



#### Where to start

1 Check our competitors' products in a structured table

2 Compare our products' prices versus the competitors

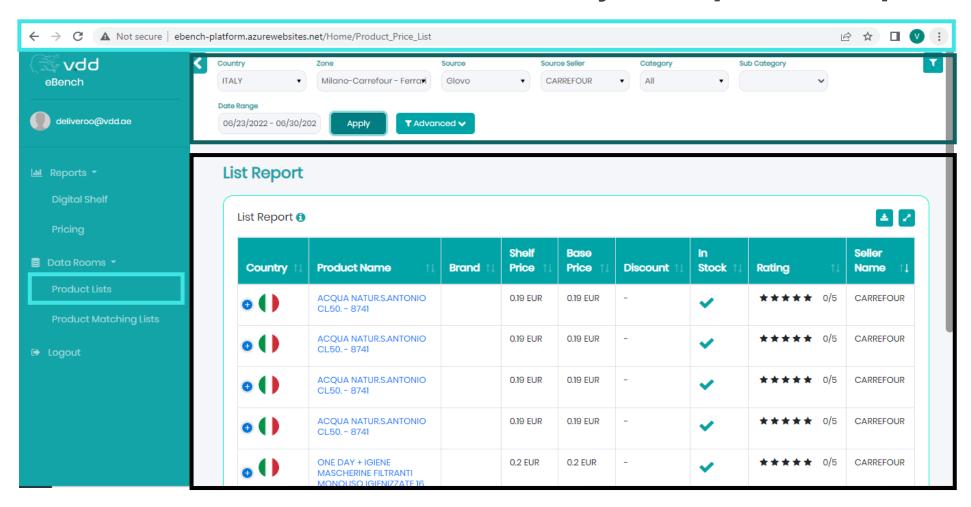
Compare partners' prices on our platform versus their own or competitors' platforms

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P0 - Use Cases



### 1 - How can I check my competitors' products?



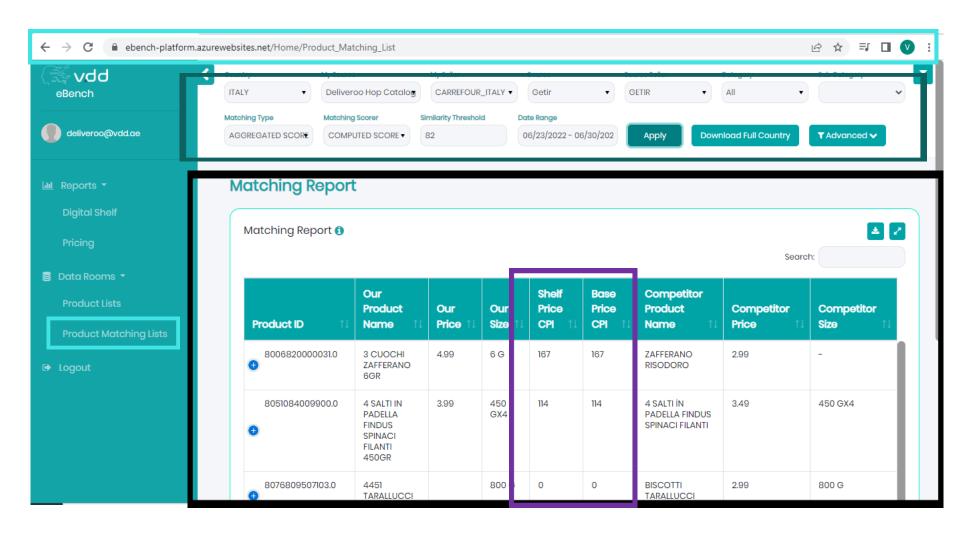
Step 1: go to the Product Price List view

