

pricefx

# Paloma 17 Release

APRIL 2026





Pricefx Paloma 17  
coming on June 21<sup>st</sup>, 2026

# What's Coming with Paloma 17



## Pricefx Agents and Copilot

Speed up decision-making with Pricefx Agents' Actions grouping and contextual Action Tasks. Involve multiple data sources when creating Pricefx Agents with Copilot.

## Other Enhancements

Save time with scheduled pre-calculation of dashboards, background recalculation of documents, or validate data files in PlatformManager.

## AI Optimization

Optimize your pricing strategically with the latest advancements of our Negotiation Guidance and List Price Optimization AI use cases.

## New Knowledge Base

Search faster in all-new Pricefx Knowledge Base with embedded AI chatbot and MCP access.

## Import Manager

Add, update, validate, and export data directly from within the Pricefx application. New support for direct imports without approvals and in-app import creation.

## Deprecating Features

The Pricefx Excel client and Data Change Request will be deprecated and fully replaced by the Import Manager.

# Availability and Preconditions

Capability	Preconditions	Level of Effort
<b>Pricefx Agents and Copilot</b>	Agents Accelerator deployed / upgraded Copilot enabled Sales Insights Accelerator deployed / upgraded	Low
<b>Negotiation Guidance</b>	Negotiation Guidance Accelerator deployed / upgraded	Medium
<b>List Price Optimization</b>	List Price Optimization Accelerator deployed / upgraded	Medium
<b>Import Manager</b>	No preconditions	Low
<b>Data Validation in PlatformManager</b>	PlatformManager and IntegrationManager in use with the latest version	Low
<b>Dashboard Snapshots</b>	No preconditions	Low
<b>Knowledge Base</b>	No preconditions	Low

# Pricefx Agents and Copilot



# Pricefx Agents and Copilot



Identify opportunities, act fast and see immediate margin improvements.

Uncover business opportunities and risks on the fly  
Identify business opportunities and risks immediately while utilizing Agents' automation.

Get recommendations and act fast

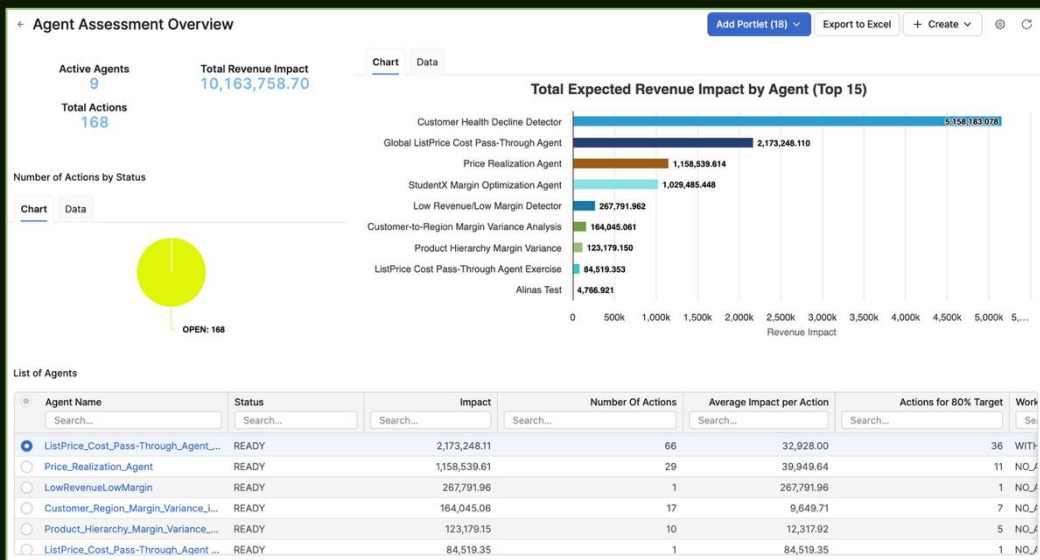
Capture resulting value with a few clicks with the provided smart recommendations.

Start quickly with Pricefx Agents

Get to value quickly with Pricefx Agents, designed for typical business scenarios and pricing situations.

Meet your needs precisely with tailored Agents

Fit your specific needs and just ask Pricefx Copilot to create tailored Agent while using just natural language.



