



Smart CPQ

Accelerate Select-for-Sale Implementations



Faster, Streamlined Quoting:

- Generate 2% to 4% incremental revenue.*
- Accelerate quoting speed from weeks to hours.
- Shorten sales cycles, by up to 27%.**
- Increase sales team quoting productivity by up to 49%.**
- Improve lead conversion rate by up to 17%.**
- Eliminate quoting errors.
- Increase discount discipline.
- Enable more of your sales team to hit their quota.

**SMART CPQ FREE TRIAL FROM
THE MICROSOFT APPSOURCE**

Customer experience is the new battle ground and providing a great experience for customers starts with your ability to respond quickly to buyer demands. In fact studies show that 50% of buyers choose the vendor that responds first. Your customers are demanding a frictionless modern commerce experience. It's time for you to accelerate your sales team with PROS Smart CPQ.

Smart CPQ automates the configure, price, quote process empowering your sales team to create accurate, tailored solutions for each customer, every time. With Smart CPQ you now have the speed and agility, along with the prescriptive insights to respond quickly to customer requests.

Best of all, companies with select-for-sale business models can reduce time to value and get started with Smart CPQ in just sixty days. With out-of-box integrations with Microsoft Dynamics 365 and Salesforce, you can deliver a solution including a rich multimedia catalog, pricing guidance based on business rules, integrated approval workflow, and professional proposals. Start with Smart CPQ and start delivering a modern commerce experience your customer is expecting today.

Implement Smart CPQ in 60 days!

50%

50% of buyers choose the vendor that responds first.
– Insidesales.com

53%

53% of buying decisions are driven by the sales experience.

86%

86% of buyers will pay more for a better experience and great transparency.

* This data is referenced from the "Gartner report: "MarketScope for Price Optimization and Management Software for B2B: 2013"
** This data is reference from the Gartner report: "What's Hot in Digital Commerce in 2015"

KEY FEATURES

- **Out-of-box user interface** – Quickly setup your catalog with the out-of-box template.
- **Catalog management** – Efficiently manage and offer thousands of products with rich multimedia content.
- **Support SKU-based catalogs** – Ensure the sales team can effectively access and sell the entire catalog.
- **Quote and cart** – Manage quotes with hundreds of line items.
- **Price guidance** – Administer product price lists and provide sales with price guidance based on business rules.
- **Accelerated approvals** – Automate the approval process for quotes within business guidelines.

- **Real time proposals** – Instantly generate professional proposals with quote content.
- **Administration** – PROS graphical SellingPRO Designer provides an intuitive command center to administer a fast, streamlined quoting process.

INTEGRATIONS

Out-of-the-box CRM

Native Experience:

- Salesforce® Sales Cloud
- Microsoft Dynamics CRM

FREE TRIAL

- Try out Smart CPQ as four different roles.
- Available for Dynamics 365.
- Access your free trial from the [Microsoft AppSource](#).

PROS CLOUD

- Full application service management and SLA.
- Tier 3, SOC 2 data centers.
- HIPAA compliant environments.
- High performance and availability.
- ISO 27001
- Industry standard firewalls and intrusion detection/prevention.
- Continuous internal vulnerability assessments coupled with 3rd party vulnerability assessments.
- All customer instances and data logically isolated.
- Enterprise change management program including security patching on all systems.

Contact PROS

For more information on this or any of our products, please contact PROS at:

PROS.com or call 1-855-846-0641

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About PROS

PROS is a cloud software company powering the shift to modern commerce by helping companies create personalized and frictionless buying experiences for their customers. Fueled by dynamic pricing science and machine learning, 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/smartCPQ](#)