Step 2: select the scope I want to check

Step 3: view the products on the app or download it



### 2 – How can I benchmark my prices?



Step 1: go to the Product Matching List view

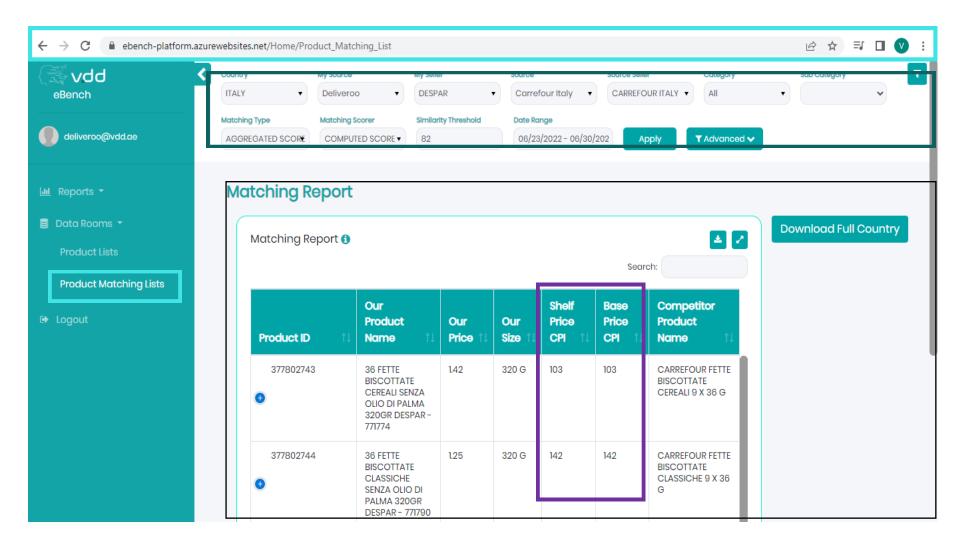
Step 2: select the scope I want to check

Step 3: view the products on the app or download it

Step 4: focus on the CPI. If it is higher than 100, it means we are more expensive per UOM.



### 3 – How can I compare my partners my prices?



Step 1: go to the Product Matching List view

Step 2: select the scope I want to check

Step 3: view the products on the app or download it

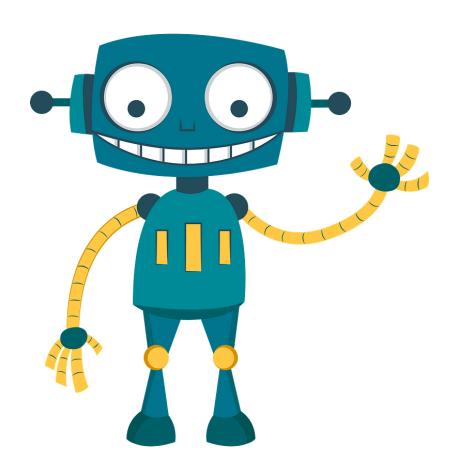
Step 4: focus on the CPI. If it is higher than 100, it means we are more expensive per UOM.

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P0 - Methodology



### Meet Ben, one of your Al Pricing Copilots



Ben goes each day on all the websites we chose.

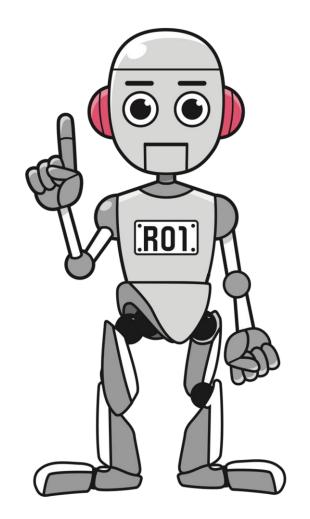
He collects the maximum amount of data and writes it on his notebook.

Ben is a robot, and his notebook is a database.

Ben then hands his notebook to Charlie.



### Meet Charlie another Al Pricing Copilot



Charlie has to match the products Ben collects online.

At the beginning, he had a barcode, it was easy...

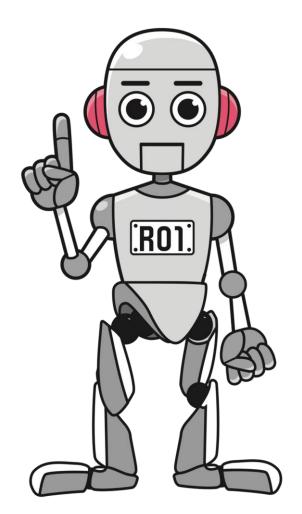




Then, Ben couldn't find barcodes on all websites. So Charlie had to think of something new!



