SunTec Deal Management

Accelerate deals, **improve customer experience**, and increase win rates

Cloud Native | Cloud Agnostic

With rapidly changing customer expectations, creating customer specific deals by combining multiple products and services and offering customized pricing have become the norm. But the uncontrolled and unconditional price discounts on products, services and offers and unrealistic commitments and inability to track these commitments lead to non-profitable and non-viable deals, which further lead to revenue leakage and compliance violations.

SunTec Deal Management enables organizations to automate and manage the end-to-end deal management process including deal construct, deal implementation, deal monitoring, deal reviews, deal amendments complemented by design, simulation, proposal life cycle management and commitment capture and monitoring.

It allows organizations to include multiple internal as well as partner products as part of the deal, provide cross-product benefits, customized pricing linked to agreed commitments. Intuitive simulators assist in cost-benefit analysis well before presenting it to customers. Real-time analytical dashboards further enable revenue monitoring through the deal life cycle across pre and post deal aspects covering commitment and deal performance tracking. It helps enhance transparency on deals and ensures policy compliance. It enables organizations to mitigate potential compliance risks and prevents revenue leakage.

SunTec®

- **Standardize negotiation process** across the organization with defined pricing governance models with negotiability limits, approvals.

- **Flexible deal structures** to cater to all possible dimensions such as product, customer, group, global operations.

- **Data-driven insights** such as deal profitability, revenue impact during pre and post deal based on commitment and actual business linked simulation.

- **Prevent revenue leakage** by avoiding deep discounts by relationship managers, prevent mis-selling by enabling approvals, commitment capture and monitoring and price review alerts.

- **Reduce operational overheads** with STP if deal price points to pricing module for fulfillments.

4X
Increase in Sales

3X
Increase in Customer Base

2X
Increase in Product to Customer Ratio

Months to Days
Launch New Offers

Review and Monitor Deals

Design Deals

xelerate®

Manage Proposals & Contracts

Simulate Deals

Review and Approve Deals

Design Deals

- Create global, regional, multi-entity and multi-currency deals for customers by combining products and services across fee based products and interest bearing products for multiple internal business entities and partners.

- Design deals to meet specific customer needs by bundling multiple products, services, offers and customizing pricing.

- Set customer commitments by product, service, time, transaction volume, value.

- Enable dynamic and rule-based pricing based on behavioral, historic transaction trends and commitments agreed.

- Leverage built-in templates and easily create multiple deal variations.

- Easily access information from third-party systems on customer risk rating, credit rating, operational expenses, charges, risk adjusted returns while crafting the deal.

Simulate Deals

- Check profitability, viability, and estimated business value of the deal by simulating multiple models with different combinations of products, offers, commitments, price points, margins, tenure, and payment schedules.

- Create multiple linear simulations versions based on different pricing and commitment conditions, understand year on year postulation before finalizing the best possible deal.

- Project deal revenue along with various profitability metrics including RoA, RaROC, RoRWA, EVA with hurdle rates.

Review and Approve Deals

- Enable condition based multi level review and approvals for exceptions based on products, negotiability limits, customer segments, estimated business value, average discount rate.

- Set negotiability limit by product, service, overall deal level discounts based on user role and profile.

- Trigger automatic alerts for price review, expiry, penalty for non-fulfillment of commitments and enable workflow based review and approval process.

- Review simulations by comparing customers previous deal history or similar deals signed with other customers in terms of price, volume, revenue and margin.

Manage Proposals & Contracts

- Generate proposal documents with specific details including products, offers, price plan, free limits, discounts, commitments agreed.

- Automate dispatch of the e-proposal over emails to the customer reference point.

- Track the status of the proposal over life cycle till the proposal is accepted and implemented or rejected.

- Ability to re-generate proposal for various events such as renegotiation, reviews, amendments.

- Automate fulfillment of agreed condition and pricing terms.

- Create multiple versions of proposals, contracts and store it in the central repository.

Review and Monitor Deals

- Get real-time visibility of deals across all stages including under draft, simulation, review, rework, approved, active, cancelled, lost and implementation ready, to be renewed.

- Perform periodic deal and price reviews based on various parameters.

- Track progress of commitments across all products, services, customer entities across regions.

- Forecast revenue and margins, understand risk exposure across all deals.

About SunTec

SunTec is the world's No. 1 pricing and billing company that creates value for enterprises through its Cloud-based products. More than 130 clients in 45+ countries rely on SunTec to provide hyper-personalized products, offers, pricing, loyalty programs, tax compliance, and billing for over 400 million end-customers. SunTec products are based on our cloud-native and cloud-agnostic, API first, micro-services-based proprietary platform, Xelerate and are delivered on-premise, on private cloud and as SaaS. SunTec has global operations including the USA, UK, Germany, UAE, Singapore, Canada, Australia, and India. For more information, please visit us at www.suntecgroup.com or email us at marketing@suntecgroup.com

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