



COMPANY PROFILE

SAP Retail Consulting, AI &
Software Development Company

COMPANY OVERVIEW

cosima is a strategic SAP Retail consulting and software development company, highly specialized and focused on SAP Retail solutions. Our vision is to provide End-To-End SAP Retail solutions to our clients from pool of highly experienced SAP consultants . Cosima offers a wide range of Retail consulting services defined to meet a variety of client needs, scope and SAP footprints. Since no two customers are alike, our portfolio of SAP solutions and offerings can be customized to meet your needs. Cosima strives to become your strategic partner by providing the experts, methodologies, and tools for an effective Retail implementation.

Company Core Values:

- Client Satisfaction
- Collaboration
- Accountability
- Integrity
- Excellence



Pricing Strategies and Suggested Retail Price Tactics

Cosima's AI-powered dynamic pricing solution enables retailers to intelligently adapt prices based on real-time market data, sales history, and competitor activity. The platform is designed for SAP-first environments and delivers a hybrid approach by combining business-driven rules and machine learning algorithms. This ensures pricing decisions are accurate, defensible, and aligned with margin goals and retail strategies. Whether you're launching new promotions or adjusting prices based on seasonal demand, Cosima helps your pricing teams respond confidently and quickly

AI Based Dynamic Retail Pricing Solution

- Machine Learning
- For SAP Retailers
- Rule Based Logic





DYNAMIC PRICING SOLUTION

A unified pricing view across both digital and physical channels ensures consistency and transparency for customers, while automated pricing updates accelerate go-to-market strategies and reduce manual effort. Competitive pricing drives higher conversion rates, and strategic pricing techniques help increase basket size and enable effective upselling. Additionally, AI-enhanced promotional pricing fosters customer loyalty and satisfaction by delivering personalized, timely offers that resonate with shoppers

Integrated Dynamic Pricing Across Omnichannel	Centralized Pricing Governance Layer	Machine Learning-Driven Pricing for Electronics Retail	Real-time Price Benchmarking & Competitive Intelligence
Implemented a unified pricing platform for a multinational fashion retailer, combining e-commerce and in-store pricing into a central SAP-powered system with real-time competitor price integration and margin-based rules. BENEFITS: • Ensured consistent pricing across digital and physical touchpoints • Reduced manual overrides by 60% • Increased reaction speed to market shifts	Developed a rule-based pricing approval framework for a grocery chain to route all dynamic pricing decisions through regional managers, while leveraging historical SAP S/4HANA data for automated suggestions. BENEFITS: • Improved pricing transparency and audit readiness • Localization of pricing without compromising corporate pricing guardrails	Rolled out an ML model trained on 2 years of SAP sales history for a large electronics chain to forecast optimal pricing per category and region. The system retrained weekly using A/B testing feedback from pilot stores. BENEFITS: • Drove +8% margin improvement • Increased sell-through rates for seasonal inventory	Enabled a Thunder BI-based scraping solution for a discount retailer to capture competitor prices across marketplaces and run hourly comparisons with internal SAP master data and offers. BENEFITS: • Reduced time spent on competitor analysis by 90% • Improved speed to react to competitor markdowns to under 2 hours



Our Portfolio

We offer innovative thought leadership and comprehensive, best-in class services that span all phases of your solution life cycle. These offerings properly align your IT and business strategies, streamline installation and implementation, and facilitate return on investment and value realization.

Service Offerings

Consulting

Pricing Architecture Design Use Case
Identification & Business Case Prep Data
Readiness & Feasibility Assessment POC
Development with Rule + ML Layering

AMS (Application Management Services)

Monitoring Model Accuracy Business Rule Updates
Margin Violation Alerts & Corrective Logic Continuous
Improvement with Weekly Retraining

Cosima

Why Partner with Cosima? Your Expert in Retail Pricing



Specialized Expertise:
18+ years in SAP Retail & H, proven track record
across fashion, grocery, discount retail globally.



Deep SAP Integration:
S/4HANA, CAR, POSDTA, SAP AI, Datasphere
expertise.



Deep SAP Integration:
S/4HANA, CAR, POSDTA, SAP AI,
Datasphere expertise.



End-to-End Services:
From architecture to AMS.



Measurable ROI: Real-world projects with
tangible business impact.



Trusted Partner: By global retailers and SAP
product development.



Agile & Scalable: Reusable accelerators
logic, global support.

Let's Redefine Retail Pricing

Email us at info@cosimasolutions.com
Visit www.cosimasolutions.com

process expertise & areas

Testing

Functional Testing for Pricing Rules Integration
Testing with SAP S/4 and CAR A/B Testing for
ML vs Rule Performance Automated
Regression Testing for Deployment UI &
Usability Testing of Pricing Dashboards

Development

Thunder bit Competitive Scraper Integration
including machine learning model training,
can be streamlined for seamless integration n
with SAP CAR/S4 Dashboard & Approval
Workflow UI platform.



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