# Actions Grouping and Action Tasks

Speed up decision making and act immediately.

- **Reduce noise and speed up decision making** with **Actions grouping** based on a selected dimension (e. g. product group).
- **Assign Actions efficiently** to relevant assignees while using the same dimension.
- **Act immediately** on the Agent's recommended Actions with **contextually relevant Tasks** (e. g. Quote creation or Live Price Grid update).
- Fit your needs precisely and get the most relevant recommendations through the **flexible settings of Actions and Action Tasks.**

### Action Definition

You can define specific actions for each detected insight and set assignment rules accordingly. For guidance visit our [documentation](#).

Group Actions by ?

Product Group ×

### Action Task

Action tasks enable to directly act on the actions, like creating a quote or update a list price. Please configure the following setup to enable Action Tasks.

Task Name ?

Update Live Price Grid (Price Setting Accelerator)

Price Setting Dependency Level Field\* ?

Country

Agent Recommended Price Field\* ?

Suggested List Price

#### Agent Action: Update Price in Live Price Grid

##### Live Price Grid Update Summary

Action: AI-163597

Prices were updated under the strategy "Agent Recommended Price" and will be applied in the next recalculation.

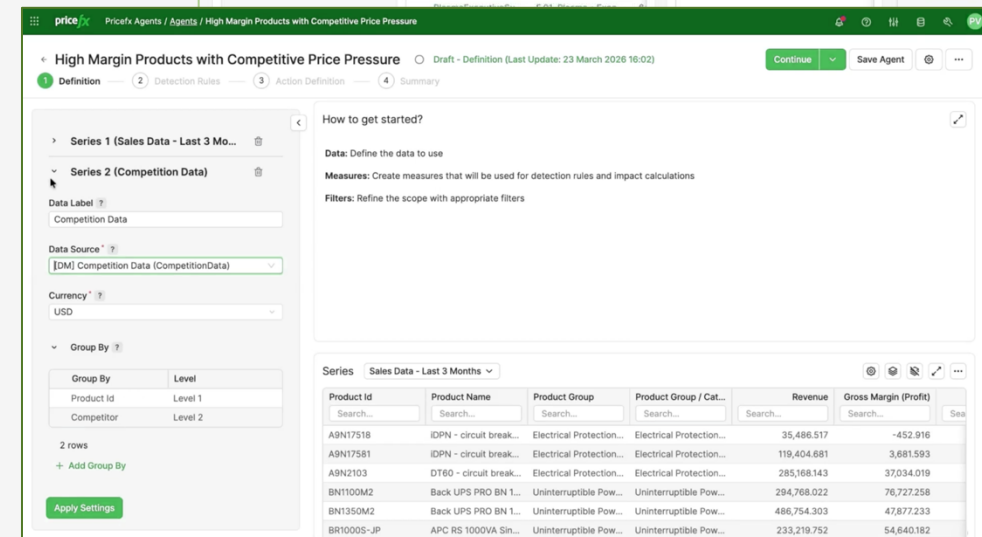
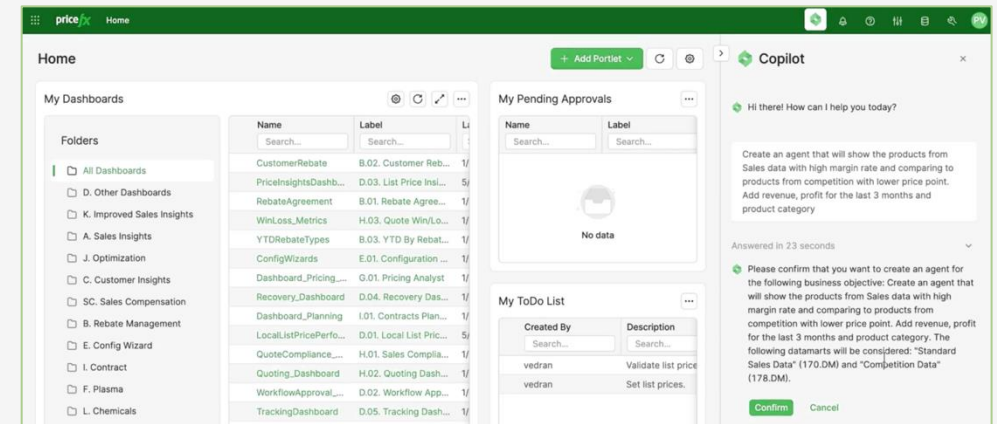
##### Affected Price Grids

