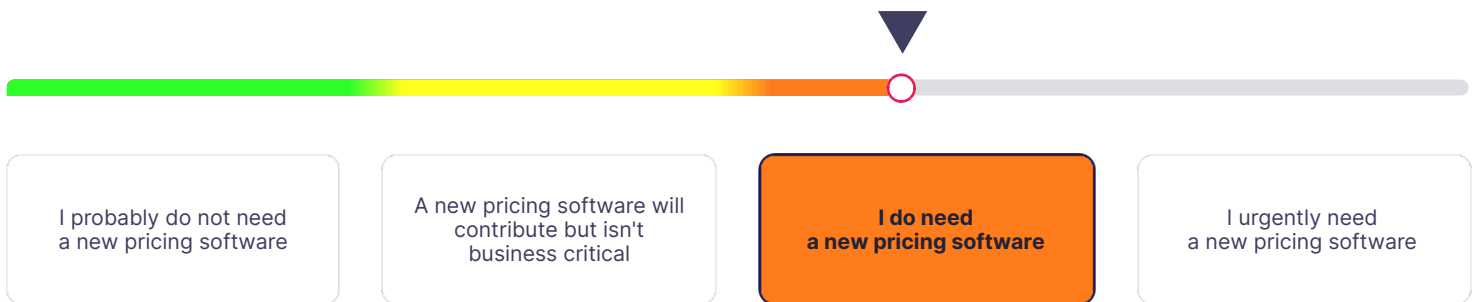# Yieldigo

Good job! You've answered all 40 questions.

Our Sales Margin Forecaster has been built on more than 8 years of intensive pricing industry experience and in-depth work with many notable retail organizations. Combined with our professional analysis, we enable you to evaluate your organization's current pricing needs.

Your Results:

You received a score of 245.
You can see your full Sales Margin Forecaster results below.

According to our price management barometer, your organization does need a new pricing software.

I probably do not need a new pricing software	A new pricing software will contribute but isn't business critical	**I do need a new pricing software**	I urgently need a new pricing software

In the questionnaire, you pointed out the current status quo of pricing in your organization along with your evaluation of specific price management-related capabilities. Each of these capabilities, and the ability to perform them, has a specific contribution to margin control and its proper collection. The inability to perform individual capabilities leads to the inability to control and collect margin properly. Given your own scoring of individual capabilities, you can now estimate potential sales margin leakage in your organization.

