



Global Pharma Logistics Provider Modernizes Quoting with PROS

Before

This global logistics leader faced slow, error-prone quoting due to disconnected processes and manual tools; challenges that intensified during the COVID-19 vaccine trials when pricing complexity surged.

- Disconnected tools and manual work slowed quoting and increased risk.
- Inconsistent pricing created challenges for finance, sales, and operations.
- Lack of automation limited the ability to respond to real-time customer needs.

With PROS

After two failed attempts to build an internal solution, the company sought a trusted partner with deep logistics expertise and the ability to move fast. PROS stood out for its ability to integrate with legacy systems, automate complex workflows, and scale globally. They selected:

- [Smart Configure Price Quote](#) to streamline quoting, automate approvals, and improve collaboration
- [Smart Price Optimization & Management](#) for dynamic pricing and policy enforcement
- **PROS Integrate** to convert proposals from Excel to XML, reducing manual effort and errors

Company information

Healthcare and pharmaceutical logistics

Number of employees

1,000 – 5,000

Industry

Transportation & Logistics

Revenue

\$800M – \$1B

Results

Accelerated quoting

Faster quote turnaround and reduced back-and-forth between teams.

Consistent pricing

Standardized logic across markets for accuracy and auditability.

Reduced manual effort

Automation of pricing and proposal workflows to improve efficiency.

Stronger customer experience

Improved responsiveness and reliability for high-stakes shipments.