Updated Live Price Grid	Number of Products	Dependency Level	Link
<input type="text" value="Search..."/>	<input type="text" value="Search..."/>	<input type="text" value="Search..."/>	<input type="text" value="Search..."/>
<input type="checkbox"/> Finland List (1876)	1	Finland	<a href="#">Open Price Grid</a>

# Agents Empowered by More Data

Uncover more opportunities with Agents working across various data sources.

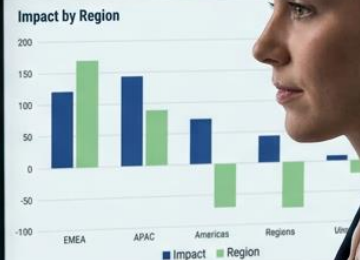
- Use just natural language and ask Copilot to create Agent with the access to data from multiple Datamarts simultaneously.
- Copilot scans your available Datamarts and automatically selects the best-matching data based on the context of your request.
- To ensure zero friction, the system automatically defaults to your standard Sales Insights mapping if no specific source is requested.
- Name explicitly specific Datamarts in your prompts, ensuring the Agent uses the exact data sets you require.
- New validations give you clear view on missing sources to prevent potentially misleading results.



# AI Optimization



Product ID	Segment	Current Price	Recommended Price	Change %
Prod-123	Seg-C	\$450	\$475	+5.5%
Prod-456	Seg-A	\$450	\$475	+5.5%
Prod-456	Seg-A	\$1200	\$1180	-1.7%
Prod-123	Seg-C	\$450	\$475	+5.5%
Prod-456	Seg-C	\$1200	\$1180	+5.5%
Prod-456	Seg-A	\$450	\$475	-1.7%
Prod-456	Seg-A	\$1200	\$1180	-1.7%



# AI Optimization Use Cases

Align pricing with your strategic objectives and boost profit.

## Negotiation Guidance

Turn deal data into confident and consistent negotiation guardrails that protect margin.

## List Price Optimization

Strategically set list prices to unlock margin, align pricing with value and competitive moves.

## Win Rate

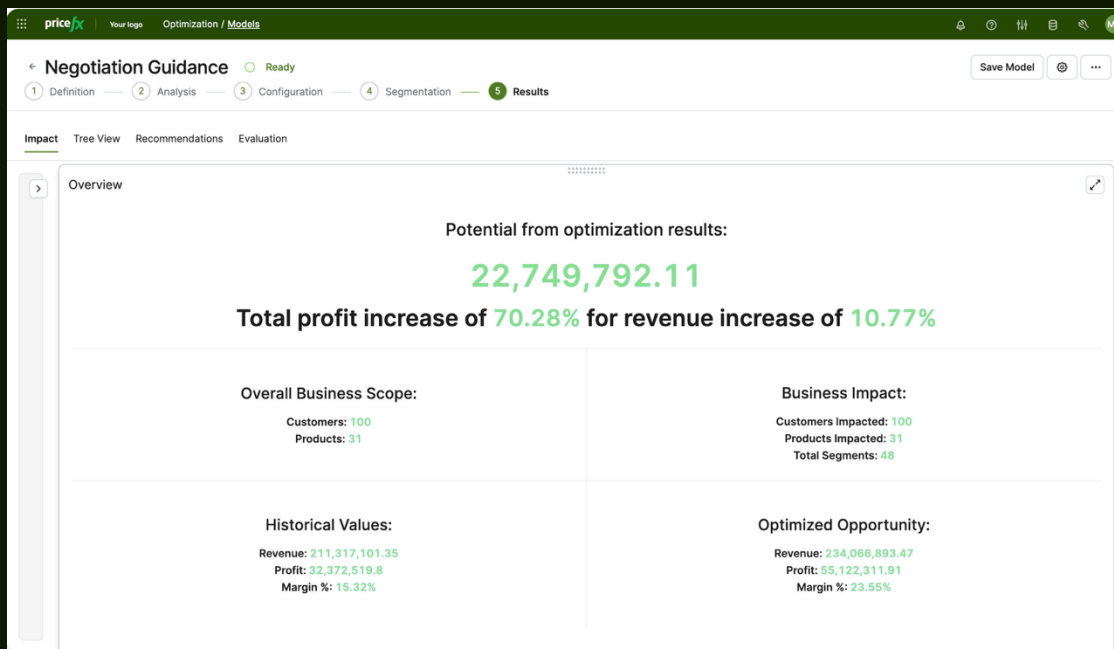
Optimize prices to increase deal win rate while maximizing expected revenue and profit.