### Charlie did sort out something relevant for you



Charlie started comparing product names. He calculated a ratio of similarity on a scale of 100 between the product names.

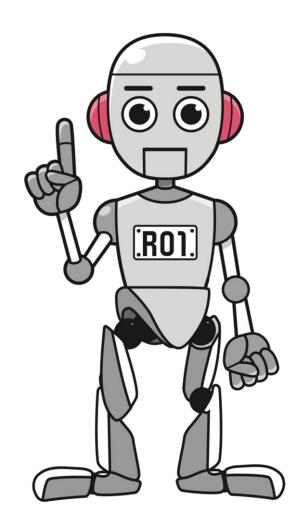
Product 1	Product 2	Similarity - ratio
Coca Cola Diet	Coca Cola Diet	100
Coca-Cola Diet	Coca-Cola Diet	93

He called the method ratio!!

But ratio was not enough:

Product 1	Product 2	Similarity - ratio
Coca Cola Diet	Diet Coca Cola	57
Coca Cola Diet	Bottle of Coca Cola Diet	63





### Charlie didn't stop there

Charlie then invented 2 other ways:

• In the first he tokenized then **sorted** the words in the product names

Product 1	Product 2	Similarity – token sort
Coca Cola Diet	Diet Coca Cola	10

He called the method Token Sort!!

• In the second, he tested the similarity on **sets** of the product names

Product 1	Product 2	Similarity – token set
Coca Cola Diet	Bottle of Coca Cola Diet	100

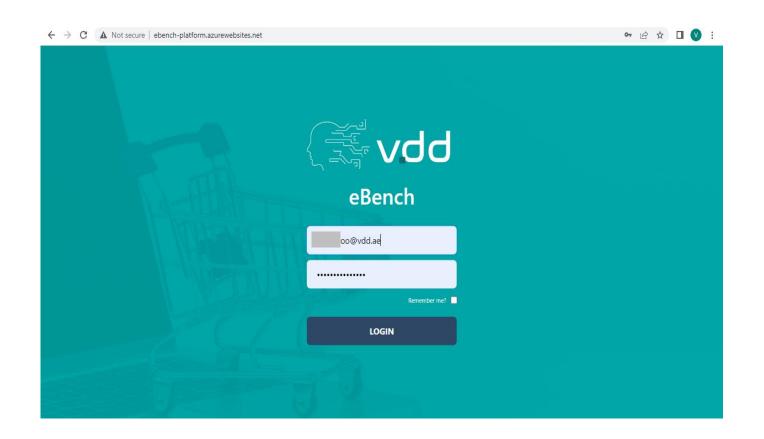
He named this approach the method Token Set!!



# Product Pages Support Screenshots



### Log In

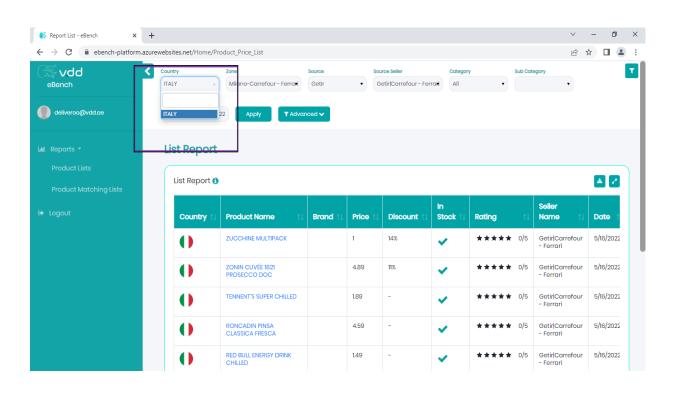


#### **Username/ Password & Accounts Access**

- Each user has access to a personal account
- ► The personal account is linked to a country account to restrict access for local users in their own country







