

Revenue Attainment Optimization

► REACH REVENUE POTENTIAL

Increase revenue by refining contract processes

As companies focus on growing new business, they often lack the time and resources to ensure current customers' revenue streams are actualized. Firms that ensure revenue stream fulfillment are able to optimize the following contract-based processes:

- 1**
- Sales Compensation
- 2**
- Product Licensing
- 3**
- Contract Administration
- 4**
- Renewal Processes

► UTILIZE BEST PRACTICES

Realize all benefits from proven methodology

PCG employs experience in sales, licensing, contract administration and finance organizations to provide insights from leading practices; we develop a cohesive strategy, structure and playbook that provides certainty in accounting for each customer.

- Higher product profit margin
- Optimized operational efficiency
- Long-term customer loyalty
- Increased sales team revenue stream
- Improved sales staff-to-customer ratio
- Better client base penetration

► TRUST OUR EXPERTISE

Employ our collaborative approach for optimal revenue policy

Have confidence in reaching your revenue potential with a solution that encompasses a customized output, melding our client's business model, strategic goals and industry best practices into a collaborative movement to implement the right changes.

PCG Revenue Attainment Optimization - Review Points & Methodology

Business Process Review Points:

- Strategy
- Management
- Technology
- People
- Structure
- Business Control Dimensions

Problem Solving Methodology:

- | | | | | |
|---|---|---|---|--|
| 1) ANALYZE | → | 2) DETERMINE | → | 3) IMPLEMENT |
| <ul style="list-style-type: none"> • Facts • Organizational Goals • Intended Outcome | | <ul style="list-style-type: none"> • Inefficiencies • Accountability • Process Gaps • Redundant Functions and Controls • Insufficient Technology | | <ul style="list-style-type: none"> • Solutions using our collaborative approach |

Components of Business Process Optimization



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Our work has helped our clients reach their revenue potential and maximized return on investment. Let us do the same for your company.