



SIMON ♦ KUCHER & PARTNERS

Strategy & Marketing Consultants

Sales & Pricing Excellence

Combining best-in-class consulting and software to rapidly unlock revenue growth and profits through pricing

Matt Johnson, Managing Partner,
Simon-Kucher & Partners

matt.johnson@simon-kucher.com

Chris Jones, Senior Vice President,
Alliances and Partners, PROS

cjjones@pros.com



Partnership to
accelerate
profit
realization
thru pricing



- World's Leading Sales & Pricing Effectiveness Software Company
- 1000 Employees
- 700+ Projects
- \$194M Revenue**
- Founded 1985

SIMON • KUCHER & PARTNERS
Strategy & Marketing Consultants

- World's Leading Pricing Advisory Firm
- 760 Employees
- 2000+ Projects*
- \$194M Revenue**
- Founded 1985

The Makings of Getting to World-Class Pricing Excellence



SIMON • KUCHER & PARTNERS
Strategy & Marketing Consultants

When these three pieces are working together, the results are accretive and exponential



Best Practices Integrated Framework



SIMON • KUCHER & PARTNERS
Strategy & Marketing Consultants

Proactive effort between Simon-Kucher & PROS to accelerate time to value, maximize financial impact and reduce project risk



SPEED



IMPACT



RISK

