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.

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.