Empowering Pricing Teams in Chemicals Manufacturing

Elevate Pricing from Reactive to Strategic

For chemicals manufacturers like you, pricing drives profitability - but it's too often treated as a back-office function. Your pricing team works to minimize risk, align pricing with market dynamics, and drive bottom-line margin growth. In today's volatile market, you need to make high-stakes decisions with speed and agility. Yet, outdated processes, limited visibility, and disconnected tools hinder progress, relegating pricing to a support role rather than a strategic driver.

Pricefx transforms the game. Now your pricing team can become a Center of Excellence, empowering you to lead with innovation, deliver value to sales, and meet financial forecasts. You gain real-time control, speed, and flexibility across your entire pricing process - positioning yourself as a margin leader, integral to corporate strategy and success.

Overcome Challenges with Confidence

Externally, market volatility, aggressive competition, and evolving customer demands challenge chemicals industry pricing teams like yours on a daily basis. Internally, frequent strategy updates, siloed data, and manual processes suffer from a lack of visibility and insights and slow response times. Corporate mandates for AI-driven improvements add even more pressure.

External Challenges

- Rapidly shifting cost structures and material prices
- Intense competition and commoditization
- Complex, evolving customer demands
- Unpredictable external factors

Internal Challenges

- Misaligned pricing and sales activities
- Manual processes, frequent updates, siloed data
- Uncertain rebate and incentive effectiveness
- Lack of actionable insights for strategic decisions

Expert Pricing: Engineered for Chemicals Manufacturing

Pricefx was built by pricing experts who understand the need for speed, scale, and control in chemicals manufacturing.

Trusted by 3 of the 4 largest US-based chemicals manufacturers

Ascend Performance Materials, Calumet Specialty Products Partners, Eastman Chemical Company, ICP, INEOS Styrolution, Mosaic, NOVA Chemicals

Most trusted partner network in B2B Price Optimization & Management

SAP Endorsed App
Premium Certified
SAP Certified Integration with SAP S/4HANA
SAP Certified Built on SAP Business Technology Platform

salesforce PARTNER

Why Pricefx?

Best-Practices: Chem-specific workflows, best practices, and chemicals use-case accelerators, guided by expert industry advisors

Innovation: Pioneering SaaS pricing, our cutting-edge capabilities keep you ahead of competitors

Flexibility: "Clean-Core" platform adapts quickly to market shifts with advanced user-driven workflows

Speed: Increased agility and fast time to value. Customers achieve up to 15X ROI within 12 months and 8.4% average margin improvement

The Chemicals Pricing Value Playbook

Pricefx aligns your pricing strategy with market demands through a flexible, best-practice solution:

1. **Price Management**
   Automate adjustments to stay competitive and protect margins
2. **Formula Agreements**
   Streamline long-term contract pricing with dynamic models
3. **Strategy Management**
   Centralize complex pricing formula libraries for consistency
4. **Quoting**
   Accelerate guided selling and boost win rates
5. **AI Optimization**
   Leverage Pricing-AI for more intelligent pricing and margin capture
6. **Actionable Insights + Copilot**
   Improve decision speed and quality with contextual support
7. **Rebates & Incentives**
   Increase effectiveness, minimize errors, and strengthen relationships

Your Fastest Path to Pricing Impact Starts with Agents

Pricefx Agents reimagine how pricing teams deliver impact. These AI-powered always-on digital assistants integrate seamlessly with your business systems to expose the real drivers of profit, uncover untapped opportunities, and recommend precise actions. The result: faster, smarter decisions that strengthen margins and deliver value in weeks.

Transform Pricing into a Strategic Powerhouse

With Pricefx, you achieve:

15x ROI
in 12 months

8.4%
Average Margin Improvement

Visit www.pricefx.com to empower your pricing strategy and drive business success.

pricefx

Pricefx is the global leader in cloud-native pricing software with unmatched flexibility and expertise in chemicals pricing.