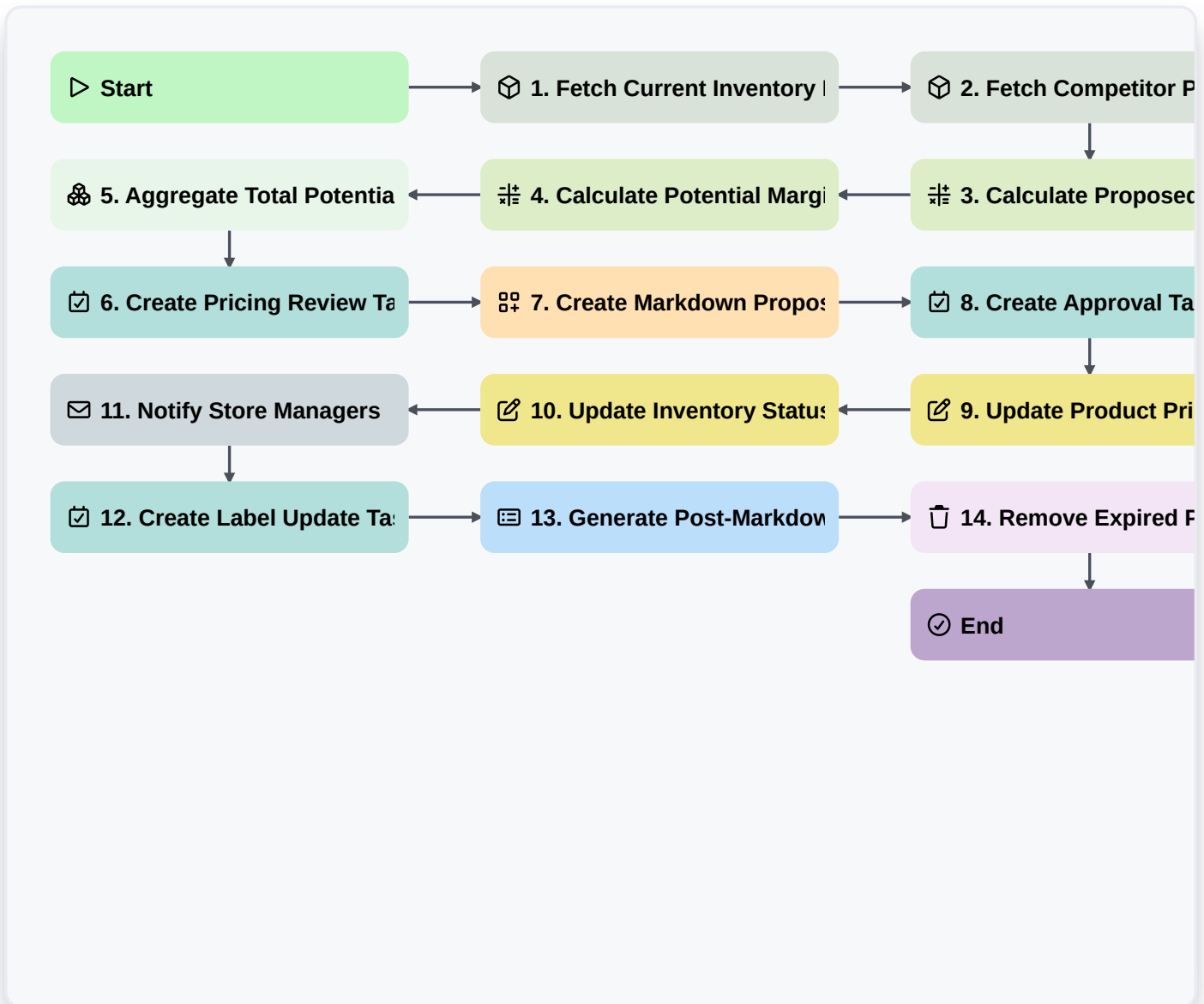


Retail Price Markdown And Discounting Process



▷ Start

Start of the Workflow/Process.

📦 1. Fetch Current Inventory Levels

Retrieve current stock levels and product details from the Inventory Data Model to identify candidates for markdown.

📦 2. Fetch Competitor Pricing

Retrieve recent competitor price monitoring entries to benchmark against.

🧮 3. Calculate Proposed Markdown Percentage

Execute formula: $(\text{Current Price} - \text{Target Price}) / \text{Current Price}$ to determine the required discount depth.

🧮 4. Calculate Potential Margin Impact

Calculate the projected profit margin after the applied discount is subtracted from the cost of goods sold.

🧮 5. Aggregate Total Potential Revenue Loss

Sum the 'Revenue Loss' property across all selected product entries to understand the total impact on the bottom line.

📝 6. Create Pricing Review Task

Create a task for the Category Manager to review the proposed markdown values and margin impact.



7. Create Markdown Proposal Entry

Generate a new entry in the 'Markdown Proposals' data model containing the proposed prices, dates, and reasoning.

8. Create Approval Task

Create a task for the Finance Director to approve or reject the total aggregate revenue loss threshold.

9. Update Product Price in Master Data

Update the 'Current Price' field in the Product Data Model once the markdown proposal is approved.

10. Update Inventory Status

Update the 'Promotion Status' field to 'Active' for the affected items in the Inventory Data Model.

11. Notify Store Managers

Send an email to all store managers with the new price list and effective date.

12. Create Label Update Task

Create a task for the Floor Staff to physically update price tags and signage in-store.

13. Generate Post-Markdown Impact Report

Create a report comparing sales velocity and margin before and after the discount period.

14. Remove Expired Promotion Entry

Delete the markdown proposal entry from the active queue once the promotion period has ended.

End

End of the Workflow/Process.