



CONTRACTPRO® VERSION 4.3 FEATURES RELEASE

Release Date: October 30th, 2010

The Answers Systems Team is pleased to announce the ContractPro Trade Management Application Release 4.3 has been approved for general user availability on Saturday, October 30th, 2010. This release will contain several features that will only be made available to those Manufacturer Clients that request them and in some cases, execute a separate small-scale project to enable these new features in their instance of ContractPro and train their Users on their use.

Major System Enhancements



- 1. NEW: Volume Auto-Populate*** (T20090114.0006) – Originally released in our 4.2 version, we opted to withdraw the feature from production to work more on simplifying its use – we think we’ve had great success in this regard as this powerful new feature can now be used to automatically (without a single extra click in most situations) enter prior version actual claim volumes as the new Contract version’s Estimated Volume at Product or Category level! You can choose to import these historical volumes directly, or choose to adjust them for growth or any other factors via formulas you control. All of this functionality is provided inside of the simple, intuitive interfaces of the Bulk Pricing Screen and Excel Offline Pricing. Gone are the days of inaccurate or non-existent volume estimates and the time and effort they took to develop!
- 2. NEW: Ability to Search for Contracts by Pay-Type** (T20090305.0042) – Contract Search has been enhanced to allow Users to search their Contracts by what ContractPro refers to as “Pay Type”. Pay-Type can be defined for the Contractee and any and all Distributors on a Contract and can be defined as either “Off-Invoice” or “Rebate”. Want to easily find all of your Contracts that contain “Off-Invoice” Distributors? Now it’s a piece of cake!
- 3. NEW: Competitive Info Field Additions** (T20091113.0013, T20100201.0027) – Four new fields have been added to the Competitive Info section of the Contract Screen to allow users to better capture the details of any information they were made aware of that helped to influence the pricing that they ultimately offered their customer. Many of our Manufacturer Clients have increasing controls in this area to comply with legal and audit requirements from their corporate offices. Fields include:
 - a. Offer Program-Type** – This drop down list contains each of the Program Types (Billback, HQ Rebate, Accrual, Marketing Support, Growth Volume, Earned Income) that exist in ContractPro today. Use this field to capture the type of promotion the competitor has offered and that you are documenting in order to rationalize your pricing decisions.
 - b. Competitive Source** – Intended to allow you to record the source from which you obtained information about the competitors pricing. This field is a freeform text field.
 - c. Communication Type** – Intended to allow users to capture the method through which they were informed about the competitive pricing. This drop down list contains the values “Hardcopy”, “Verbal Via Phone”, “Verbal Via Face-To-Face” and “Other”
 - d. Communication Details** – A freeform text field provided to allow you to record any additional information about the competitive information you received that helped to influence the pricing you ultimately offered to your customer.

4. **NEW: Contract End Date Defaults to Blank** (T20091125.0032) – Our Manufacturer Clients have varying needs with each of their different Contract types for how a given Contract’s effective and expiration dates should behave. Our analysis of these needs uncovered several conflicts that we felt would be best accommodated by allowing our Users to manually enter the correct expiration date for their Contracts versus having the application try to automatically (and accurately) determine the correct expiration date. For example, during Contract renewal on a 1 month contract, should the renewal occur for 30 days as with the prior version or should it be automatically increased to 31 days to account for the differing number of days in any two months? ContractPro will no longer enter expiration dates on contract creation and renewal unless the expiration date is fixed by the Contract’s template.
5. **NEW: Contract Cancel Right Added*** (T20091223.0014) – A new right has been added to the system that will allow a User to gain access to the Contract Cancel workflow. Prior to this change, a user required the “Admin” role to gain access to the Contract Cancel function.
6. **NEW: First/Last Page Links Added to all Grids** (T20100408.0018) – A problem encountered during our 4.2 release of ContractPro related to the addition of our Column Chooser functionality caused us to have to remove the First Page and Last Page links from the paging section on each of ContractPro’s search result grids. With this release, the links have been re-added to the application.
7. **NEW: Access Restricted to Internet Explorer** (T20100528.0030) – A message has been added to the login process that will alert any user that attempts to login to the ContractPro application that Internet Explorer version 5.5 or higher is required for access. Though ContractPro does not support any browser other than Internet Explorer at this time, support for Firefox and Google Chrome is under development!
8. **NEW: Contracts Awaiting Approval Tab Additions** (T20100528.0030) – Three new columns have been added to the columns available inside the Column Chooser on the Contracts Awaiting Approval Tab. These columns will help users to action Contracts that require approval:
 - a. **Client Company Number** – This is the Manufacturer internal number assigned to the Contractee on the Contract requiring approval.
 - b. **Account Owner** – This is the Account Owner (a single User, one per company) assigned to the Contractee on the Contract requiring approval. Note that the Account Owner field requires separate setup and ongoing maintenance inside of ContractPro. Please see your Account Manager for more information.
 - c. **Contractee Name** – This is the Company Name assigned to the Contractee on the Contract requiring approval.

