

JASON ZWEIG DELIVERS CLE PRESENTATION ON POTENTIAL ANTITRUST PITFALLS OF REVENUE OPTIMIZATION TOOLS

Publications

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Jason Zweig recently presented a CLE program titled “Revenue Optimization Tools and Antitrust,” examining the potential antitrust risks associated with the growing use of algorithmic pricing and revenue management software.

During the program, Jason provided an overview of revenue management tools and discussed how their use may implicate Section 1 of the Sherman Antitrust Act. He explored how certain tools, particularly those that incorporate confidential, non-public pricing data from market participants, can create legal exposure depending on how they are structured, marketed, and deployed.

Jason also highlighted practical considerations for companies evaluating these platforms, including scrutiny of data sources, contractual obligations, vendor marketing materials, and indemnification provisions.

The presentation offered valuable guidance for organizations seeking to leverage data-driven pricing tools while minimizing antitrust risk.

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