



## Chemicals Manufacturing Price Management

Stratinis offers a strong international software solution for chemical manufacturing companies. This fact sheet describes some of the advantages of choosing Stratinis Pricing Suite for managing your local and international pricing.

**Full Pricing Suite:** Combining price analysis with price strategy, price optimisation and price implementation, all in one single software solution.

**International Pricing Capabilities:** Stratinis Pricing Suite automatically manages price structures with different levels of complexity and currencies across borders.

**Profit Optimisation:** Rather than just price optimisation, Stratinis focuses on prices, rebates, surcharges and direct as well as indirect cost, giving a complete profitability picture. Stratinis Pricing Suite allows for faster decision making processes as well as improves the management of rapidly changing costs of raw materials.

**Pricing Simulation and Risk Assessment:** Extensively simulates outcome of pricing decisions on profitability, including risk assessment regarding harmonisation of prices and supply chain risks.

**Flexible price calculations:** Can calculate the price waterfall, either by starting with a known list price and then “downwards” through the price waterfall, or by starting with a target cost and then “upwards” to a hypothetical customer price. Many different calculation mechanisms including scales, plant-dependence and different unit measures.

**Full Value Chain:** from the 3rd party resale prices over own list and invoice prices, to pocket prices and costs.

**Price Floors and Price Ceilings:** Manage corporate price policies for both price levels and rebates.

**Terms and Credit Management:** Stratinis looks at standard prices and conditions and can also include payment terms, credit periods and other terms.

**Low Total Cost of Ownership:** Full implementation of Stratinis Pricing Suite will take approximately 3 months with typical customers experiencing ROI in excess of 300% within the first year of deployment.

**Phasing:** The solution can be rolled out in phases, successively adding new modules or business entities over time.

**User-friendly, Web-based software:** User feedback has continuously stressed the benefits of our user-friendly, easy to understand and intuitive software.

**Data Exchange:** Stratinis Pricing Suite can exchange data with most ERP, CRM and Business Intelligence systems as well as with Excel, web services and flat files. Also, data can easily be inputted manually.

**Easy to Maintain:** Most administrative tasks can be done by in-house people in a user-friendly web-based administration module.