



# Case Study

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



## Client

One of the leading Semiconductor product packaging and test services providers based out of Arizona, USA.

### 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.

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



Inability to turnaround quotes in a timely fashion to customers.

Inability to meet customer expectations of granular pricing for various services.

# LTIMindtree Solution

Leveraging upon the pricing solutions expertise, LTIMindtree 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.

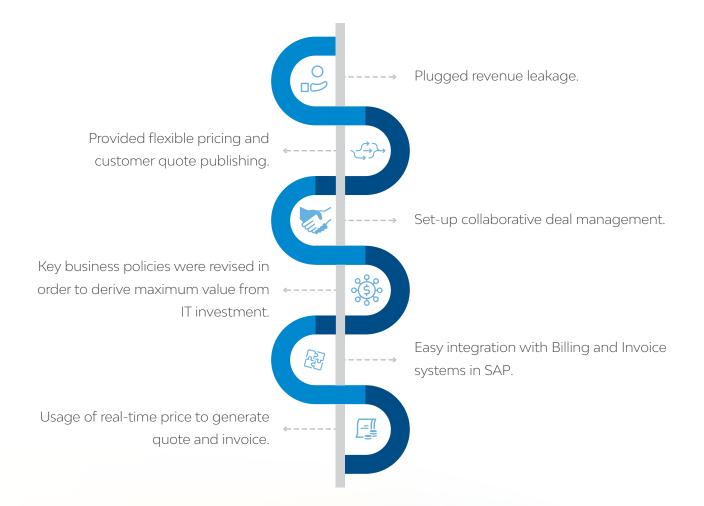




Report development integrated with Microsoft Reporting Services.



#### **Business Benefits**



**LTIMindtree** is a global technology consulting and digital solutions company that enables enterprises across industries to reimagine business models, accelerate innovation, and maximize growth by harnessing digital technologies. As a digital transformation partner to more than 700 clients, LTIMindtree brings extensive domain and technology expertise to help drive superior competitive differentiation, customer experiences, and business outcomes in a converging world. Powered by 84,000+ talented and entrepreneurial professionals across more than 30 countries, LTIMindtree – a Larsen & Toubro Group company – combines the industry-acclaimed strengths of erstwhile Larsen and Toubro Infotech and Mindtree in solving the most complex business challenges and delivering transformation at scale. For more information, please visit https://www.ltimindtree.com/