

MEDICAL DEVICE PRICING DECISIONS ARE UNDER SCRUTINY

restoring pricing control in 90 days

Pricing is no longer just a commercial lever—it's a governance signal. Executives must explain how prices are set, how exceptions are approved, and how pricing aligns with GPO/IDN agreements, contract terms, and audit expectations.

Yet pricing often remains fragmented across contract systems, chargebacks, ERP configurations, email approvals, and local sales practices. Even when margins appear stable, contract leakage, off-contract pricing, and inconsistent chargeback execution can expose hidden risk.

As scrutiny increases, leaders must prove pricing is consistent, traceable, and defensible. Zilliant Pricing Plus delivers a structured, time-bound path to restore control—strengthening governance and financial visibility without disrupting operations.

a clear path to pricing control



From fragmented pricing to governed execution

Zilliant Pricing Plus delivers a focused path to restore pricing control across SKUs, regions, and channels—without a multi-year transformation.

AI-driven intelligence surfaces contract leakage, off-contract pricing, margin anomalies, and exception patterns across SKUs, customers, and care settings, giving leaders clear visibility into where pricing holds—and where it doesn't.



Establish pricing control in the first 30 days

Replace spreadsheets with a governed system of record for price lists, matrices, discount policies, and pricing waterfalls. Gain visibility into contract and non-contract pricing, chargeback exposure, and where realized prices deviate from negotiated terms.

See how prices are formed across products, customers, and channels, with explicit rules and traceable approvals. AI identifies anomalies across large SKU catalogs, revealing pricing drift so teams can correct issues early.



Improve execution speed and consistency by day 60

Align pricing, sales, and finance around a single economic view—ensuring field sales actions reflect approved pricing strategy and contract terms.

Teams can evaluate scenarios, understand financial impact, and implement changes consistently across channels. AI-powered simulations model how pricing shifts affect customer behavior, margins, and portfolio outcomes—before execution.



Institutionalize defensible pricing governance by day 90

Embed pricing governance into daily operations.

Decisions can be reconstructed for audit, compliance, or executive review, with clear traceability to contract terms, approvals, and policy. AI continuously refines pricing guidance based on outcomes and market response—helping sustain disciplined, defensible pricing at scale.

executive impact over the first 90 days

FIRST 30 DAYS

Immediate visibility and pricing control

Leadership gains clear insight into pricing logic across SKUs, contracts, channels, and care settings. Pricing decisions become transparent and governed with structured rules that withstand executive and audit scrutiny.

BY DAY 60

Faster, defensible pricing decisions

Pricing, sales, and finance operate from a shared pricing framework. Teams evaluate pricing scenarios before acting, enabling stronger contract negotiations, tighter exception control, and more consistent field pricing decisions.

BY DAY 90

Pricing discipline becomes institutional

Pricing control no longer depends on spreadsheets or individual judgment. Governance, auditability, and accountability are embedded in how pricing decisions are made and reviewed.

what executives gain

✓ AI-powered insight into pricing exposure

Detect SKU, customer, and channel pricing inconsistencies before they impact margin or trigger scrutiny.

✓ Confidence in pricing outcomes

Understand how pricing actions affect margin, forecast reliability, and earnings predictability.

✓ Governed pricing across complex portfolios

Ensure pricing rules are applied consistently across large SKU catalogs and multiple selling channels.

✓ Reduced reliance on exceptions

Strengthen pricing credibility so exceptions become deliberate rather than routine.

✓ Explainable pricing under scrutiny

Demonstrate pricing governance clearly in executive, audit, and board discussions.

✓ Execution across commercial systems

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



GOVERNANCE



WORKFLOW DISCIPLINE



AI-DRIVEN INTELLIGENCE

Pricing Plus combines structured price management, governed workflows, and AI-driven pricing intelligence while maintaining contract compliance, reducing pricing variability, and operating at commercial speed.

See how medical device manufacturers are restoring pricing control and forecast confidence.

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