

# TALES FROM THE CFO

## MANUFACTURING

Unbelievable levels of margin

Amazing increases in revenue

Real stories of AI-powered profit

**PROS is the only solution that accounts for both sides of the margin equation: cost and price**, enabling customers to outperform their competition. Our streamlined and extensible platform makes these outcomes possible using AI-powered Quoting and Pricing to offer convenient access to real-time data

How's it looking?

### The average Manufacturing customer realizes:

- 200+ basis-point margin improvement
- 8% lift in revenue
- 67% pricing efficiency gains

We cut our configuration time down by 29 days!

Harmonize pricing on all channels? Check!

### Results experienced by 2 individual industrial Manufacturing companies using PROS:

- 0.5% margin increase
- 80% reduction in human error on offers
- Reduced calculation period from **2 days to 30 minutes**
- Increase** in average revenue of each order
- Added value** for customers
- Eliminated** configuration and pricing errors
- Ease of use**

Unknown Caller

#### Solutions used to achieve those results:

- AI-powered Quoting by PROS
- AI-powered Pricing by PROS

Who is this?

### PROS Manufacturing secrets:

- Automated pricing and sales workflows
- Dynamic, AI-driven pricing recommendations
- Sales and profit analytics powered by machine learning (ML) and AI
- Quoting and selling optimization
- Demand forecasting

It's easy!

The benefits of PROS as explained by Manufacturing industry leaders\*:

"With PROS, dealers can order directly from an electronic catalog to configure and place orders, ensuring a real-time sales experience and complete order accuracy. Our sales teams are now guided to products that customers need, with precise configurations, pricing, and quotes. We appreciate PROS ongoing partnership and commitment to helping us deliver a world-class customer experience."

— [Redacted], Vice President, Digital Transformation [Redacted]

[Read the full story](#)

"PROS stuck to their road map and brought a lot of our requirements in it. The PROS Professional Services Team implemented the configuration and are extremely good at doing that."

— [Redacted], Director, [Redacted]

[Read the full story](#)

Meanwhile, at the PIA surveillance safe house...

Contact an industry expert!

CALL

TEXT

CHAT

EMAIL



\*Why all the secrecy? PROS is the CFO's Best-kept Secret for Profitable Growth™, and companies are tight-lipped about their success to maintain their competitive advantage.