



The tool compares what your new list price **announces** with what it **actually collects**, customer by customer. It runs entirely in your browser: no data leaves your machine. This is the only preparation required.

The five tables you need

TABLE	ONE ROW =	EXPECTED COLUMNS
Transactions	one sale	customer · item · quantity · net invoiced amount · line type
Item master	one item	code · family · sub-family · description
Customer master	one customer	code · segment · sub-segment · name
Current list	one item	item code · current list price
New list	one item	item code · upcoming list price
Discount grid	one condition	the targeting columns (customer, family, item...) · the discount

THE NET AMOUNT IS MANDATORY

Without it the tool rebuilds revenue from your own grid, then compares it to itself: the check proves nothing. It is the amount actually invoiced that gives the diagnosis its value.

What unlocks customer classification

A STANDARD COST COLUMN PER ITEM

Without cost, margin cannot be computed: no matrix, no zones, no negotiation latitude. If you cannot obtain it, the tool lets you **declare** a gross margin — one overall rate, one rate per customer segment, or one per product family. Everything derived from it is then flagged “declared”.

Points to watch

- Several workbooks are accepted: one export per table is the normal case.
- Column names do not matter: you map them on screen 1.
- Hierarchy levels are not limited to three: region, brand, channel, business unit — any master column can become a grid key.
- Line types are not guessed: you tick the ones that are in scope.
- Format .xlsx or .xls.

What happens to your data

NOTHING IS TRANSMITTED

Nothing is transmitted. The file is a self-contained web page: it reads your workbooks in your browser and issues no network request. You can verify it by disconnecting before opening it — the tool behaves identically.