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three pricing systems. one protects earnings.

a side-by-side comparison of how each governs margin

What Executives Need	Spreadsheets & Homegrown	ERP Pricing Modules	Zilliant's **Pricing Plus**
Forward Visibility Into Margin Risk	• Reactive. • Risk discovered after margin erodes.	• Records transactions. • Limited forward exposure modeling.	Models cost volatility against contracts and customers. **Surfaces EBITDA exposure before it hits.**
Contract-Aware Margin Protection	• Manual tracking. • Inconsistent enforcement. • Hidden leakage.	• Basic price control. • Limited contract intelligence.	Automatically enforces complex contract logic. **Reveals which agreements destroy realized margin.**
Speed Without Chaos	• Manual approvals. • Version control issues. • Political escalation.	Structured – but rigid and IT-dependent.	Business-led configuration layered onto existing ERP systems. **Pricing moves in days — not quarters.**
Governance & Executive Defensibility	• Fragmented logic. • Dependent on individuals. • Hard to defend in boardrooms.	Executes prices but doesn't explain economics.	A single economic source of truth across pricing, sales, and finance. **Decisions leadership can stand behind — with data.**

see how controlled pricing protects earnings

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