

USE CASE

Increase Profit by 5% in 12 Months

Price is the most effective lever a company has at its disposal to improve profit. And yet, most companies still dedicate more resources to reducing costs and increasing sales volume.

The ultimate ambassadors of price are salespeople, but they often lack visibility into enterprise-wide data and therefore lack the data intelligence and insight to make better pricing decisions. The good news is that significant ROI can be achieved by investing in solutions to report, understand, manage, calculate, implement and govern optimal prices for products and services—and putting those solutions in salespeople’s hands.

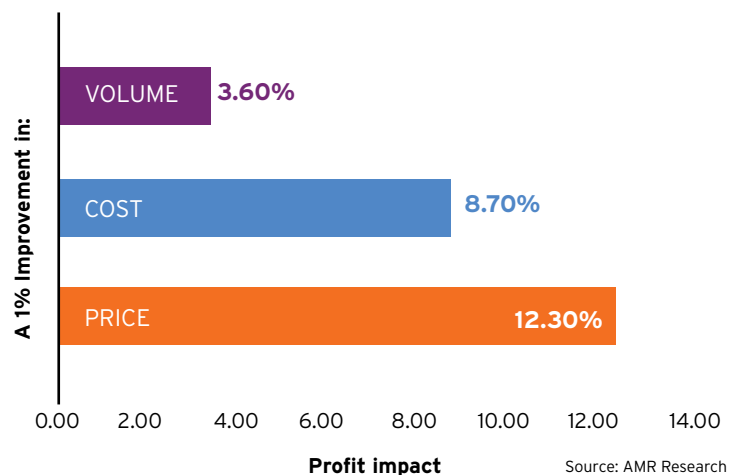
Results

Implementation of Furious’ platform, PROPHET, has led to a 5% increase in profit in the first 12 months across our customer base. Profit is also improved through automation and time savings, since price reporting and management is still an Excel-driven, highly manual process in most organizations.

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)
- Quarter over Quarter increase in sellout of core products of 9% (Q1 2020 vs Q1 2021)
- More than 8 hours per week of time saved for PROPHET users through automation of reporting, price calculation, price distribution, change and approval workflows

THE IMPACT OF PROFIT LEVERS



Ready to grow your profits?
Email contact@furiouscorp.com to schedule a demo today.