

# eCommerce

Multiple Sales Channels,  
One Consistent Experience



PROS eCommerce provides a consistent customer experience across all sales channels by extending configure, price and quote capabilities to your partner portals and B2C eCommerce websites.

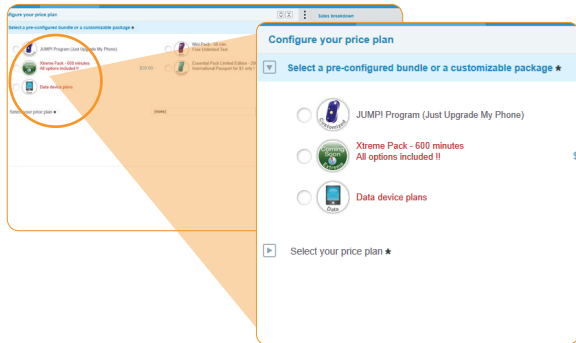
Infused with data science and prescriptive analytics, PROS eCommerce gives you a smart way to grow revenue and profits by reaching new markets and adding new sales channels, all from a single product catalog and configuration repository.

PROS eCommerce, the smart, most efficient way to reach more of your customers where and how they want to buy.



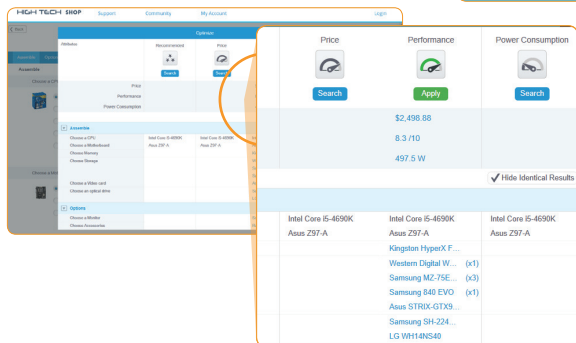
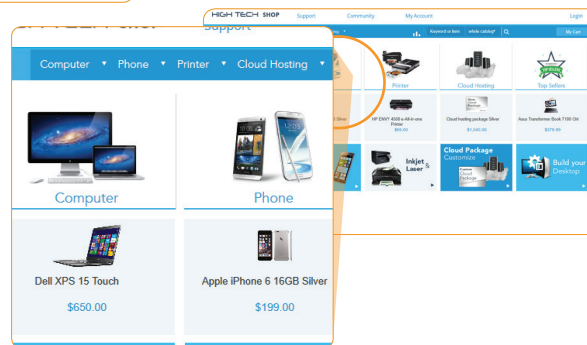
B2B customers who are accustomed to buying on Amazon now expect that same kind of customer experience in the world of B2B buying.

- Forrester



Enable online purchasing, even for bundles and products requiring complex configuration.

Add a self-service online sales channel and make it easier for partners to sell your products.



Start the configuration and PROS eCommerce will finish it based on the customer's requirements (price, weight, best seller, etc.)

## GROW YOUR ONLINE REVENUE:

- ✓ Increase sales by efficiently reaching more of your customers.
- ✓ Provide customers a seamless experience across channels.
- ✓ Reach end-customers with a B2C eCommerce experience.
- ✓ Enhance your partners' ability to sell your products and services.
- ✓ Expand deal sizes with smart cross sell / up sell recommendations.
- ✓ Support simple SKUs to complex configuration, even for B2C eCommerce customers.
- ✓ Deploy targeted offers and promotions to each sales channel.
- ✓ Integrate easily with CRM, existing web sites and ERP systems.
- ✓ Accelerate your time to market with targeted offers and promotions.
- ✓ Centralize systems for simplified support and maintenance.

## KEY FEATURES FOR ALL CHANNELS

### Catalog

- Access to product inventory and availability information.
- Intuitive full-text search with multi-criteria filters and ranked results.
- Intelligent cross sell, up sell.
- Content and layout tailored by user type (or profile).
- Support for catalogs with hundreds of thousands of products.

### Guided Selling

- Interactive needs analysis and recommendation workflow.
- Alerts on technical, marketing or sales incompatibilities between various options.
- Real-time pricing calculator and pricing simulation for multiple scenarios.

### Pricing

- Real-time pricing, costing and promotions calculation.
- Multi-currency support.
- Find the right price among millions of pricing records.

### Product Configurator

- Easily manages simple SKUs to the most complex product configurations.
- No coding required - constraints-based configuration engine means business users can maintain the system - no IT resources needed.
- Fast Configuration: easy administration of bundles and simple quoting with configuration intelligence that tailors the solution based on the criteria you choose.
- Manage and access thousands of configuration processes.

## PROS CLOUD

- Full application service management and SLA.
- Tier 3, SOC 2 data centers.
- HIPAA compliant environments.
- High performance and availability.

## SINGLE DATA & PROCESS REPOSITORY

- Create once and deploy everywhere: partner portals, eCommerce websites, field and inside sales.
- Manage all aspects of your offers - product information, pricing records, processes, workflows – from one single place for all sales channels.
- Optimize the delivery of your products on all channels by adapting product offers and prices to each channel.

## OMNICHANNEL

### Partner Portal

- Extend CPQ capabilities to your partners.
- Integration with existing B2B portals.
- Out-of-the-box integration with Salesforce® Communities.

### Customer Self-Service

- Integrate configuration capabilities easily into any eCommerce website.
- Out-of-the-box integration with Salesforce® Communities.

### Direct Sales through PROS Smart CPQ

- Out-of-the-box native experience for Salesforce® and Microsoft Dynamics.
- REST API integration with homegrown or other CRM systems.

## DATA SCIENCE & PRESCRIPTIVE ANALYTICS

- Patented segmentation identifies unique prescriptive actionable insights for product mix and pricing opportunities.
- Real-time price guidance based on transaction history, customer segmentation, willingness to pay.
- Pricing analytics capabilities for your pricing team - see the PROS Guidance datasheet for a complete list.

## INTEGRATIONS

### Enterprise Integration Connectors for:

- CRM Systems
- ERP Systems
- Order Management Systems
- Payment Processing Software
- Shipping Fulfillment Software

## SUPPORTED BROWSERS

- Windows IE
- Chrome
- Firefox
- Safari

## MOBILE

- Apple iPad
- Microsoft Surface PRO 3
- Android Tablets

## CONTACT PROS

For more information on this or any of our products, please contact PROS at:

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