Services Quoting for Clinical Trial and Pharma Consulting

Challenges

The complexity of process adherence for clinical trials for drugs, devices, and procedures is extremely vital. Enterprises focused on these services must work on complicated proposals based on the phase of the trial as well as the availability of the right resources across the world. The need for accuracy, as well as speed, was made obvious due to the recent pandemic that the world experienced. If mishandled, businesses can experience:

- **Inefficiency:** Manual build of the proposal and quote is time-consuming, error-prone, and difficult for collaboration across teams.
- **Speed of Response:** Manual system makes response times slower resulting in lower customer satisfaction as well as win probability.
- **Oversight:** The lack of access to historical data hinders the ability to learn from past deals and efficient approvals.
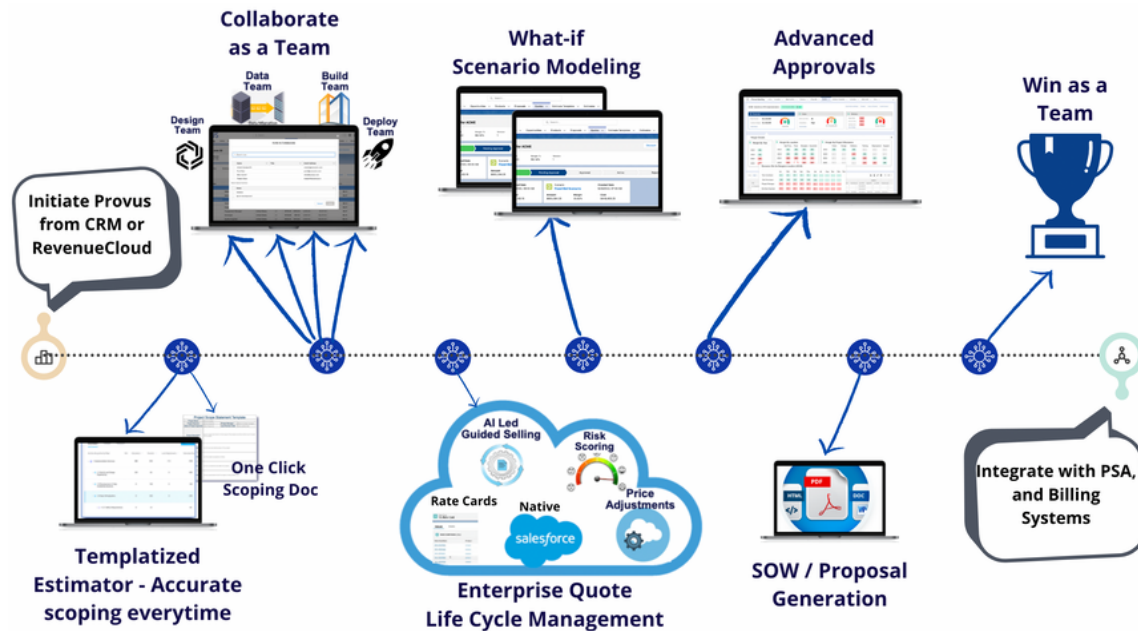
Key Benefits

The Provus Services Quoting Cloud for Clinical Trial and Pharma Consulting makes it easy to generate accurate and faster proposals and quotes so you can create more opportunities for teams to spend time on actual research rather than manual work.

- **Powerful mathematical algorithm builder** to create complex estimate templates.
- **AI-led "What-if" Scenarios**: Create different scenarios to quickly identify the option that increases gross margin, saves money, and curbs revenue leakage without using spreadsheets, versioning, emails, etc.
- **Easy way to determine the best resource mix** to match with customer desired timelines as well as cost objectives.
- **Increase Win Probability:** Ensure the creation of optimal quotes by using historical data to analyze and learn from historical data so you can create quotes with the best chance of deal closure.

Provus Solution

Provus' powerful AI-led and data-driven features reinvent how services are estimated, priced, and quoted. By removing the traditional inefficiencies of creating and managing complex service quotes, Provus helps increase win probability and optimize gross margins.

End-to-End Enterprise Services Quoting Platform Built for Scale

105% Increase in Average Deal Size   **70%** Reduction in Quote Cycle Time

Services Quoting
Automate tedious tasks with our template library, rules-based engine, and AI-based algorithms.

Faster Turnaround
Reduce quote cycle times with scenario planning, configurable approval processes, and real-time collaboration.

AI-Led Guided Selling
Curb revenue leakage with step-by-step guided selling and insights from historical data.

Optimize Margins
Identify options to decrease costs using "what-if" scenario planning to instantly increase gross margin.

Real-Time Collaboration
Empower teams across the organization to work independently and collaborate in real-time.

Maximize Revenue
Guided selling identifies potential areas of revenue upsell using historical data, appropriate add-ons, and corporate rules.

SOW Generation
Produce professional documents with the click of a button using document generation.

One-Click Integrations
Avoid data duplication by easily integrating with hundreds of data points across CRM, PSA, and ERP.