WHAT IS “NON-LINEAR PERFORMANCE PRICING”?
NLPP is a software application allowing you to analyze product prices in order to detect savings potential. Existing dependencies between arbitrary price drivers, e.g. weight, material costs, size, etc. will be revealed.

HOW DOES THE NLPP METHODOLOGY WORK?
The application combines a collection of statistical analysis methods into a multi-dimensional “non-linear” regression analysis. In addition, many key indicators (confidence interval, influence of price drivers etc.) are calculated to improve the quality of the results and to simplify the analysis of the results.

YOUR ADVANTAGE = DOUBLE BENEFIT!
1. You are able to discover previously unknown savings potential within individual products or groups of products.
2. You can create valid price forecasts for new products without having to conduct a full market inquiry.

HOW DO YOU BENEFIT FROM THE RESULTS?
The current price and a “should-cost” price for all products are shown in a graphic. Furthermore, three benchmark lines are displayed. One benchmark line represents the “Best Practice” line. All points above this line indicate savings potential. The application immediately calculates the savings potential in % and in USD/EUR/... for various evaluations.

HOW CAN YOU TAKE ADVANTAGE OF THE RESULT?
- They give you an estimate of a potential price cuts.
- They provide you with a negotiating objective.
- They provide you with a solid basis for discussions and negotiations with suppliers.
- It can serve as a starting point for planning budgets.
- It can become a part of your product and supplier strategy.

WHAT ARE THE BENEFITS COMPARED TO “LINEAR PERFORMANCE PRICING (LPP)”?
- Comparison of a given price to the target price, resulting in a simplified evaluation
- Recognition of more complex relationships between price and features in comparison
- Fulfillment of the “law of diminishing returns” and reflects economic reality
- Results of higher accuracy
- Capability of dealing with special cases (no negative results)

FEATURES OF THE SOFTWARE
- Quickly applicable without prior knowledge
- Scales up to thousands of records processing per analysis
- Real-time zooming, to identify even minimal price variation
- Automatic savings calculation based on freely defined targets and scenarios
- Support through an integrated mathematical expert system to achieve the best
- Extensive analysis possibilities
- Export and Screenshots of all results
- Automatic Benchmark comparison

TRY OUR NLPP SOLUTION!
- Analysis results are available within seconds
- Identified potential savings are yours and you can use them further if you want

www.nlpp.ch

Saphirion AG
An der Lorze 9, 6300 Zug, Schweiz
T. +41 41 55 20 21 1
info@saphirion.com | www.saphirion.com