



FURIOUS

USE CASE

Grow Sales Revenue by 10% in 12 Months

Sales teams are often expected to sell with little, if any, visibility into how their peers are pricing the same or similar products in-market. Meanwhile, most organizations' pricing policies lack sufficient flexibility to let salespeople adapt to win business.

Lowering price is often the easiest business lever to pull to close a sale, but a lack of uniform pricing policies is one of the primary causes of revenue leakage.

When price is not managed, neither is profit.

By providing salespeople with visibility into enterprise-wide data and keeping standard/catalog pricing up-to-date, sales teams are empowered with intelligence and insights to make better pricing decisions, which naturally reduces pricing variability and results in increased revenue.

Furious' PROPHET gives sales teams a platform that can increase revenue by 10% in the first 12 months.

Results

Within the first 12 months of implementing PROPHET, a client with \$2B in annual revenue reported the following results:

- Quarter over Quarter increase in revenue for core products of 18% (Q1 2020 vs Q1 2021)
- Quarter over Quarter increase in average price for core products of 13% (Q1 2020 vs Q1 2021)
- Time savings of 8 hours per week per salesperson by eliminating manual processes
- 50%+ faster time to quote

Ready to grow your profits?

Email contact@furiouscorp.com to schedule a demo today.