usability and functional limitations. Only about 20% of business users — spanning pricing, sales, and customer support — used the system actively.

Requirements for a replacement were not documented upfront, and there was no access to the existing application for analysis.

Tight timelines and limited stakeholder availability meant that requirements discovery, design, and development had to run in parallel.

2. Calibo's Solution

Calibo delivered a new PMT within a total of six weeks, following an initial two-week requirement finalization period.

The solution was built using a cloud-native architecture on Azure and designed for scalability, security, and performance.

2.1 Key Milestones and Activites



Requirements Finalization

2 weeks

- Conducted an in-depth assessment of the existing architecture and ecosystem.
- Analyzed technical and functional challenges.
- Completed requirement sign-off and delivered high-fidelity mock-ups and process flows.
- Defined detailed calculations and functional logic.



Phase-1 (Production)

6 weeks

- Designed and implemented complete application architecture and infrastructure.
- Built modules: Customer Integrated Console, Price Adjustment Console, Item Management Console, Price Grid Generator, Price Concession Module, and User Management Module.
- Automated bulk data uploads (customers, items, pricing grids).
- Delivered a robust, high-performance PMT ahead of schedule.



Phase-2 (Enhancements)

2 weeks

- Implemented feature upgrades based on Phase-1 feedback.
- Enhanced Customer Console and Price Adjustment Console (added unit converter for 30+ formulas).
- Improved UI, notifications, and system performance.
- Updated upload utilities and refined user experience.

