



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

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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

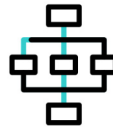
<< Pulse Built-In Features >>



Data Analytics



Mobile Friendly



Integration Ready



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