

Martin Simoncic

Vice President, Professional Services

PROFESSIONAL BACKGROUND

Martin is Vice President of Professional Services team at PROS and has led PROS implementations in process and discrete manufacturing industries. Martin is currently responsible for the manufacturing portfolio of PROS customers.

Prior to joining PROS, Mr. Simoncic worked as a logistics engineer developing integrated pricing management and optimization systems in the transportation industry.

Mr. Simoncic received his Master of Business Administration degree with concentration in Logistics and Finance from the University of Arkansas in September 2004. His Bachelor of Science degree was completed at the Louisiana Tech University in Feb 2003 with a major in Computer Information Systems.

RELEVANT EXPERIENCE

Large Integrated Oil Major – Implemented an integrated solution for fuels and lubricants divisions in Europe. Fuels solution focused on optimizing pricing for spot market and enabled negotiation of long term contracts. List price management and complex deal negotiations with rebates, product group pricing, and trade investments was deployed for Lubricants. This single PPSS solution was fully integrated with SAP ERP system.

Large Integrated Oil Major – Implemented a fuels pricing solution for a European arm of a large integrated oil major. Solution focused on long term contracts as well as negotiated and non-negotiated spot channel. The solution was integrated with a proprietary home-grown ERP solution.

Large Transportation Provider – Implemented RFP management solution that streamlined contract pricing process and improved margins via strategic pricing optimization. Implemented real-time optimization system to optimize pricing for spot business.

Large Integrated Oil Major – Implemented an unbranded contract solution in the US market to optimize the negotiations of unbranded gasoline formula driven contracts and enabled sophisticated deal compliance monitoring capabilities to maximize margins and improve ratability.

Large Integrated Oil Major – Implemented a solution for a US Marketing division of a global oil major. Single solution addressed branded and unbranded rack pricing, unbranded contract and DTW channels. Sophisticated optimization and forecasting technology was deployed to optimize pricing decisions.

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FUNCTIONAL & TECHNICAL EXPERIENCE

- Leading large scale implementations in complex environments
- Pricing process and best practices expertise
- Pricing strategy
- Integration of pricing solutions with SAP and other ERP systems
- Professional Services management
- Application of science to pricing problems
- Network optimization in transportation industry
- Business process optimization