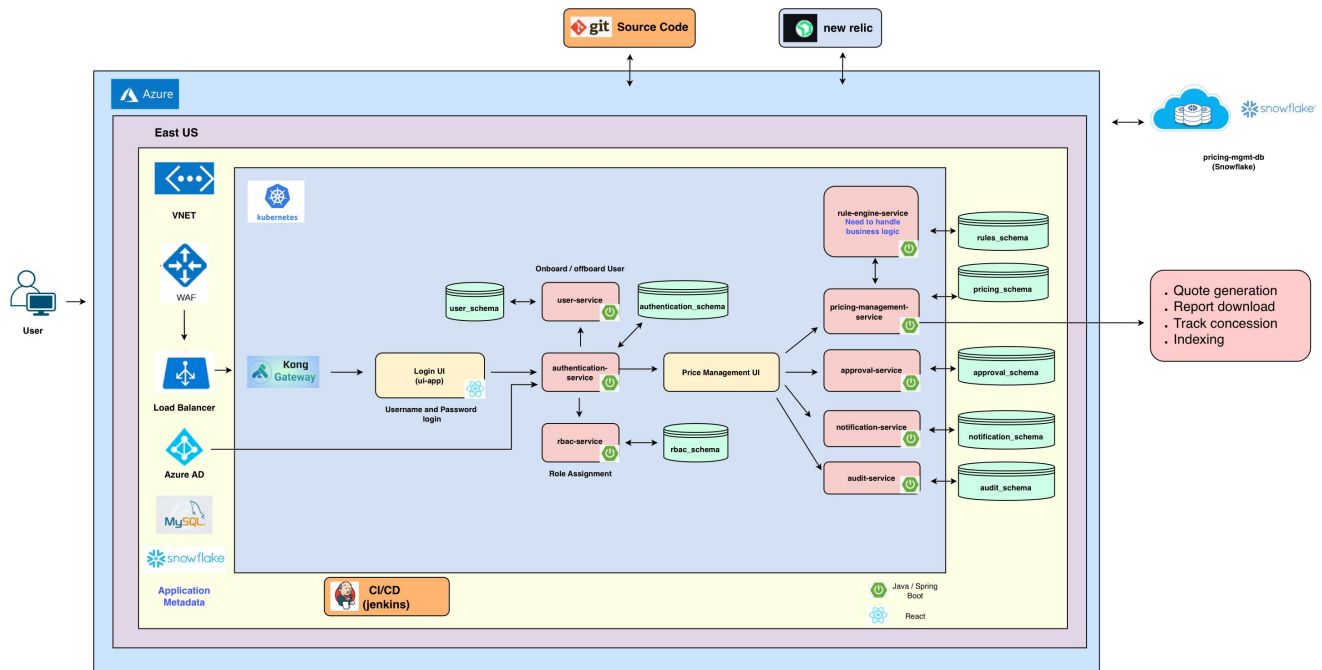
2.2 Solution Highlights

- **Rapid Requirement Discovery**
Conducted two-hour daily discussions with business users over two weeks to baseline all requirements and business rules.
- **Parallel Design and Development**
UX mock-ups and development ran in parallel for faster validation and early demos.
- **Automation via Calibo Accelerate**
Used Calibo's automation platform for CI/CD, infrastructure provisioning, and environment setup, handled by the Cloud & DevOps team.
- **Reusable Components**
Leveraged pre-built SSO and User Management/RBAC modules to accelerate development and ensure consistency.
- **Calibo-Managed Environments**
Development and production hosted on Calibo-managed Azure environments to avoid provisioning delays and enable faster iteration.

2.3 Technical Architecture

The Pricing Management Tool follows a **microservices-based architecture** hosted on **Microsoft Azure**.

The following diagram illustrates the system architecture and the technologies utilized in its implementation.



- **Cloud Platform:** Microsoft Azure
- **Frontend:** ReactJS
- **Backend:** Java Spring Boot
- **Database:** Azure MySQL
- **Authentication:** Azure Active Directory (SSO)
- **Data Warehouse:** Snowflake
- **Logging:** New Relic

3. Value Delivered

The new Pricing Management Tool is a tailor-made solution that replaced a low-adoption pricing tool with a dynamic, business-aligned platform.

- **End-to-end delivery** was completed within eight weeks.
- **Delivered PMT ahead of schedule** and followed by a two-week enhancement phase.
- **Replaced a limited, underused pricing system** with a cloud-native, scalable tool built for usability and performance.
- **Improved operational speed and pricing accuracy** through automation and consolidated workflows.

4. Calibo's Differentiators



Speed with Precision

Delivered an enterprise-grade solution within the timeline.



Platform-Driven Delivery

Calibo Accelerate automated CI/CD and infrastructure setup.



Built-In Security & Governance

Azure AD SSO and RBAC ensured enterprise compliance.



Deep Domain Knowledge

Pricing domain knowledge incorporated directly into functional design.



