



SPECIALISTS IN **AI-DRIVEN** AND **ECO-FOCUSED PRICING SOLUTIONS**

MAXIMISING PROFITABILITY AND ENABLING SMARTER, SUSTAINABLE PRICING DECISIONS

Current Challenges

Manufacturers face several challenges with traditional pricing processes:



Slow and Manual Pricing

Manually creating and updating prices is time-consuming, prone to errors, and slows down the sales cycle



Lack of Self-Service Portals

Sales teams and partners rely on spreadsheets or ERP access, limiting visibility and responsiveness in



Complex Multi-Currency Pricing

Without real-time tools, maintaining accurate pricing across multiple currencies becomes difficult, causing friction and risk in global deals

VELON Benefits



Accurate Pricing in Minutes

Generate consistent, error-free prices instantly using rule-based logic and real-time data inputs.



Accelerated Deal Velocity

Speed up pricing approvals and shorten sales cycles by giving teams access to pre-approved pricing rules and discounts.



Enhanced Sales Confidence

Empower teams with self-serve access to pricing tiers, bundles, and regional rates—without needing ERP support.



Reduced Pricing Complexity and Costs

Automate multi-currency pricing, tariff calculations, and discount logic to reduce overhead and ensure compliance.

INNOVATION AND IMPACT



AI-Powered

- Real-time Pricing Optimisation
- Predictive Margin and Deal Analytics
- Automated Price Approval Workflows
- Integrate Your Own Data Science Models



Eco-Efficient

- Lifecycle Assessment for Carbon Emission Tracking
- Sustainable Materials Tracking
- Carbon Emission Analytics and Reporting

Incremental Successes

Driving Efficiency, Growth, and Sustainability



info@velonpricing.com

124 City Road, London, United Kingdom, EC1V 2NX

<https://velonpricing.com/>



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Company Number: 16565878 Registered Address: 124 City Road, London, United Kingdom, EC1V 2NX

Delivers timely and accurate pricing for complex products

Key Features		Standard	Professional	Enterprise
Standard product catalog	Organize and manage your basic product catalog effortlessly	✓	✓	✓
Guided selling tools	Simplify complex pricing with intuitive, guided workflows	✓	✓	✓
Basic pricing and quoting	Generate accurate price lists with standard pricing rules	✓	✓	✓
Pre-built CRM integration (e.g., Salesforce, HubSpot)	Seamlessly integrate with popular CRMs like Salesforce and HubSpot.	✓	✓	✓
Advanced product catalog	Manage complex, tiered product catalogs and dependencies.	✗	✓	✓
Customisable pricing rules	Define unique pricing rules to cater to various customer segments.	✗	✓	✓
Multi-currency support	Offer pricing in multiple currencies with real-time exchange rate updates.	✗	✓	✓
Advanced workflows	Automate approval workflows for complex pricing	✗	✓	✓
Tariff and Trade Cost Calculation	Automatically calculate tariffs, duties, and cross-border surcharges in real time based on origin, destination, and HS code logic.	✗	✓	✓
Multi-region	Cater to global customers with localised pricing and quoting	✗	✓	✓
Innovative Customer Portal	Empower your customers and sales team with real-time access to pricing and stock positions, speeding up the quoting process by 80%.	✗	✓	✓
Lifecycle Assessment for Carbon Emission Tracking	Track carbon emissions across the product lifecycle to support sustainability goals and regulatory compliance.	✗	✓	✓
Sustainable Materials Tracking	Manage and track the use of sustainable materials in product configurations, ensuring environmentally responsible sourcing and production.	✗	✓	✓
Carbon Emission Analytics and Reporting	Generate detailed reports on carbon emissions to help meet corporate sustainability objectives and regulatory requirements.	✗	✓	✓
API access for custom integrations	Integrate seamlessly with your existing tech stack	✗	✓	✓
Dynamic pricing and discount management	Adapt pricing based on demand, customer segmentation, and market conditions	✗	✗	✓
Optional product configurator	Enable comprehensive, rule-based product configuration for customers who also require CPQ functionality	✗	✗	✓
Role-based access control	Ensure secure, role-based access to sensitive pricing and quoting data	✗	✗	✓
Advanced analytics and reporting	Gain actionable insights into your sales pipeline and pricing strategies	✗	✗	✓
Email, Chat And Phone Support	Dedicated support channels for swift problem resolution	✓	✓	✓

We understand that every business has unique needs.
Contact us to discuss on how we could help you transform your business:
Email at info@velonpricing.com

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