## Product Recommendations

Guide sales teams toward the right products to improve quote outcomes and order value.

## Price Waterfall Optimization

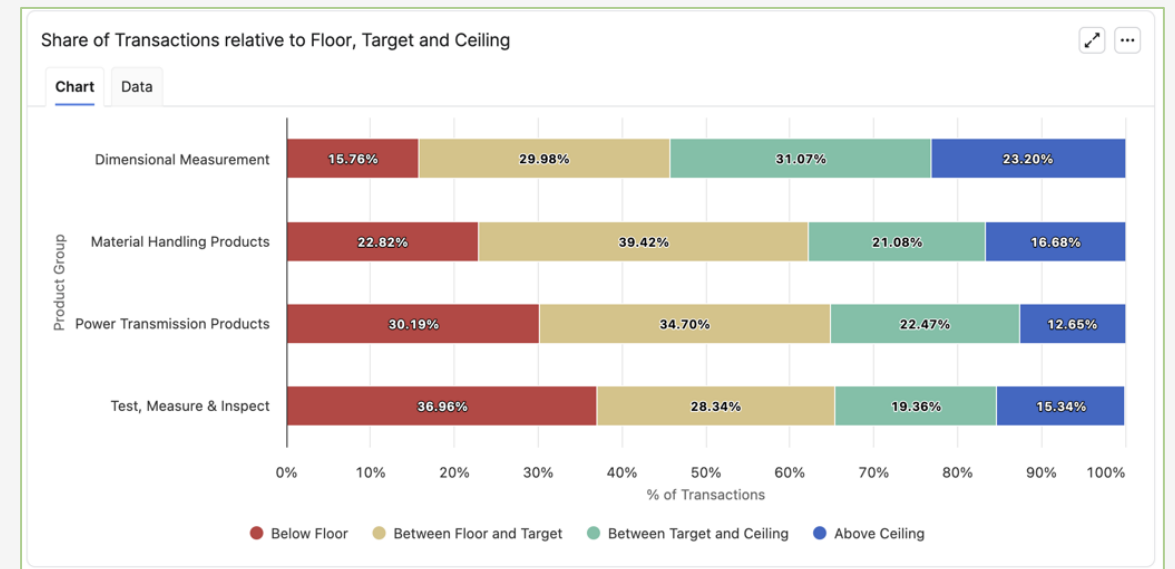
Optimize price realization by systematically improving every layer of the price waterfall.



# Enhanced Negotiation Guidance

Boost profit growth and get more transparency on deal pricing recommendations.

- **Price Index** and **Unit Net Price** are introduced as two new optimization metrics.
- A new **Review dashboard** uses specialized charts to quickly **assess recommendation quality** and provides better metrics to highlight segments to review.
- The update adds **Currency** support with automatic conversion for Datamart sources.
- New **recency weighting** prioritizes current transactions over older reference data.
- Improved **weight consistency** and **weighted percentiles** provide more accurate optimization targets.



# Enhanced List Price Optimization

Align pricing with competitive moves in granular or comprehensive way.

- **Full-fledged competition positioning** integrates rival pricing data into **list or invoice** price levels for comprehensive market alignment.
- **Competition comparisons** provide clear visibility through specialized views to track your market standing.
- **Competitive price alignment options:**
  - **Product-based positioning** enables granular rule-setting to differentiate your price strategy by specific product lines and individual competitors.
  - **Overall positioning** establishes a unified stance by defining a strategic price relationship against key competitors across your entire portfolio.
- **Alternative elasticity data** introduces the flexibility to incorporate proprietary insights for more precise price sensitivity modeling.

