



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.

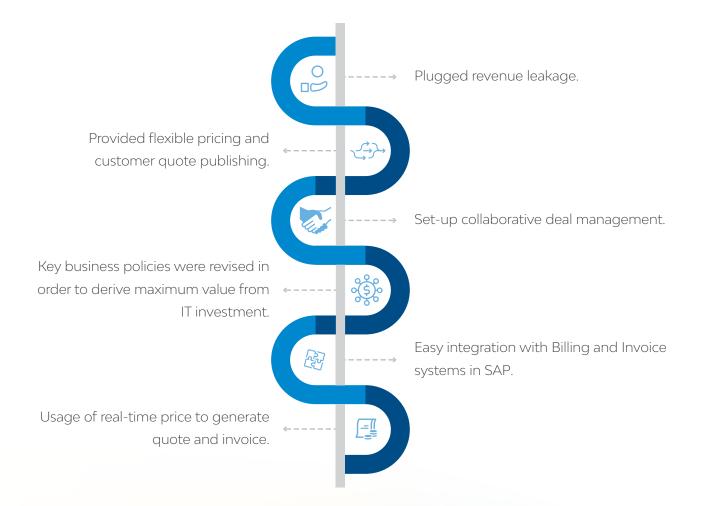




Report development integrated with Microsoft Reporting Services.



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/