

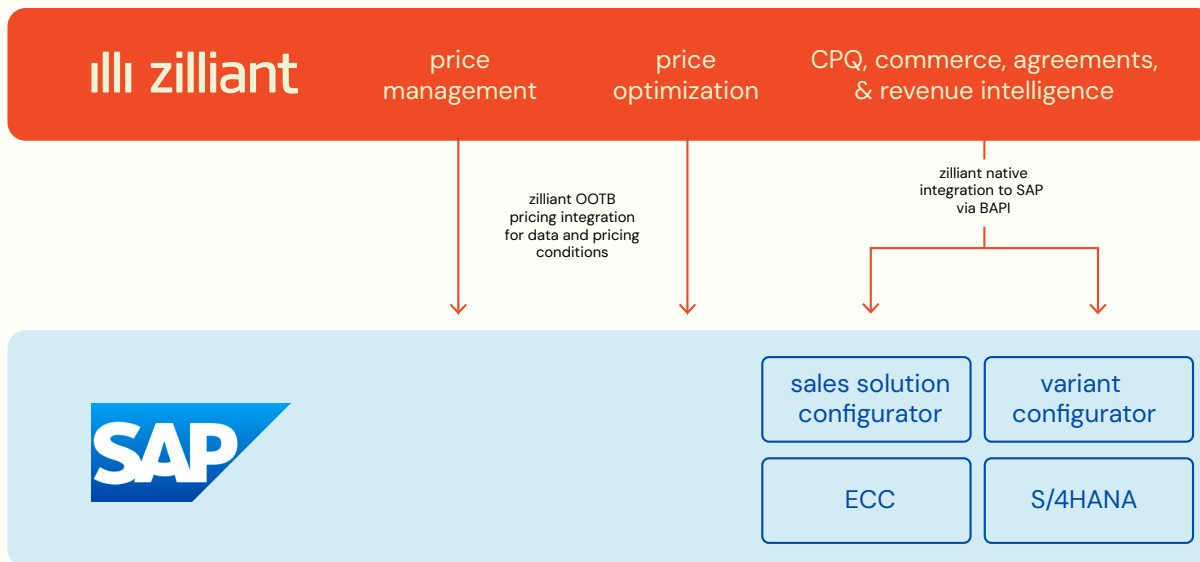
# the power of Zilliant & SAP

A Single Source of Pricing Truth: Connecting Front and Back Office

## our partnership



Zilliant's out-of-the-box SAP integrations support complex pricing and sales use cases across the entire pricing lifecycle: creating a single source of pricing truth, gaining transparency into the impact of pricing changes, and ensuring the delivery of the right product with the right price, to the right channel and customer.



## key benefits

A majority of Zilliant customers also use SAP, trusting us to support the entire pricing lifecycle, from strategy to sales execution. Here are a few benefits our customers have seen:

### for pricing teams

- 42% revenue growth from improved price management
- 150 bps average margin growth
- 85% reduction in suboptimal pricing
- 650K prices automated in near-real time annually

### Tetra Pak

With local price lists pushed from Zilliant to SAP, Tetra Pak removed the need to create ~100 price lists x250,000 lines in Excel for manual upload.

## for selling teams

- 20% increase in revenue
- 10X speed in publishing quotes
- 90% decrease in quoting errors

# satisloh<sup>®</sup>

With real-time data directly from SAP ERP, Satisloh protected margins and reduced the cost of error by 50%.

## spotlight partner

As a SAP Spotlight partner, Zilliant offers deep SAP expertise, especially in the distribution and manufacturing space. Zilliant's partnership and integrations reduce total cost of ownership and accelerates the time to value for delivering pricing and CPQ solutions. Customers can take advantage of our repeated, successful experiences with delivering complex pricing, quoting, and sales intelligence use cases.

"As a pricing leader since 1999 and a long-time SAP technology partner, we've facilitated hundreds of integrations for our customer base to SAP ERP. Zilliant is dedicated to ensuring data accuracy and availability for our customers through continuous enhancements to our SAP partnership."

**Jesse Endo**

## our customers



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