



## SOLUTION BRIEF

# SERVICES QUOTING FOR ASSET-BASED SERVICES

Provus provides a smarter solution for estimates, pricing, and quotes – particularly in increasingly complex deals. Transform the way services are quoted with the industry's first and only services quoting cloud for asset-based services.

## CHALLENGES

Enterprises often sell asset-based services, also known as maintenance contracts, to ensure that machinery or equipment continues to work smoothly without interruption. These types of sales can be extremely complex as you negotiate frequency of maintenance, number of assets on loan, and contract extensions. As a result, businesses need to quickly provide accurate quotes that generate recurring revenue. If mishandled, businesses can experience:

- **Inefficiency:** Manual quoting processes are time-consuming, error-prone, and cumbersome to collaborate on.
- **Revenue Leakage:** The best combinations are often overlooked in manual processes, leading to revenue leakage as money is left on the table.
- **Oversight:** The lack of access to historical data hinders the ability to learn from past deals and improve win probability.

## KEY BENEFITS

The Provus Services Quoting Cloud for asset-based services makes it easy to generate accurate estimates so you can create more opportunities to cross-sell and upsell customers with existing or newly purchased equipment.

- **AI-led “What-if” Scenarios:** Create different scenarios to quickly identify the option that increases gross margin, saves money, and curbs revenue leakage without using spreadsheets, versioning, emails, etc.
- **Optimize Gross Margins:** Set rules with a data-driven, easy to use, and configurable rules optimizer then trust the system to take care of the rest.
- **Increase Win Probability:** Ensure the creation of optimal quotes by using historical data to analyze and learn from historical data so you can create quotes with the best chance of deal closure.

**Provus empowers global enterprises to identify the best win probability by using AI to instantly find winning combinations for asset-based services.**

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## **CAPABILITIES**

Provus' powerful AI-led and data-driven features reinvent how asset-based services are estimated, priced, and quoted. By removing the traditional inefficiencies of creating and managing complex asset-based services quotes, Provus helps increase win probability and optimize gross margins.

No more inefficient or manual quoting processes means you win deals faster. Guided selling pulls from historical data so you can create the best quote every time. And AI-led scenario planning enables you to instantly create various scenarios and identify options that increase gross margin and curb leakage.

### **SERVICES QUOTING**

Automate tedious tasks with our template library, rules-based engine, and AI-based algorithms.

### **FASTER TURNAROUND**

Reduce quote cycle times with scenario planning, configurable approval processes, and real-time collaboration.

### **AI-GUIDED SELLING**

Curb revenue leakage with step-by-step guided selling and insights from historical data.

### **OPTIMIZE GROSS MARGIN**

Maximize revenue using "what-if" scenario planning to instantly identify options that increase gross margin.

### **REAL-TIME COLLABORATION**

Empower various groups across the organization to work independently then collaborate in real-time.

### **ONE-CLICK INTEGRATIONS**

Avoid data duplication by easily integrating with hundreds of data points across CRM, PSA, ERP, and HCM.

### **SOW GENERATION**

Produce professional documents with the click of a button using document generation.



Learn more:

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