LTI
Let's Solve

Case Study

Price Optimization
Solution Implementation
for Semiconductor
Product Packaging & Test
Services Provider

A Larsen & Toubro
Group Company

Client

One of the leading Semiconductor product packaging and test services providers based out of Arizona, US
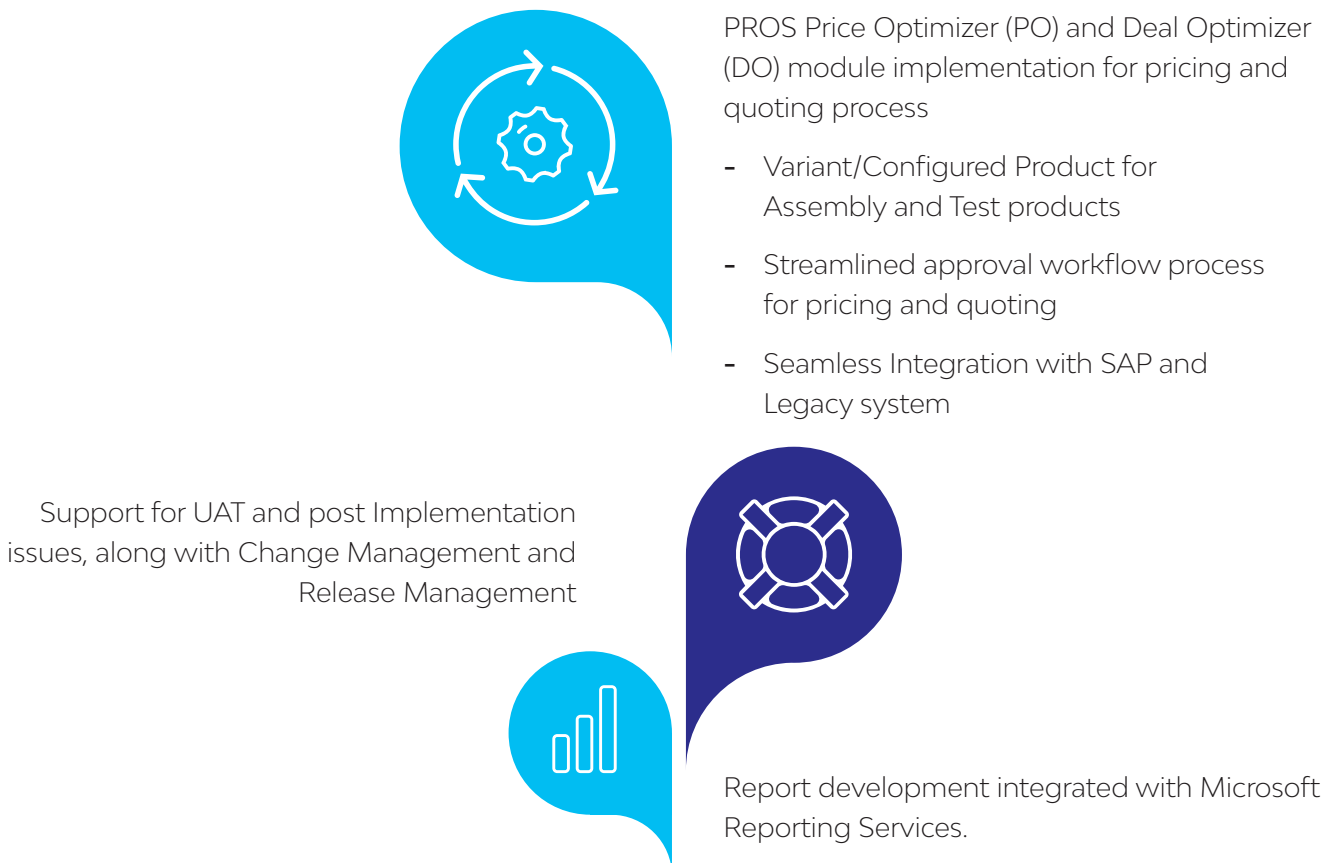
Challenges

The client was looking for a deal management and pricing solution to handle the following key challenges:

Extremely price-sensitive environment with multiple price points

Inability to turnaround quotes in a timely fashion to customers

Need of a deal management system with advanced analytics features to enable informed decision making

