

Smart CPQ

Turn Your CRM Investment into a Revenue and Profit Engine

Are your sales reps complaining that configuring products and services takes too long and there are too many mistakes?

PROS Smart CPQ automates the configuration, pricing and quoting process for your sales team enabling them to quickly create accurate, tailored solutions for each customer.

Blending data science-driven offer and pricing guidance with CPQ, all within your existing CRM environment, turns the odds back in the sales team favor. They are now armed with the information and tools to better negotiate winning deals and drive 2-4 percent of incremental sales and up to 15 percent of incremental profits.

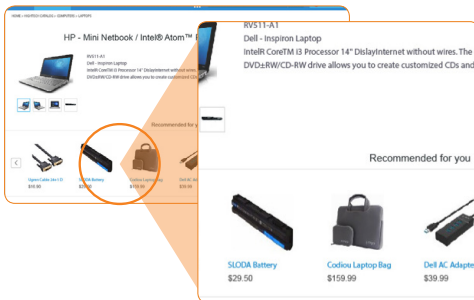


In the entire Gartner CRM technology landscape, only two technologies are classified as providing “transformational” benefit in the next 2-5 years: Price Optimization and CPQ.

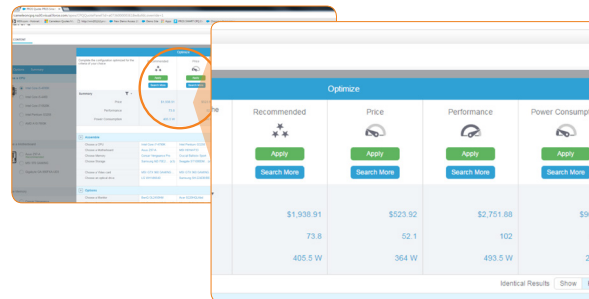
- Gartner

AUTOMATE AND SIMPLIFY THE CONFIGURE, PRICE, QUOTE PROCESS:

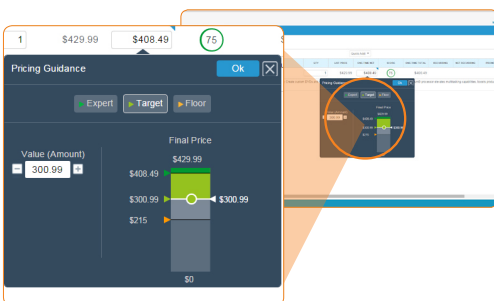
- ✓ Generate 2% to 4% incremental revenue.*
- ✓ Realize as much as 2% margin improvement.**
- ✓ Increase discount discipline.
- ✓ Shorten sales cycles, by up to 27%.***
- ✓ Eliminate quoting errors
- ✓ Increase sales team quoting productivity by up to 49%.***
- ✓ Improve lead conversion rate by up to 17%.***
- ✓ Enable your sales team to sell from simple SKUs to the most complex configurable products without training.
- ✓ Accelerate quoting speed from weeks to hours.
- ✓ Grow deal sizes with data science-driven cross sell.
- ✓ Reduce product time-to-market from weeks to hours.
- ✓ Enable more of your sales team to hit their quota.



Data science-driven cross sell automates the identification and maintenance of product relationships for accurate, relevant and sustainable cross sell recommendations.



Fast Configuration gives the sales team the power to create tailored configurations with one click.



PROS data science-driven pricing guidance provides the sales team with instant recommendations that enable them to win the business and increase profits.

KEY FEATURES

- **Administration** – PROS Designer for Smart CPQ provides an intuitive command center making it easy and fast to create and administer a streamlined configure, price, quote process.
- **Catalog management** – Offer hundreds of thousands of products; efficiently manage across all sales channels; versioning for instant changes without down time.
- **One click configuration** – Enable the sales team to create tailored configurations with just one click
- **Offer guidance** – Guided selling and cross sell recommendations ensure the sales team can quickly create accurate, tailored quotes.
- **Data science-drive cross sell** – Deliver accurate and relevant cross sell recommendations to your sales team with this automated, sustainable capability.
- **Support for SKUs to complex configurations** – Ensure the sales team can effectively sell the entire catalog from SKUs to thousands of configuration processes.
- **Data science-driven pricing** – Enable the sales team to negotiate from an informed position and win the business with PROS proven, patented data-science driven pricing.
- **Drag and drop** – Simply drag SKUs directly from the catalog into the cart.
- **Accelerate approvals** – Automate the approval process using business rules based on the data-science driven pricing.
- **Instant proposals** – Professional looking, branded proposals are instantly created.
- **Automated contract generation and renewal** – Automate contract generation, amendments and renewals for proactive offer management over the term and renewal of each agreement.
- **Mobility** – Enable the sales team quote anywhere, anytime from any mobile device.

DATA SCIENCE & PRESCRIPTIVE ANALYTICS

- Patented segmentation identifies unique prescriptive actionable insights for product mix and pricing opportunities.
- Real-time price guidance based on transaction history, customer segmentation, willingness to pay.
- Pricing analytics for your pricing team - see the PROS Guidance datasheet for a complete list.

INTEGRATIONS

Out-of-the-box CRM Native Experience:

- Salesforce® Sales Cloud
- Microsoft Dynamics CRM

Other CRM:

- Oracle
- Siebel
- Coheris
- RightNow CRM
- Selligent
- Open integration with homegrown or other CRM systems.
- Run standalone without CRM.

ERP:

- Microsoft Dynamics AX
- Oracle
- SAP
- BAAN
- Generix
- IFS
- Infor

Solutions:

- Avalara
- Icertis
- SpringCM
- Zuora

PROS CLOUD

- Full application service management and SLA.
- Tier 3, SOC 2 data centers.
- HIPAA compliant environments.
- High performance and availability.

MULTICHANNEL

- Inside Sales
- Field Sales
- Customer self-service digital commerce.

CONFIGURATION ENGINE

- Constraints-based – for simple and easy configuration maintenance.
- Business user friendly – no coding required.

FAST CONFIGURATION

- One click creation of tailored configurations.
- Quote and order simple configurations in seconds.
- Optimize bundles and simple configurations based on specific attributes.

MOBILE

- Salesforce1®
- Apple iPad
- Microsoft Surface PRO
- Android Tablets

CONTACT PROS

For more information on this or any of our products, please contact PROS at:

 PROS.com

 1-855-846-0641

To learn more, visit pros.com.

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* This data is referenced from the "Gartner report: "MarketScope for Price Optimization and Management Software for B2B: 2013"

** This data is reference from the Aberdeen Group analyst report: "Configure-Price-Quote: Best-in-Class Deployments that Speed the Sale"

*** This data is reference from the Gartner report: "What's Hot in Digital Commerce in 2015"