



## SOLUTION BRIEF

# SERVICES QUOTING FOR PROFESSIONAL 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 professional services.

## CHALLENGES

Companies that sell complex products typically offer professional services to ensure a successful installation and implementation of the solution. These projects are typically billed based on time and materials or a fixed cost. This process, which can be extremely complex and iterative, involves various stakeholders and delivery domain experts. 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 professional services makes it easy to generate accurate estimates so you win more deals.

- **Estimator:** Quickly and easily gather customer information and create an estimate using a fully customizable and wizard-based estimator.
- **Estimate Templates:** Simplify repeatable estimates to accelerate sales timelines and reduce time wasted.
- **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.
- **Single System of Record:** Collaborate across functions online in real-time to work on complex services quotes that touch multiple departments (finance, delivery, partner, etc.).

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



## **CAPABILITIES**

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

### **PARTNER COLLABORATION**

Effortlessly collaborate with partners in a built-in partner ecosystem.

### **SERVICE ATTACHMENT RATES**

Recommend the right services and attach them to the product quote at the start to enhance revenue uptake.

### **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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