

INDUSTRIAL MANUFACTURERS DON'T HAVE A COST PROBLEM. THEY HAVE A PRICING CONTROL PROBLEM.

control pricing faster than costs move.

Most industrial manufacturers don't have a pricing strategy problem. They have a pricing control problem. When raw material, freight, and energy costs move faster than pricing execution, margin recovery falls behind.

Zilliant Pricing Plus gives manufacturers a 90-day path to establish pricing control, accelerate response to cost changes, and make margin impact visible before leakage compounds. AI-driven insight identifies pricing variance, discount leakage, and margin exposure early, allowing teams to act before profitability erodes.

a clear path to margin control



From fragmented pricing to controlled execution

Pricing Plus delivers a structured path to pricing control without disrupting commercial operations. This is not an optimization project. It is a control initiative focused on execution speed, governance, and margin protection.



Establish control in the first 30 days

Pricing execution moves into a centralized system of control. Leadership gains visibility into pricing decisions, discount leakage, and margin exposure across products, customers, distributors, and regions. Pricing becomes consistent, explainable, and auditable.



Activate pricing execution by day 60

Pricing execution shifts from reactive to controlled. Cost changes move through the business faster, reducing delays, overrides, and disconnected workflows. Manufacturers recover rising costs more quickly and apply pricing consistently across channels.



See measurable pricing impact by day 90

Pricing improvements become visible in financial performance. Leadership can quantify margin recovery, validate execution, and improve forecast confidence. Pricing becomes a repeatable operational capability that supports growth and margin discipline.

executive impact

FIRST 30 DAYS

Control is established

Leadership gains visibility into pricing exposure across products, customers, contracts, distributors, and regions. Pricing decisions move into a governed system that is consistent, explainable, and auditable.

BY 90 DAYS

Margin impact is visible and measurable

Pricing decisions are executed faster and more consistently across the business. Improvements become visible in financial performance, enabling leadership to quantify margin recovery, improve response to cost changes, and operate with greater confidence during market volatility.

Pricing execution becomes a controlled, scalable capability. Governance, accountability, and pricing discipline are embedded into how decisions are made and applied across the business.

what leaders gain

- ✓ **Faster recovery of rising costs**
Reduce the lag between raw material, freight, supplier, and energy cost increases and customer price execution.
- ✓ **Reduced discount and exception leakage**
Introduce governance and visibility into pricing behavior across sales teams, distributors, customers, and regions.
- ✓ **One controlled pricing framework**
Apply consistent pricing logic across direct sales, distributors, customer agreements, and regional pricing workflows.
- ✓ **Improved visibility into realized margin**
Understand what's driving pricing variance and margin outcomes across products, customers, and channels.
- ✓ **Scalable pricing operations for lean teams**
Enable pricing and commercial teams to manage large product portfolios and pricing complexity without increasing headcount.
- ✓ **Consistent execution across the commercial stack**
Ensure pricing decisions flow consistently across ERP, CRM, quoting, and distributor systems without manual gaps or overrides.

GOVERNANCE EXECUTION CONTROLLED WORKFLOWS AI-DRIVEN INSIGHT

Pricing Plus combines centralized pricing control, governed workflows, and AI-driven insight to help industrial manufacturers reduce margin leakage, accelerate response to cost changes, and regain control over pricing execution across the business.

See how industrial manufacturers restore pricing control before margin erosion compounds.

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