![Provus logo]

SERVICES QUOTING FOR CONSULTING 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 consulting services.

CHALLENGES

Consulting services provide businesses with various individual services that are remotely operated, monitored, and maintained. These types of sales can be extremely complex as pricing is based on service type, speed, geographies, number of sites, and level of support. As a result, businesses need to quickly provide accurate quotes for a mix of products and services that match buyer needs, while also ensuring the proper execution of fulfillment and billing cycles. 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 consulting services makes it easy to generate accurate service estimates so you can develop productive and long-term relationships, renewals, and follow-up sales.

- **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 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 consulting services.

105%
increase in average deal size

70%
reduction in quote cycle time

Learn more:

www.provusinc.com

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CAPABILITIES

Provus' powerful AI-led and data-driven features reinvent how consulting services are estimated, priced, and quoted. By removing the traditional inefficiencies of creating and managing complex 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

Identify options to decrease costs using "what-if" scenario planning to instantly increase gross margin.

MAXIMIZE REVENUE

Guided selling identifies potential areas of revenue upsell using historical data, appropriate add-ons, and the application of COLAs and corporate rules.

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.