



# PROS: Pricing and Revenue Optimization Solutions



## PRCS

Companies today need effective Pricing and Revenue Management tools and processes, to outweigh competition via internal pricing strategies. This is where LTIMindtree's end-to-end pricing expertise serviced by world-class marketing, finance, and IT professionals steps in.

25 +

Cross-Industrial PROS Implementations 24x7

Global **Cloud Support**  Certified PROS

70+

63+

Upgrades

14 +

Major Releases

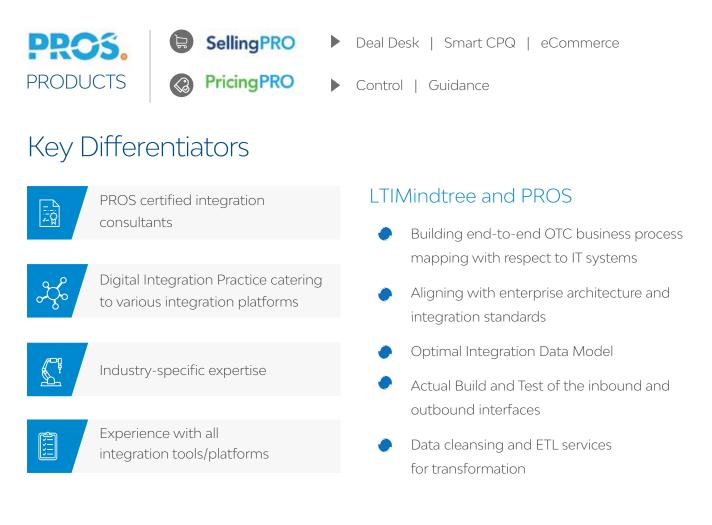
Transformational Benefits Enabled by PROS						
	Capabilities	Benefits				
00	Integrated Processes	<ul> <li>Generate up to 4% incremental revenue</li> <li>Realize margin improvement up to 100-300 basis points</li> </ul>				
	Aligned Governance	<ul> <li>Improve sales performance in 90 days</li> <li>Data science-driven guidance during negotiation stage, increasing your win-rate</li> </ul>				
	Harmonized Systems	<ul> <li>Accurate pricing improves your speed-to-market</li> <li>Ease of changing your pricing strategy</li> </ul>				
	Standardized Data	<ul> <li>Product time-to-market reduces from weeks to hours</li> <li>Automated price updates adapting to market conditions</li> </ul>				
		<ul> <li>Get to know the forecasted impact of your price adjustments</li> <li>Reach any of your end-customers with a B2C eCommerce experience</li> </ul>				

Consultants



## 360° PROS Implementation Partner

LTIMindtree is partnered with PROS – the pioneers in pricing solutions, to enable clients have streamlined processes and pricing tools for improved price realization. With PROS, we help you understand customer purchasing patterns, account-level analytics, model price changing scenarios, as well as perform real-time price optimization. PROS deployment has led to substantial enhancement in our clients' profitability.





## **PROS Pricing Support Services**

Our experienced engineers provide SLA-based support for PROS solutions through a flexible 24x7 onsite-offshore model, adhering to the ITIL framework. Our pricing support services would augment the product maintenance provided by PROS, and help leverage maximum benefit from the pricing implementation.

#### **Technical Support**

- Monitor application and database servers for CPU and memory usage
- Performance tracking and tuning of application and database servers
- · Manage database accounts/ privileges
- Monitor logs (Tomcat, Task Manager, and PROS services) for errors, and generate alerts
- Monitor the interface folder/ data files
- Monitor the data loaders and investigate data loader failures
- Interact with interface teams for data files/issues
- Manual file loading based on user request
- · Backup/archive the log, data files, etc.
- Maintenance of scheduled and custom tasks
- Automate server performance, data file, and parsing PROS log files

#### **Business Support**

- Perform configuration and testing for clients
- Provide solutions for configuration issues
- Respond and resolve application-related queries from business users (data issue, workflow, and configuration)
- · Conduct scorecard meeting to review open incidents
- Track and share the incident response, resolution, and system availability metrics

#### Upgrades/Patches

- Applying SCF changes and DB changes
- Testing the applied changes
- End-user training for new changes
- Support end-user testing
- Raise trackers to PROS for issues identified, and follow-up for the resolution
- Support migration of changes to QA and Production environments

#### User/System Administration

Setup and maintain PROS application user accounts/roles/privileges



## Success Stories

#### **PROS Pricing Solution**

Global water chemistry company

Highlights	• Implementation of PROS – Price Optimizer™ (PROS Control) and Deal Optimizer™			
	Enhanced deal approval workflow based on organizational changes			
	Upgrades and server migration			
Business Benefits	<ul> <li>Plugged margin erosion through deal score review before approval - 1.98% gross margin increase, resulted in € 32+ million annually</li> <li>Enabled guided selling to sales team for optimized pricing</li> </ul>			

#### PROS Configuration and Enhancement Support

Leader in food safety innovation

Highlights	Implementation of PROS Scientific Analytics™					
	•	Customer profitability analysis workflow to determine the customer profitability				
	•	Volume comparison workflow to compare forecast and plan volume data with actual volume and sales				
Business Benefits• Determine the best performing and underperforming of instead of several days of manual efforts				performing customers in few minutes		
	•	Better visibility of the volume forecast				
	•	Better pricing decision based on the data insights				
	•	Improved sales team performance				
LTIMindtree tops the <b>'Challengers' List in</b>				LTIMindtree featured in Forrester's Now Tech:		
Everest Group's PEAK Matrix™ Service			Recognitions	Integration Strategy And Delivery		
Provider of the Year 2018 Report			Service Providers, Q1 2018			



**LTIMindtree** is a global technology consulting and digital solutions company that enables enterprises across industries to reimagine business models, accelerate innovation, and maximize growth by harnessing digital technologies. As a digital transformation partner to more than 700 clients, LTIMindtree brings extensive domain and technology expertise to help drive superior competitive differentiation, customer experiences, and business outcomes in a converging world. Powered by 84,000+ talented and entrepreneurial professionals across more than 30 countries, LTIMindtree – a Larsen & Toubro Group company – combines the industry-acclaimed strengths of erstwhile Larsen and Toubro Infotech and Mindtree in solving the most complex business challenges and delivering transformation at scale. For more information, please visit https://www.ltimindtree.com/

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