

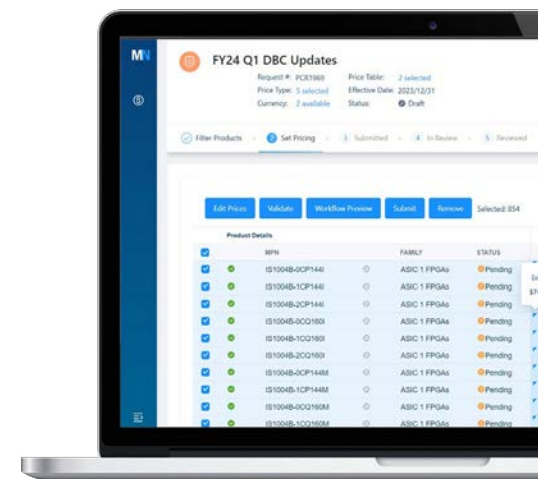
Effectively manage every aspect of high-tech pricing

To stay current and competitive, you need to regularly update price lists for your product catalogs across markets, regions, and channels. But reactively and manually managing pricing activity can easily prevent you from realizing actual value across direct and indirect sales. Then there are other issues like version control, siloed knowledge, and deal desk approvals that hinder agile pricing execution at the speed the market demands.

Model N Price Management is an end-to-end pricing system that enables you to globally manage and execute pricing across your direct and channel sales teams. By automating the pricing process, Price Management significantly reduces the overall effort required to regularly review, update, and manage prices across the business by allowing you to easily select products to review and then update and publish price points en masse. All pricing is integrated for execution, ensuring tighter control with configurable approval workflows so you meet all audit and regulatory requirements.

Manage all aspects of pricing across the lifecycle

Create and update prices across a variety of modes or types, such as list, matrix, negotiation, or customer specific. By maintaining and setting price tables for each price point along the price waterfall, you can ensure market, competition, product, and other factors align with corporate strategic priorities.



Update distributor book costs by product.

Beat the market with an agile pricing engine

Apply advanced pricing strategies to define eloquent pricing formulas for every price point across the price waterfall, including list price, volume curves, pricing guidance, contract prices, channel prices, and more. Our robust pricing engine references price lists, business rules, and historical data to intelligently deliver accurate, customer-specific pricing – reducing quote turnaround time and ensuring pricing policy compliance.

Accelerate price setting at any level

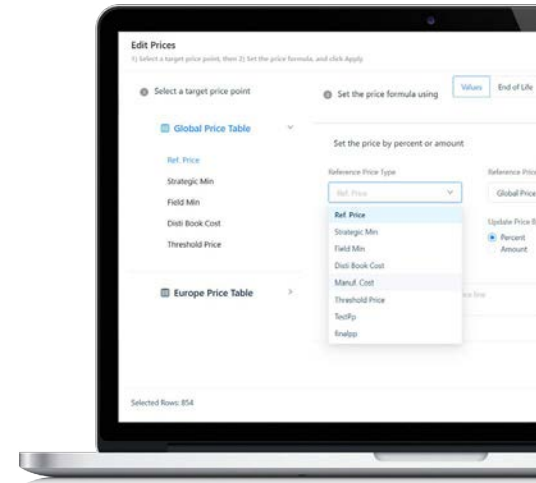
Establish new product prices or easily upload your corporate price book and manage any needed price changes with foresight into the impact on margin and channel incentive programs. Get a clear picture of when and what to price for a given product or deal based on market changes or competitive data in relation to corporate objectives.

Get back more time by automating workflows and approvals

Ensure all price changes are measured, approved, and scheduled prior to publishing price tables for use in commercial operations. Keep track of all price permutations over time so you can prove the power of pricing and provide traceability for deal and auditing purposes.

All-in-one revenue optimization and compliance cloud

Real-time data at the time of price-setting provides insight into when and what prices should be updated to align with market realities and reduce revenue erosion. Price Management provides a single platform that delivers visibility and control over all aspects of pricing, enabling you to optimize revenue and manage compliance. Combined with channel data, you can compare end-customer willingness to pay with distributor book costs, discover new markets or regions with higher margins, and track volumes sold against channel programs.



Target edits to price points across the product’s price waterfall.

6%

increase in channel wholesale prices led to

15.2%

growth in revenue and a

22%

increase in gross margin for a global supplier to the semiconductor industry.

Effectively execute and optimize pricing

- ✓ Update and maintain price tables en masse, while generating an audit trail.
- ✓ Access real-time insight for ordering and quoting, deal negotiation, and price setting.
- ✓ Enforce pricing consistency across regions and improve quote turnaround time.
- ✓ Reduce price erosion caused by internal bidding wars and non-compliance with contractual volume commitments.
- ✓ Evaluate and manage the impact of price changes on contracts, distributor booked costs, price protection, ship-and-debit, and other incentives.

“Lots of companies are comfortable with the status quo. We’re not. With Model N, we’re innovating to make our pricing better and easier. Model N is about 1,000 times better than the manual methods we were using before.”

Lizzie Geismar, Model N project lead, strategic marketing, Kyocera AVX

Ensure consistent, accurate pricing across markets, channels, and regions

Schedule a demonstration to learn how Model N Price Management can help you reduce price erosion, enforce pricing policies, and optimize revenue.