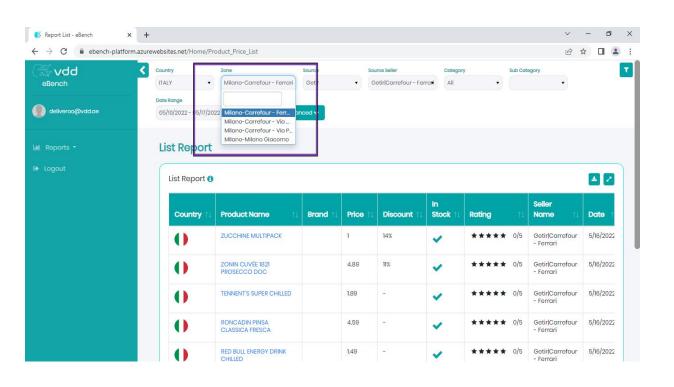
#### Country

► The country filter allows you to choose the country

Local users will be restricted to their own countries whereas Central users will have access to all countries.





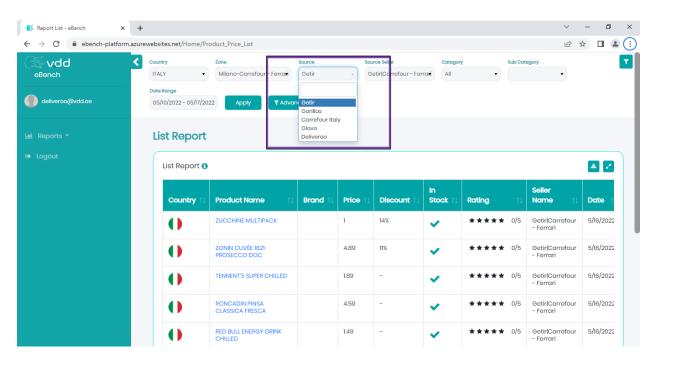


#### Zone

- Zone filters the geolocation simulated to collect the data.
- The geolocation is chosen by the central team and is defined to cover the most important sellers and the largest assortment possible.





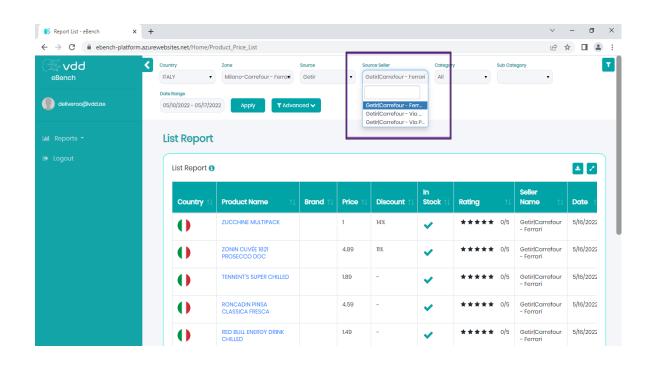


#### Source

Source filters on the platform from which the data collected.