**Price Range at Product Level**

General rule that applies (%):

Minimum Maximum

**Competitor Exceptions** Add Row ⚙️ ↗️

<input type="checkbox"/> Competitor	Minimum Gap (%)	Maximum Gap (%)
<input type="checkbox"/> Fowler	-10	-10

1 row

**Competitor-Product Group Exceptions** Add Row ⚙️ ↗️

<input type="checkbox"/> Competitor	Product Group	Minimum Gap (%)	Maximum Gap (%)
<input type="checkbox"/> Columbus	Lift Magnets	-20	20

1 row

**Price Positioning versus Competition**

**Target Price Difference vs Competition** Add Row ⚙️ ↗️

<input type="checkbox"/> Competitor	Current AVG difference (%)	Target difference to competitor (%)
<input type="checkbox"/> Columbus	-3.778	0

1 row

**Competitor-Product Group Exceptions** Add Row ⚙️ ↗️

<input type="checkbox"/> Competitor	Product Group	Current AVG difference (%)	Target difference to comp...
<input type="checkbox"/> Columbus	Lift Magnets	0.046	2

1 row

# Import Manager



# Import Manager



Manage data with in-app, governed and more intuitive approach.

## Import data across the application

Manage everything from Price Lists and Master Data to Company Parameters and Bill of Materials directly within the Pricefx app without needing additional tools.

## Perform data validations

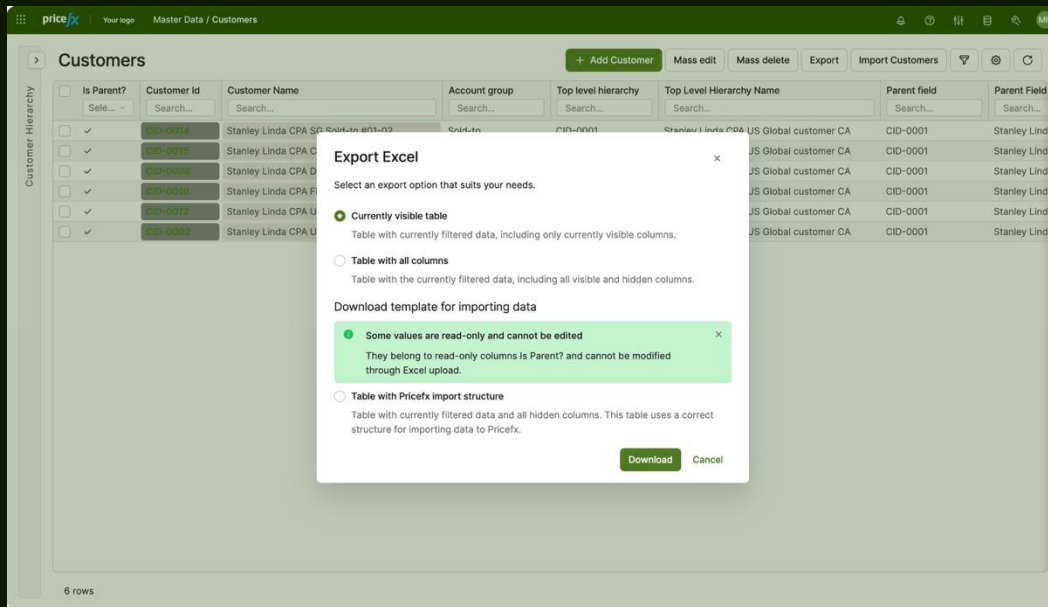
Faster and error-free data updates with identification of mismatched rows and execution of bulk edits.

## Utilize approval workflows

Gain better control over your business data by ensuring all data imports are subject to approval workflow.

## Modernize your data management

Adapt a simpler, more intuitive in-app alternative to the Pricefx Excel client.

