

Win Hyperscale AI Bids at Speed and Margin

Real-time cost intelligence to accelerate deals and protect profitability

Hyperscale AI deals move fast, but sales teams lack real-time visibility into component costs, supplier pricing, and margin impact. Bid teams manually reconcile data across ERP, procurement, and quoting systems, slowing response times and risking margin erosion. Without scenario modeling or cost benchmarking, deals close at suboptimal pricing or lose to faster competitors.

What's holding you back

- Sales teams lack real-time component cost and supplier pricing visibility
- Manual reconciliation across ERP, procurement, and quoting systems slows bid cycles
- No scenario modeling to test margin impact of design or supplier changes
- Cost benchmarking unavailable during negotiation
- Deals close at suboptimal pricing or lose to faster competitors

What success looks like

- › 20–30% increase in upsell and cross-sell conversion rates
- › Higher net revenue retention (NRR) from proactive interventions
- › Sales and CS teams aligned with shared account health visibility
- › Earlier identification of renewal risk enabling retention strategies

How evol helps



Integrates ERP, procurement, and quoting data into real-time cost intelligence dashboards for sales teams



Enables scenario modeling allowing bid teams to test margin impact of design, supplier, or configuration changes



Provides cost benchmarking during negotiation giving sales visibility into competitive positioning and profitability

Why evol?

- **Experience integrating** complex ERP and procurement systems for real-time intelligence
- **Proven frameworks** for embedding cost analytics into sales workflows
- **Deep expertise** in margin optimization for capital equipment and hyperscale deals
- **Track record** accelerating bid cycles while protecting profitability