

Customer Success Story

Manufacturer Tracks Raw Materials With Conversational AI

Challenges

- A global manufacturer of specialty lubricants for automotive and wind products, was struggling with monitoring price and cost increases. With increasing raw material procurement costs, the company needed to track costs and price increases across their inventory.
- The company was looking for a solution that could track prices to accurately keep up with the market and stay competitive with pricing.

Solutions



Pricing Analytics

ConverSight sends alerts and tracks cost increases in necessary raw materials, and recommends new unit prices for the products.



Freight Analytics

ConverSight identifies orders where Freight charges are more than 10% of the Order value, and alerts the team to negotiate with freight providers to attain the desired margin.



Product Metadata

Build a Product Metadata sheet with ConverSight that can easily be exported and shared with providers and wholesalers.

Results

Gained complete visibility over pricing and procurement, with proactive insights into pricing changes to stay on top of current markets.

10%

Increase in margins

10%

Increase in overall sales

20%

Reduction in labor hours maintaining metadata

Benefits

- Increased visibility and control over freight pricing.
- Product metadata for all procured items.
- Instant increase in margins and sales.

