

## Polaris™

### Insight-driven revenue management for manufacturers and distributors

The ability to adapt swiftly to changing environments has been a predictor of health and survival since the beginning of time. Today's manufacturers and distributors find themselves in constant flux as the market is operating in a low to no growth environment, unconventional competition is trying to disrupt profit positions, and customers are trying to squeeze concessions at every commercial touchpoint. These changes demand new levels of agility and responsiveness at all levels of the business. More than a fad, continuous adaptation is the new normal—an advantage of healthy and competitive businesses.

Too often, revenue and pricing are managed reactively based on historical information and competitive instinct. When companies are more focused on accumulating pricing and revenue data than they are on analyzing and extracting value from it, they can miss significant

opportunities. **So how can organizations achieve an advantage in revenue management?**

#### Seeing is believing

Polaris™, a robust revenue management platform from Deloitte, combines the power of analytics with Deloitte's top-ranked pricing methodologies to help fast-moving organizations proactively optimize commercial decision-making. Using analytics on the commercial levers of pricing, promotions, and customer profitability, manufacturers and distributors can gain actionable insights tailored to industry nuances and needs and apply them to improve performance.

Polaris helps companies make analytically-driven, faster decisions by getting the right information in your hands and bringing insight to the forefront of pricing and revenue management.



## Experiencing is believing

What if you could combine the data, both internal and external, that you needed to make an informed decision about your business—would that change your performance? We think it could. Because Polaris' data models are tailored for manufacturing and distribution companies, there is no need to translate models, workflows, or views. Polaris can be configured for users at multiple levels of the organization. Executives and managers have specific visual dashboards tailored to the decisions they make every day in areas like setting product pricing, assessing pricing effectiveness, and identifying opportunities to improve margin. Across the business, Polaris helps align individual pricing and profitability actions between users to develop a consistent company-wide pricing strategy.

For manufacturers and distributors, users of Polaris can benefit from the following capabilities:



### Advanced and emerging technologies

**Data management:** Incorporates data enrichment libraries, proven data models, and data cleansing capabilities leaving more time for deeper insights.

**Data integration:** Integrates structured, semi-structured, and unstructured data for a single version of the truth.

**Predictive and prescriptive analytics:** Leverages highly-customizable, predictive algorithms that transform pricing.

**Dynamic delivery:** Cutting-edge technology like HTML5 offer flexibility for users who access Polaris across their preferred mobile and PC devices.



### User-driven insights

**Role-driven questions:** Incorporates key business questions that should be asked and considered when managing for profit and growth.

**Decision workflows:** Delivers user-specific support through guided workflows leveraging granular fact-based insights.

**Customized views:** Answers questions by function through interactive and highly visual dashboards, reports, and scorecards that match the mindset of virtually every user.



### Flexible, cost-effective deployment

**Deloitte Managed Service:** Delivers business insights quickly and efficiently through a highly-secure, cost-effective, and flexible cloud-based architecture.

**Common platform:** Integrates with leading ERP, CRM, CPQ, pricing tools, and Deloitte applications, as well as with legacy order processing systems, for rich performance insights.

**In-memory analytics:** Manages large datasets and runs complex analysis on demand to support larger organizations.

**“White glove” approach:** Accelerates time to delivery, reduces costs, and delivers value quickly through end-to-end capabilities.



### Deloitte-embedded experience

**Trusted and secure:** Delivers highly-reliable operating performance through roles-based security and continuous monitoring.

**Responsive:** Includes the 24x7 global, managed support Deloitte is known for.

**Exceptional experience:** Incorporates the pricing and trade methods of Deloitte's top-ranked pricing practice.

**Embedded processes:** Integrates Deloitte's capability-building approach with the client's culture to delivery lasting results quickly.

## Achieving is believing

The Polaris advantage is more agile, effective decision-making that helps drive smarter pricing and profitability decisions at many levels—without the need to build new analytics capabilities from scratch.

As a managed, on-demand solution customized for the manufacturing and distribution industry sectors, Polaris can give companies the best of both worlds: time-tested tools and technology without the challenges and costs of application management and maintenance.

And the potential bottom-line benefit is the bottom-line itself. When revenue management is data-driven, disciplined, and flexible, companies can extract the value from what they do and find innovative ways to realize value they didn't see before:

- A leading industrial gas and safety products manufacturer and distributor achieved **over \$75 million in profit improvement** within its first year using Polaris to increase visibility into customer and business line pricing decisions.
- A leading industrial products manufacturer achieved **more than \$70 million in profit** lift using Polaris to design their dealer aftermarket pricing strategy and to measure impact of the pricing execution.
- A \$5 billion industrial products manufacturer used Polaris to redesign its pricing structure, achieving **over \$45 million in annual benefits** through an enhanced pricing strategy and contract structure.

To create the future, you have to be able to see it. Put insight at the front of your organization's revenue management process with Polaris.

## Learn more and get connected

Get started on the path to insight-driven revenue management and realize the benefits of better decision-making.

[www.deloitte.com/us/polaris](http://www.deloitte.com/us/polaris)

### Contact us

#### Ranjit Singh (Jit)

Principal  
Deloitte Consulting LLP  
[ransingh@deloitte.com](mailto:ransingh@deloitte.com)

#### Ed Johnson

Principal  
Deloitte Consulting LLP  
[edwjohanson@deloitte.com](mailto:edwjohanson@deloitte.com)

#### Rich Nanda

Principal  
Deloitte Consulting LLP  
[rnanda@deloitte.com](mailto:rnanda@deloitte.com)

#### Manish Prabhu

Senior Manager  
Deloitte Consulting LLP  
[mprabhu@deloitte.com](mailto:mprabhu@deloitte.com)

You can also email us at [Polaris@deloitte.com](mailto:Polaris@deloitte.com).

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