

PRICING & PROFIT MANAGEMENT

"We didn't realize we were leaving so much money on the table. Now our pricing reflects our true value to the market."

Sales Director, Supplements Manufacturer

"[SCMEP's consulting] enabled us to better understand what our competitors are charging, and how we can determine what to charge in different circumstances. This was very helpful."

Sales Manager, Industrial Products Manufacturer

SCMEP only works with manufacturers, and we specialize in helping clients measure, evaluate, and optimize their pricing strategies to ensure sustainable profitability. With rising material costs, competitive pressures, weak supply chains, and fluctuating demand, getting your pricing right is critical to maintaining a healthy bottom line. Following is a list of services we offer to help improve pricing and profits:

Comprehensive Pricing Analysis

- Identifying underpriced and overpriced products.
- Benchmarking against industry standards.
- Analyzing cost structures to maximize margins.

Profitability Evaluation

- Assessing true profitability across product lines.
- Identifying hidden costs eating into margins.
- Implementing strategies to improve gross profit.

Custom Pricing Strategy Development

- Developing data-driven pricing models tailored to your market.
- Implementing value-based pricing to capture more revenue.
- Building flexible strategies that adapt to market changes.

Competitive & Market Pricing Insights

- Researching competitor pricing trends.
- Identifying gaps and opportunities in the marketplace.
- Positioning your pricing for long-term success.

Implementation & Ongoing Support

- Providing pricing tools and training for your team.
- Monitoring and adjusting pricing strategies for continuous growth.
- Ensuring alignment with business goals and market trends.

Contact your SCMEP RVP
for more information.

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