

Empowering Pricing Teams in Packaging & Mill Products



Elevate Pricing from Reactive to Strategic

For packaging and mill products 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 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 Yet, outdated processes, limited visibility, and disconnected tools hinder progress, relegating pricing to a support role rather than a strategic driver.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 packaging and mill products 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 costs (pulp, resin, glass, steel, etc.)
- Competitive pressures driving commoditization
- Shifting consumer preferences (circular economy)
- Supply chain disruption (availability & distribution)

Internal Challenges

- Fragmented strategies per categories and markets
- Manual pricing & complex config. limits efficiency
- Uncertain rebate and incentive effectiveness
- Limited visibility into profitability drivers

Expert Pricing: Engineered for Packaging & Mill Products

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

Trusted by global leaders in Packaging & Mill Products



"When you start to implement more advanced models... you need to be very clear and transparent. We finally have all the information in one place and see the impact of our actions on customer profitability."

Global Pricing Excellence Leader, O-I Glass

Why Pricefx?

Best-Practices: Mill, packaging, and process-specific workflows, make-to-order best practices, and 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 Packaging & Mill Product Value Playbook

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

- 1 Price Management**
Automate adjustments to stay competitive & protect margins
- 2 Customer Agreements**
Streamline long-term index & category pricing with dynamic models
- 3 Strategy Management**
Centralize complex pricing strategy/formula libraries for consistency
- 4 Quoting**
Accelerate complex configured products with AI-enabled selling
- 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 Promotions, 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%
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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 packaging, mill and building products, and B2B process manufacturing pricing.

SAP Endorsed App
Premium Certified

SALESFORCE PARTNER