



Let's Solve



# PROS: Pricing & Revenue Optimization Solutions



A Larsen & Toubro  
Group Company



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Companies today need effective Pricing & Revenue Management tools & processes, to outweigh competition via internal pricing strategies. This is where LTI'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
 <b>Integrated Processes</b>	<ul style="list-style-type: none"> <li>● Generate up to 4% incremental revenue</li> <li>● Realize margin improvement up to 100 -300 basis points</li> </ul>
 <b>Aligned Governance</b>	<ul style="list-style-type: none"> <li>● Improve sales performance in 90 days</li> <li>● Data science-driven guidance during negotiation stage, increasing your win-rate</li> </ul>
 <b>Harmonized Systems</b>	<ul style="list-style-type: none"> <li>● Accurate pricing improves your speed to market</li> <li>● Ease of changing your pricing strategy</li> </ul>
 <b>Standardized Data</b>	<ul style="list-style-type: none"> <li>● Product time-to-market reduces from weeks to hours</li> <li>● Automated price updates adapting to market conditions</li> <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>



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## 360° PROS Implementation Partner

LTI 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.



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

## LTI & 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





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## 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, 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, 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



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## 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 & 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

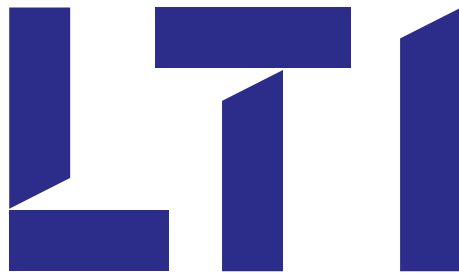
#### Business Benefits

- 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

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

Recognitions

LTI featured in Forrester's Now Tech:  
Integration Strategy And Delivery  
Service Providers, Q1 2018



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LTI (NSE: LTI, BSE: 540005) is a global technology consulting and digital solutions Company helping more than 300 clients succeed in a converging world. With operations in 30 countries, we go the extra mile for our clients and accelerate their digital transformation with LTI's Mosaic platform enabling their mobile, social, analytics, IoT and cloud journeys. Founded in 1997 as a subsidiary of Larsen & Toubro Limited, our unique heritage gives us unrivaled real-world expertise to solve the most complex challenges of enterprises across all industries. Each day, our team of more than 26,000 LTIites enable our clients to improve the effectiveness of their business and technology operations, and deliver value to their customers, employees and shareholders. Find more at [www.Ltinfotech.com](http://www.Ltinfotech.com) or follow us at [@LTI\\_Global](https://twitter.com/LTI_Global)

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