Minor Changes, Bug Fixes and Errata

1. **MINOR: Click-Once Buttons Added** (T20100625.0025) – A number of buttons throughout the application that begin actions that are likely to take several seconds to complete, have been modified so that they temporarily disable themselves and change their text to read “Processing...” while there actions are executed. This prevents the User from clicking multiple times and potentially increasing the amount of time the action takes to complete.
2. **MINOR: Loading Dialog Added to Add Distributor Page** (T20100610.0004) – A “Loading” message and animation has been added to the Add Distributor Page of the application to be consistent with other areas of the application.
3. **BUGFIX: Activity by Distributor and Product Report** (T20090206.0041) – Under certain circumstances, the Activity by Distributor and Product Report timed-out during processing. This report has been reformatted to allow it to

reliably complete in a reasonable period of time. This report allows users to see the requested and allowed cases and dollars by claiming Distributor, then by individual Product, for a period of time.

4. **BUGFIX: Incorrect Distributor Address Information Returned (T20100208.0018)** – The address information for Distributors returned in the Distributor Search page did not, under some conditions, return the correct address. This has been corrected.
5. **BUGFIX: Zero Dollar Market Support Events (T20100409.0030)** – A bug in the application allowed Market Events with zero dollar amounts to be submitted and approved. Market Event pricing should always be defined as greater than \$0.00. The application now correctly checks for this condition during Contract Save.
6. **BUGFIX: Screen Elements Not Correctly Sized (T20100430.0018)** – Under certain screen size and resolutions, several elements of the Contract Edit and View screens were found to be extending off the right side of the application’s screen. This display problem has been corrected on all screens where it existed.
7. **BUGFIX: Duplicate Corp-Level Group Displayed (T20100603.0004)** – A single Manufacturer Client’s Request New Distributor Page was incorrectly displaying two “Corp-level” groups in the Hierarchy selection. This has been corrected.
8. **BUGFIX: Product Excel Export in Read-Only Mode (T20100623.0006)** – The Excel Export from the Contract Product grid was found to be in “Read-Only” mode and was therefore non-editable by a User who had exported their Contract’s products via this feature. This has been corrected and the excel document generated by this export is now editable.
9. **BUGFIX: Template Rules not Correctly Applied (T20100805.0028)** – It was determined that Contract Template Rules that require Estimated Volume be present for every Lineitem on a Contract during Contract Create, were not being correctly applied during the renew or amend workflows. This bug has been corrected and where required “Require Estimated Volume” rules are now being applied during create, renew and amend.
10. **BUGFIX: Addons Section not Displayed (T20100818.0007)** – Under certain circumstances, the Addons section of the Contract View Screen was not being displayed, even when the selected Lineitem had Addon pricing. The bug has been corrected and the Addons section is now correctly being displayed.

*** Note** – This feature requires additional Manufacturer configuration and setup and may not be available for the Manufacturer account(s) that you have access to within ContractPro. To find out more about this feature or to add its capabilities to your instance of ContractPro, contact your Answers Systems Sales Representative or Account Manager.