

A blurred background image showing two people in business attire shaking hands, symbolizing a partnership or agreement.

Scaling Success: Top Step + Provus End-to-End Services Automation

Top Step and Provus have joined forces to provide an integrated professional services automation (PSA) and quoting solution. This partnership combines Top Step's expertise delivering the OpenAir PSA platform with Provus' innovative AI-led services quoting platform.

The Solution

This solution combines Top Step's unmatched expertise in implementing OpenAir PSA with Provus' innovative AI-led services quoting platform.

Having implemented OpenAir at hundreds of professional services firms, Top Step has deep insight into adapting OpenAir to fit each customer's unique business model and processes. This enables Top Step to guide customers in optimizing OpenAir for their specific business model and services delivery needs to maximize value.

Complementing Top Step's OpenAir capabilities, Provus transforms quoting for services organizations. Top Step's real-world experience streamlining processes with Provus gives them a unique perspective in delivering that solution.

Together, the partnership offers end-to-end services automation. Top Step optimizes OpenAir as the system of record for resource management, project delivery, time tracking, and financials. Provus integrates with OpenAir to fully automate quoting based on available resources and standard rates.

This joint solution allows customers to scale efficiently, accelerate growth, ensure delivery quality, and drive profitability. Top Step's unrivaled OpenAir expertise combined with Provus' quoting innovation enables professional services firms to achieve services automation success.

As a Provus customer themselves, Top Step intimately understands the Quote-to-Cash challenges facing services organizations and how the Provus solution eliminates slow, error-prone spreadsheet quoting.

The Benefits

The end-to-end automation delivers game-changing operational efficiencies, cost reduction, and profitable growth. Professional services firms can accelerate innovation, adapt quickly to market changes, and focus resources on customers rather than manual processes.

- Faster, more accurate quoting to improve sales productivity and win rates
- Consistent branded proposals that reinforce marketing messaging
- Visibility into resource utilization and availability during quoting to improve resource planning
- Data to identify and correct flaws in estimating resource requirements
- Error-free contract documents generated from templates to reduce legal risk
- Tighter integration between Salesforce and services delivery data
- Optimized OpenAir configuration and adoption to maximize ROI

With Provus and OpenAir working seamlessly together, services organizations can achieve:

- Increased deal sizes from bigger, more complex projects
- Improved resource utilization and lower bench time
- Better visibility into true project costs/profitability
- Higher on-time project delivery rates
- Reduced revenue leakage and billing errors
- Scalability to grow without adding back-office resources
- Higher customer satisfaction and retention

“Our partnership with Provus is a game-changer for professional services. We’ve seen rapid transformation in our quoting process, delivering with speed, accuracy, and improved win rates. We’re excited to share these benefits with our OpenAir customers.” — Ronn Breaux, CEO of Top Step

“Partnering with Top Step is a strategic leap forward for professional services automation. Their real-world understanding of our solution, combined with their deep OpenAir expertise, ensures every implementation is backed by unmatched insight. Together, we empower companies to scale efficiently, drive profitability, and enhance and deliver a superior customer experience.”

— Mahesh Baxi, Co-Founder and CEO of Provus

About TOP STEP

Top Step is a leader in optimizing business efficiency for Professional Services operations, dedicated to helping clients achieve their profitability goals while focusing on business growth. With extensive expertise in professional services business operations, professional services automation (PSA), and project management, Top Step has proudly served over 400 global organizations. Its commitment to excellence has earned recognition as “Best of the Best” by SPI Research and Oracle NetSuite for Exceptional OpenAir Product Expertise. Visit www.topstepllc.com to explore how Top Step can elevate your operational excellence.