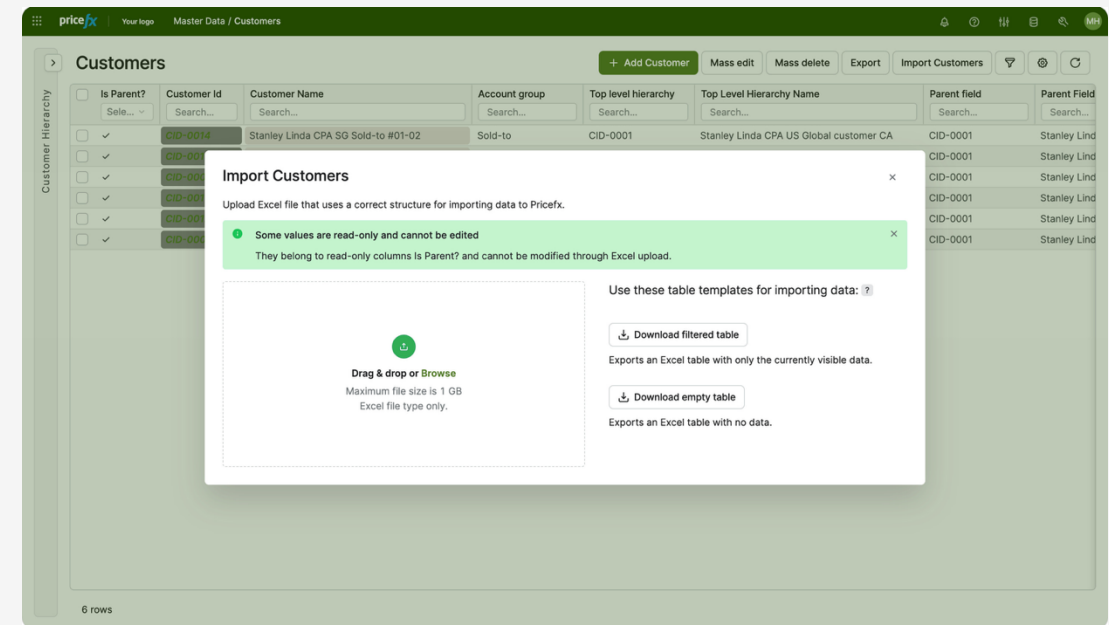


# Import Manager's Key Capabilities

Add, update, validate and export data directly from within Pricefx application.

- **Simple export/import workflow** using pre-structured templates and easy drag-and-drop file uploads.
- **Integrated validation and error handling** that highlights issues for correction before data is finalized.
- **Governance enabled by approval workflows**, ensuring changes are reviewed and authorized before being applied.
- **In-app mass editing for up to 10,000 rows**, allowing for quick adjustments directly within the Pricefx app.
- **Centralized tracking and audit trails** to monitor the status of all current and past imports.
- **Direct import** brings in data quickly to tables where no verification and approval is needed.
- **Create new** option allows in-app creation of your import and data update.

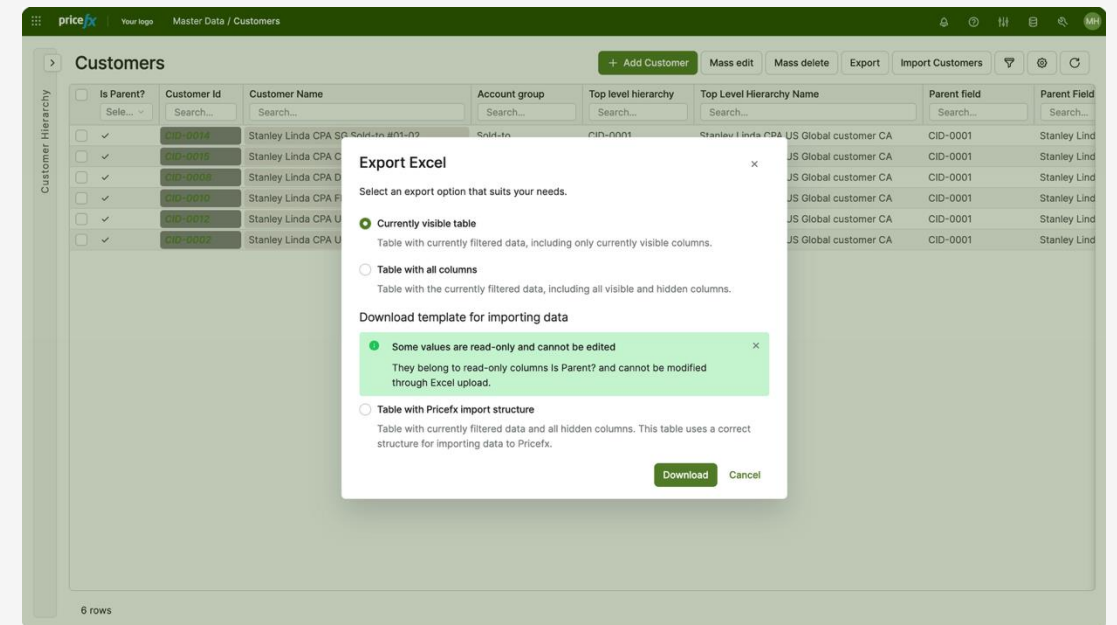
New



# All the Data Supported

From Price Lists and Master Data to Company Parameters and Bill of Materials.

