



# Accelerate Sales. Realize More Revenue and Profit.

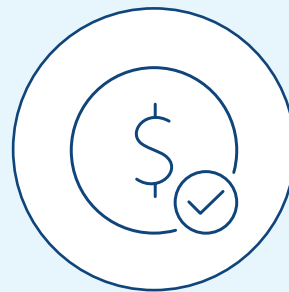
The only prospect-to-cash solution with CPQ, Price Optimization and Contract Management for enterprises.



Customer relationship management solutions for sales, service, marketing, and social engagement.



Automate the configure, price and quote process for direct sales, partners and self-service eCommerce.



Real-time, data science-driven pricing that wins the business and grows profits. By as much as 100 – 300 basis points.



Increase compliance, improve governance, mitigate risk, increase productivity and accelerate sales cycles.

Microsoft Dynamics CRM, PROS Smart CPQ with data science-driven price optimization and Icertis Contract Management, provide a complete SaaS solution that enables intelligent customer engagement across all of your sales channels. The integrated, easy-to-use solution increases productivity while also growing your top and bottom lines simultaneously. Accelerate sales and realize your company's revenue and profit potential with the only enterprise solution with CRM, CPQ, Price Optimization and Contract Management.

<http://www.pros.com/icertis-pros-microsoft-dynamics>

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# Turn your CRM into a Revenue and Profit Realization Engine

YOUR ADVANTAGES WITH THE ONLY PROSPECT-TO-CASH SOLUTION WITH CPQ, PRICE OPTIMIZATION AND CONTRACT MANAGEMENT:



## GUIDED SELLING

- Eliminate errors with easy step-by-step configuration process.
- Intelligent cross sell recommendations.
- Real-time, data science-driven pricing recommendations.



## CONTRACT CONFIGURABILITY

- Business rules engine for configurable rules.
- Configurable contract types, metadata.
- Workflow configuration by contract type.



## INSTANT PROPOSALS

- Automatically generated.
- Consistent, professional document.
- Product details for contract generation.



## CONFIGURE IN SECONDS

- Support catalogs from simple SKUs to complex configuration.
- One-click, optimized configurations.
- Instant configuration adjustment.



## IMPLEMENTATION

- Speed of implementation.
- Experience / knowledge of ecosystem.
- Empowerment of customer team.



## ARCHITECTURE

- Cloud native, scalable.
- Web services / API Infrastructure.
- Hybrid, distributed model capability.



## MULTICHANNEL

- Consistent experience across direct sales, partners and eCommerce.
- Efficiently administer from single "command center".
- Mobile for real-time engagement in the field.



## PRICE OPTIMIZATION

- Patented segmentation.
- Real-time, data science-driven price guidance.
- Prescriptive, actionable analytics.



## USABILITY

- Intuitive user interface, full mobility support.
- Native support for MS Word, MS Excel.
- Elastic search model for smart visibility.



## ENTERPRISE CONTRACTS

- All contract types - Sell, Buy, Admin, Corporate.
- All business units, geographies.
- Differentiated Strategy - Standardize, Localize.



## AUTOMATED APPROVALS

- Use data science-driven recommendations to set business rules.
- Automate approvals when pricing is set within guidance.
- Accelerate responsiveness with no touch approach.



## COLLABORATION

- Third party portal.
- On-boarding and approval process.
- Pre-sign and Post-sign collaboration.