

Provus Services Quoting Cloud is natively built on the Salesforce platform. It provides a smarter solution for estimate, price, and quote — particularly in increasingly complex deals. The solution is fully integrated with Salesforce Sales Cloud and Revenue Cloud allowing a seamless experience from quoting to order management.

With the growing service economy, the complexity of service quoting has outgrown manual processes. As a result, businesses need to quickly provide accurate quotes for a mix of products and services that match buyer needs while ensuring the proper execution, fulfillment, and billing cycles. Organizations are experiencing:

Challenges

- **Lengthy Cycle Times:** Manual quoting processes are time-consuming, error-prone, and cumbersome to collaborate on. This results in a longer cycle time.
- **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

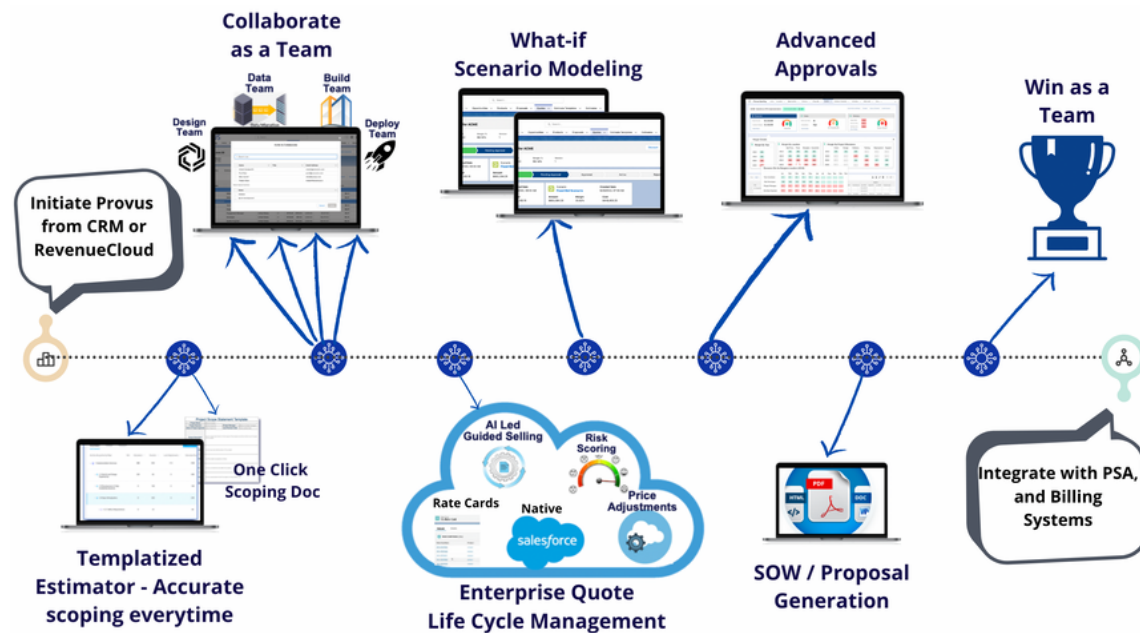
The Provus Services Quoting Cloud makes it easy to generate accurate service estimates so you can develop productive and long-term relationships, renewals, and follow-up sales.

- **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 Solution

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

End-to-End Enterprise Services Quoting Solution - All in Salesforce



105% Increase in Average Deal Size

70% Reduction in Quote Cycle Time

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-Led Guided Selling

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

Optimize Margins

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

Real-Time Collaboration

Empower teams across the organization to work independently and collaborate in real-time.

Maximize Revenue

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

SOW Generation

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

One-Click Integrations

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