

## How Mammoth Distribution Mastered Complex Pricing with **Rockton Software**



Faced with thousands of SKUs and complex customer pricing, Mammoth Distribution needed a smarter way to manage it all. They turned to Rockton Pricing Management and found not just a solution, but a responsive partner committed to long-term success.



*"Acumatica only allows pricing at the Item ID level. That meant every time we introduced a new strain or SKU, we had to update 50+ sales price worksheets manually. It was tedious, time-consuming, and impossible to scale."*

James Fadok, Mammoth

### *The Challenge:*

#### **Managing Complex Pricing with Manual Workflows**

Mammoth Distribution, a leading cannabis distributor, manages thousands of SKUs across product lines each with multiple variants and custom pricing requirements. Customers often receive tailored pricing based on volume, category, and relationship history.

### *The Solution:*

#### **Rockton Pricing Management**

Mammoth integrated Rockton Pricing Management to eliminate manual processes and create scalable, automated pricing logic tailored to how they do business.

Now they can:

- **Define pricing rules** based on Customer and Item Attributes, not just item IDs
- **Automatically apply the correct price** to every new SKU under an existing product line
- **Assign special pricing** for customer groups
- **Eliminate manual discounting** and sales price entry

# IMPLEMENTATION:



## A Team That Goes the **Extra Mile**





Implementation had its challenges, but Mammoth quickly saw Rockton's commitment to getting things right. From answering Acumatica-specific questions to troubleshooting urgent issues, even during their company retreat, Rockton showed up with expertise and heart.

That dedication is rooted in Rockton's core values, which shape how they communicate, solve problems, and show up for their customers every day.



*"We value customer service above all else," said Rockton President Mark Rockwell. "Everyone says that, but we actually mean it. It's what sets us apart."*

## Rockton's Values

<b>Integrity</b>	We say what we do, and do what we say.	
<b>Humility</b>	We have the willingness to be wrong and are respectful of other people's point-of-view.	
<b>Emotional Intelligence</b>	We perceive and evaluate the emotions of ourselves and those around us, and respond appropriately.	
<b>Passion to Grow</b>	We are driven to improve ourselves, our teams, and Rockton enterprises.	

## The Results:

### The Right Price, Every Time

Thanks to Rockton Pricing Management, Mammoth now operates with full confidence that every customer is receiving the right price, across thousands of SKUs and dozens of product lines.

- **No more lost revenue** from manual pricing errors
- **Significant time savings** across sales and operations
- **A scalable framework** that grows with their product catalog
- **A true partner** in their corner

## Rockton Pricing Management:

### **Built for Complex Pricing, Backed by Real Support**



Rockton Pricing Management is designed for any business facing complex pricing, expanding product catalogs, or diverse customer types. With flexible pricing filters, date-driven logic, and support for advanced calculations, it adapts to any ERP and pricing model.

And the Rockton team? They're not just responsive, they're relentlessly helpful. That's why customers like Mammoth say they would do it all over again.