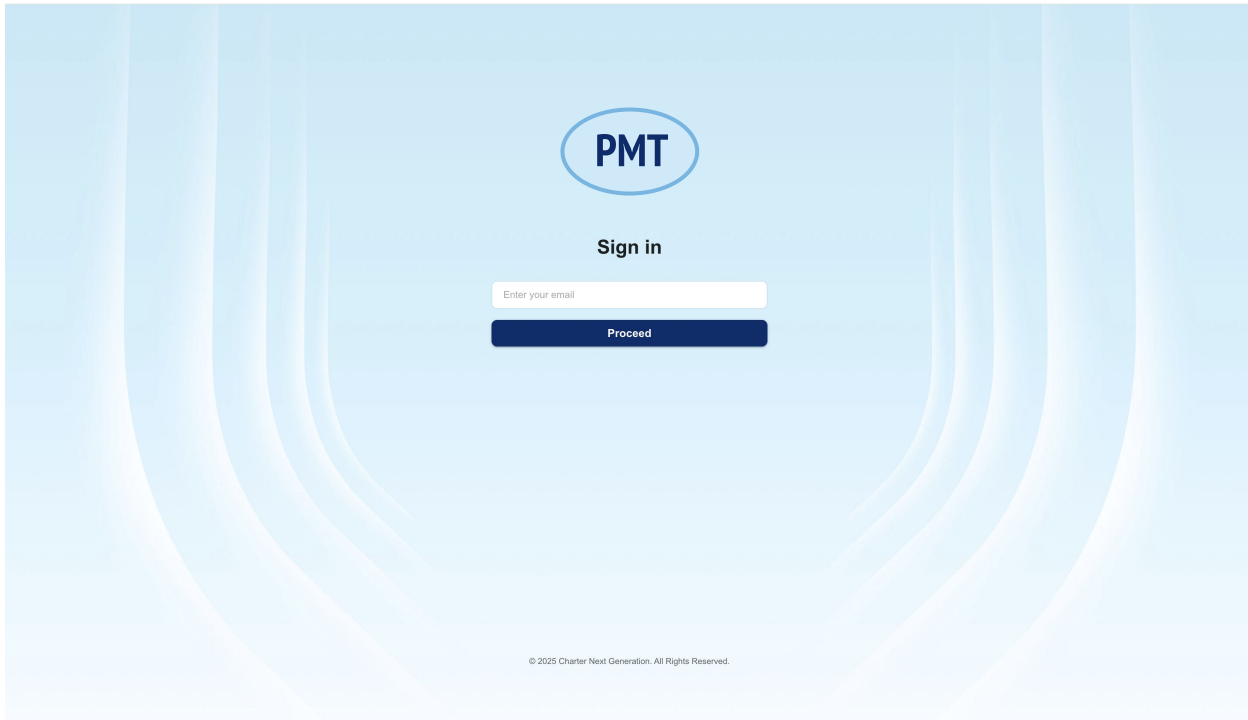
Collaborative Execution

Continuous interaction with business users for iterative validation and faster adoption.

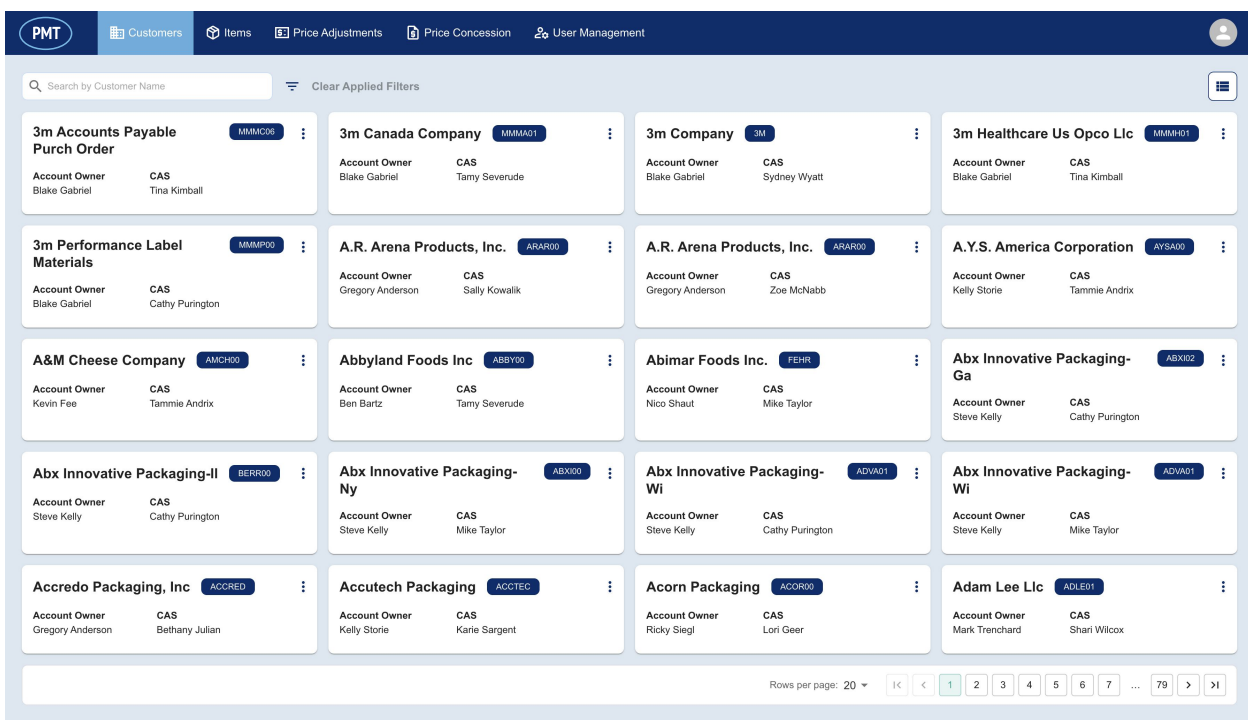
5. Solution at a Glance

A visual showcase of the Pricing Management Tool (PMT) features.

