



Does your pricing software optimize margin growth and enrich pricing decisions?

The Challenge:

An industrial flow control equipment distributor was experiencing:

- Rapid growth through acquisitions
- Limited organizational pricing culture
- Highly decentralized processes and decision-making across 40+ individually-operating divisions

Additionally, the business was operating in a highly competitive industry with limited data sophistication, pricing segmentation, and pricing software. This led to inconsistent goals and margin growth despite acquisitions.

The Solution:

1. Conducted a pricing assessment to prioritize the areas of largest margin improvement
2. Developed a playbook to implement a unified pricing solution across all divisions
3. Built statistical pricing models by division, based on enhanced segmentation for ongoing price optimization
4. Built a tailored multi-factor quoting application to deliver pricing recommendations and decisions support
5. Integrated the pricing models into the new quoting application
6. Deployed customized analytics with performance visibility both by division and across the entire organization for centralized reporting and decision-making



The Results:

- **\$13M** of price impact
- Integrated **13 ERPs** for a single, central source of truth
- Increased **speed to quote**
- **Automated systems** for reduced manual work and faster decisions

Upgrade your Pricing Software