COMPANY

A chemicals company operating in process industries with complex raw material and production cost structures.

Problem

Some large customers and deals generate solid revenue but run at thin or negative margins, making them look successful on top-line reports while quietly eroding profitability.

Solution: Pricefx Margin Shortfall Agent

The Agent analyzes transaction revenue and margin using Pareto and quadrant views to identify high-revenue but under-performing customers and deals, so commercial teams know exactly where to revisit prices, discounts, or contractual terms.

Value Outcome

In this deployment, the agent identified 1 major customer segment with strong revenue but weak margins tied to

$172,152

in margin upside potential, giving the chemicals producer a clear, targeted opportunity to improve profit by adjusting commercial conditions with a specific customer or segment.

COMPANY

Premier producer of innovative chemical intermediates and polymers.

Problem

High-revenue deals ran at thin margins, masking profitability damage on top-line reports.

Solution: Margin Shortfall Agent

Analyzed revenue-margin dynamics via Pareto and quadrant views, pinpointing high-volume underperformers for targeted pricing and discount adjustments.

Value Outcome

In this analysis, the agent surfaced 5 high revenue issues where weak margins were identified.

$372,987

in upside potential, giving the chemicals manufacturer a clear set of corrections that can quickly restore healthy margins.

COMPANY

A medical device manufacturer serving healthcare providers and distributors.

Problem

High-revenue and even smaller customers that run at thin or negative margins can absorb commercial effort without delivering acceptable profit, but these low-return relationships are hard to spot across a large base.

Solution: Pricefx Margin Shortfall Agent

The Agent analyzes transaction revenue and margin using Pareto and quadrant views to identify both high-revenue and structurally low-return customers and deals, so commercial teams can decide where to adjust pricing or reduce discounts.

Value Outcome

In this deployment, the agent identified 662 lower revenue customers with poor margin tied to

$47,243

in margin upside potential, giving the medical device manufacturer a targeted list of products where better pricing governance can smooth margins and improve profitability.