

# Pricing, SKUs and Meters

## Purpose

Defines how the CMS models chargeable items (SKUs), how prices are set (flat or tiered), how credits/discounts apply, and how this connects to commissions.

## Core concepts

- SKU: A metered service or unit that can be priced (for example: VM vCPU-hour, managed disk GB-hour, static IP per hour).
- Price: The monetary rate attached to a SKU. Can be flat or tiered.
- Thresholds: Quantity breakpoints where a rate changes (tiered pricing).
- Adjustments: Bulk increases or decreases by percentage or absolute values, applied across selected SKUs.
- Credits and discounts: Monetary or quantity-based reductions that may apply at tenant, subscription, or resource scope.

## Scoping and precedence

- Pricing selection and credits respect scope. In practice:
- Tenant-scoped pricing/credits override region defaults when configured.
- Subscription-scoped pricing/credits can further customize for a specific workload.
- Resource-level credits (when supported) apply last for fine-grained cases.

When no custom scope is present, region defaults are used.

## Currency and FX

- Billing can run in a selected display currency.
- FX conversion applies at report time or during rating, depending on configuration.
- Historical FX rates should be preserved to ensure reproducibility of past invoices.

## Operational guidance

- After changing prices or thresholds, re-rate affected periods or trigger targeted usage reprocessing, so billing reflects new prices where policy allows.
- Price comparison tools and cloning workflows help align price sheets across regions or offers.

## Commission linkage

- Commission rates are defined at the Partner or Distributor level.
- Monthly billing aggregates by partner/distributor scope; commissions are calculated from those aggregates and stored for downstream reporting and payout.

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