

Create more secure margins with more accurate pricing



Improve profitability while increasing market share and reducing financial risk

Driven by technology advancements and customer demand, manufacturers are redefining their business models from selling one-off parts to selling full-service contracts or product-as-a-service (PaaS). A key challenge in delivering PaaS is the risk exposure that comes with offering a price upfront for an undefined amount of service. To be successful with your service offerings, it's crucial to have a solution that can analyze factors such as time and material, customer usage, and product performance so you can ensure you're generating the best possible price.

Syncron Contract Price enables leading manufacturers, dealers, and suppliers to optimize the pricing of new and existing service offerings, like full-service contracts and product-as-a-service. Using machine learning, it analyzes the performance of historical and current contract business to accurately forecast expected material and labor costs, providing insight into which contracts have higher risk or lower probability of profit, allowing you to ensure you're setting the right price, maximizing margins, and exceeding customer expectations.



Reduce contract risk

Leverage machine learning to create data driven insights that generate accurate cost predictions and risk probability.



Improve operational productivity

Leverage standardized workflows to reduce the price quote lead time and decrease single person dependencies.



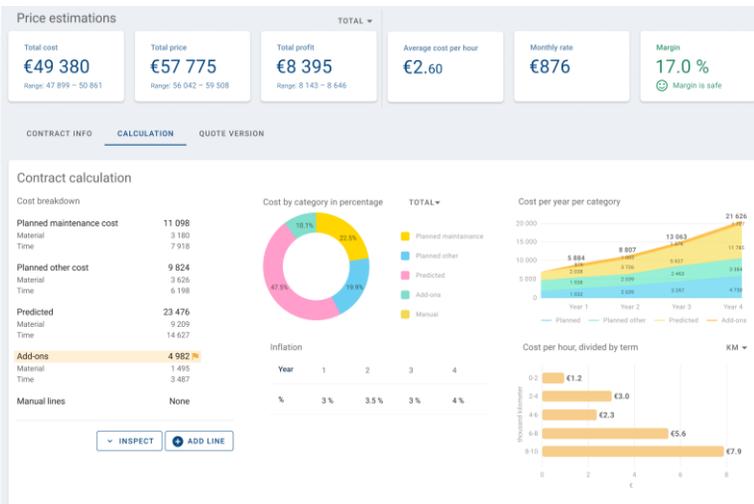
Create a single source of truth

Reduce operational risk by keeping record of updates to contract and customer data in a secure cloud platform.



Build long-term customer loyalty

Offer tailored and consistent prices that reflect the customer's environment, application, and installed base.



Use advanced analytics and interactive dashboards for a full life cycle cost break down.

Drill down based on period or cost category to see detailed price estimations of any given contract.

Core capabilities



Optimize margins with more accurate prices

Use machine learning-based price analytics for cost predictions to create more secure margins and more accurate prices.

- Use machine learning (ML) to generate cost predictions for all unknown service costs
- Simulate different scenarios and quotes of any given contract based on parameters you set
- Understand how costs are expected to evolve over time



Streamline cross-functional processes

Create a single source of truth by maintaining all contracts and collaborating in a single application.

- Review and collaborate on complex contracts in a single application
- Create a standardized quoting process across all contracts, service locations, and customers
- Leverage the most recent and accurate data to make informed pricing decisions



Perform advanced risk analysis with data-driven insights

Leverage data-driven risk assessments to capture performance and volatility of historical contracts.

- Visualize and analyze the cost breakdown of any given contract
- Use ML-based risk profiles for risk analysis
- Capture the performance of contracts to determine which have a higher risk or lower probability of profit



Turn your customers into lifelong partners

Provide customers with optimal prices based on application, environment, and more, resulting in a superior purchasing experience.

- Offer consistent and transparent pricing to your entire customer base
- Price accurately with insight into how much maintenance and service is required for any given contract
- Make it easier for customers to buy from you



Automotive



Construction & Mining



Industrial Equipment



Agricultural Equipment

Start the conversation today!

Whether you're interested in a strategic conversation, value assessment, or technical demo, our team can't wait to speak with you! [Contact Us!](#)

Learn more about Synchron Contract Price and how it can work for your business at synchron.com/contract-price.



Synchron empowers leading manufacturers and distributors to capitalize on the world's new service economy. With our industry-leading investments in AI and ML, Synchron offers the first, innovative, customer-endorsed, and complete end-to-end intelligent Service Lifecycle Management solution portfolio, encompassing service parts inventory, price, equipment uptime, warranty, and field service management. Delivered on the Synchron Connected Service Experience (CSX) Cloud, our solutions offer competitive differentiation through exceptional aftermarket service experiences, while simultaneously improving aftermarket business profitability. For more information, visit synchron.com.