



Prudence B2B

Where Business Meets Business

www.prudenceb2b.com

Prudence Pulse

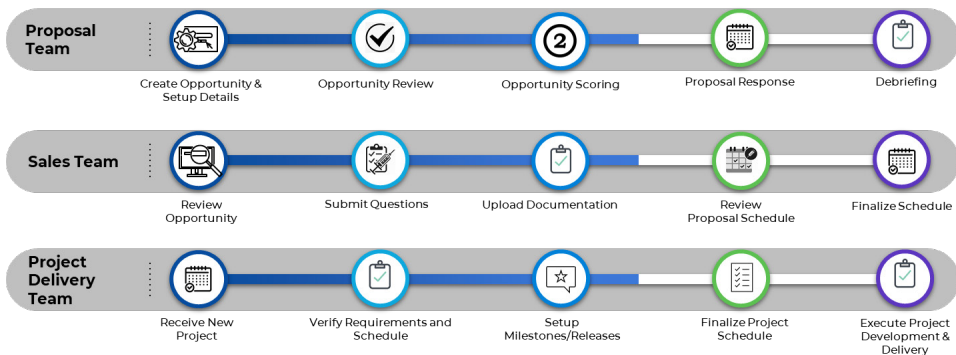
Modernize Business & Project Delivery Management

Pulse is designed based on Salesforce Sales Cloud, which provides all of the functionalities plus much more to accommodate the organizations to effectively manage opportunities and business operations end-to-end.



- Lead & Opportunity Management
- E2E Proposal Tracking
- Project Management
- Resource Management
- Opportunity Scoring & Debriefing
- Account & Contact Management
- Reports & Dashboards
- Contract Management

Pulse Persona Journey



800 Park Offices Drive, Suite 3317, Research Triangle Park, NC 27709

www.prudenceb2b.com | 919-200-0433 | info@prudenceb2b.com



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Why Pulse is Awesome?



Lead & Opportunity Management

With very minimal customization and configuration, Pulse allows you to manage your Leads and Opportunities. Out of the box functionality gives you to manage and track Standard Opportunities and RFP Opportunities.



E2E Proposal Tracking

Pulse provides in-depth functionality to track your RFPs from Review stage to Closing. You will be able to gather lot of data points and Pulse provides statistics for due days, how long each activity took and track checklist for RFP completion.



Opportunity Scoring & Evaluation

Pulse provides out of the box functionality to score your opportunities in detail, also provides suggestion on whether to pursue with an opportunity or not, based on the calculated score.



Account & Contact Management

Manage your accounts of various types (Partners, Vendors, Competitors, Customers etc.) and their associated Contacts, Opportunities, Partner Accounts and Projects with very minimal configuration.



Project Management

Pulse comes with out of the box functionality to manage your projects completely. It includes in-built functionality to track Resource Requests & Assignments, Milestones, Releases, Sprints, Backlog & Epics, RAID Log, Weekly Status Reports etc.



Resource Management

Pulse has the ability to request resources for a project and assign resources to a project with allocations, durations etc., Resources will be able to submit timecards based on the assigned.



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Pulse Process & Features



Efficient Opportunity Scoring



Manage Projects Effectively



Contract & Invoice Management

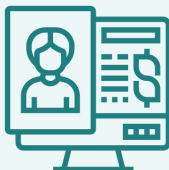


Setup & Track
Leads & Opportunities

Streamlined Proposal
Tracking & Management



Manage Accounts & Contacts



End-to-End Project Management



Data Analytics for
Projects & Resources



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Who Can Use Pulse?



Healthcare

Hospital
Care Provider



Commercial

IT Company
For-profit Organization



Housing

Landlord
Property Management Company
Multi Unit Housing Organization
Shelter Service Provider

Pulse Resolution

Pulse addresses the following pain points from organizational perspective.



Heavy Reliance on Manual Processes
for proposals

Inefficient process for tracking
required documentation to complete
proposals



No accountability of the resources

Inefficient systems to track forecast vs.
actual allocations of the resources

No consolidated view of tracking
activities/tasks



Lack of centralized and consolidated
system to track administrative costs

Unsupported processes to track
budgets, including expenses and
receivables



Lack of efficient reports and
dashboards

Time taking process to evaluate KPIs
and Metrics

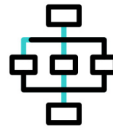
<< Pulse Built-In Features >>



Data Analytics



Mobile Friendly



Integration Ready



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