

Food Manufacturing
and Consumables

SATISFY YOUR HUNGER FOR
BETTER BUSINESS PERFORMANCE



Realize Your Potential

PROS®



IT'S TIME FOR AN UNFAIR ADVANTAGE.



PROS is helping food manufacturers improve product pricing and quoting opportunities throughout their businesses. Our solutions help target price changes where they will be most effective in driving top-line revenue while simultaneously maintaining margin requirements. We provide pricing guidelines for negotiations of current customers and contracts to avoid dangerous discounts and to maximize the profitability of each account. And, we help improve production efficiencies through better pricing.

PROS opportunity-to-revenue platform makes it easier, faster and smarter to price and sell a vast array of products within a variety of quality tiers. Our unique combination of automation, intelligence and actionable insights based on advanced big data analytics helps customers drive better business performance.

Whether you're looking for more control over how you manage your pricing or a configure, price, quote (CPQ) tool that empowers sales reps to generate optimized quotes quickly and easily, PROS solutions have what you need to help you outperform your goals.



FOCUS ON THE RIGHT OPPORTUNITIES.



Think for a moment about your daily routine: you may spread peanut butter on your morning toast, have a mid-morning snack of trail mix purchased from a vending machine, and enjoy stir-fry for dinner at the neighborhood Thai restaurant. Common to each of these are peanuts – an ingredient that has, through the perseverance of a salesperson who has pushed beyond the competition and survived the rigmarole of contract management, found real estate on grocery store shelves and made it onto a distributor's product list and a restaurant's menu.

With aggressive sales growth goals to hit and limited resources at your disposal, you need to get the most out of every single sales rep. PROS helps you keep your sales reps laser-focused on the opportunities that are most likely to close. We give you the predictive buying behavior insight you need to prioritize your sales efforts and focus on the highest value deals, while also uncovering hidden sales opportunities that can contribute to sales growth. PROS brings the collective intelligence of your organization to drive consistent execution to every sale with maximum profitability.

Food manufacturers like McCain Foods, BRF and Cargill rely on PROS for better pricing, quoting and negotiation across their business. We can help you too. Call us today for more information.



PRICE EACH OFFER TO WIN.



Selling in today's highly competitive market is tough. Don't let cumbersome processes slow you down. With the global economy's fast paced changes and a competitive and concentrated local market, you need more than the traditional methods for pricing, sales and negotiations.

And, if your reps rely on discounting as their go-to strategy to close deals, your problems are only compounded. With PROS, you get valuable insight into what each customer is willing to pay on every transaction so you can price offers that are profitable and still seal the deal. We'll put prescriptive price recommendations based on real-time customer buying patterns in your sales reps' hands and give them the confidence to stop unnecessary discounting and stick with prices that reflect the value your products and services deserve.

With PROS, you get valuable insight into what each customer is willing to pay



QUOTE WITH CONFIDENCE.

Quoting can be a clunky, cumbersome process. But, speed is of the essence. If you can't deliver an accurate, quality quote in a timely manner, you've lost the opportunity to compete.

PROS empowers your sales teams to quote efficiently and effectively, without errors and delays. In fact, your sales reps can easily develop a product program, no matter how complex, and generate the right quote with the right price — anywhere, anytime — in just a few clicks. Sales reps can feel confident that their customers will have a positive buying experience every time, regardless of the sales channel they buy through.



PROS empowers your sales teams to quote efficiently and effectively, without errors and delays.



About PROS

PROS Holdings, Inc. (NYSE: PRO) is a revenue and profit realization company that helps B2B and B2C customers realize their potential through the blend of simplicity and data science. PROS offers cloud solutions to help accelerate sales, formulate winning pricing strategies and align product, demand and availability. PROS revenue and profit realization solutions are designed to allow customers to experience meaningful revenue growth, sustained profitability and modernized business processes.

To learn more, visit pros.com.

PROS.com

Copyright © 2015, PROS Inc. All rights reserved. This document is provided for information purposes only and the contents hereof are subject to change without notice. This document is not warranted to be error -free, nor subject to any other warranties or conditions, whether expressed orally or implied in law, including implied warranties and conditions of merchantability or fitness for a particular purpose. We specifically disclaim any liability with respect to this document and no contractual obligations are formed either directly or indirectly by this document. This document may not be reproduced or transmitted in any form or by any means, electronic or mechanical, for any purpose, without our prior written permission.