

FOOD MANUFACTURING CONTRACTS MOVE SLOWLY. COSTS MOVE DAILY.

regaining margin control in 180 days

When input costs move faster than contracts, pricing becomes a board-level risk. For food manufacturing executives, delayed pricing action directly impacts margin, EBITDA quality, and forecast credibility. Zilliant Pricing Plus provides a structured path to regain control across contracts, SKUs, and channels.

Input costs fluctuate continuously while customer contracts and annual agreements lock pricing for months or years. Rebates, freight, and SKU complexity obscure realized margin. By the time margin erosion appears in reports, recovery options are limited and value has already been lost. AI-driven margin monitoring surfaces risk earlier, identifying contract and SKU exposure before it becomes losses are locked into contracts or visible in financial reporting.

a clear path to margin control

From reactive pricing to disciplined, governed execution

Zilliant Pricing Plus gives leadership a time-bound approach to restoring pricing confidence and margin control without disrupting commercial operations. This is not a multi-year transformation. It is a focused path to stabilizing margins quickly, then institutionalizing control.

Publish prices with confidence in the first 30 days

Replace disconnected spreadsheets with a governed pricing foundation. Leadership gains immediate visibility into how base prices are set, where margin risk exists, and which contracts are locking in unfavorable economics ahead of renewal decisions. Embedded machine learning models identify margin anomalies and highlight contracts most at risk based on cost volatility and rebate complexity. Early transparency prevents avoidable margin loss before unfavorable contract terms are locked in.

Operate at market speed by day 90

Pricing Plus enables the organization to model pricing scenarios, accelerate defensible cost pass-through, and align pricing, sales, and finance around a single economic view that executives can rely on. AI-powered predictive models simulate cost changes, customer response, and margin impact before decisions are executed. Pricing decisions move faster, withstand internal scrutiny, and support revenue optimization without sacrificing margin discipline.

Institutionalize margin control by day 180

Pricing Plus establishes a repeatable pricing rhythm with governance and auditability. Machine learning continuously refines margin risk signals and pricing guidance based on realized performance and market response. Margin optimization becomes systematic, strengthening confidence in published prices, improving contract outcomes, and elevating EBITDA quality. Pricing discipline becomes embedded in how the business operates.

executive impact over the first 180 days

FIRST 30 DAYS

Immediate visibility and control

Leadership gains a clear line of sight into current margin exposure, including which contracts, customers, and SKUs require action. Pricing decisions become explainable and governed with transparent logic that holds up under board and audit scrutiny.

BY 90 DAYS

Faster, defensible pricing decisions

Leadership teams can evaluate cost and pricing scenarios before action is required. Pricing, sales, and finance operate from a shared economic view, enabling quicker decisions that balance customer commitments with margin protection.

BY 180 DAYS

Margin discipline becomes institutional

Pricing control no longer depends on manual effort or individual judgment. Governance, auditability, and accountability are embedded into how pricing decisions are made, reviewed, and reported at the executive level.

what executives gain

✓ AI-powered early warning on margin exposure

Identify contract, customer, and SKU risk before renewal cycles or cost increases lock in losses.

✓ Confidence in pricing decisions

Understand the financial impact of pricing actions with logic that stands up in executive, board, and audit discussions.

✓ Control without slowing commercial teams

Maintain pricing discipline while enabling teams to respond at manufacturing market speed.

✓ True visibility into realized margin

See profitability as it is earned, accounting for rebates, freight, and complexity, not reported averages.

✓ Execution across the commercial stack

Ensure pricing decisions flow consistently through ERP, CRM, and quoting systems.



GOVERNANCE



WORKFLOW DISCIPLINE



AI-DRIVEN

Pricing Plus combines governance, workflow discipline, and AI-driven pricing intelligence so food manufacturers can operate at market speed without sacrificing margin control.

See how food manufacturers regain pricing control before margin erosion hits EBITDA.

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