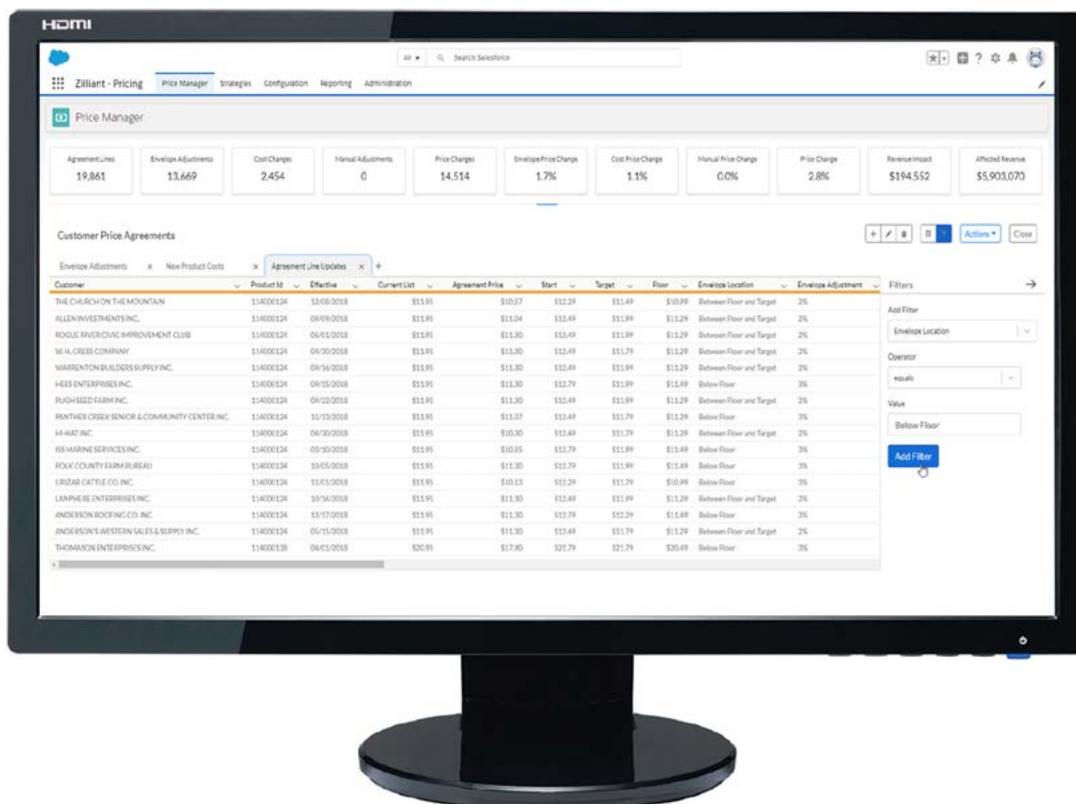


zilliant PRICE MANAGER

SET AND MANAGE PRICES MORE EFFECTIVELY.

In many B2B companies, the tasks of updating prices due to cost changes, margin objectives, or other market factors and managing rebate programs are onerous, time-consuming and manual, prone to errors and inevitable frustration. Even for the most skilled pricing professionals, simply aggregating the appropriate data into a usable format, having enough processing power to manipulate massive amounts of data, understanding the implications of each price change, and seeking the necessary reviews and approvals can take weeks to complete. Rebate programs create further complications as a result of the time lapse between rebate agreement and actual payment, plus the multitude of departments involved in the process, often rendering traditional tracking methods insufficient. Complicated spreadsheets have been the go-to method of managing prices and rebates for far too long. Zilliant is changing that. We are streamlining how B2B pricing teams tackle price management, price administration and rebate management challenges, simplifying previously burdensome tasks with a flexible, highly configurable price management application. Zilliant Price Manager™ is the ideal price and rebate management solution to give pricing teams greater control and visibility as well as the ability to dynamically make updates as market conditions change.

- List, matrix, negotiation and customer-specific price setting and management
- Rebate management
- Mass update capability
- Segmentation management
- Dynamic KPIs



zilliant PRICE MANAGER

HOW IT WORKS

Price Manager is an application that uses syntax similar to Excel but with the flexibility and power of modern software applications to streamline all the tasks a pricing team needs to accomplish, including:

List price setting and management:

- Add and price new products
- Handle end-of-life product pricing
- Make updates due to cost changes or other competitive and market factors
- Manage and adjust product good/better/best relationships
- Cascade list price changes to other price types

Matrix price setting and management:

- Segment and assign customers and products into relevant matrices
- Manage customer and product assignments over time
- Set order quantity breaks
- Make updates due to cost changes or other competitive and market factors
- Cascade matrix price changes to other price types

Negotiation, spot and override price setting and management:

- Create and manage a price segmentation structure
- Set rules-based pricing strategies

Manage and make updates to customer-specific pricing agreement

- Bundle with Campaign Manager™ to receive closed-loop tracking and campaign analytics for mass agreement updates

Rebate management:

- Define and publish rebate programs
- Run accruals and track rebate payments due
- Simulate forward-looking program effectiveness
- Conduct backward-looking waterfall analysis

In addition to this rich functionality, Price Manager also enables the user to configure dynamic KPI cards to view the impact of pricing strategies as changes are made, set up specific pricing initiatives or triggers, and publish prices to ERP, quoting, CPQ or deal management solutions. When used in conjunction with the Zilliant Real-Time Pricing Engine™, Zilliant can serve as the pricing system of record, giving customers the ability to bypass legacy, inflexible systems to more easily update, manage and dynamically deliver prices into all commercial systems.

Whether as a stand-alone price management solution or integrated with Zilliant Price IQ®, deploy Zilliant Price Manager to improve margins and streamline pricing processes.

GET STARTED

We believe deeply in investing in customer success, starting with the first conversation. Contact us today.

www.zilliant.com/pricemanager