5.1 Login Page



5.2 Customer Dashboard



5.3 Item Records Console

PMT Customers Items Price Adjustments Price Concession User Management													
Search By Item Code		Clear Applied Filters		Sync Data		Customers-All		Show only items pending for Activation					
☐	Item Code	Product Code	Width2	Item Description	Customer ID	General Description	Gauge	Item Type	Width	Status	Actions		
☐	110BG0818SMITH0.9-BLU	BAGL4-BLUE	8	8X5X18 0.9 MIL BLUE 1,000 BAGS-RL	SMIT06				5	New			Activate
☐	110BG1016IRCA2.0-BLUE	BAGL4 BLUE	10	10 X 8 X 16, 2MIL, BL,1000/RL	IRCA01				8	New			Activate
☐	110BG1024GODSHALL-1.75CLR	BAGL4	10	10"x8"x24" GUS BAG 1.75MIL CLEAR	GSQM01				8	New			Activate
☐	110BG1024VP1.3-BL-IC	P13A-T4BL111	10	10"x 8"x 24" 1.3 MIL FDA BL- IC 500/CS	YDH				8	New			Activate
☐	110BG1024YELLOW-IC	P13A-T4YW109	10	10X8X24 1.3MIL YELLOW 500/CASE	YDH				8	New			Activate
☐	110BG1126BRECK2.7-IC	P61A-T4CLR11	11.5	11.5"x7"x26" 2.7 MIL CLR SHRINK POLY BAG 400/CS	BRECK				7	New			Activate
☐	110BG11526POLPRO2-C	GP1100.00	37	115"x26"x11 BG 2 MIL CL SIDE SEAL BAG	POLC02				0	New			Activate
☐	110BG1220BIRCH-7C-IC	GAR-BAGL4-25	12.25	12.25 X 10.25 X 20 .7MIL CLEAR 2000/cs	BIRCH				10.25	New			Activate
☐	110BG1220BMS1.2-C	BAG-OKI-NOREPRO	12.5	12.5"x12"x20.5" CLR BOR 960 BAGS/RL	BMSI				12	New			Activate
☐	110BG1220BMS2.4-BL-IC	P13A-T4BL109	12	12x12x20.25 BLUE IC 250/CS	BMSI				12	New			Activate
☐	110BG1221KELLOGG-P	PEARSON	12.875	12.875X8.75X21.375 1.5MIL PEARSON	FFPAK				8.75	New			Activate
☐	110BG1221KELLOGG-P	PEARSON	12.875	12.875X8.75X21.375 1.5MIL PEARSON	KLNA01				8.75	New			Activate

5.4 Index Management

PMT Customers Items Price Adjustments Price Concession User Management													
Search By Item Code		Clear Applied Filters											
☐	Item Code	Product Code	Width2	Item Description	Customer ID								
☐	110BG0818SMITH0.9-BLU	BAGL4-BLUE	8	8X5X18 0.9 MIL BLUE 1,000 BAGS-RL	SMIT06								
☐	110BG1016IRCA2.0-BLUE	BAGL4 BLUE	10	10 X 8 X 16, 2MIL, BL,1000/RL	IRCA01								
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☐	110BG1220BMS1.2-C	BAG-OKI-NOREPRO	12.5	12.5"x12"x20.5" CLR BOR 960 BAGS/RL	BMSI								
☐	110BG1220BMS2.4-BL-IC	P13A-T4BL109	12	12x12x20.25 BLUE IC 250/CS	BMSI								
☐	110BG1221KELLOGG-P	PEARSON	12.875	12.875X8.75X21.375 1.5MIL PEARSON	FFPAK								
☐	110BG1221KELLOGG-P	PEARSON	12.875	12.875X8.75X21.375 1.5MIL PEARSON	KLNA01								

Item Code

110BG0818SMITH0.9-BLU

Status

New

Customer Name

Smithfield Fresh Meats Corp.

Customer ID

SMIT06

Agreement Type

NA

Width2

8

Item Description

8X5X18 0.9 MIL BLUE 1,000 BAGS-RL

General Description

Gauge

Item Type

Width

5

Web Width

13

Internal Product Code

P13A-T4BL109

Customer Order Code

BAGL4-BLUE

Lifecycle

Commercialized

Product Code

BAGL4-BLUE

System

DTR

Customer Part Number

P0370113

Gusset Width

3

Product Type

Across

Up

Emboss

Roll Length

1542

Index Length

Initial Activation Date

All item attributes listed below are allowed to edit.

