

Zilliant

ZPPS Deal Manager



Solution Description

ZPPS Deal Manager is an end-to-end price management solution for manufacturing, distribution and service companies. The solution leverages price segmentation to improve all aspects of price analysis, setting and execution.

There are five Core Components to Zilliant's ZPPS Deal Manager solution:

- **Deal Entry Client** – Enter core or supplemental information for bids
- **Deal Queue** – Intelligently searches and prioritizes deals for review
- **Auto Approval Engine** – Empowers “self-serve” approvals for deals above core threshold levels
- **Deal Workbench** – Powerful analysis and work flow for approving and countering bid proposals and/or agreement
- **Rules Admin** – Infrastructure for establishing and maintaining workflow and KPI configurations

Features & Benefits

Complete deal profitability analysis: Holistic deal, agreement and contract negotiation, significantly reducing ‘bad’ deals.

Deal indexing and recommendations: A comprehensive scenario comparison that informed and guides the sales force.

Ongoing agreement management: Improves lifetime profitability.

Create and compare alternative what-if analysis: How does my private label response compare with a national brand response?

Value Proposition

Zilliant's proprietary pricing science and proven solutions have provided significantly more margin improvement than alternatives. ZPPS Deal Manager empowers sales and pricing teams with the insight and guidance they need to make optimal pricing decisions. The solution provides data-driven pricing decision support and process automation, to achieve the best pricing possible on every deal, increasing profits up to 15 percent and more.

Company Description

Zilliant's science and pricing software were designed specifically for the complex pricing environments of large manufacturing, distribution and industrial services companies. Zilliant delivers clear and specific pricing answers that help take that money back off the table, turning it into pure profit. Our pricing software solutions help B2B companies adopt quantitative, data-driven pricing practices across all facets of pricing—segmentation, analysis, setting, and execution—to increase their revenue and profit.

IBM Segment

- ILOG Optimization

Business Function

- Optimized Pricing

Target Industry

- Consumer Products
- Electronics
- Industrial Products
- Travel and Transportation

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