- Products and Customers master data
- Product / Customer Extensions
- Product References
- Company Parameters
- Sellers and Seller Extensions
- Competition Data
- Bill of Material data
- Price Lists data
- Manual Price Lists data
- Live Price Grids data



# Deprecating Features



# Deprecating Features



Pricefx Excel client and Data Change Request feature will be deprecated.

## Consolidation of legacy tools

Pricefx is deprecating both the Excel client and Data Change Request, moving all functionality into the single, modern **Import Manager** solution.

## Timeline

Customers should start using Import Manager **before upgrading to release 17.0**, as these legacy tools will be fully removed.

## Enhanced governance and performance

The transition offers **better scalability and performance** alongside **built-in validation and native workflow approvals**, ensuring controlled and traceable bulk data changes.

## No loss of capability

This change is a platform upgrade rather than a loss of features, as **Import Manager covers all existing use cases**—including master data updates and governed changes.

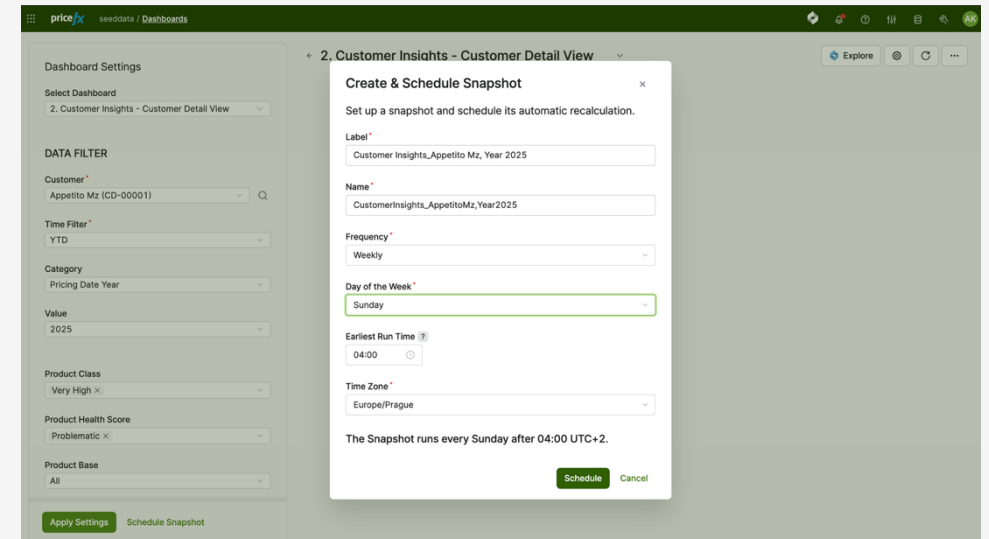
# Other Enhancements



# Dashboard Snapshots

Save valuable time with scheduled pre-calculation of important dashboards.

- Schedule dashboards with specific filters to be **pre-calculated automatically**.
- **Instant access** to critical metrics based on heavy data without any processing lag.
- **Seamless and professional executive reporting or KPI reviews** by having your data calculated in advance.
- **Generally available** with release 17.



# Background Recalculations

Save time with background recalculation of quotes and agreements.

- **Recalculations now run in the background**, meaning the UI no longer freezes and you can continue working on other tasks or documents without interruption.
- Spot a typo? You can now **stop an active calculation** immediately to fix errors, saving you from waiting for a flawed process to finish.
- Gain better control with **document-specific settings**. You can now tailor how calculations behave for individual header types, such as separate rules for quotes versus rebates.
- Available for **Quoting, Agreements & Promotions, Rebates** and **Sales Compensation**.



