

Vendavo ProfitVision[™]

Be more profitable in 45 days.



ProfitVision[™] at a Glance:

- Best-in-class pricing software
- Pre-built pricing dashboards
- Intuitive, visual, on-the-fly analyses
- Rapid value delivery

Pricing is a Powerful Profit Lever. Why?

Pricing can have a direct and significant impact on profitability. Here are the top three reasons:

1. Even though you “price” things every day, you probably have not truly flexed your pricing muscles effectively, so there’s a lot to be harvested here.
2. Pricing impacts the bottom line directly – get a dollar more from a sale by improving price, and it goes right to your bottom line – think of it as 10x power.
3. Pricing has immediate impact and is “cheap” – no lag time, no tough cost-cutting decisions, no factories to build and no new markets to conquer.

Vendavo ProfitVision: Uncovering Profits.

Vendavo ProfitVision is a turnkey solution that combines the best elements of software and pricing expertise to help companies quickly identify profit improvement opportunities. It helps build capabilities that enable companies to continue to uncover and harvest these opportunities on an ongoing basis.

Vendavo ProfitVision puts intelligence at your fingertips and empowers you to make confident and swift pricing decisions. Here are just a few of the areas where Vendavo ProfitVision can improve your profitability:

- Identify and reduce unwarranted pricing variability across your business by fixing or firing unprofitable outliers
- Determine the true cost-to-serve across customers to improve your cost recovery
- Analyze rebate practices across customers to limit rebates for non-compliant customers

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Vendavo ProfitVision Core Capabilities

Vendavo ProfitVision leverages powerful and intuitive pricing analytical software from Vendavo, honed through years of improving pricing performance at leading companies across multiple industries. The core capabilities of Vendavo ProfitVision include:

- 1. Role-based dashboards** — pre-built pricing dashboards that help relevant users identify and take advantage of available profit improvement opportunities rapidly
- 2. Key performance metrics** — rich profitability metrics provide relevant analysis quickly and consistently, shedding light on critical areas such as price increase realization, cost-to-serve recovery, and revenue causality
- 3. Root-cause analytics** — embedded visualization capabilities, including price waterfall charts, zebra charts (patented method for showing a plurality of data in an easy to understand way), price bands, and scatter plots, make on-the-fly pricing analysis intuitive, insightful, and actionable

Contact Us

To learn more, visit www.vendavo.com/profitvision_solution.html or call us at 1-877-836-3286.