

# **Global Price Optimization and Management (PO&M) Software for B2B Market Growth (Status and Outlook) 2024-2030**

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## **Abstracts**

The report requires updating with new data and is sent in 48 hours after order is placed.

According to our LPI (LP Information) latest study, the global Price Optimization and Management (PO&M) Software for B2B market size was valued at US\$ 464.7 million in 2023. With growing demand in downstream market, the Price Optimization and Management (PO&M) Software for B2B is forecast to a readjusted size of US\$ 652.9 million by 2030 with a CAGR of 5.0% during review period.

The research report highlights the growth potential of the global Price Optimization and Management (PO&M) Software for B2B market. Price Optimization and Management (PO&M) Software for B2B are expected to show stable growth in the future market. However, product differentiation, reducing costs, and supply chain optimization remain crucial for the widespread adoption of Price Optimization and Management (PO&M) Software for B2B. Market players need to invest in research and development, forge strategic partnerships, and align their offerings with evolving consumer preferences to capitalize on the immense opportunities presented by the Price Optimization and Management (PO&M) Software for B2B market.

B2B price optimization and management (PO&M) software can help users to efficiently manage and optimize the price of its products and services. The software focus on the back-office price management, product management or providing sales intelligence in real-time to the sales representative. PO&M products are widely used by multiple industries, including travel and transportation, wholesale and distribution, energy, chemicals and petroleum, financial services and insurance, life sciences, high tech, manufacturing, telecommunications, food and beverage, and consumer packaged

goods.

According to International Telecommunication Union (ITU), the global Internet users (online population) were more than 5 billion. And the number of online shoppers was also increasing. In 2022, the global e-commerce market penetration rate increased to 19.7%, and the e-commerce market reached \$5.5 trillion. At the same time, the Asian e-commerce market ranked at the top of the revenue ranking, which has reached \$1.8 trillion. According to the National Bureau of Statistics, China was the largest online retail market in 2022, with online retail sales of 13.79 trillion yuan and a year-on-year increase of 4%. Among them, the online retail sales of physical goods were 11.96 trillion yuan, with a year-on-year increase of 6.2%, which accounted for 27.2% of the total retail sales of consumer goods.

#### Key Features:

The report on Price Optimization and Management (PO&M) Software for B2B market reflects various aspects and provide valuable insights into the industry.

**Market Size and Growth:** The research report provide an overview of the current size and growth of the Price Optimization and Management (PO&M) Software for B2B market. It may include historical data, market segmentation by Type (e.g., Cloud Based, On-premises), and regional breakdowns.

**Market Drivers and Challenges:** The report can identify and analyse the factors driving the growth of the Price Optimization and Management (PO&M) Software for B2B market, such as government regulations, environmental concerns, technological advancements, and changing consumer preferences. It can also highlight the challenges faced by the industry, including infrastructure limitations, range anxiety, and high upfront costs.

**Competitive Landscape:** The research report provides analysis of the competitive landscape within the Price Optimization and Management (PO&M) Software for B2B market. It includes profiles of key players, their market share, strategies, and product offerings. The report can also highlight emerging players and their potential impact on the market.

**Technological Developments:** The research report can delve into the latest technological developments in the Price Optimization and Management (PO&M) Software for B2B industry. This include advancements in Price Optimization and

Management (PO&M) Software for B2B technology, Price Optimization and Management (PO&M) Software for B2B new entrants, Price Optimization and Management (PO&M) Software for B2B new investment, and other innovations that are shaping the future of Price Optimization and Management (PO&M) Software for B2B.

**Downstream Procumbent Preference:** The report can shed light on customer procumbent behaviour and adoption trends in the Price Optimization and Management (PO&M) Software for B2B market. It includes factors influencing customer ' purchasing decisions, preferences for Price Optimization and Management (PO&M) Software for B2B product.

**Government Policies and Incentives:** The research report analyse the impact of government policies and incentives on the Price Optimization and Management (PO&M) Software for B2B market. This may include an assessment of regulatory frameworks, subsidies, tax incentives, and other measures aimed at promoting Price Optimization and Management (PO&M) Software for B2B market. The report also evaluates the effectiveness of these policies in driving market growth.

**Environmental Impact and Sustainability:** The research report assess the environmental impact and sustainability aspects of the Price Optimization and Management (PO&M) Software for B2B market.

**Market Forecasts and Future Outlook:** Based on the analysis conducted, the research report provide market forecasts and outlook for the Price Optimization and Management (PO&M) Software for B2B industry. This includes projections of market size, growth rates, regional trends, and predictions on technological advancements and policy developments.

**Recommendations and Opportunities:** The report conclude with recommendations for industry stakeholders, policymakers, and investors. It highlights potential opportunities for market players to capitalize on emerging trends, overcome challenges, and contribute to the growth and development of the Price Optimization and Management (PO&M) Software for B2B market.

**Market Segmentation:**

Price Optimization and Management (PO&M) Software for B2B market is split by Type and by Application. For the period 2019-2030, the growth among segments provides accurate calculations and forecasts for consumption value by Type, and by Application

in terms of value.

### Segmentation by type

Cloud Based

On-premises

### Segmentation by application

Large Enterprises

SMEs

This report also splits the market by region:

#### Americas

United States

Canada

Mexico

Brazil

#### APAC

China

Japan

Korea

Southeast Asia

India

Australia

Europe

Germany

France

UK

Italy

Russia

Middle East & Africa

Egypt

South Africa

Israel

Turkey

GCC Countries

The below companies that are profiled have been selected based on inputs gathered from primary experts and analyzing the company's coverage, product portfolio, its market penetration.

McKinsey

Price Edge

Pricefx

PROS

SPOSEA

Vendavo

Vistaar Technologies

Vistex

Zilliant

GK Software

Syncron

Prisync

Pricemoov

Apttus Conga

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