Clear all

Field Name	Existing Value	Proposed Value
Item Grouping	NA	Group1
Preferred Decimals - \$/LB	NA	2
Preferred Decimals - \$/UOM	NA	4
Yield @ Gauge(m ² /lb)	NA	1
Price Lag	NA	Price Lag

Save

Save & Activate

Cancel

5.5 Price Grid Console

PMT

Customers

Items

Price Adjustments

Price Concession

Epac, Llc

EPAC00

Account Owner: Eric Brunner

CAS: Lauren Nummi

View Items

Price Grid

01/01/2024

06/13/2025

Generate Price Grid

Agreement Type: Monthly

Time of Pricing: Ship Date

Search

Clear Applied Filters

Export

Product Group	Product Code	Item Code	Customer Part number	Configuration	Width(in)	Index Length	Across	Up			
Group1	PSX-501.30	EPAC00_1.5_PSX-501.30_SWS_30_0_00	100265	Single Wound Sheeting	0.00						
	Price Index	1.00	0.00	-1.3	0.23	0.00	-0.38	-0.44	0.19	0.00	0.3
	Quantity	01/15/2024	02/15/2024	03/15/2024	03/15/2024	04/15/2024	05/15/2024	06/15/2024	06/15/2024	07/15/2024	08/15/2024
	1000	\$ 3.5	\$ 3.5	\$ 2.2	\$ 2.43	\$ 2.43	\$ 2.05	\$ 1.61	\$ 1.8	\$ 1.8	\$ 2.1
	2000	\$ 2.75	\$ 2.75	\$ 1.45	\$ 1.68	\$ 1.68	\$ 1.3	\$ 0.86	\$ 1.05	\$ 1.05	\$ 1.35
	PS-CDM-F	EPAC00_4.5_PS-CDM-F_SWS_30_0_00	100264	Single Wound Sheeting	4.50						
	Price Index	1.09	0.00	-1.08	0.23	-0.55	-0.53	1.04	0.00	1.17	-0.38
	Quantity	01/15/2024	02/15/2024	03/15/2024	04/15/2024	05/15/2024	06/15/2024	06/15/2024	07/15/2024	08/15/2024	09/15/2024
	1000	\$ 3.59	\$ 3.59	\$ 2.51	\$ 2.74	\$ 2.19	\$ 1.66	\$ 2.7	\$ 2.7	\$ 3.87	\$ 3.49

5.6 Price Concession Console

PMT

Customers

Items

Price Adjustments

Price Concession

User Management

Price Concession

Overall NMA Impact

NMA Impact per customer

Tempo Flexible Packaging Inc.

01/01/2025

09/09/2025

Generate

Tempo Flexible Packaging Inc.

TEMP00

Account Owner: Ricky Siegl

CAS: Nancy Kopec

Item Code	Product Code		JAN 2025	FEB 2025	MAR 2025	APR 2025	MAY 2025	NMA Impact - Grand Total
TEMP00_0.9_GAP-8002TST_SWS_21.25_0_00	GAP-8002TST	Pounds Shipped	27552	0	0	0	0	\$ -1,102.08
		NMA Impact 01/02/2025	\$ -1,102.08	\$ 0.00	\$ 0.00	\$ 0.00	\$ -1102.08	\$ 0.00
		NMA Impact 08/26/2025					\$ 0.00	
		Overall Item level NMA impact	\$ -1,102.08	\$ 0.00	\$ 0.00	\$ 0.00	\$ -1102.08	\$ 0.00
TEMP00_0.9_GAP-8002TST_SWS_22_0_00	GAP-8002TST	Pounds Shipped	0	0	0	0	0	\$ -7,663.50
		NMA Impact 02/01/2025	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ -7663.50	\$ 0.00
		Overall Item level NMA impact	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ -7663.50	\$ 0.00
		Overall NMA Impact	\$ -1,102.08	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ -8,765.58