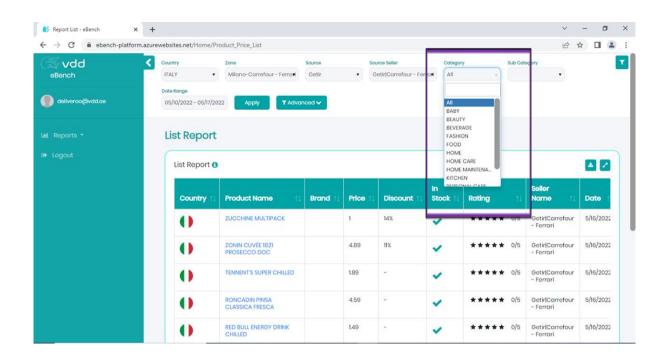


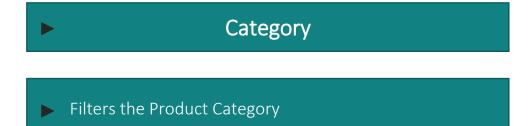
#### Source Seller

Filters the seller to zoom on from a list of most important sellers



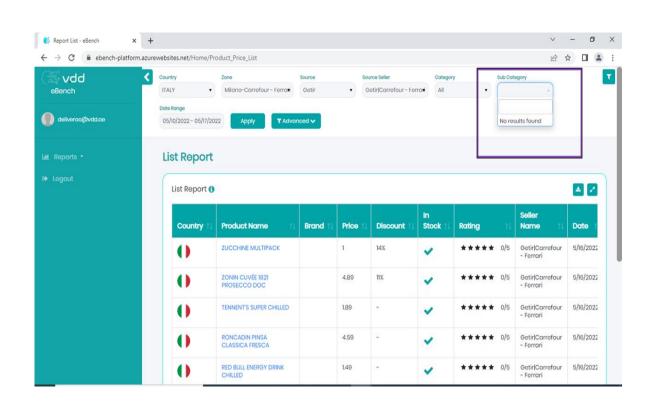










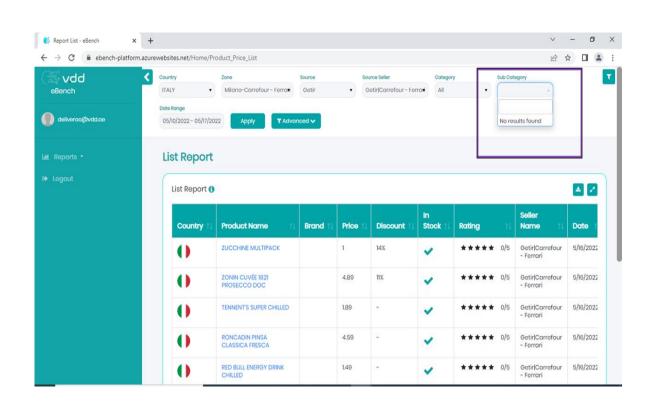


Sub Category

Filters the Product within the Category





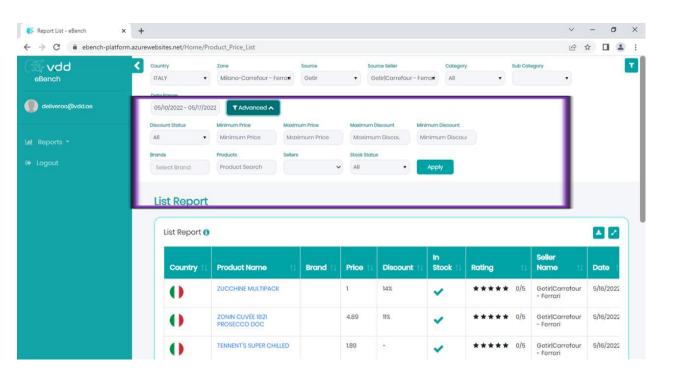


Sub Category

Filters the Product within the Category





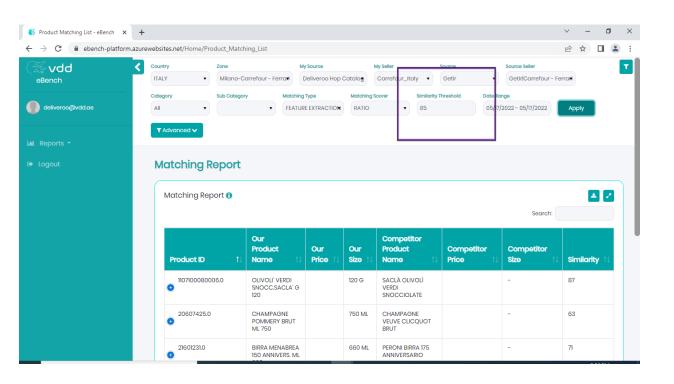


#### Advanced

▶ Provides extra filters on the data such as price and discount ranges, specific sellers and stock status.







