

AI Margin & Sales Agreement Risk Protection

Identify cost and margin erosion early and guide agreement, pricing, volume, and rebate decisions.



Challenges Faced



Rising cost and tariff volatility

Raw-material, freight, and tariff changes can erode profitability after agreements are signed.



Disconnected commercial and cost data

Agreement terms, run rate, rebates, price, and ERP cost movements are reviewed separately.



Slow renegotiation decisions

Teams lack an early warning and a consistent recommendation for repricing or term changes.

Solution Provided



AI-assisted agreement monitoring using commercial performance and connected ERP cost signals



Create a margin-aware agreement view

Combine agreement terms, run rate, rebates, price, volume, and cost changes.



Detect agreement risk

AI flags margin erosion, unprofitable commitments, and rebate leakage.



Guide the seller response

Recommend repricing, volume mix, rebate changes, or renegotiation actions and content.

Capabilities activated



Agentforce



Agreements



Data Cloud



ERP

Business Value Realized



Protected gross margin and faster commercial decisions



Earlier margin warnings

At-risk agreements are prioritized before value leakage grows.



Stronger pricing discipline

Recommendations use agreement and cost context together.



Faster renegotiation cycles

AI summaries and drafts reduce preparation time.



www.techkasetti.com



marketing@kasettimarketing.com



+91 9880066235