COMPANY

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

## Problem

Even a small number of accounts can erode profitability if they consistently buy at negative or very thin margins, but their impact is often hidden among many other customer relationships.

## Solution: Pricefx Unprofitable Account Agent

The Agent aggregates margin performance by account, identifies customers that generate negative or sub-standard margins compared to segment benchmarks, and quantifies the revenue and profit impact so teams know exactly where to intervene.

## Value Outcome

In this deployment, the agent identified **2** accounts with negative or very thin margins, together tied to

**$162,050**

in margin upside potential, giving the chemicals producer a concise, actionable list of relationships where pricing or contractual changes can immediately improve margin.

COMPANY

# Premier producer of innovative chemical intermediates and polymers.

## Problem

Large customers showed solid revenue growth, yet margins declined unexpectedly, masking underperformance in accounts that appeared healthy amid process industry dynamics.

## Solution: Unprofitable Account Agent

Tracked net profitability over time by customer, flagging margin erosion despite revenue stability, and pinpointed opportunities for targeted pricing, discount, or cost-to-serve optimizations.

## Value Outcome

In this analysis, the agent flagged 3 key accounts with solid revenue but weaker margin than expected.

**$615,032**

in upside potential, giving the chemicals manufacturer a prioritized list of accounts for price, discount, or cost-to-serve adjustments with no impact to topline sales.

COMPANY

# A distributor serving automotive dealers and aftermarket customers with a broad range of tire and related products.

## Problem

Some customer accounts repeatedly buy at negative or very thin margins, but the impact is scattered across many transactions and hard to see in standard reports.

## Solution: Pricefx Unprofitable Account Agent

The Agent aggregates margin performance by account, identifies customers that generate negative or sub-standard margins compared to segment benchmarks, and quantifies the revenue and profit impact so teams can target corrections.

## Value Outcome

In this deployment, the agent identified 1 negative margin account finding tied to

**$110,704**

in margin upside potential, giving the automotive distributor a precise relationship to address through pricing, discount, or contract changes.

COMPANY

# One of the largest building products and HVAC distribution companies in North America, serving contractors through an extensive branch and digital network.

Different sizes of cardboard boxes at production

## Problem

Some customer accounts repeatedly buy at negative or very thin margins, but the impact is scattered across many transactions and hard to see in standard reports.

## Solution: Pricefx Unprofitable Account Agent

The Agent aggregates margin performance by account, identifies customers that generate negative or sub-standard margins compared to segment benchmarks, and quantifies the revenue and profit impact so teams can target corrections.

## Value Outcome

In this deployment, the agent identified **1018** negative margin account finding tied to

**$347,670**

in margin upside potential, giving the HVAC distributor a precise relationship to address through pricing, discount, or contract changes.

COMPANY

# A medical device manufacturer serving healthcare providers and distributors.

## Problem

Some customer accounts repeatedly buy at negative or very thin margins, but their impact is spread across many small transactions, making them easy to overlook while they quietly dilute profitability.

## Solution: Pricefx Unprofitable Account Agent

The Agent aggregates margin performance by account, identifies customers that generate negative or sub-standard margins compared to segment benchmarks, and quantifies the revenue and profit impact so teams can target corrections.

## Value Outcome

In this deployment, the agent identified **52** accounts with negative or very thin margin tied to

**$54,386**

in margin upside potential, giving the medical device manufacturer a concrete list of relationships where re-pricing, or discount changes, can improve overall margin.