#### Threshold

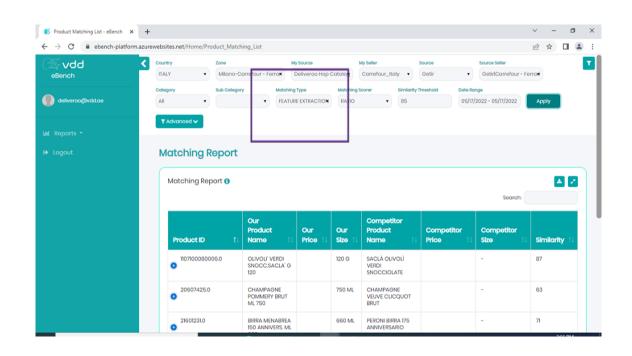
Filters the matches with a minimum similarity score.

The higher the threshold is, the more exact matches are.

The minimum threshold recommended is 80





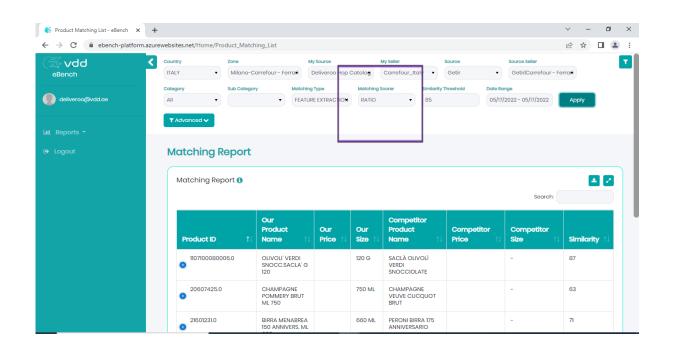


#### Matching Type

- ► Ean Matches :matches products according to Ean whenever it is available
- Feature extraction: matches products according to their name similarities
- Aggregated score: a computed score based on ean matching and feature extraction





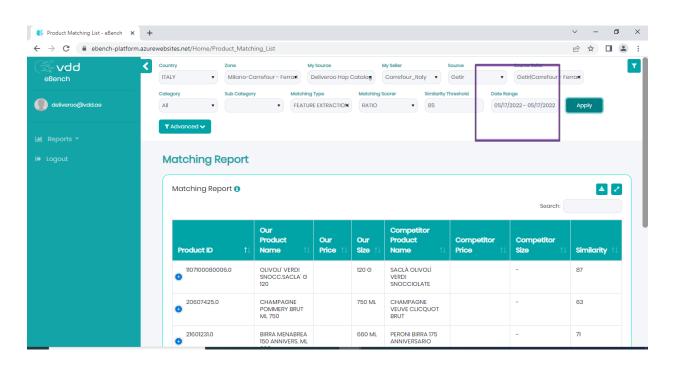


#### Matching Scorer

- Ratio: a distance between the product names as they are
- Token sort: a distance between resorted product name .lt is very good on detecting similar product names that are ordered differently
- Token set: a distance between name partitions .It is very good on detecting similar products with missing descriptions in one of the names
- Wratio: a weighted ratio of all the above and partial match which will match on the smallest partition of the product names .It is the least exact match but one that can detect any similarity between the names







#### Date Range

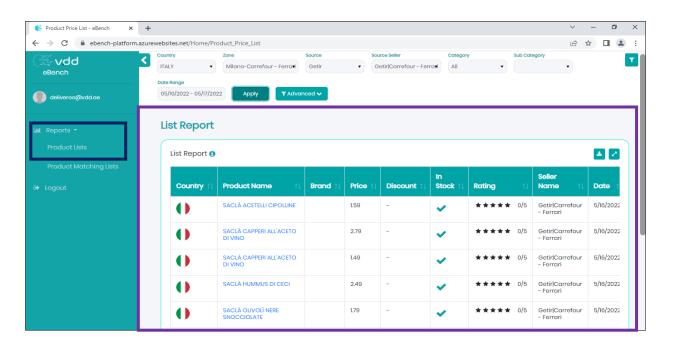
- Filters the range in which the product was detected.
- The best match across all detected products is shown
- ▶ It is recommended to use a date range that is more than one day up to one week. As many sources change their displayed assortment, the screening scripts might miss collecting the full range of products during one day