Potential Sales Margin Leakage

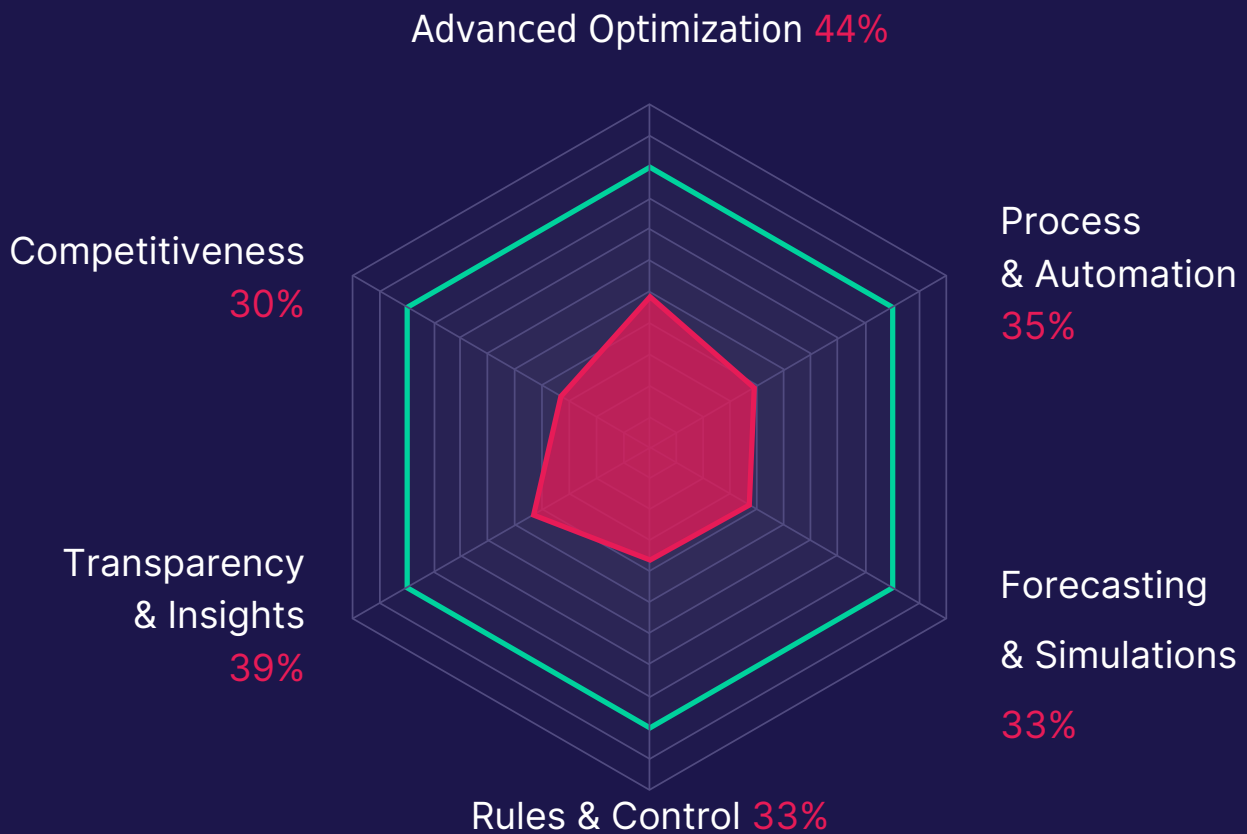|	
Your potential sales margin leakage [%] (based on your ROI score)	3.32%
Your potential sales margin leakage [M EUR yearly]	4.24 M EUR

Forecaster results are hypothetical estimates based on your inputs only.
Real-world results depend on the end-user.

Your Vulnerable Pricing Gaps
(100% = no need for further improvement)

To better illustrate your current pricing vulnerabilities, we have provided a spider chart as visual aid. Each one of the 40 questions you've answered in the Sales Margin Forecaster belongs to two of the six categories listed in the spider chart, from which we are able to determine the areas where you might need improve your pricing.

Advanced Optimization 44%

Process & Automation 35%

Competitiveness 30%

Forecasting & Simulations 33%

Transparency & Insights 39%

Rules & Control 33%

A company with well-fitted price management software (80%+).

Your Final ROI Forecast evaluation:

Please review the Final ROI Forecast Evaluation in order to help you arrive at the best conclusion possible for your business and its needs.

You can use all the criteria and guidelines to calculate your own financial ROI, as you typically would with similar initiatives.

Software capabilities translated to real ROI depend on various factors on your end.

1. Your Data Spectrum and Data Quality
Working with quality data can make or break your pricing strategy execution.

2. Key User Selection and Pricing Competency Ownership
We recommend that you have dedicated Pricing Managers. Do they have a few or plenty of experience in retail price management?

3. Top Management Sponsorship and/or Investment into Change Management
Investing into scaling your company to integrate your pricing strategy is a crucial top management commitment to improving your pricing management.

4. Automation Level
Ensure that you are working with automation in an optimal manner for your desired results. Are your product end-users using automation best practices?

5. Distractors
For any change management project, 1/3 of people who are involved are excited, 1/3 are neutral, and 1/3 are distractors; how do you handle distractors in your company, with regard to projects that require change management?

If you would like to discuss your results with us further, please reach out to our team at martin.soucek@yieldigo.com.

Yours Truly,

Yieldigo