



PROS: Pricing and Revenue Optimization Solutions

PROS.

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

70+

Certified PROS
Consultants





63+

Upgrades

14+

Major
Releases

Transformational Benefits Enabled by PROS

Capabilities	Benefits
 Integrated Processes	<ul style="list-style-type: none"> ● Generate up to 4% incremental revenue ● Realize margin improvement up to 100-300 basis points
 Aligned Governance	<ul style="list-style-type: none"> ● Improve sales performance in 90 days ● Data science-driven guidance during negotiation stage, increasing your win-rate
 Harmonized Systems	<ul style="list-style-type: none"> ● Accurate pricing improves your speed-to-market ● Ease of changing your pricing strategy
 Standardized Data	<ul style="list-style-type: none"> ● Product time-to-market reduces from weeks to hours ● Automated price updates adapting to market conditions ● Get to know the forecasted impact of your price adjustments ● Reach any of your end-customers with a B2C eCommerce experience

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.
PRODUCTS

 **SellingPRO**

▶ Deal Desk | Smart CPQ | eCommerce

 **PricingPRO**

▶ Control | Guidance

Key Differentiators



PROS certified integration consultants



Digital Integration Practice catering to various integration platforms



Industry-specific expertise



Experience with all integration tools/platforms

LTIMindtree and PROS

- Building end-to-end OTC business process mapping with respect to IT systems
- Aligning with enterprise architecture and integration standards
- Optimal Integration Data Model
- Actual Build and Test of the inbound and outbound interfaces
- Data cleansing and ETL services for transformation

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

- Plugged margin erosion through deal score review before approval - 1.98% gross margin increase, resulted in € 32+ million annually
- Enabled guided selling to sales team for optimized pricing

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 customers in few minutes instead of several days of manual efforts
- Better visibility of the volume forecast
- Better pricing decision based on the data insights
- Improved sales team performance

LTIMindtree tops the **'Challengers' List** in
Everest Group's PEAK Matrix™ Service
Provider of the Year 2018 Report

Recognitions

LTIMindtree featured in **Forrester's Now Tech:**
Integration Strategy And Delivery
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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