#### 02. Product Screenshots



# **Reports Products List**





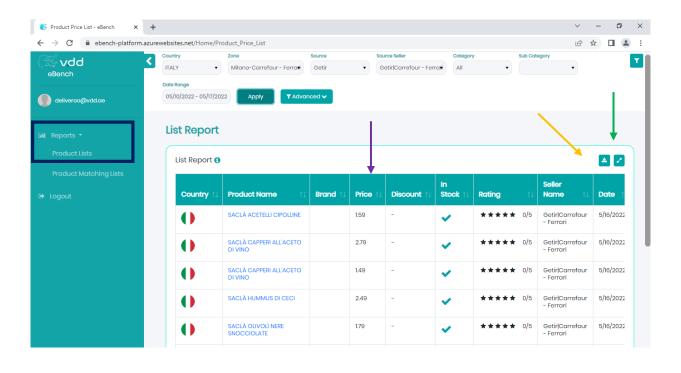
#### Listing

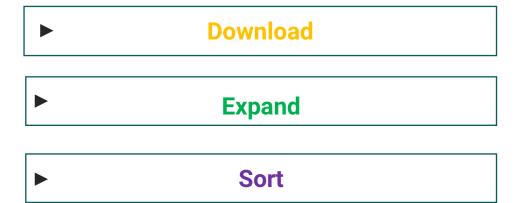
- Provides a listing of all products screened.
- If a product is captured multiple times, the displayed prices are the averages of the product prices across the collected data.



# **Reports Products List**





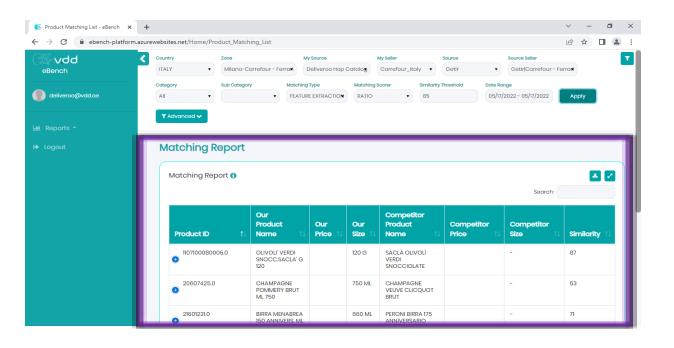


#### 02. Product Screenshots



# **Reports Products Matching List**





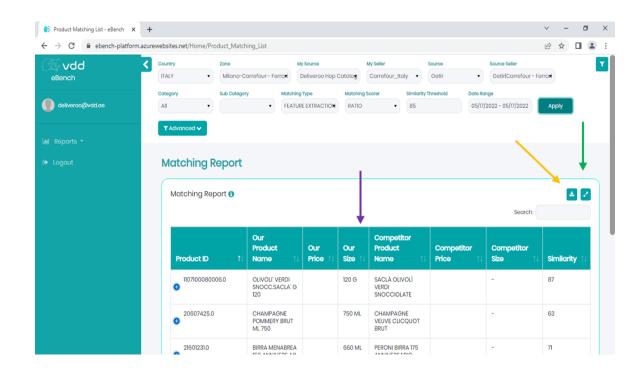
#### The Products Matching List

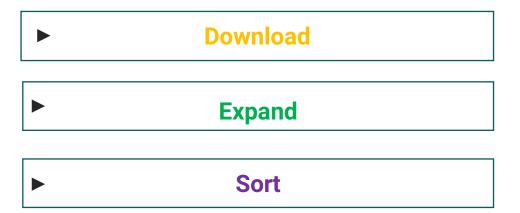
- It is recommended to use a date range that is more than one day. As many sources change their displayed assortment, the screening scripts might miss collecting the best match during one day. In this case, the second best match present on the screened day replaces the best match.
- ➤ Going up to one week is recommended. However, more than one week will pose a risk of benchmarking old data that could be less relevant given the pace of changes in eCommerce and quick commerce landscapes



# **Reports Products Matching List**







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