

ACCELERATE OUTCOMES: PERFORMANCE-BASED AGENTIC FRONT OFFICE

Front office leaders are under pressure to deliver measurable business outcomes — faster pipeline growth, improved conversion, and increased revenue — yet most initiatives are still delivered through fixed-scope engagements that prioritize activity over results.

FROM AI INVESTMENT TO BUSINESS OUTCOMES

Performance-based agentic execution shifts the model from delivery to accountability. Led by Perficient's forward-deployed engineering (FDE) teams, we deploy intelligent agents directly within your existing front office workflows.

The difference: success is defined upfront and measured in business terms. You choose the outcome — pipeline growth, conversion improvement, or account expansion — and we're accountable for it.

OUTCOME-LED AGENTIC FRONT OFFICE ACCELERATORS

Focus on the outcomes that directly impact business performance — aligning execution, measurement, and investment to results.*

- **Demand Generation & Pipeline Growth:**
Convert real-time intent signals into prioritized sales action, increasing marketing qualified lead conversion by **25% to 40%**
- **Revenue Intelligence & Forecast Accuracy:**
Focus seller effort on the opportunities most likely to convert and close, improving forecast accuracy by **15% to 25%**
- **Pursuit Lifecycle & Win Rate Improvement:**
Accelerate deal progression through agent-assisted execution and coaching — driving a **10% to 30%** increase in win rates

- **Proposal Optimization & Efficiency Gains:**
Boost proposal quality, consistency, and speed with **40% to 60%** faster proposal creation and less manual effort
- **Account Expansion & Net Revenue Growth:**
Identify growth signals within existing accounts to increase expansion pipeline and revenue identification by **20% to 40%**

PERFORMANCE-BASED ENGAGEMENT MODEL

Traditional delivery models stop at implementation. This model is built for results.

- **Shared Investment:** A portion of fees is tied directly to achieving agreed business outcomes
- **Aligned Goals:** Our success is measured the same way as yours — performance is tracked against clear outcomes
- **Business-Defined Success:** Outcomes are defined by your priorities and measured using real metrics

Traditional engagement models — time and materials or fixed fee — are also available.

GET STARTED

Ready to put intelligence to work in your front office?

Move beyond fixed-scope delivery to a model that shares risk, aligns incentives, and delivers measurable business results — in your real-world environment. Reach out to your Perficient representative or get in touch with us at perficient.com/contact-us.

Perficient is the global AI and technology consulting firm disrupting the traditional consulting model. Powered by 7,000+ advisors, engineers, and designers, we implement AI-first solutions that break conventions and deliver outcomes that matter by bringing deep industry expertise, data-driven design, and a powerful technology partner ecosystem to redefine how businesses run and succeed.

*Percentages reflect typical impact based on client context, data readiness, and deployment scope.