

Empowering Pricing Teams in High Tech Manufacturing



Elevate Pricing from Reactive to Strategic

In high tech manufacturing, pricing must keep pace with product innovation, volatile supply chains, and global commercial complexity. Yet many pricing teams are trapped in outdated workflows, relying on spreadsheets and rigid tools to manage dynamic pricing landscapes. You need agility to quote complex configurations, control across global markets, and intelligence to drive profitability—not just survive margin pressure.

Pricefx empowers you to break through. We equip your pricing team with the tools to lead margin strategy across new product introductions, channel management, and regional sales execution.

Overcome Challenges with Confidence

Externally, market volatility, aggressive competition, and evolving customer demands challenge high tech industry pricing teams 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 usage add even more pressure.

External Challenges

- Volatile input costs (pcb, silicon etc)
- Intense design-win and spec-in competition
- Channel conflict and erosion from gray market
- Frequent supply chain shocks
- Rapid technology shifts

Internal Challenges

- Fragmented Systems and Data Silos
- Manual Processes and Approval Bottlenecks
- Inconsistent Pricing Logic Across Regions and Products
- Limited visibility into profitability drivers

Expert Pricing: Engineered for High Tech Manufacturing

Pricefx supports global leaders across semiconductors, electronics, and advanced manufacturing. We understand the complexities of BOM-level quoting, volume-tier discounting, and service-embedded pricing strategies.

Trusted by global leaders in high tech manufacturing

vmware®

Schneider
Electric

nvent

KIOXIA

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



Why Pricefx?

Best-Practices: High tech-specific use cases for semiconductor, electronics, and configurable product pricing—covering BOM-based pricing, volume-tier structures, global customer hierarchies, and margin governance, guided by pricing experts from the industry.

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

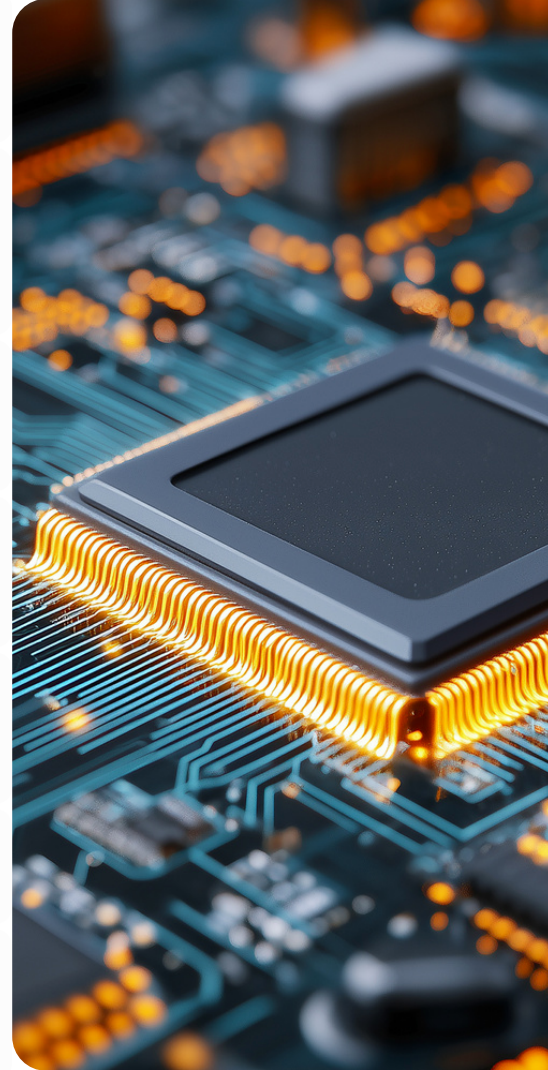
Flexibility: Designed to accommodate global ERP stacks, variant configurations, and multi-level customer pricing—supporting pricing agility across NPI, ramp, and renewal stages.

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

The High Tech Manufacturing Pricing Value Playbook

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

- 1 Price Management**
Dynamically manage pricing across configurable SKUs, global markets, and cost-volatility scenarios
- 2 Customer Agreements**
Streamline pricing for multi-year, geo-specific contracts and volume-tiered customer programs, including OEM/ODM-specific terms and design-win pricing logic.
- 3 Strategy Management**
Centralize and enforce global pricing strategy—supporting differentiated pricing by product lifecycle, region, customer type, and channel tier.
- 4 Quoting**
Enable sales teams to configure, price, and quote complex BOMs with guided workflows, AI-driven recommendations, and margin visibility.
- 5 AI Optimization**
Use Pricing-AI to detect margin leakage, simulate outcomes, and support confident pricing decisions from NPI to renewal.
- 6 Actionable Insights + Copilot**
Improve decision speed and quality with contextual support
- 7 Promotions, Rebates, & Incentives**
Control MDFs, rebates, and volume-based incentives across global regions—ensuring accurate accruals and commercial alignment.



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.

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