



Price Management



Strategy | Software | Implementation | Execution | Analytics

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Manage complex pricing with ease and efficiency

As product offerings continue to grow in response to consumer demand, it has become increasingly important to gain visibility into the complex pricing scenarios that can be offered to customers, manufacturers, and channel partners. Vistex solutions effectively manage complex pricing challenges with ease and reliability.

Price Administration

Maintain and improve pricing more efficiently and smarter with essential tools

Deal Management

Gain visibility into complex promotions and programs at the time of sale with variable qualifications

Price Execution

Determine the correct price for purchasable products simply and easily

Price Analytics

Establish true margin and complete gross-to-net information by evaluate pricing, incentives, and revenue-sharing programs

Drive prices and determine true profitability

Vistex offers solutions for pricing maintenance that cover everything from agreement initiation to analytics for buy- and sell-side. The solution footprint covers price administration, deal management, price execution, and reporting.

User-friendly layouts and intuitive functionality allow users to adjust prices without delay, while providing the ability to execute mass pricing updates, automating maintenance and eliminating hours of manual processes. Vistex solutions for pricing maintenance save organizations time and free resources by getting prices into your system more efficiently and by evaluating that data. The systems run formulas and calculations to drive prices, helping users evaluate all programs and rebates to determine true profitability.





Business-defined pricing

To avoid errors in maintaining prices in your order entry or materials management system, a solution is needed that allows users to enter pricing efficiently, providing the visibility to review proposed changes and make accurate changes in a timely manner. Vistex solutions for pricing maintenance provide price administration tools that enable customers to perform mass maintenance of pricing and effective dates; to validate pricing according to business-defined price policies; and to conduct and track reviews and approvals with comprehensive workflow tools. The solutions also make pricing administration easier with features that import and manage commodity prices. In addition, Vistex solutions for pricing maintenance can automatically determine updated pricing through user-defined formulas and logic for commodity pricing, price indices, and prices of bill of material components.

Analyze the success of pricing strategies

In today's rapidly changing business environment, it is not enough to just manage pricing structures; businesses also need to analyze the success of pricing strategies. Vistex solutions for pricing maintenance comprehensively manage pricing, incentives and revenue-sharing by analyzing proposed pricing to determine true margin and show the complete gross-to-net, component-by-component, for individual products or for an entire product line or agreement.

Price Management Real Solutions, Real Benefits

- Approve and validate pricing systematically without duplication
- Automatically update records with mass maintenance of pricing and effectivity dates
- Gain full visibility from time of sale into deal management with multiple products
- Analyze true margin of products or agreements
- Conduct and track reviews and approvals
- Deploy 'what-if' scenarios that boost profitability
- Communicate prices out via catalogs or price lists (complete or delta catalogs)
- Create price proposals for review and publishing



Deployment Options



Run it your way

Whether you decide to run your systems on-premise, in the cloud or in a hybrid environment, with Vistex solutions your organization is empowered with unprecedented visibility into any Go-to-Market program and performance. Gain deeper insight and enable fact-based decisions to drive revenue, control cost, minimize leakage, and streamline processes. With a range of deployment options for all your Go-to-Market programs, you choose the way that works best for your business needs.

Choose which option is right for your business



On-Premise



In Cloud



Hybrid



Price Management

Drive Revenue, Control Costs & Increase Margins

About Vistex®

Vistex is a global enterprise software company headquartered in Chicago. The company is a pioneer in enabling organizations to better deploy their products and services through Go-to-Market programs. The software and services provided by Vistex help companies increase revenue and reduce costs with their business partners by managing trade, channel and vendor programs, pricing, performance incentives and rights & royalties. Optimized by industry and deployed on premise or in the cloud, enterprises are empowered with unprecedented visibility into the full life cycle of program performance through strategy, software, implementation, execution and analytics services.

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