# Data Validation in PlatformManager

Validate data independently with enhanced Data Validation tool.

- **Select and fine-tune validation checks** (e.g., Product, Transactions) for new data uploads or existing files to match your specific business context.
- **Inspect file contents** directly in the tool to ensure accuracy without downloading.
- **Identify the right datasets** by seeing where and how selected files were previously used.
- Automatically align file columns with Pricefx structures using **intelligent mapping steps**.
- **Monitor quality via dashboards**, drill down into specific errors, and download full reports.
- **Revisit, re-run, or download results** from past validation processes.



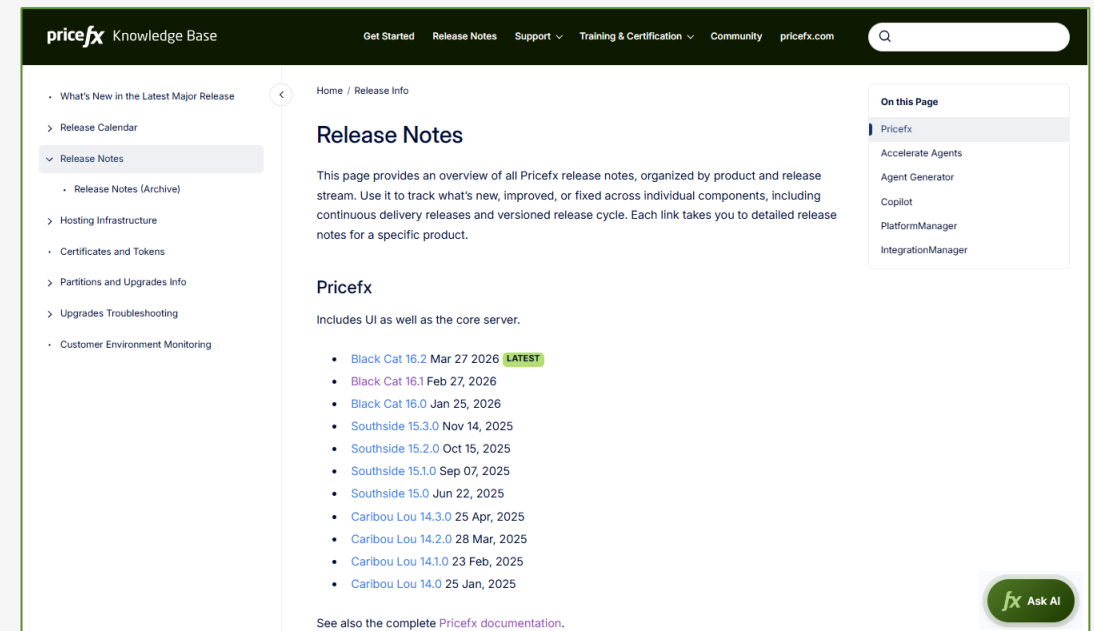


# All-New Pricefx Knowledge Base



Search faster in Pricefx Knowledge Base with new AI-powered features.

- The all-new Pricefx Knowledge Base allows to **search for Pricefx related information faster** and is built to be **fully AI-ready**.
- **An embedded AI chatbot** help users find specific answers in record time.
- Engineers can use a **new MCP server** to plug documentation directly into their IDE.
- **URLs to Pricefx Confluence a current Knowledge Base version**
  - Existing Confluence links will stay active and continue to work as usual.
  - Existing Knowledge Base URLs will change - moving to a cleaner format without page IDs.
- The all-new Knowledge Base is **officially launching on April 14<sup>th</sup> at knowledge.pricefx.com**



# Pricefx *N-1* Release Policy



# Pricefx *N-1* Release Policy



Pricefx provides official support for the latest 2 releases.

Pricefx provides official support for the latest 2 releases. Currently, **Southside 15.x** and **Black Cat 16.x** releases meet this condition.

Once the **Paloma 17** release is made available, all our customers will be required to use **Paloma 17.x** (N release) or **Black Cat 16.x** (N-1 release).

If you are on the **Southside 15** release, we encourage you to start planning for the **upgrade to Black Cat 16** already now.

Important primarily for **Customers hosted in Private cloud environments**. Customers hosted in Shared environment are upgraded automatically and comply with the policy.