

eCommerce

Multiple Sales Channels,
One Consistent Experience



The data is clear, the transformation to digital commerce is underway. Is your company able to deliver a consistent product offering and price for customers whether they call directly vs. go to a partner vs. buy online?

PROS eCommerce delivers a consistent customer experience across all sales channels by extending configure, price and quote capabilities to your sales teams, partners and eCommerce websites. Additionally, using a single product catalog and configuration repository, PROS eCommerce provides an efficient and easy way to deliver a consistent experience for your customers, regardless of how they want to buy.

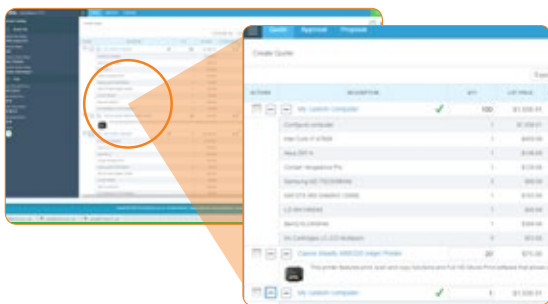


By 2018, companies that consumerize their B2B digital commerce sites will gain market share and see revenue increase up to 25%.

- Gartner

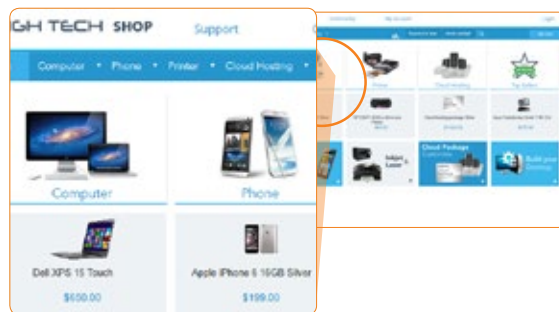
GROW YOUR MULTICHANNEL REVENUE:

- ✓ Increase sales by efficiently reaching more of your customers.
- ✓ Provide customers a seamless experience across channels.
- ✓ Reach end-customers with a B2C eCommerce experience.
- ✓ Enhance your partners' ability to sell your products and services.
- ✓ Expand deal sizes with smart cross sell / up sell recommendations.
- ✓ Support simple SKUs to complex configuration, even for B2C eCommerce customers.
- ✓ Deploy targeted offers and promotions to each sales channel.
- ✓ Integrate easily with CRM, existing web sites and ERP systems.
- ✓ Accelerate your time to market with targeted offers and promotions.
- ✓ Centralize systems for simplified support and maintenance.

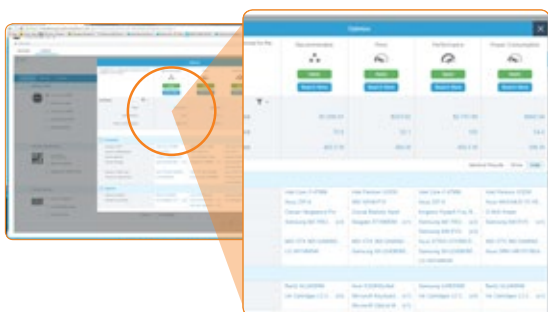


Enable online purchasing, even for bundles and products requiring complex configuration.

Add a self-service online sales channel and make it easier for partners to sell your products.



Enable one-click configurations tailored to specified requirements.



KEY FEATURES FOR ALL CHANNELS

Catalog

- Access to product inventory and availability information.
- Intuitive full-text search with multi-criteria filters and ranked results.
- Intelligent cross sell, up sell.
- Content and layout tailored by user type (or profile).
- Support for catalogs with hundreds of thousands of products.
- Drag and drop from catalog directly into the cart.
- 3D model viewing.

Guided Selling

- Interactive needs analysis and recommendation workflow.
- Alerts on technical, marketing or sales incompatibilities between various options.
- Real-time pricing calculator and pricing simulation for multiple scenarios.

Pricing

- Real-time pricing, costing and promotions calculation.
- Multi-currency support.
- Find the right price among millions of pricing records.

Product Configurator

- Easily manages simple SKUs to the most complex product configurations.
- No coding required - constraints-based configuration engine means business users can maintain the system - no IT resources needed.
- Fast Configuration: Enable the sales team, partners and customers to create tailored configurations with just one click.
- Manage and access thousands of configuration processes.

PROS CLOUD

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

SINGLE DATA & PROCESS REPOSITORY

- Create once and deploy everywhere: partner portals, eCommerce websites, field and inside sales.
- Manage all aspects of your offers - product information, pricing records, processes, workflows – from one single place for all sales channels.
- Provide product offers and pricing specific to each channel.

MULTICHANNEL

Partners

- Extend CPQ capabilities to your partners.
- Integration with existing B2B portals.
- Out-of-the-box integration with Salesforce® Communities.

Self-Service eCommerce

- Integrate configuration capabilities easily into any eCommerce website.
- Out-of-the-box integration with Salesforce® Communities.

Direct Sales

- Out-of-the-box native experience for Salesforce® and Microsoft Dynamics.
- REST API integration with homegrown or other CRM systems.

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 capabilities for your pricing team - see the PROS Guidance datasheet for a complete list.

INTEGRATIONS

- CRM Systems
- ERP Systems
- Order Management Systems
- Payment Processing Software
- Shipping Fulfillment Software

SUPPORTED BROWSERS

- Windows IE
- Chrome
- Firefox
- Safari

MOBILE

- 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](https://pros.com)

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