

Price Intelligence

Improve Margins and Validate Pricing Performance

In today's fast-paced economy, pricing success is the key to High Tech and Semiconductor companies. Pricing flexibility opens huge opportunities for maximizing revenue and profitable top line growth. For many executives, understanding how pricing has impacted the bottom line is a leading indicator of gaining market share. According to Bain & Company's global survey of more than 1700 sales leaders, "Roughly 85% of respondents believe their pricing decisions could improve." In any business, identification of poor price performance coupled with valid insights is key.

[MODELN.COM](https://modeln.com)

Model N

Features

Gain actionable pricing insights

Outpace the competition

Improve margins and revenue

Validate price performance

Model N Price Intelligence

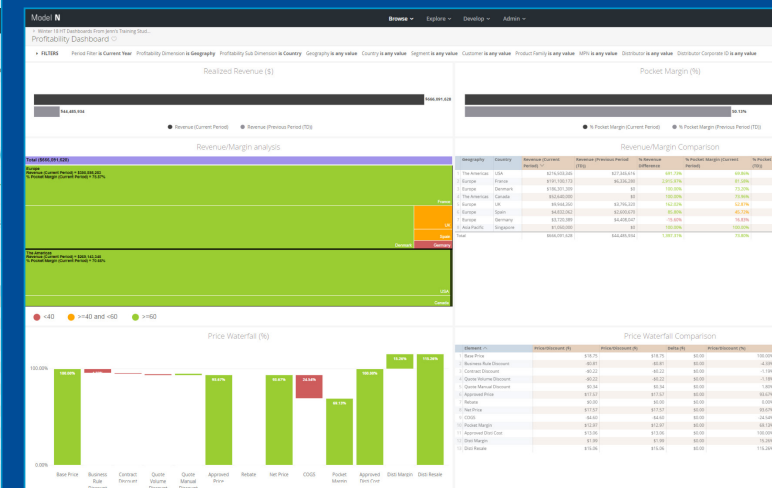
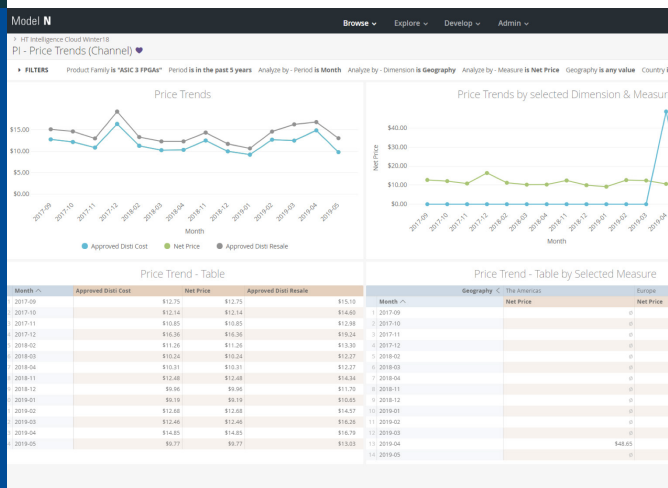
Model N Price Intelligence brings immediate business intelligence into the price performance for high-tech and semiconductor industries. Price Intelligence offers insights into price performance by customers, products, territories, contracts, and channel incentives providing granular visibility.

Price Intelligence enables pricing teams to stay ahead of the competition and to assess the pricing strategies that improve margins, revenue and profitability. The objective of price analytics is to provide insights into understanding profit drivers, identify revenue leakage sources, and pricing anomalies across customer segments, channels, product lines, geographies, etc. These insights will help users measure the impact of different pricing strategies, benchmark customers, and devise new contract and rebate strategies. The Price Intelligence Profitability Dashboard enables you to detect profitability issues and opportunities across multiple business dimensions.

Key Components of Price Intelligence

Price Intelligence provides users with a comprehensive view that includes:

- Profitability Dashboard:** spot at-a-glance margin and revenue issues, drill down and identify root cause: spot at-a-glance margin and revenue issues, drill down and identify root cause that include discounts and rebates
- Price Distribution (Channel / Direct) Dashboards:** measure the impact of outlier prices on overall profitability
- Price Scatter:** Analyze price-quantity correlation by filtering along geo/product/market segment, etc.
- Price Trend (Channel/Direct):** analyze the pattern change in the pricing of your products, over a period of time



Benefits

Maximize the investment in the only revenue management solution for your industry with the Intelligence Cloud solution that enables you to:



Increase profitability by easily identifying problem areas and margin opportunities



Identify outliers across channel and direct business, understand the reasons behind price inconsistencies



Compare channel efficiency across multiple dimensions, such as geography, product family, end customer segment/industry



Understand which steps in the revenue lifecycle, from list price, on-invoice discounts via contracts, quotes, pricing rules to rebates

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