Inability to meet customer expectations of granular pricing for various services
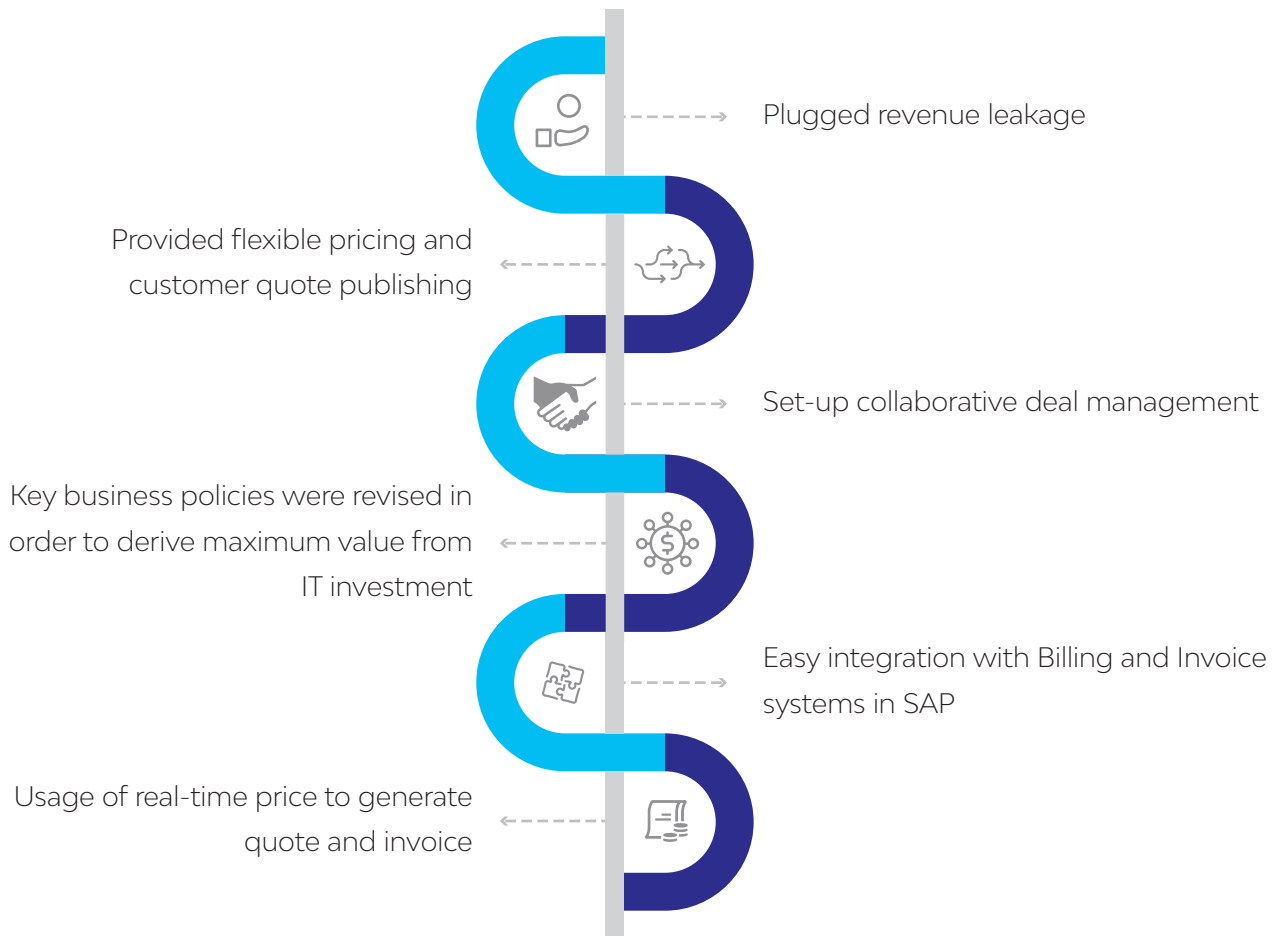
LTI Solution

Leveraging upon the pricing solutions expertise, LTI helped the client with an implementation of a leading pricing solution with following key activities:

PROS Price Optimizer (PO) and Deal Optimizer (DO) module implementation for pricing and quoting process

- Variant/Configured Product for Assembly and Test products
- Streamlined approval workflow process for pricing and quoting
- Seamless Integration with SAP and Legacy system

Support for UAT and post Implementation issues, along with Change Management and Release Management

Report development integrated with Microsoft Reporting Services.

Business Benefits Delivered

Plugged revenue leakage

Provided flexible pricing and
customer quote publishing

Set-up collaborative deal management

Key business policies were revised in
order to derive maximum value from
IT investment

Easy integration with Billing and Invoice
systems in SAP

Usage of real-time price to generate
quote and invoice

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