

Case Study

How a global chemical organization enabled to develop and customize an application for pricing business processes



Price management solution for a global chemical major

Business Situation

The customer required a closed loop process for managing customer information, pricing, quotes and contracts. A provision that could enable centralized price management along with multilevel authorizations and business rule-based workflow authorizations. The customer also needed seamless integration of the pricing module with order execution and invoicing system by eliminating redundant data entry tasks.

Mahindra Satyam Solution

Mahindra Satyam was involved in the design and development of a custom application for pricing business processes. The application was designed to seamlessly interact with disparate applications for order management and invoicing. Mahindra Satyam offered a solution with key functionalities such as Centralized Price Maintenance (CPM), Contract & Quote Management (CQM), automated interfaces, reports and notifications, enabling internal audit requirements.

Benefits

- Provided better insight into the pricing trends and customer buying behavior
- Enabled easier implementation and enforcement of pricing changes
- Eliminated discrepancies in the invoice and provided better customer relations
- Assured data consistency and compatibility for analysis and financial reporting