PROS Smart CPQ

Enabling faster, smarter, sales teams

+36%
of a sales reps time is spent actually selling

Customer experience is the new battleground and providing a great experience for customers starts with your ability to respond quickly to buyer demands. PROS Smart CPQ is a premier quote-to-cash solution that accelerates your sales teams responsiveness by automating the quoting process while delivering AI-based insights that help you increase deal sizes and close deals faster.

53%
of salespeople make their quota, down from 63% over a 5yr period

Smart CPQ automates the configure, price, quote process increasing the ability of sales teams to deliver fast, error-free quotes. Infusing AI and machine learning along the quoting process, Smart CPQ further provides sales teams with science derived insights that enables them to personalize product and pricing recommendations, increasing their ability to deliver targeted offers that win. Whether your sales team is selling a subscription service, or a complex product requiring configuration, Smart CPQ accelerates their response times from days, even weeks, to minutes.

With out-of-box integrations with Microsoft Dynamics 365 and Salesforce CRMs, and templates for SAP ERP, Smart CPQ enables you to accelerate the delivery your quote-to-cash strategy. Streamline your sales process and maximize your revenue and profitability across all your sales channels with PROS Smart CPQ.
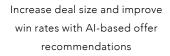
INCREASE SALES PRODUCTIVITY AND SALES VELOCITY:

Accelerate quoting time from days to minutes.

Eliminate costly quoting errors from manual processes

Create accurate configurations of complex products

Increase deal size and improve win rates with AI-based offer recommendations

KEY BENEFITS

- **Flexible Catalog** – Leverage a Responsive catalog with guided selling questionnaires to enable users to find the best products.

- **Configurations** – With a constraints-based configuration engine, empower junior reps to accurately configure the most complex products.

- **Visualization** – Provide multiple visualization and configuration techniques (2D, 3D, AR, VR) to enable creation of complex products.

- **Quoting** – Create and manage large quotes and RFPs efficiently with up to 100K lines with no performance degradation.

- **AI-based Cross Sell** – Analyze buying behaviors and buy trends to provide tailored product recommendations.

- **AI-based Pricing Optimization** - Leverage AI based price guidance to accelerate close rates without leaking revenue.

MOBILE SUPPORT

- Access Smart CPQ from Salesforce1 app on iOS devices and via web browser on Android devices.

ADMINISTRATION

- Graphical Designer - No coding required.

- Extract, translate, and administer SAP VC models.

OUT-OF-BOX INTEGRATIONS

- Salesforce Sales Cloud.

- Microsoft Dynamics 365.

- SAP templates.

THIRD-PARTY INTEGRATIONS

- Avalara - Sales Tax calculation.

- Icertis - contract lifecycle management.

- SpringCM - contract lifecycle management.

- Xactly - Sales Incentive calculation.

- Zuora – subscription billing.

PROS CLOUD

- Full application service management and SLA.

- Tier 3, SOC 2 data centecrs.

- High performance and availability.

- ISO 27001.

- Industry-standard firewalls and intrusion detection/prevention.

- Continuous internal vulnerability assessments coupled with third-party vulnerability assessments.

LEARN MORE

For more information on this or any of our products, please contact PROS at: PROS.com or call 1-855-846-0641

About PROS

PROS Holdings, Inc. (NYSE: PRO) provides AI-powered solutions that optimize selling in the digital economy. PROS solutions make it possible for companies to price, configure and sell their products and services in an omnichannel environment with speed, precision and consistency. Our customers, who are leaders in their markets, benefit from decades of data science expertise infused into our industry solutions.

To learn more, visit pros.com.